

September 2010



INROADS

Paving the Way for Montana's Disadvantaged Business Enterprises



Montana Department of Transportation
DBE Program
Civil Rights Bureau
P.O. Box 201001
Helena, MT 59620-1001

Volume 10, Issue 9

10 Strategies to Target Winning Bids



- 1. Analyze your market. Learn all you can about the market your company is in.**
- 2. Do some competitive shopping. Learn about other bidders. You can better understand your competition. Compare your numbers against other bidders.**
- 3. Do quality estimating work. Make sure your estimations are detailed, thorough, meticulous, and experienced.**
- 4. Focus on your bids. Select projects that best fit your company's market strengths. As a rule of thumb, contractors typically win about one out of every seven jobs. You could be wasting valuable time and money by bidding on everything in sight.**
- 5. Make sure you have the adequate resources to do the work. Make sure you have the personnel and equipment to get the job done.**
- 6. Get your financial house in order. Owners may consider a contractor's bonding capacity in a negotiated bid situation. Make sure you have adequate bonding to support a project's scope of work.**
- 7. Don't count on change orders. Companies who bid at or below costs may no longer be able to recoup their losses through change orders.**
- 8. Control labor and material costs. To provide a lower bid, look at labor and materials.**
- 9. Emphasize safety. In a negotiated bid situation, the contractor with a strong safety record often has the competitive edge.**
- 10. Shift to different market segments. Contractors who are continually losing bids may need to expand their reach to other markets.**

INROADS

Bid and Contracting Opportunities

Welcome,
Recently
Certified DBEs!

Diana Proemm
Diana Proemm
Photography
Commercial Photography

Vicki Bertelsen
K & K Trucking Inc
Long-Haul Trucking

Wendi Goldsmith
Bioengineering Group
Inc
Green Engineering



MONTANA DEPARTMENT OF TRANSPORTATION
MDT holds two bid lettings each month.

Proposed for letting October 2010

UPN/UNIT	PROJECT ID	FINANCIAL DISTRICT	PROJECT DESIGNATION	TYPE OF CONSTRUCTION	LENGTH MILES
6531 000	IM 15-4(125)233	3	I-15: CRAIG – STICKNEY CR	MAJOR REHAB – WITHOUT ADDED CAPACITY	3.3
6975 000	NH 16-1(50)5	5	BILLINGS-NORTH	RESURFACING-ASPHALT (THIN LIFT<=60.00MM) (SCHEDULED MAINTENANCE)	7.2
6935 000	STPP 13-3(8)84	2	SAP JCT-W OF THREE FORKS	RESURFACING-ASPHALT(THIN LIFT<=60.00MM)(INCLUDING SAF. IMP.)(PAVE PRES)	9.3
6940 000	STPP 13-1(53)75	2	HARRISON-JEFFERSON RIVER	RESURFACING-ASPHALT(THIN LIFT<=60.00MM)(INCLUDING SAF. IMP.)(PAVE PRES.)	8.1
4161 000	STPP 48-1(24)12	5	19 KM NORTH OF HARDIN-NORTH	RESURFACING-ASPHALT(THIN LIFT<=60.00MM)(SCHEDULED MAINTENANCE)	6.8
7190 000	CM 8199(93)	1	MSLA-LED UPGRADES	TRAFFIC SIGNALS & LIGHTING	

The State of Montana offers one stop vendor information at the following link:
<http://svc.mt.gov/gsd/onestop/SolicitationDefault.aspx>

This website contains information from all agencies that are soliciting a contract. Check it out!

Does your business need some specialized training?

Have you heard about some great training opportunities that you or your employees could attend?

If you need some training for your employees or you would like the DBE program to conduct training or consulting, contact Shannon at 444-7287 and she can set it up!



**5 Key Growth
Strategies**

Build Relationships - Invest and maintain your current customer base. Remember, the customer is always right.

Stay Current – Be aware of constantly shifting trends. Knowing the latest developments in your industry is crucial to be successful in today's fast-changing business environment

Know Your Limitations – It's easy to get caught in the dilemma of trying to "do it all" in your small business. Remember, your time is better spent doing what you do well rather than wasting time trying to tackle work in which you have little or no expertise.

Develop Discipline – In your business, the buck stops with you. If something goes wrong, it's all your fault. This realization will weigh heavily on you, but it will keep you focused on quality and results.

Spend Intelligently – Know when to invest in your business. The trick is to realize that something you invest in today may not pay off right away, but could in the future.

MDT Awarded Contracts for June and July and DBE participation:

Prime	Location	Project	DBE Participation
Blahnik Construction & Ready Mix <i>Promark</i>	Hamilton Urban	NH 7-1(127)46	9.70%
Frontier West LLC	Amsterdam Rd-Drainage BR	STPS 347-1(3)3	0.00%
<i>H L Construction Inc</i>	<i>Guardrail – S of Conner</i>	<i>HSIP 473-1(3)12</i>	<i>100%</i>
Helena Sand & Gravel Inc <i>Fencecrafters-Helena</i>	Culvert NE of Rogers Pass	NH 24-3(36)100	2.02%
J and S Construction Inc <i>H L Construction Inc</i>	US 87 Slide-S Grass Range	NH 61-3(26)41	6.64%
Jim Gilman Excavating Inc	JCT I-90/MT-1-Anaconda	STPP 19-1(50)0 STPP 19-1(46)0	0.00%
Jim Gilman Excavating Inc <i>Arrow Striping</i>	Daly St – 2 nd to Main(Butte)	UPP 1801(10)	2.80%
Knife River – Billings <i>H L Construction Inc</i>	Parkhill/13 th St W. Billings	HSIP 1099(52)	6.50%
L H C Inc <i>Highway Specialties</i>	KBP-US 2 Widening	MT 15(93)	1.10%
LS Jensen Construction & Ready Mix <i>Highway Specialties</i>	Libby-South Libby Urban California St – Libby	NH 1-1(86)34 NH 1-1(84)30 STPP 33-1(35)0	5.00%
Nelcon Inc <i>Highway Specialties</i>	Maria Pass-East	NH 1-3(62)198	28.71%
Northern Improvement Co – Fargo	North Dakota Line-West (WB)	IM 94-7(30)244	0.00%
Riverside Contracting Inc – Msla <i>Arrow Striping</i>	Macdonald Pass – East	NH 8-1(35)27	12.61%
Riverside Contracting Inc – Msla	Bearmouth – E & W	IM 90-3(103)135	0.00%
Riverside Contracting Inc – Msla	Hardin to JCT S-384 SW of Saint Xavier-SW	STPP 48-1(29)0 STPS 313-1(22)34	0.00%
Riverside Contracting Inc – Msla <i>Arrow Striping</i>	Colstrip-North	STPP 39-1(41)24	2.18%
Schellinger Const Co Inc <i>Promark</i>	Armington JCT N Slide Repair	NH 60-2(94)72	.82%
SK Construction Inc <i>Highway Specialties</i>	Havre-East	NH 1-6(63)386	.80%
Sletten Construction Company <i>Gaston Engineering</i>	Yellowstone R – 6 mi NE of Livingston	BH 59-1(24)2	.52%
Average Participation			2.69 %

Quick Over View of Recent Workshops You May Have Missed

Communicating Effectively

Led by [Donna Garnvik](#), international master trainer, this course explored **brain-compatible, multi-sensory presentation strategies**, taking the traditional concept of "**presenting**" to a new level. **Normally classes cost each participant \$600.**

Attendees discovered common mistakes presenters make that leave people confused and bored, and lead to unproductive meetings and wasted time. Participants walked away with instant results by learning new powerful techniques. Feedback from Participant James Beck – "A Must attend for anyone who deals with people outside of their company."

Web Design

[ikuw Solutions](#) (pronounced "IQ") is Montana's premier provider of computer, software, technology and professional training and consulting. Participants from this training walked away with certificates of Completion in Introduction to Web Design using HTML & CSS, this was a 2 day class which **normally cost each participant \$458**. Feedback from Chris McKnight "Besides being very informative, it was enjoyable."

Both these classes were offered for FREE and maybe coming again soon!

MDT Civil Rights Bureau Directory

Wendy Stewart DBE Program Manager/Certifications	westewart@mt.gov	(406)444-6337
Shannon Hahn DBE Supportive Services Coordinator	shahn@mt.gov	(406)444-7287
Andy Hyatt-Marcucci Compliance Technician	ahyattmarcucci@mt.gov	(406)444-6331
Alice Flesch ADA Coordinator	aflesch@mt.gov	(406)444-9229
Bill Anderson Title VI & EEO Compliance Specialist	bianderson@mt.gov	(406)444-6334
Kathy Terrio EEO & Labor Compliance Specialist	kterrio@mt.gov	(406)444-9270
Sheila Cozzie Civil Rights Bureau Chief	scozzie@mt.gov	(406)444-6335

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TTY: (800)335-7592



We still have funding available to pay for your MCA (Montana Contractor's Assn) dues. This will help you with networking and meeting primes. Contact Shannon at 444-7287 if you are interested.

Meetings, Workshops, and Training Opportunities

October

GETTING YOUR M\$NEY

ON TIME

PRESENTED BY
MT SUBCONTRACTORS ASSOCIATION
EXECUTIVE DIRECTOR CARL SCHWEITZER

WHAT YOU'LL LEARN

6pm to 9pm—Liens, Bonds & Notices

- **Getting Paid Faster—A Lot Faster**
- **Learn How To Protect Your Small Business**
- **Avoiding Lawsuits**

7am to 9am—Subcontractor Pocket Book Issues

- **How to Get Your Money Back from the Govrn.**
- **Timelines: Payments from Primes to Subs**
- **Proposed 2011 Construction Legislation Issues**
- **Bid Shopping & Raising Gross Receipt Tax Threshold**

Dates & Locations

Oct 20th From 6pm to 9pm
Oct 21st From 7am to 9am
Best Western Butte Plaza
2900 Harrison
Butte

Oct 21st From 6pm to 9pm
Oct 22nd From 7am to 9am
Holiday Inn
400 10th Ave South
Great Falls

Nov 3rd From 6pm to 9pm
Nov 4th From 7am to 9am
C'Mon Inn
2775 Expo Parkway
Missoula

Nov 4th From 6pm to 9pm
Nov 5th From 7am to 9am
Red Lion
20 N main
Kalispell

Nov 10th From 6pm to 9pm
Nov 11th From 7am to 9am
Hilton Garden Inn
2465 Grant Rd
Billings

Nov 11th From 6pm to 9pm
Nov 12th From 7am to 9am
Homewood Suites
1023 Baxter Way
Bozeman

SEATING IS LIMITED

**Registration Is \$25 for 1 class \$40 for both
FREE to Certified DBE's ...Call Shannon 444-7287**