

Your Guide TO DOING BUSINESS WITH **FDOT**

Brought to You Through
a FDOT Partnership With
CEI DBE
Supportive
Services

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Florida Department of Transportation Keeps Florida Moving in 2020

Today, the Florida Department of Transportation (FDOT) announced its transportation accomplishments in 2020 under the leadership of Governor Ron DeSantis. "This year, the department continued to achieve many milestones that will undoubtedly shape Florida's transportation system for generations to come," said Florida Department of Transportation Secretary Kevin J. Thibault, P.E. "Through the leadership of Governor DeSantis and support of our partners, the department has kept Florida moving while accelerating vital transportation projects throughout the state."

FDOT's accomplishments during 2020 include:

Acceleration of Key Construction Projects

In 2020, Governor DeSantis directed the Florida Department of Transportation (FDOT) to accelerate key construction projects as traffic slowed due to COVID19, providing gainful employment to Floridians and saving the state more than 650 calendar days of construction. These projects included:

- The Howard Frankland Bridge project in the Tampa Bay area.
- The widening of Southern Boulevard (S.R. 80) in western Palm Beach County.
- In Miami-Dade, the I-395/S.R. 836/I-95 Design Build Project in coordination with the local expressway authority.
- The project at Sand Lake Road (S.R. 482) near the heavy tourist area of International Drive and Universal Boulevard in Orlando.

- Phase one of construction on the US-1 Cow Key Bridge in Monroe County.
- The Diverging Diamond Interchange on S.R. 200 (A1A) at I-95 in Nassau County, the first of its kind in Northeast Florida.
- Five new I-4/S.R. 408 flyover ramps as part of the I-4 Ultimate Project in Orlando.

National Recognition

- Receiving its 10th consecutive [Perpetual Pavement Award](#) from the Asphalt Pavement Alliance for the 9.4-mile section of I-95 in St. Johns County.
- Being named one of the first participating states in the U.S. Department of Transportation's Automated Vehicle Transparency and Engagement for Safety Testing ([AV TEST Initiative](#)).
- Earning two Southeastern Association of State Highway and Transportation Officials (SASHTO) Regional Competition Awards for the S.R. 82 Widening Project and SunTrax Phase 1.
- Winning a 2020 Toll Excellence Award from the International Bridge, Tunnel and Turnpike Association (IBTTA) for Technology for FDOT's Florida Turnpike Enterprise's (FTE) development of SunTrax.
- FDOT/Florida's Turnpike Enterprise's employee Barbara Davis receiving the President's Transportation Award

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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.



About The Program

The Construction Estimating Institute (CEI) works with FDOT as the statewide provider of the federally funded 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 Seize Opportunities in Construction Post-COVID-19

A primer on addressing risks & maintaining agility while growing your profits

As COVID-19 cases continue to rise and fall globally, and countries emerge and reenter into various stages of lockdown, the impact of the crisis on the industry is still unknown. With uncertainty still dominating the market, construction firms will need to leverage transformational technologies and prioritize risk to prepare for the post-pandemic era. Challenger organizations should take advantage their ability to be agile.

Construction companies are the most likely organizations to believe they can displace industry leaders, according to an IFS study. As 81% of construction chief financial officers look to reduce costs due to the impact of the pandemic and stress the need for transparency from contractors in the supply chain and vendors, their pre-pandemic vigor to outpace those dominating the market puts these organizations in a prime position for success in a post-pandemic era.

But changes in the industry will not just be necessary within financial departments. Contractors need to adjust how they design and build projects to address the additional risks that the pandemic poses. COVID-19 caused widespread disruption to projects.

Going forward, project owners need to leverage technology and risk management strategies to limit disruptions from floods, fires and lockdowns and extend their asset support across the whole life cycle to

maximize revenues.

Market Leaders Lack Agility: Enter the Challengers

Market leaders in construction are determined more by their reputation and the ability to maintain high project revenue and margins than any enduring intellectual property or superiority in distribution. But PwC figures show that 71% of contractors are concerned with financial impacts of the pandemic, including efforts on operations, future periods of liquidity and capital resources, and 64% fear a global recession—large companies involved in major projects will struggle to adapt quickly.

This means that with the right investments in process and technology, construction challengers are in an excellent position to move up the ranks by offering improved project delivery performance resulting in faster, high-quality delivery at a more competitive cost.

This could mean adopting modular, off-site or prefabricated project delivery methods while streamlining and automating project steps at the back end. These challengers can also drive revenue from other sources—including maintenance and facilities management. In some cases, there may be revenue potential in licensing of proprietary designs used in projects.

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Supportive Services Offered:

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



Within the past 3 months,
CEI assisted DBEs
in obtaining

**\$6 MILLION
IN BONDING!!**

Contact CEI for Bonding,
Financing or Insurance needs!

(800) 423-7058



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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.