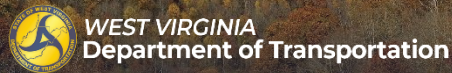


WV DOT Newsletter

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Volume 54



SUPPORTIVE SERVICES

- Estimating Training
- Building Capacity
- Mobilization Financing
- Bonding Assistance
- Marketing Plan Development
- Creating a Business Plan
- Building a Website
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Airports contribute \$1.63 billion in revenue to West Virginia economy

West Virginia's commercial and general aviation airports contribute about \$1.63 billion in revenue and create more than 10,000 jobs, according to a study commissioned by the West Virginia Aeronautics Commission.

According to the just-released West Virginia Aviation Economic Impact Study, visitors to the state's seven commercial and 17 general aviation airports also spend more than \$69 million a year.

"The purpose of the study is to take the first look in over 30 years at the economic impact of our airports," said Aeronautics Commission Director Sean Hill. "The idea is to get a baseline to understand what the airports mean to our economy."

The \$400,000 study was paid for with funding from the Federal Aviation Administration, with a 10 percent match from the Aeronautics Commission. Results were based on 2019 data.

A link to the study can be found [here](#).

The study, conducted by planning and design engineering consultants Kimley-Horn, looks at both quantitative data – how much money goes into and out of the state's airports – and qualitative data – how important airports are to local business, military and medical needs.

But Hill said the Aeronautics Commission wasn't interested in a study that painted the Mountain State's airport system in the rosiest light possible.

"We didn't want any fluff," he said. "I didn't want to see numbers that seemed crazy to me. I'm pretty confident in what we came up with."

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5 Key Metrics That Make or Break Your Company

You can't operate a jobsite without equipment. For many heavy civil construction companies, it's the most significant asset they own. Therefore, it can have a profound impact on your bottom line. While there are many fleet performance metrics to manage to keep a fleet productive and healthy, the following are five key metrics and definitions below directly impact the bottom line. Read on to find out how.

1. Utilization

Definition: A measure of use of a machine unit or a class of machines, i.e., 40 hours/week equates to 2,000 hours/year. If that is the maximum time of usage, that becomes 100% utilization.

Equipment is one of the most significant assets of any heavy civil construction company. It's not uncommon to have a million dollars worth of equipment on a \$150,000 job, for example. So, every fleet manager wants to make sure they utilize each of those assets to their fullest potential. Utilization also becomes a key data point in determining equipment rates, so it must be accurate.

Comparing "charged time" to a job, entered by field personnel, with "actual machine-hours," from telematics or manually entered, can help you determine how your fleet is doing. You'll want to set utilization target expectations for each equipment class, i.e., midsize excavators may be 1,300 hours/year (65%), while asphalt machines maybe 1,900 hours/year (95%). The better utilization rates you can achieve, the less equipment sits around idle, costing you money. And that means more profit for your company.

Technology can track the charged time from the field and show you which pieces and equipment classes are underutilized in your fleet. Telematics devices track the movement of your fleet and actual machine hours of usage.

2. Equipment Rates

Definition: A rate set to use a piece of equipment — a dollar amount per specified time period. Equipment rates are a helpful metric that allows companies to bid on their expected equipment cost, to recover their costs /investment, and to compare internal equipment costs with published outside rental/lease costs to validate ownership versus renting.

About The WVDOT

The goal of the DBE Supportive Services Program is to increase the number of DBEs participating on WVDOT 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.



CEI DBE Supportive Services

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