



Your Guide TO DOING BUSINESS WITH



West Virginia
Department of Transportation



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GOV. JUSTICE AWARDS \$7.4 MILLION IN TRANSPORTATION ALTERNATIVES AND RECREATIONAL TRAILS PROGRAM GRANTS

Today, Gov. Jim Justice and West Virginia Department of Transportation (WVDOT) Secretary Byrd White awarded 38 Transportation Alternatives and Recreational Trails Program grants, worth \$7,414,975 in total, for projects in 27 West Virginia counties.

The West Virginia Transportation Alternatives and Recreational Trails Program is administered by the WVDOT and funded by the Federal Highway Administration. These grants help towns and cities build and improve sidewalks, lighting, and rail trails.

“This is more than \$7 million that is going to go toward making it easier for people all over West Virginia to get around and will also go toward making our beautiful park trails even better,” Gov. Justice said. “Even though we’ve been apart for awhile, we’re doing everything in our power to make our state’s transportation infrastructure better

and better. And that’s exactly what this funding is going to do.”

“This funding is going to allow so many great projects to happen all over the state,” Sec. White said. “We’ll see a bunch of projects to make our sidewalks ADA-compliant so people of all abilities will be able to use our sidewalks, we are adding to our trail systems, it’s really just good for us all the way around and I really want to thank Governor Justice for his leadership and his commitment to transportation in West Virginia that’s making all of this possible.

“Today, West Virginia has a total of over \$3 billion-worth of transportation contracts in progress,” Sec. White continued. “Without Governor Justice, we wouldn’t have anywhere near that and I just thank him over and over again for all he’s done.”

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About The WVDOT

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

TOP TACTICS FOR DEALING WITH COVID-19 & ITS AFTERMATH

The strategies you need to make sure your business withstands the pandemic

The world has encountered an unprecedented event in the spread of COVID-19. At print time, world markets were rattled worse than the mortgage crisis and that of 9/11, with few answers about when and if the world will go back to normal.

The new “normal” may require a new definition as it relates to education, recreation, business and even construction. As we move through this pandemic, here are a few things to keep in mind now and as we look to the future:

- People first—Our teams are all going through this together, and a dose of humanity goes a long way.
- Proactive communication—Don’t leave internal communication to chance. Be on the front line of the communication.
- Decisiveness—Firms will be confronted with tough decisions every day, before, during and after the dust settles. Avoid analysis paralysis.
- Positivity—Don’t paint an unrealistic picture, but your team is looking to you for your strength and support as they begin to rebound.
- Perseverance—You have contingency plans and a strong balance sheet for a reason. When the dust settles—and it will—you will be OK.

If there was one enduring lesson from the Great Recession, it was that construction firms failed when they did not communicate enough. It was only as firms began talking about reductions in labor forces that the

true impact of the recession was felt by their employees. Use Figure 1 on page 9 and the following tactics and strategies to help guide your firm through the expansive unknown.

Associate Health & Well-Being (Short Term/Internal)

- Internal communication plan (frequency and approach)—Define the cadence and frequency with which your teams will communicate. Where and when should “town hall” meetings take place (virtually) to answer questions and brainstorm ideas?
- Hygienic best practices—What precautions will you make mandatory for cleaning, in an office or on the jobsite? When schedules do return to normal, how will you continue these practices to avoid a boomerang effect?
- Protocol for remote work—As firms consider working remotely, how will you continue to press forward on your culture? What if your firm has traveling managers? How will that affect their ability to get home regularly? What if there is a domestic travel shutdown?
- Staggered scheduling—When normalcy returns, how do teams engage on projects that require less social distancing?

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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
- Plan Reading



**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

 www.wvdbesupport.com



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.