

GDOT Newsletter

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Volume 80



SUPPORTIVE SERVICES

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- Building Capacity
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State of Georgia DOT awards \$152 million in October construction contracts

During the October 2022 State Transportation Board meeting, the Georgia Department of Transportation announced it awarded 25 projects valued at approximately \$152,464,122. The largest single investment, worth approximately \$9 million, was awarded to The Scruggs Company. This resurfacing project consists of 10.33 miles of milling and plant mix resurfacing on State Route 35 from the Colquitt County line to south of U.S. 82 in Tift County. This contract, along with 13 other resurfacing contracts, represents 83% of the awarded funds. The largest maintenance contract is worth approximately \$4 million. This project was awarded to The L.C. Whitford Company Inc. and consists of bridge rehabilitation projects at various locations in Warren County. This contract, along with three other maintenance contracts, represents 11% of the awarded funds.

Two bridge construction projects represent 4%, or approximately \$4 million, of the awarded funds. The bridge construction projects include the construction of a bridge and approaches – one in Irwin County and one in Wilkinson County. The remaining 2% is allotted for two safety projects in Chatham, Greene, McDuffie, Morgan, Newton, Walton and Warren counties. Safety projects represents approximately a \$1 million investment. Projects include installation of closed-circuit television and upgrading cable barriers. The October awards bring the total construction contracts for Fiscal Year 2023 to \$573,272,197 million. This total includes projects for FY 2023, which began July 1.

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Happy New Year?

Business planning in a year of uncertainty

Business planning for 2023 might feel similar to an idyllic island getaway — complete with tiki huts, white sand beaches and a slight breeze blowing across the shoreline. However, just on the horizon, there are dark clouds billowing and the local weather forecaster doesn't seem to have an accurate projection on the storm's trajectory. Will the storm hit, or will it just float on by? Do we board up the tiki bar, or keep the patrons fully served? Similarly, the construction world is coming off another round of high-performing years. There were certainly headwinds in the form of material shortages, fuel price increases and the ever-present labor woes, but the contracting world persevered. The only cause for pause was the continual threat of recession or economic pullback. Inflation drove costs up, interest rates rose, and, in some cases, there was the expected "cooling off" relative to construction starts.

So, where does this leave a construction business owner developing an effective strategy for the year(s) to come? Is it time to batten down the hatches and expect the worst, or is it time to play offense?

Preparation Begins Well Before the Storm

If a storm were raging on that picturesque island, would the islanders say to themselves, "Maybe we should slap up some plywood ..." or would they have prepared themselves well in advance, shoring up their village and ensuring they had emergency provisions? It is intriguing to think of how many contractors thought to look at their balance sheet, collections, etc., at the beginning of the pandemic — as if in the middle of a wholesale business stoppage the world had never seen before, the balance sheet would mystically add zeros to weather an extended weak economic cycle.

The same concept holds true for this economic cycle: Even if the market continues to falter, preparations should have been made well before. Put another way, don't be caught in a raging typhoon, hanging boards on the wall of a house while the wind is whipping the ladder out from underneath you. Preparation should begin today — not tomorrow, not another month, but immediately to be acted upon.

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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:

- 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.



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