



## Georgia DOT Awards 85.4M in Statewide Projects



The Georgia Department of Transportation (Georgia DOT) has awarded 24 contracts for statewide transportation projects totaling \$85,421,677. These projects were advertised in May, bids were received on June 16, and contracts were awarded on June 30 to the lowest qualified bidder.

This month the Department addresses off-system safety with 16 awards for signing and pavement marking upgrades at over 475 locations on local roads in communities throughout Georgia. The \$7 million in funds associated with these awards are part of Georgia DOT's FY 2017 Off-System Safety Program, which focuses on low-cost safety improvements that are likely to reduce the frequency and severity of crashes on "off-system" city and county routes.

"Fatalities on Georgia's roads are up 33 percent in the last two years and over a third occur on local roads," Georgia DOT Commissioner Russell R. McMurry, P.E. said. "Reducing these fatalities requires a continued investment in safety enhancements. I am pleased that GDOT can assist local governments with funding for these critical projects through our Off-System Safety Program."

The largest single monetary award is a \$48.4 million contract for major interchange reconstruction along 5.3 miles of I-75/SR 40 from north of SR 133 to the Cook County line in South Georgia's Lowndes County.

- I-75/SR 7 (Shiloh Road/North Valdosta Road) interchange reconstruction includes widening Shiloh Road from two lanes to a four-lane divided roadway with a concrete median and paved shoulders, constructing a new bridge over I-75 and reconstructing the I-75 northbound ramps as a conventional diamond interchange.
- I-75/SR 122 (Main Street) interchange reconstruction widens 0.7 miles of SR 122 (Main Street), reconstructs its interchange with I-75, constructs a new bridge over I-75 and reconstructs the I-75 ramps as a conventional diamond interchange. The contractor is Reames and Son Construction Company, of Valdosta, Ga., and the anticipated completion date is April 30, 2020.

An innovative continuous flow intersection—Georgia's second—is coming to Gwinnett County with intersection improvements on US 78/SR 10 at SR 124. The project will convert the existing signalized intersection to allow drivers to make left turns before the two roads cross. Relocating the left turn movement from the center of the intersection to the side reduces the potential for angle type crashes. In addition to reducing the frequency and severity of crashes, the CFI is expected to provide congestion relief and reduce travel delay.

The innovative CFI design saves taxpayer dollars and the capacity of this type of intersection rivals a full interstate-style interchange. The CFI also has a limited impact, as there are no ramps or overpasses constructed. Other CFIs are in development across Georgia.

Excerpt: [www.metroatlantaceo.com/news/2017/07/georgia-dot-awards-854m-statewide-projects/](http://www.metroatlantaceo.com/news/2017/07/georgia-dot-awards-854m-statewide-projects/)

### About the GDOT

DBE Supportive Services provides an array opportunities for free to DBE's, give us call or email us.

- Ask us about getting a letter of bond ability.
- Need a capability statement? Call us
- How about a new/updated website, Email/call us
- Need assistance to become DBE Certified? call us
- We also Provide Training and Technical Assistance

Phone Number: 855-435-1323- Email: [info@gadbesupport.com](mailto:info@gadbesupport.com)

### 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.

## How to Overcome Underachievement and Meet Your Goals



It is easy to look at the next-door neighbors and think, “Boy, they have it going on!” Keeping up with the Joneses is a common practice, and it leads

to so many insecurities, which we all seem to possess. We know the grass isn’t always greener on the other side, and it is our own psyche that plants these seeds of doubt.

However, there comes a moment when you still have to wonder, “Is it us?” Most geographic markets are strong across the country, with most sectors also overperforming. Yet, there is that one firm that seems to continually underachieve. The company’s margins are always lower, its people are dissatisfied and its customers are consistently fleeing. This begs the question, “What are we doing wrong?” and should cause some level of introspection into your company.

### “We just don’t make any money ”

Before we get out the red pen and start a massive series of slash and burns, though, it would be prudent to first examine the firm’s productivity. This is not to say that the field crews of the firm are lazy by any means. However, it may be important to ask the following questions.

- Do we know our true costs?
- How well do we start projects? Does it start with a well-strategized plan, or do we launch our field crews with reckless abandon?
- How well do we monitor job performance within the company?
- Do we reflect on performance at the conclusion of our projects to examine what worked and what didn’t work?

These are just a sample of questions that one could use to evaluate overall performance. The key element to understand is that most of the challenges are not poor estimating, but rather the linkages to the field relative to the plan and the ultimate loop back to estimating in the end.

### “We keep losing good people ”

The knee-jerk reaction is to believe the root cause is in compensation. Of course, there are plenty of people that will jump at the opportunity to make more money. However, the vast majority of workers do not quit a company. They quit their immediate supervisors. Many firms that have flight issues actually have toxic environments. Before we start throwing money at people, it would be important to consider the following questions.

- How would we grade our culture?
- Do our associates feel respected?
- Do we see people doing things right?
- Is there room for promotion or growth?
- Do people not see a future for themselves or for the firm? Is there a succession plan in place for aging associates?
- How well do we develop talent?
- Do we onboard, train and grow our employees effectively, or do we just throw them to the wolves?

Once again, consider what employers hear. When someone leaves, he/she is often told to not burn a bridge. So, he/she leaves with the obligatory reason that another position is available where he/she can make more money to support his/her family. No one can knock that rationale. However, when the real reason is toxicity, masked by the veil of compensation, firms can suffer for years with the symptoms and never see the real disease.

To Read More See Excerpt: <http://www.constructionbusinessowner.com/technology/project-management/march-2017-how-overcome-underachievement-meet-your-goals>

## Supportive Services Offered



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



**BONDING,  
FINANCING,  
AND  
INSURANCE**

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

CEI, 3330 Cumberland BLVD Suite 500, Atlanta, Georgia, 30339