

KYTC Newsletter

November 2021
Volume 65



SUPPORTIVE SERVICES

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



Construction to Begin Early Next Year on I-69 ORX Section 1

A series of milestones before the end of 2021 is expected to lead to ground being broken early next year on Section 1 of the I-69 Ohio River Crossing (I-69 ORX). Section 1 focuses on improvements in Henderson and extends from KY 425 to US 60. Construction is expected to begin in early 2022 and continue through 2025.

"The I-69 Ohio River Crossing offers the opportunity to open up Western Kentucky to the world," said Gov. Andy Beshear. "I am committed to getting this project done, especially at a time when the commonwealth is seeing such positive economic momentum, including the largest investment in Western Kentucky in 25 years with Pratt Paper LLC. I look forward to breaking ground in Henderson early next year so we can move this transformational project forward."

The Kentucky Transportation Cabinet (KYTC) is overseeing work on Section 1. KYTC started working with contracting teams earlier this year. Today marks the official request for technical and price proposals from the three short-listed proposers. Proposals will be due to KYTC by November 15. The apparent Best Value design-build team is expected to be announced December 15, with a contract expected to be awarded by the end of the year.

"Today's request for proposals is the first in a series of significant milestones to move us to construction," said Kentucky Transportation Secretary Jim Gray. "Momentum continues to build for Section One of I-69 ORX, another step on our multi-year investments to improve mobility and safety throughout the I-69 corridor."

[Read More →](#)

How Meaningful Time Maximizes Profits

Maintaining customer relationships is key to sales

Most successful construction companies are owned and managed by a dedicated and hardworking entrepreneur who excels at pricing, estimating and building strong customer relationships. These top performers dedicate their time to working with customers to deliver the right projects and performance required to maintain long-lasting affiliations and interactive partnerships. This constant focus delivers exactly what customers want and need. As a result of this dedication, these owners are able to build trust with their best customers. They make finding and developing loyal customers a priority.

Making a profit and growing your construction business can be simple. It starts by creating enough high-margin revenue to cover your job costs and overhead, and meet profit goals. Successful business owners are almost always the biggest revenue generators for their companies. And the fastest way to fix problems with growth is to generate more revenue. This is a task that can't be delegated if it is to succeed.

Are Customers Your Top Priority?

The top priority for any construction business is to make high-margin profits. This requires generating highly profitable revenue, which comes from customers who only hire the best and most trusted contractors. With a steady flow of customers and project opportunities, you will win enough contracts to hit your profit goals. The key is focus. I break down managing a successful construction business into four distinct areas of responsibility and focus:

1. Get work — Sales, marketing and customer development
2. Price work — Estimating and bidding
3. Do work — Project management, field operations and production
4. Track work — Financial management and administration

As a construction business coach and consultant, I work with many general contractors and subcontractors. In almost every case in which contractors make high profit margins with steady growth, the owner's top priority and primary focus is to "get work."

[Read More →](#)

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
(855) 678-9323
www.kydbecom