



Your Guide TO DOING BUSINESS WITH



West Virginia
Department of Transportation

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

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WEST VIRGINIA GOVERNOR APPROVES FUNDS FOR TWO NEW ROAD PROJECTS

Gov. Jim Justice of West Virginia announced Dec. 21 that he has approved the bid award for two new Roads to Prosperity projects: the West Virginia Route 2 Proctor to Kent Project in the Northern Panhandle, and the Sanderson Bridge Project in Kanawha County. In 2017, Justice began the Roads to Prosperity Initiative, which has funded and built several new roads, highways and bridges throughout the state.

"Each of these new projects are important for the communities they serve, and all West Virginians should be really proud of how much work our Division of Highways is getting done through my Roads to Prosperity program," Justice said. "Even during the pandemic, they continue improving our transportation network, which will allow us to bring more people and businesses into our great state for years to come – not to mention all of the jobs that these projects provide." Jimmy Wriston, the deputy secretary of the West Virginia Department of Transportation (WVDOT), described WV 2 between Proctor and Kent as a vital link through the area. "It's heavily traveled and much-needed," he continued. "These two projects would not be possible without Gov. Justice's big, bold vision for the Roads to Prosperity program. It's so good to finally be able to move projects forward all over the state, projects which would have previously taken much longer to complete. We're moving forward, more quickly, every day."

The winning bid for the WV 2 Proctor to Kent project was awarded to **A.L.L. Construction Inc.**, from Mount Storm, W.V., for a low bid amount of \$95.9 million. The road work, approximately 5.25 mi. in length, upgrades a two-lane stretch of WV 2 to a four-lane. "This project is one of many on WV 2 that will ultimately provide a safe, convenient highway with increased traffic capacity," explained Melanie Neal, the WVDOT project manager. "This will be the last section in Marshall County to be upgraded to a four-lane highway and the connecting piece between the four-lane existing highway at Proctor and the four-lane highway under construction at Kent." When finished, the road will increase safety for the traveling public and make travel in the panhandle more efficient. The low bid for the Sanderson Bridge was \$473,000 and awarded to Williamstown's Alan Stone Co. Inc. "The Sanderson Bridge project is important because it upgrades a bridge that has already served its time," said Warren Skaggs, a bridge repair and design engineer with WVDOT District 1. "The existing bridge was built in 1970 with a narrow roadway width and a 67-foot span length. The deck is wood and not in great condition. The new bridge will be a concrete box beam with a wider roadway length."

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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.



About The Program

The Construction Estimating Institute (CEI) works with WVDOT 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.

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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
- Plan Reading



**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

 www.wvdbesupport.com



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.