



National Work Zone Awareness April 3-7



FRANKFORT, Ky.— While many Kentuckians associate the color orange with rival college athletics programs, the Kentucky Transportation Cabinet (KYTC) today announced “Glow Orange, Kentucky” week, an initiative inspired by a national campaign to increase work zone safety awareness.

The KYTC invites organizations and citizens throughout the Commonwealth to pledge to illuminate buildings, landmarks, bridges, structures and homes with the color orange to show support during the week of April 3-7. Businesses and agencies that pledge to glow orange will be featured in a map highlighting statewide participation in the initiative.

“Across Kentucky, crews in work zones risk their lives daily to maintain the infrastructure that connects us to our places of work, families and interests,” said KYTC Secretary Greg Thomas.

“No one should have to go to work worrying whether or not they will safely return home. The purpose of ‘Glow Orange, Kentucky’ is to remind drivers to slow down, avoid distractions and exercise caution to ensure that workers and motorists reunite with their families each night.”

According to the Federal Highway Administration (FHWA), on average, one person dies every 13 hours and one person is injured every 13 minutes in a work zone in the United States. Glowing orange will help to raise awareness throughout Kentucky about the importance of protecting the lives of motorists and workers in stationary or mobile work zones. Many Kentucky drivers encounter at least one work zone during their daily travels, and a momentary distraction can result in a permanent injury or loss of life.

While the Cabinet has long participated in National Work Zone Awareness Week (NWZAW), the launch of “Glow Orange, Kentucky” is a new component of KYTC’s public safety campaign aimed to show visible community support for raising work zone awareness. NWZAW takes place in the spring to mark the unofficial start of construction season for many states when the number of crews working on road projects increases.

See Excerpt: www.transportation.ky.gov/Pages/PressReleasePage.aspx?&FilterField1=ID&FilterValue1=218



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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.

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7 Hard-Knock Truths To Building A Successful Contracting Business

Truth #1 - You Have To Be Psychotically Passionate

You're going to face a lot of struggles in your business. You're going to have hard times. You're going to have great times. In the end, the majority of it depends on you and how passionate you are about your business. It can't be something that you "kinda want to do" and expect huge results. You have to be psychotic about it. You've got to work relentlessly for it. You've got to sacrifice certain things in your life now, so your passion can push your business to where it needs to go. Like the old saying, If I do what I have to do now when I have to do it, the day will come when I can do what I want to do when I want to do it.

Truth #2 - Surround Yourself With The Right People

There's a saying that you can judge a person's life by their 5 closest friends. I've found that to be amazingly true. So, take a look at who you spend your time with. Do they bring you up, or do they bring you down? Sure, it can be hard to disassociate with people that you love, who really aren't good for you. But I promise you, you won't find many long-term successful people who do not have a great support system surrounding them.

Truth #3 - Hire & Empower People Who Are Better Than You

At first, I had a hard time with this. Because of my passion, I used to think that "no one could do it as good as me" or "no one could want it as much as me". Wow was I wrong on that one. I've seen this in a good many unsuccessful contractors. We feel that we're the best or the only one who can do it "our way". So, we spend our time doing things "our way" and making bad mistakes in the business because of this.

Truth #4 - Get Out Of The Way

The bottleneck is always at the top. What a true saying. I've seen a good many contractors grow their business successfully. One thing I noticed was that, in each case, a large portion of the growth happened when the owner got out of the way and had competent employees doing the work. Your baby. Letting go of the reins is tough to do. But, it's has to happen.

Truth #5 - Become A Business Person, Not A Contractor

If you've ever read the e-Myth books **Think about this story...** Most contractors fail because they are technicians in their business, not a true business person. In other words, let's say I'm a great carpenter. I do great work, so I decide to start my own carpentry business. I'm a technician (carpenter) starting a business (not a business person). So now, I'm working on the business, marketing, selling, payroll, taxes, and all the other burdens of running a business. Well guess what? I'm not spending any time being a good carpenter! I'm spending my time being a bad business person because it's not what I'm good at.

Truth #6 - Step On The Gas

There's one consistent fact that trumps everything else - you have to be a successful marketer in this industry. Everything starts with marketing. Without it - nothing else matters. You can have a great sales staff, do great work, etc. But, if you don't have any leads coming through the door, nothing happens and you fail.

Truth #7 - Never Let Off Of The Gas I've seen this happen several times, and it's soul crushing. A contractor builds a successful business. He says "whew" and starts to relax. He loses that "psychotic passion" that got him to where he is. The business loses momentum. The competition catch up and pass by. In the end, the business fails.

Excerpt: <http://www.contractortalk.com/blogs/7-hard-knock-truths-to-building-a-successful-contracting-business>

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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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