

# KYTC Newsletter

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Volume 67



## SUPPORTIVE SERVICES

- Estimating Training
- Building Capacity
- Mobilization Financing
- Bonding Assistance
- Marketing Plan Development
- Creating a Business Plan
- Building a Website
- Plan Reading



## KYTC is Ready for Winter

While it may seem more like spring that winter outside, it's a sure bet that before April rolls around we will experience some true winter weather in the Ohio Valley. Officials with the Kentucky Transportation Cabinet said they are prepared for the eventuality of ice and snow-covered roadways.

"In northeast Kentucky, we have more than 20,000 tons of salt – more than enough for several major snowstorms – and about 150 snow plows and other equipment ready to keep roads clear during winter storms," KYTC District 9 spokesperson Allen Blair said.

He said protocols and plans the district will follow include:  
— We will continue to use our priority route system as we have in the past, focusing first on snow removal along highly-traveled Priority A routes such as Kentucky 9 AA Highway, U.S. 68, U.S. 62, Kentucky 11, and other roads that serve as regional connectors or routes to hospitals and emergency services.  
— Priority route maps, information on how we clear snow, etc., can be found at [SnowKY.ky.gov](https://transportation.ky.gov/Maintenance/Pages/Snow-and-Ice-Maps.aspx). The direct link to view and download priority routes maps is: <https://transportation.ky.gov/Maintenance/Pages/Snow-and-Ice-Maps.aspx>. Motorists can follow real-time traffic info at <http://GoKY.ky.gov>.

"The best thing the public can do when snow hits is stay off the roads if possible and give our professional snowfighters time to get roads clear," Blair said. "We understand that many people still must travel during winter weather events and our crews are dedicated to clearing snow as quickly as possible.

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## Level Up Your Leadership, Ambition & Execution

How to cut to the chase & achieve your business goals

Stuck is the new norm. Most contractors stay stuck at the same level they have been for 2, 5 or even 10 years. These contractors work hard to maintain that level — but remain stagnant with the same salespeople, field employees, project managers, estimators, supervisors, foremen and number of crews. They get stuck in a pattern of doing the same thing over and over again.

They keep bidding on both the same project types and the same customers, somehow still hoping to land better work. They never seem to get ahead, and they continue to complain about low revenue, too many hours, lack of trained employees. They want more — more freedom, time, money, time off and wealth. The question is: How do they get it?

Many construction business owners are not happy with their personal situations and how their companies are performing.

Yes, it pays the bills and keeps them employed, but they're stuck, don't know what to do, and where to begin to properly scale their operations and move to the next level. They feel as if they are trapped in a box. Does this sound like a familiar scenario in your life?

Your business is the outcome and reflection of your actions leading and managing your company. You decide what to do — or not do — to grow. The best construction companies are led by owners and managers who want to always scale and move to a higher level.

### What's Holding You Back?

Fear is what holds most people back. They're afraid of making the wrong decisions, and want a guarantee their choices will end up being right without taking any risk. Therefore, they postpone doing what they know they must to break through to the next level. So, they delay, sometimes indefinitely, having to make the hard choices and decisions. What are you afraid of?

I recently met with 50 commercial construction business owners at one of my 2-day mastermind peer groups. Nearly every member of these groups continues to improve, scale, grow, make more money, and increase their investment portfolio.

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## About The KYTC

The goal of the DBE Supportive Services Program is to increase the number of DBEs participating on KYTC contracts and facilitate the opportunity for DBEs to obtain contracts. The services are designed to:

- Assist established construction firms to move them from bidding as a subcontractor to bidding as a Prime Contractor to produce sound bids.
- Provide access to training increases DBE expertise in handling of daily business operations.



**CEI DBE Supportive Services**

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