



## Governor Beshear Announces \$38.1 Million to Kentucky in BUILD Transportation Grants

Governor Andy Beshear today announced that Kentucky has been awarded \$38.1 million in federal discretionary transportation grants for advancement of much needed bridge and highway improvements in Logan, Todd and Kenton counties and the City of Corbin.

“This is exciting news for many Kentucky drivers and their families. It also is a great opportunity to make investments in infrastructure that will return a direct and beneficial economic impact in each of these regions and beyond,” said Gov. Andy Beshear. “Growing our economy requires continuing investments in the infrastructure that moves our goods and our people.”

The funding is part of the BUILD program – Better Utilizing Investments to Leverage Development. In this case, BUILD grants leverage matching funds from the Kentucky Transportation Cabinet (KYTC) and the local governments.

“BUILD grants are a critical element of our infrastructure improvement planning,” KYTC Secretary Jim Gray said. “In turn, our cabinet and these local governments do their part.”

Awards are for the following projects:

### City of Corbin

One grant of \$15 million will support the widening of U.S. 25W to five lanes from two lanes between KY 727 and the Corbin Bypass (KY 3041).

Turn lanes also will be added.

The project is needed is to reduce congestion and improve safety, freight movement and accessibility. Under the city’s plan, the Kentucky Transportation Cabinet will administer the project with Federal Highway Administration (FHWA) approval.

The BUILD grant represents 59 percent of the total project cost of \$25.5 million. The remainder will include \$6.52 million in traditional federal highway funding, just under \$3 million from the local government and \$981,000 in state transportation funds. “The City of Corbin is very thankful for our partners at the Kentucky Transportation Cabinet, District 11 and the Cumberland Valley Area Development District who were instrumental in their support of this project,” Corbin Mayor Suzie Rasmus said. “This much needed funding will affect many aspects of our region, from school to medical to tourism accessibility.”

### Logan and Todd Counties

A grant of \$13.5 million will help fund the replacement of four bridges on U.S. 79 between Russellville, in Logan County, and Guthrie, in Todd County.

[Click Here to 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.



### About The Program

The Construction Estimating Institute (CEI) works with KYTC 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.



# How to Bid Smarter, Not Harder

## Why a winning bidding strategy starts with finding your niche market

When construction work is plentiful, there's more than enough projects for every general contractor, subcontractor and supplier in town. All you have to do is wait for the continuous supply of requests for proposals from your customers. Then download the plans, do your takeoffs, submit your bids, and wait for results.

With this estimating effort, odds are you will get awarded enough jobs to hit your sales revenue goals, generate enough margin to cover your overhead, and keep your crew busy. This simple, low-bid estimating strategy will keep your pipeline full and your field busy when opportunities are abundant. And because there are lots of jobs to bid, you don't need to implement a focused estimating and bidding strategy or be selective in what you bid to win enough work. But will this effort help you hit your profit goals?

My recommendation is to seek higher-margin work against fewer competitors. Doing this requires a strategy to better target customers and projects to win work that involves more than just low prices. Simply bidding a higher volume of projects is never the way to grow a successful construction business and make more money. You won't increase your yearly net profit by bidding the minimum against multiple competitors who only sell by low price.

Bidding on projects with open bid lists wipes out your chances of making high margins. The only way to

higher margins is bidding the right customers and projects, with the right profit margin potential and against the right competitors.

The long-term solution is to seek better customers, aim for better projects, and focus on better opportunities. Improving your bottom line means making the decision to find customers who value service, quality, professionalism, experience and trust.

### Seek the Customers & Projects You Want

To increase profitable sales against less competition at higher margins, you will have to implement an estimating and bidding strategy to get off the low-bid treadmill. By focusing on projects and customers you want, versus open bid lists, you will improve your profits.

Would you rather build your business doing repeat construction for hospitals and universities, or bidding on low-price shopping centers or public projects against every low-bid contractor in town? Or build high-end custom homes versus low-price remodels? The choice is yours to make as you fill your pipeline with either low-price or high-profit work.

### Seek Quality over Quantity

Construction companies continue to waste lots of time bidding on jobs they can't get unless they are really low priced. This doesn't help them make an above-average profit margin.

[Click Here to Read More ▶](#)

## 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!

 (855) 678-9323

 [www.kydbe.com](http://www.kydbe.com)

 525 West 5th Street, Suite 214  
Covington, KY 41011



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.