



Transportation Cabinet announces funding for upgrades to Marina at Rowena access road

SAVE THE DATE

October 4, 2018

The Kentucky Transportation Cabinet would like to invite you to the **grand opening** of



Agenda

- **EDI: Ground Up | Partner Up | Build Up**
- **Gateway Community and Technical College**
- **Bridging Kentucky**

Thursday, October 4, 2018 | 9:30 a.m. to 12:00 p.m.
Radisson Hotel, Cincinnati Riverfront

As part of Governor Matt Bevin’s ongoing commitment to provide a modern and safe transportation system that encourages economic growth across the Commonwealth, the Kentucky Transportation Cabinet (KYTC) has approved \$217,000 in discretionary funding for the resurfacing and repair of KY 558 in Russell and Clinton counties. KY 558 serves as the access road to Marina at Rowena, a \$10 million commercial marina development currently under construction on the banks of Lake Cumberland.

Kentucky Transportation Cabinet Secretary Greg Thomas and Kentucky Tourism, Arts and Heritage Cabinet Secretary Don Parkinson attended a joint fiscal court meeting today between Russell and Clinton counties to make the announcement. Secretary Thomas was also on hand to invite input from local officials on pressing transportation infrastructure needs as part of a statewide listening tour.

“Cooperation between local and state leaders is a vital component in providing Kentuckians with an efficient transportation system that supports regional economies,” said Secretary Thomas. “I am grateful for Gov. Bevin’s unwavering commitment to modernizing Kentucky’s transportation infrastructure and would like to thank Russell County Judge/Executive Gary Robertson and Clinton County Judge/Executive Richard Armstrong for their partnership and investment in this project. We’re eager to continue building on this collaborative approach to asset management at the county level.”

To read more:
<https://transportation.ky.gov/NewsRoom/Rowena%20Marina%20announcement.pdf>



DBE Opportunities

**Want to learn more about the DBE Program?
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- Getting a letter of bond ability
- Capability Statement Development and Assistance
- Website Development and Assistance
- How to become DBE Certified
- Training and Technical Assistance

Phone Number: 855-678-9323
Email: Info@kydbe.com

About The DBE Program

The Construction Estimating Institute (CEI) works with Kentucky Transportation Cabinet (KYTC) 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.

Grow Your Business with Cold-Weather Services

3 best practices to help unlock year-round profitability



For many businesses in locations with moderate climates, winter is a season that brings fewer jobs and contracts. But it doesn't have to be that way. Construction companies across the continent have started to discover that this perceived

offseason holds a different set of opportunities. Some business owners have found that cold-weather services—like snow and ice removal—help maintain consistent cash flow throughout the year. If you're looking to maintain steady revenue during the cooler months of the year, consider growing your business with winter work using the following three best practices.

1. Plan for the Offseason

Before you go all in on accepting winter jobs, take some time to plan ahead and make sure your business, machines and staff can make it through the offseason. To get started, review your business plan and determine what kinds of wintertime jobs make sense. This decision will be unique to your company, staffing situation and equipment availability. Also, consider that expanding your work into a fourth season won't automatically bring jobs in the door. At the end of the day, profitability in the offseason comes down to managing operating costs and maximizing the utilization of the equipment you rent or own. The winter season is often unpredictable, with large variations of snowfall year over year, so ensure that you have a financial cushion to get you through any possible scenario. Expanding into the fourth season is a big decision, so it is imperative that you consider every angle. Use these questions to help streamline your thought process before taking on new opportunities:

- Is your organization adequately staffed for the unpredictability of snow jobs? Will you need to hire temporary workers? Does your compensation structure

need adjustments to accommodate longer hours, off-hours work and/or on-call work?

- How will you secure business during this time of year? Do you have existing clients with whom to network about your new offerings? Do you need to market your company to new potential customers?
- Is your financial foundation strong enough to take on the risk of expanding business operations?
- Do you have the appropriate insurance to ensure your company and employees are protected?
- What are your metrics of success? How will you determine whether it is beneficial to maintain offseason work as a long-term business strategy?

Beyond business planning, equipment is the next piece to consider. You may find that additional equipment will be needed to diversify your business.

Research all options for doing so, including new, pre-owned and rental equipment. If you're starting small and easing into offseason work, renting can give you a chance to adjust to new challenges and give your team the opportunity to get comfortable using the equipment in different conditions.

Afterward, you can better determine whether a piece of machinery is the right choice as a long-term investment.

However, expanding into winter work could also reveal that you already have the right machines to operate year-round. In that case, adding new attachments to your existing fleet can fill the role of equipment dedicated for snow moving, priced at thousands of dollars. Consider attachments like angle brooms, push brooms, salt/sand spreaders, scrapers, snow blades, snow buckets, snow pushers, snow v-blades and/or snow blowers.

Whether you need a few extra pieces of equipment or an entirely new set of attachments, the old adage "You have to spend money to make money" might be true for you as a business owner considering snow work for the first time.

To read more: <https://www.constructionbusinessowner.com/grow-your-business-winter-work>

Supportive Services Offered



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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.

CEI DBE Supportive Services

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