

## Georgia DOT Opens Small Business Help Center

Eligible small firms that want to pursue business opportunities with the Georgia Department of Transportation now have a resource specifically designed to enable them to do just that.

Georgia DOT's State Supported Funding Program has opened a Business Resource Help Center to assist eligible disadvantaged business enterprises, and registered small and veteran-owned businesses in identifying and responding to business opportunities funded by the Transportation Funding Act of 2015. These include a backlog of statewide routine maintenance projects like crack sealing; pothole repair; concrete slab repair; drainage work; roadway striping; guardrail repair; right-of-way clearing; vegetation maintenance; tree trimming; mowing; litter pick-up and more. These routine maintenance activities offer DBEs and small and medium-sized businesses—who may

On Thursday, representatives from 20 small businesses joined Georgia DOT officials at a Business Center open house, where they discussed topics ranging from pre-qualification to bonding. The sentiment of the attendees was that the help center “represents the hope of real opportunity for doing business with Georgia DOT.” Firms are eager to apply for qualification on state funded routine maintenance projects and are looking forward to obtaining assistance from center staff with understanding the process.

“As the newly elected chairman of the State Transportation Board, the opening of this center reaffirms my commitment and GDOT's commitment to ensuring that the Department provides access to opportunities for all contractors throughout the state of Georgia,” said Board Chairman Robert L. Brown. “We are fully committed to the success of the DBE program and the businesses that participate.”

Excerpt: <http://gtpac.org/2016/09/01/georgia-dot-opens-small-business-help-center/>

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### About The GDOT

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

- Facilitate liaisons between the Prime Contractor and DBEs.
- Assist established construction firms to move them from bidding as a subcontractor to bidding as a Prime Contractor.
- Provide access to training increases DBE expertise in handling of daily business operations.
- Help DBEs produce sound bid proposals.

### About The Program

The Construction Estimating Institute (CEI) works with GDOT as the statewide provider of the federally fund 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.

# MCCarthy to Head Operations at GPA

**Savannah, Ga. – Sept. 7, 2016** – The Georgia Ports Authority has named Ed McCarthy as its new COO.

McCarthy comes to Georgia from his latest post in Norfolk, Va., as chief operating officer for CMA CGM America. Tuesday, Sept. 6 is his first day on the new job.

“We’re thrilled to bring on someone with Ed’s expertise to oversee port operations,” said GPA Executive Director Griff Lynch. “His experience at major shipping lines and port terminals on both coasts will deliver important insights as we work to capture new opportunities in Savannah and Brunswick.”

At CMA CGM, McCarthy oversaw an annual budget of \$1.9 billion and led a team of 150 employees, managing more than 400 vendors in marine, rail, trucking and logistics.

“It’s an honor to join the team at the GPA,” he said. “Georgia’s ports are known throughout the industry as models of efficiency, and I am excited for the opportunity to help grow that success.”

Named CMA CGM America’s senior vice president of operations in 2011, McCarthy was promoted to chief operating officer for the shipping line in 2013. Prior to his tenure with CMA CGM, McCarthy had served in senior management and operations positions at Sealand Services, APM Terminals and Virginia International Terminals.

As chief operating officer at the GPA, McCarthy will be responsible for sustaining the profitable growth and development of GPA’s operations, while maintaining world-class operating standards. His direct reports include the directors of engineering and facilities maintenance; information technology; equipment maintenance and crane and ship operations; container operations; breakbulk and bulk operations; and the director of protective services, as well as the senior director of strategic operations and safety. A total staff of 973 employees will report to this position, which represents nearly 90 percent of the GPA’s total workforce.

McCarthy obtained a Bachelor of Science from the Maritime College at the State University of New York, a diploma in terminal management at Lloyd’s Maritime Academy at Kent College, Dartford UK, and a Masters in Business Administration from William & Mary University, Mason School of Business. He has served as chairman of the board for Consolidated Chassis Management Company and as a member of the board of directors for the Ocean Carrier Equipment and Maintenance Association.

McCarthy and his wife, Heather, have a daughter, 15, and two sons, aged 14 and 17. They will live in Savannah, Ga.

Excerpt: <http://www.gaports.com/Media/PressReleases/TabId/379/ArtMID/3274/ArticleID/86/M%20cCarthy-to-head-operations-at-GPA.aspx>

## Supportive Services Offered



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



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.

**Call 855-4321-DBE (323) or visit us online at [www.gadbesupport.com](http://www.gadbesupport.com)**

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