

KYTC Newsletter

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Volume 69



SUPPORTIVE SERVICES

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Lt. Gov. Coleman announces \$2.5 mil in funding for infrastructure improvements

Lt. Gov. Jacqueline Coleman announced \$2,591,699 in funding to Boyle, Mercer and Washington counties through Gov. Andy Beshear's Cleaner Water Program and the Kentucky Transportation Cabinet (KYTC).

"Kentucky families deserve clean water – a basic human right – as well as access to safe and well-maintained roads, educational opportunities and support when they need help," said Gov. Beshear. "Today's investments show what we can accomplish when we put our values into action."

"Investments in infrastructure, like high-speed internet, clean water, roads and bridges provide Kentucky a solid foundation for building tomorrow's economy, today," said Lt. Gov. Coleman.

The Cleaner Water Program is funded by the American Rescue Plan Act and administered by the Kentucky Infrastructure Authority (KIA). According to Coleman, \$250 million was appropriated at the close of the 2021 General Assembly through a bipartisan agreement for clean drinking water and wastewater grants to fund projects across Kentucky. The Bluegrass Area Development District and the Lincoln Trail Area Development District submitted the funding request for this project to the KIA.

Boyle County

\$1,103,985 was awarded to the Mercer County Sanitation District to improve protect the health and water quality of Lake Herrington, which provides water supply to four neighboring counties. The funding will eliminate 117 individual septic systems and six holding tanks near Gwinn Island Road.

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How Creative Conflict Can Propel Business Negotiations

The business-to-business (B2B) landscape has changed dramatically over the years. But several megatrends continue to progress, including globalization, technological disruption, instant information exchange and customized solutions versus commoditized inputs. These trends have led to new ways of doing business and new kinds of business transactions. Long-term agreements, exclusivity, strategic relationships, joint ventures and partnerships have grown in place of old-style competitive price bidding. However, many construction business owners learned to negotiate based on rules that are no longer suited for the current environment.

One thing has stayed the same, though, and that's conflict — all negotiations inherently involve conflict by their very nature. Creativity is the best way to break through the conflict and attain negotiating success in a way that solves the problem and builds a relationship. Fear and avoidance of conflict can lead to poorly negotiated agreements and missed opportunities. Negotiation is now more important than ever in a fast-paced and ever-changing industry. It's time for a more sophisticated negotiating approach.

Business negotiators must address the evolving nature of B2B transactions.

While common advice such as "don't split the difference" and "don't concede first" will always be a necessary part of a negotiator's toolkit, these tips miss the point of conducting a negotiation within a relationship setting.

Not All Negotiations are the Same

There are three major regions to consider with creative negotiations: bargaining, creative deal-making and relationship-building. Understanding the type of negotiation — and which region it falls into — will help you use the appropriate strategies and tactics.

The first region, bargaining, is the domain of The Gamesman. Buying and selling of true commodities (lots of options for the buyer) or one-off sales or purchases are typical examples. Here, like in the game of poker, a certain amount of gamesmanship, bluffing and misdirection goes on. Bargaining can be best thought of as a zero-sum contest, typically over one main issue like price, where anything you win comes out of my pocket and vice versa.

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About The KYTC

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



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