

## GEORGIA DOT AWARDS \$97.6 MILLION IN STATEWIDE

Georgia Department of Transportation (Georgia DOT) has awarded 38 contracts for statewide construction and maintenance projects totaling \$97.6 million. These projects were advertised for bids in June, bids were received in July and contracts were awarded on August 5.

Georgia DOT's first obligation with funds resulting from Georgia's Transportation Funding Act (TFA) is to maintain and improve existing infrastructure. This month, pavement preservation dominates with 22 resurfacing contracts awarded in the amount of \$58.5 million. These pavement preservation projects represent 60 percent of the awarded contracts across the state.

The largest volume contract, valued at \$14.2 million, is for 19.5 miles of resurfacing and shoulder rehabilitation on SR 35 in Colquitt and Thomas counties in southwest Georgia. The contractor is The Scruggs Company of Hahira, Ga. and the completion date is June 30, 2017.

Safety improvement contracts totaling \$17.6 million were also awarded. These include traffic signal upgrades; guardrail replacements; and upgrades in signing, striping and pavement markings - a critical element of roadway safety. These markings enhance driver awareness of roadway alignment, pedestrian crossings, and where vehicles should stop. Renewed road markings are highly visible, especially at night and in inclement weather.

Two new construction projects were also awarded. In Thomas County in far southwest Georgia, median crossovers will be constructed in 20 locations along 6.7 miles of US 19/ SR 3 from the Florida state line. The contract, valued at almost \$8.5 million, was awarded to Oxford Construction Company of Albany, Ga. with a completion date of June 30, 2018. These crossovers are a safety benefit as they increase visibility for turning drivers.

In Bartow County in northwest Georgia, one mile of additional lanes will be constructed on SR 113 from Old Alabama Road to SR 61. The \$6.3 million contract was awarded to Bartow Paving Company, Inc. of Cartersville, Ga. The completion is May 31, 2018.

Rounding out this month's awards are five contracts for bridges, valued at a total of almost \$6.2 million. These include bridge preservation/rehabilitations, and construction of a replacement bridge. Southeast Georgia's Chatham County will see bridge rehabilitations at 22 locations on I-95/SR 405. In west central Georgia, a new bridge will be constructed on SR 109 Spur over Red Oak Creek in Meriwether County. The new bridge replaces a 52 year-old load-restricted bridge. This project is not related to the nearby historic Red Oak Creek Covered Bridge.

- Excerpt from: [http://www.dot.ga.gov/PartnerSmart/Public/PressReleases/JULYLETTINGAWARDS\\_2016.pdf](http://www.dot.ga.gov/PartnerSmart/Public/PressReleases/JULYLETTINGAWARDS_2016.pdf)

### About The GDOT

The goal of the DBE Supportive Services Program is to increase the number of DBEs participating on GDOT contracts and facilitate the opportunity for DBEs to obtain contracts. The services are designed to:

- Facilitate liaisons between the Prime Contractor and DBEs.
- Assist established construction firms to move them from bidding as a subcontractor to bidding as a Prime Contractor.
- Provide access to training increases DBE expertise in handling of daily business operations.
- Help DBEs produce sound bid proposals.

### About The Program

The Construction Estimating Institute (CEI) works with GDOT 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.

## 4 Ways Simple to Increase DBE Business

Marketing isn't always easy, but here are some simple steps that help to cultivate your reputation.

1. Identify your clients and customers
2. Look for new opportunities by networking
3. Guard your reputation! Happy clients = good publicity
4. Follow up on questions and tie loose ends daily

Consider your customers. With a pen and paper handy, ask yourself: Why do people buy from you? Why are people not buying from you? Why do people buy from your competitors?

Use your answers to help choose where to spend your time and efforts networking.

Where should you network? DBE Matchmaking functions and after-hours business events are a great start. Check meetup.com for groups near you.

You've probably heard: "If a customer likes you, they will tell someone, but if they don't like you, they will tell 10 people." Now adjust that to the web.

According to AdWeek, 81% of people research a company online before buying. If clients writes a bad review about you online, rectifying the problem can only improve your reputation (and help correct your poor review).

Similarly, don't be afraid to ask those you've done great work for to write online recommendations.

Lastly, take a moment nightly to:

- Answer online inquiries and emails
- Use collected business cards to connect on LinkedIn
- Thank people who made a project possible
- Thank those who recommended you to a potential new client

## DeLoach Connector Enhances Safety, Benefits Georgia Economy

Gov. Nathan Deal joined Georgia Ports Authority Board Chairman-elect James L. Allgood, Georgia Department of Transportation Commissioner Russell R. McMurry and local leaders to celebrate the opening of the Jimmy DeLoach Connector. The highway extension provides the final connection between I-95 and the Port of Savannah. "The completion of the Jimmy DeLoach Connector will be beneficial for both freight movement and driver safety around the Port of Savannah, while positively impacting Georgia's economy." said Gov. Deal.

The new Connector is a 3.1-mile, four-lane highway between State Route 307 and the terminus of the Jimmy DeLoach Parkway. The route largely runs parallel to State Route 21 and allows direct access to I-95 and I-16 for the more than 8,000 trucks that enter and leave the Port of Savannah each day. The Connector offers numerous benefits for freight movement, driver safety and economic advantages. Moving freight between port facilities in the Savannah area is critical to the local, state and regional economy. The Connector will improve travel time from the port to I-95 and accommodate the increasing truck traffic entering and exiting the port.

In 2011, the General Assembly authorized the sale of up to \$100 million in bonds to fund the project, which included right of way costs of \$20 million, construction costs of \$72.7 million and an additional \$5 million in utility relocation costs. The project was awarded to the design-build team of Archer-Western Contractors/LPA Group (Michael Baker) in December 2011.

- Excerpt from: <http://www.gaports.com/Media/PressReleases/TabId/379/ArtMid/3274/ArticleID/68/Deal-Jimmy-DeLoach-Connector-will-enhance-safety-benefit-Georgias-economy.aspx>

## Supportive Services Offered



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



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.

**Call 855-4321-DBE (323) or visit us online at [www.gadbesupport.com](http://www.gadbesupport.com)**

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