

FDOT Invests More Than \$1.2 Billion in Small, Veteran, Minority, Women, and Disadvantaged Businesses

Department to continue engaging with and increasing opportunities for businesses

In an effort to help expand the capacity of small businesses within the state, the Florida Department of Transportation (FDOT) has invested more than \$1.2 billion in small, veteran, minority, women, and disadvantaged businesses over the past state and federal fiscal year. Through FDOT's substantial investment efforts, the opportunities for small and disadvantaged businesses and their employees have undoubtedly increased, providing a significant economic impact within communities across Florida.

"As Governor and a veteran, I understand that veteran-owned and small businesses are vital to the success of our communities and our state's economy," said Governor Ron DeSantis. "I am proud of the Florida Department of Transportation's ongoing commitment to invest in these businesses because this investment provides veteran-owned and small businesses more opportunities to thrive for years to come."

"Supporting small and disadvantaged businesses is a priority of the department as we work toward building the transportation system that will serve Floridians for generations to come," said Florida Department of Transportation Secretary Kevin J. Thibault, P.E. "The department is proud to have invested more than \$1.2 billion in the businesses that are crucial to the economic prosperity of our communities."

In state fiscal year 2019-20, FDOT:

- Reserved 199 projects totaling more than \$60 million in contracts for certified small businesses and spent nearly \$430 million with Minority/Women Business Enterprise firms, which is an increase of over \$40 million compared to the prior state fiscal year.
- Spent \$206 million with veteran-owned businesses, an increase of over \$43 million compared to state fiscal year 2018-19.

In federal fiscal year 2019-20, FDOT:

- Committed nearly \$770 million with Disadvantaged Business Enterprise firms certified in the state of Florida, an increase of close to \$87 million compared to the prior federal fiscal year.

FDOT is also currently engaged in a comprehensive review of the department's small business program. As part of this review, the department will conduct listening sessions in every region of the state to seek input from the small business community regarding the issues and challenges they are facing and their ideas and perspectives on how to improve department programs.

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About The FDOT

The goal of the DBE Supportive Services Program is to increase the number of DBEs participating on FDOT 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.



About The Program

The Construction Estimating Institute (CEI) works with FDOT as the statewide provider of the federally funded Disadvantaged Business Enterprises (DBE) Supportive Services Program. We want to increase the number of certified DBEs participating in highway and bridge construction, as well as assist DBEs in growing and eventually becoming self-sufficient. Additionally, CEI provides supportive services by assisting prime contractors and consultants with identifying DBEs for subcontracting opportunities on priority projects.

The 6 Rules of Risk Mitigation in Construction Contracts

Exploring the hidden issues sinking your profits

Consistently achieving acceptable profit margins is difficult during the best of times. The slightest challenge can derail a project for weeks or even longer, causing profit margins to erode while also increasing the risk of potentially costly claims or litigation. And that was before COVID-19 became a reality.

According to the midyear update of Deloitte's 2020 Engineering and Construction Industry Outlook, "Apart from labor-related challenges, the engineer and construction industry is likely to face several other short-term challenges amid the pandemic, such as delays or projects being put on hold, difficulty obtaining permits for projects, a rise in project cancellations, an increase in claims and litigation ..."

As a result, achieving profit margins can be even harder during a crisis. This is especially true for the business owners and managers looking to stay competitive with the lowest bids. Success is achievable when all goes well. If not, errors, omissions and a slew of other problems can not only greatly reduce bottom lines, but also lead to financial hardship and even bankruptcy. That's why firms should adhere to a strict set of criteria when bidding on projects and entering into contractual agreements. This includes carefully calculating margins based on the client's special demands, entering contracts with a close attention to detail, understanding owner objectives and validating every construction phase—from design through completion.

1. Bid Wisely on Projects That Make Sense

During slow times, the temptation is always present to bid on projects that do not match the contractor's expertise. This error is often compounded with bids that fail to provide comfortable profit margins or enlist the aid of skilled professionals. Contractors should only take assignments with the support of adequate leadership and staff, while including margins of error into their bids. Unfortunately, doing too much for too little is a recipe for disastrous financial results, claims and possibly even years of litigation.

2. Evaluate the Cost of Materials in Your Bid

Proposals should address the potential increase in the cost of materials due to the pandemic. Production and manufacturing delays have affected the availability and cost of products. A prudent step to take prior to submitting a proposal would be to double-check both the availability and cost of most, if not all, of the materials that will be needed to fulfill the project's contractual obligations.

3. Factor Site Safety into Your Bid

Jobsite safety is always an important concern on every project. However, additional steps may need to be taken to address pandemic-specific governmental requirements.

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Supportive Services Offered:

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



Within the past 3 months,
CEI assisted DBEs
in obtaining

**\$6 MILLION
IN BONDING!!**

*Contact CEI for Bonding,
Financing or Insurance needs!*



(800) 423-7058



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CEI is an educational organization providing the highest quality construction training in the industry. Over 100,000 owners, estimators, project managers, field supervisors, office support staff, foremen, laborers, and key management personnel have attended courses that are offered nationwide. The courses provide students with construction skills training and the critical information needed to be effective within their companies and organizations.