

## **Introducing the New Program Provider for GDOT DBE Supportive Services**

The Georgia Department of Transportation recently selected Construction Estimating Institute (CEI) as the new service provider for the GDOT DBE Supportive Services Program. CEI provides DBE Supportive Services to several states in the southeast, including Florida, Kentucky, Alabama, West Virginia, and now Georgia.

CEI will be introducing several new components to the GDOT DBE Supportive Services Program in the upcoming months, including free access to online training courses for all DBEs and a bid matching program which will notify DBEs of upcoming work opportunities via email. The bid matching program will be customized for each DBE according to the types of work the DBE performs. CEI will also offer bonding and financing assistance, live training classes, matchmaking events with prime contractors and GDOT officials, and a variety of other services.

CEI has created a new website with information on all of the services available to DBEs: [www.gadbesupport.com](http://www.gadbesupport.com). DBEs can also contact CEI to learn about their services by phone at 855.432.1DBE (855.432.1323) or meet with a DBE advisor at the DBE Supportive Services office at 3350 Riverwood Pkwy., Ste.1900, Atlanta, GA 30339. GDOT DBE Supportive Services are all provided at no charge to DBEs.

Some of the services available to DBEs are:

- Needs assessments to determine services required
- Assistance creating or revamping company websites
- Assistance designing capability statements
- Online and live training in areas of business such as marketing, accounting, bid matching and more
- Online and live training in technical areas such as estimating and plan reading
- Bonding assistance
- Events where DBEs, GDOT officials and prime contractors can meet and network
- A searchable database of DBE capability statements that prime contractors can utilize to find DBE subcontractors
- One-on-one technical assistance
- Training in the GDOT bid matching program

Please call CEI at 855.432.1DBE to set up your individual appointment today.

### **About GDOT DBE Supportive Services**

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 connections between prime contractors and DBEs.
- Assist established DBE firms in moving from bidding as subcontractors to bidding as prime contractors.
- Provide access to training that will improve DBEs' expertise in handling daily business operations.
- Help DBEs produce sound bid proposals.

### **About CEI**

The Construction Estimating Institute (CEI) works with GDOT as the statewide provider of the federally funded Disadvantaged Business Enterprises (DBE) Supportive Services Program.

CEI's goal is to increase the number of certified Georgia DBEs participating in highway and bridge construction, as well as assist DBEs in growing and becoming self-sufficient.

Additionally, CEI provides supportive services by assisting prime contractors and consultants with identifying DBEs for subcontracting opportunities on priority projects.

## 4 Ways Simple to Increase DBE Business

Marketing isn't always easy, but here are some simple steps that help to cultivate your reputation.

1. Identify your clients and customers
2. Look for new opportunities by networking
3. Guard your reputation! Happy clients = good publicity
4. Follow up on questions and tie loose ends daily

Consider your customers. With a pen and paper handy, ask yourself: Why do people buy from you? Why are people not buying from you? Why do people buy from your competitors?

Use your answers to help choose where to spend your time and efforts networking.

Where should you network? DBE Matchmaking functions and after-hours business events are a great start. Check [meetup.com](http://meetup.com) for groups near you.

You've probably heard: "If a customer likes you, they will tell someone, but if they don't like you, they will tell 10 people." Now adjust that to the web.

According to AdWeek, 81% of people research a company online before buying. If a client writes a bad review about you online, rectifying the problem can only improve your reputation (and help correct your poor review).

Similarly, don't be afraid to ask those you've done great work for to write online recommendations.

Lastly, take a moment nightly to:

- Answer online inquiries and emails
- Use collected business cards to connect on LinkedIn
- Thank people who made a project possible
- Thank those who recommended you to a potential new client

## US Dept. of Transportation Announces \$8 Million Funding

The U.S. Department of Transportation's (DOT) Federal Transit Administration (FTA) announced an opportunity to apply for \$8 million in federal funding for projects that demonstrate innovative approaches to mobility issues in public transportation. The program, known as the Mobility on Demand (MOD) Sandbox, will support research and technology deployments that improve public transportation efficiency and effectiveness, enhancing safety and connectivity in America's transportation system.

"Innovation is driving our world forward, and we want public transportation providers to seize opportunities to embrace new ideas and solutions," said U.S. Transportation Secretary Anthony Foxx. "Technology is a powerful tool for bringing people together like never before – to connect communities in ways that build and increase opportunity."

The Mobility on Demand Sandbox Demonstration Program is part of a larger MOD research effort at FTA and DOT that seeks to support transit agencies and communities as they navigate the evolving landscape of personal mobility. Mobility on Demand projects and services help make transportation systems more integrated, automated, and accessible, while offering better connections to both existing and future infrastructure and public and private transportation options.

A detailed explanation of the program's goals and selection criteria can be found in the Notice of Funding Opportunity (NOFO) in the Federal Register and at [Grants.gov](http://Grants.gov).

- Excerpt from: <https://www.transportation.gov/briefing-room/us-department-transportation-announces-8-million-funding-opportunity-innovative-publ-0>

## DBE Supportive Services Available



- Estimating Training
- Development of Marketing Plans
- Financing Assistance
- Bonding Assistance
- Plan Reading Training
- Business Plan Development
- Website Creation
- Matchmaking with Prime Contractors



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 (323) or visit us online at [www.gadbesupport.com](http://www.gadbesupport.com)**

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