

FDOT Newsletter

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Volume 82



SUPPORTIVE SERVICES

- Estimating Training
- Building Capacity
- Mobilization Financing
- Bonding Assistance
- Marketing Plan Development
- Creating a Business Plan
- Building a Website
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Florida Department of Transportation's Commitment to Communities Stronger Than Ever in 2022

Today the Florida Department of Transportation (FDOT) highlights accomplishments from 2022, all of which have **advanced transportation** throughout the state by **working closely with communities and partners** and **incorporating innovative technology and design**.

"Having been at FDOT for my entire career, I am honored and humbled to have the opportunity to serve my fellow Floridians by leading this agency," **said Florida Department of Transportation Secretary Jared W. Perdue, P.E.** "Florida has a diverse transportation system, so it's important that we continue to balance the needs of our communities with safety and environmental considerations, while also providing an advanced and resilient transportation infrastructure. From safe mobility options for Floridians and visitors, to facilitating an effective supply chain, a reliable and robust transportation system truly impacts all of us on a daily basis."

The signing of Governor DeSantis' **Freedom First Budget** in June made record investments in Florida's transportation infrastructure. The historic **\$12.6 billion in funding for statewide transportation projects** for FDOT's current five-year work plan reaffirmed Florida as an **innovative leader in transportation**. **Strategic investments** were emphasized, including \$4.4 billion for highway construction to include 180 new lane miles, \$1.2 billion in resurfacing to include 2,690 lane miles, \$236.6 million for bridge maintenance repairs and replacements, \$135.9 million in seaport infrastructure enhancements, \$314.5 million for aviation improvements, \$867 million for rail and transit program advancements, and \$160.1 million for safety initiatives.

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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.

Contrarian Logic

Winston Churchill said, "Never waste a good crisis." And there is something to be said for capitalizing on a down market. Too often, businesses hunker down amid a storm and try to ride out a weak economy.

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About The FDOT

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