



10 Steps To Building A Successful Construction Company In The New Economy



For the last five years or so many construction business owners were operating their businesses in survival mode. With the economy improving and residential construction activity picking up **many contractors will be looking to grow their businesses again.** If you are looking to grow your business **here is my list of 10 steps contractors should take to make the switch from surviving to thriving.**

1. **You can't do it all;** no matter how much you try. **Find the right people with the right skills and personalities** to be part of your team.
2. **Hire and properly train employees before you already need them** and their required skills up and running.
3. You are not the Energizer Bunny! **Make sure you have a plan for recharging your batteries** and keeping up the motivation you will need to make your dream business happen.
4. **Work on your leadership skills** and make sure you understand the difference between leadership and management. **Good employees want to be lead, not supervised.**
5. **Be careful about and watch your overhead expenses.** Many construction businesses failed during the recession because they could not cover the cost of **the overhead they were committed to.**
6. **Know the costs of doing more business before you do more business** so you can use the right markup to price your jobs profitably.
7. Before you actually increase your overhead costs **test the marketplace you plan to work in to make sure you can sell at the increased pricing** you'll need and can sell enough work at that price. Consider if you are in the right market to do business but also if you **have the right marketing and sales skills in place.**
8. **Be sure to price your work for the actual costs you will incur at the time you produce it.** Labor and many material costs are expected to go up dramatically before the end of the year. If you like the idea of an extended backlog of work **find a way to protect your planned profits from escalating costs.**
9. **Know your limits.** Do what you can yourself but get the professional help you need to do things right; to **avoid costly mistakes, increase the likelihood of success and maximize the results for your all your efforts.**
10. **Revisit number one above.** Share your plan and your measurable with **someone who can and you will allow to hold you accountable** to following your plan and achieving your goals. **Make them part of your team.**

Excerpt: www.shawnmccadden.com/the-design-builders-blog/bid/93741/10-Steps-To-Building-A-Successful-Construction-Company

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.

CONCRETE: Studies show cement soaks up greenhouse gases



Making cement is thought to produce 5% of all global greenhouse gas emissions from fossil fuels and factories. But cement may eventually suck some of that carbon dioxide (CO₂) back up—

enough to cancel nearly a quarter of the gases released making cement, according to a new study.

To make cement, limestone (calcium carbonate) is turned into lime (calcium oxide) by baking it at temperatures topping 1000°C. That conversion releases large amounts of CO₂—half cement's total greenhouse gases. The other half comes from fossil fuels used to heat cement kilns.

The good news is that mortar, concrete and rubble from demolished buildings can gradually absorb CO₂ through a process called carbonation. As CO₂ from the air enters tiny pores in the cement, it encounters a variety of chemicals and water trapped there. The ensuing reactions convert CO₂ into other chemicals, including water. Still, just how much CO₂ the world's cement soaked up had never been estimated.

So a team of Chinese scientists now at the California Institute of Technology in Pasadena, set out to do just that. Those researchers eventually teamed up with an earth systems scientist at the University of California, Irvine, and other U.S. and European researchers. Together, they compiled data from studies of how cement is used around the world, including the thickness of concrete walls, the quality of concrete used in different structures, the life spans of concrete buildings, and what happens to the concrete after the buildings are torn down.

The scientists also visited construction sites around China—the world's largest producer of cement—to get more accurate estimates of a variety of factors that influence how much CO₂ the cement absorbs. This included everything from the size range of concrete rubble and how long it was left in the open air, to how much cement was used in thick concrete versus thin layers of mortar spread on walls, where it is exposed more readily to CO₂.

The results cast a different light on the cumulative impact cement has on the climate. The researchers estimate that between 1930 and 2013, cement has soaked up 4.5 gigatons of carbon or more than 16 gigatons of CO₂, 43% of the total carbon emitted when limestone was converted to lime in cement kilns, they report online in Nature Geoscience. That is more than 20% of the carbon soaked up by forests in recent decades, they write.

According to a scientist at Stanford University, the findings do not represent a dramatic change in the overall picture of greenhouse gas emissions. However, it adds another piece of information to the part of carbon models that is particularly prone to uncertainty—how much carbon is soaked up on land. In future inventories, cement will need to be added to the list of things that absorb carbon from the atmosphere.

One researcher believes it is conceivable that in the future cement could even suck up more CO₂ than it produces. But that, according to the researcher, would take switching away from fossil fuels, and finding a way to capture and dispose of the gases coming from the limestone at cement factories.

Excerpt: www.roadbridges.com/concrete-studies-show-cement-soaks-greenhouse-gases

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 855-432-1DBE (1323) or visit us online at
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