

# Newsletter

February 2021



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## IN CASE YOU MISSED IT...

**SDDOT and Project Solutions Inc. are hosting a Highway Contractor Virtual Networking Event.** We know how difficult this pandemic has made it for in-person events, so we decided to try something new. This free event will be an opportunity for Primes and DBE Subcontractors to meet and discuss needs, goals, and objectives for the 2021 construction season. SDDOT will also be reviewing the process for the Tri-Annual DBE goal that is currently being worked on for the FFY 2022-2024, and any other issues that you would like to discuss.

Please join us on Tuesday, February 23, 2021 from 10am-12pm CT. This event will be held via Microsoft Teams and registration is required. This will assist in us being able to distribute accurate contact information following the event for those that attend. Register online at <http://bit.ly/SDDOTNetworking>.

If you have any questions, please contact us at [dbe@projectsolutionsinc.com](mailto:dbe@projectsolutionsinc.com).

## Public Notice

The City of Mobridge hereby announces its proposed Disadvantaged Business Enterprise (DBE) participation goal of 4.37% for FAA-funded contracts/agreements. The proposed goal pertains to federal fiscal years 2021 through 2023.

The proposed goal and its attendant methodology are available for inspection between 8:30 a.m. and 5:00 p.m. Monday through Friday at 114 1st Avenue E, Mobridge, SD 57601 for 30 days from the date of this publication.

Comments on the DBE goal will be accepted for 30 days from the date of this publication and can be sent to the following:

Heather Beck City Administrator/Finance Officer  
114 1st Avenue E  
Mobridge, SD 57601  
605-845-3509  
[cityhall@westriv.com](mailto:cityhall@westriv.com)

Nancy Cibic  
FAA Compliance Specialist/COR  
2300 E. Devon Avenue, Room 440  
Des Plaines, IL 60018  
[Nancy.Cibic@faa.gov](mailto:Nancy.Cibic@faa.gov)

## Upcoming Training & Events (All Online)

**Feb 23**

**SDDOT Virtual Meet & Greet**  
*Virtual Networking Event for Primes and SD DBE Subcontractors*  
Tuesday, February 23, 2021  
10 am - 12 pm CST  
[Learn More.](#)

**Mar 10**

**Business Development - Breaking the Feast and Famine Cycle**  
Wednesday, March 10, 2021  
10 - 11 am MST  
[Learn More.](#)

**Mar 02**

**Business Building Capacity Program - Bonding Education Program**  
*USDOT West Central will be holding this 7 week training to help small businesses build capacity.*  
March 2, 9, 16, 23, 30 / April 6 & 13  
Every Tuesday from 5 - 6:30pm MST  
[Learn More.](#)

**Mar 24**

**How Job Costing Can Improve Your Business**  
Wednesday, March 24, 2021  
10 - 11 am MST  
[Learn More.](#)

**Mar 25**

**3rd Annual Women's Business Conference-Virtual**  
Thursday, March 25, 2021  
8 am - 4 pm CST  
[Learn More.](#)



## Workwear in Winter: Use the Right Layers to Stay Warm

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By Barb Abrahms, [constructionexec.com](http://constructionexec.com)

Working outdoors in the cold has its risks, but waiting until spring isn't always an option when buildings or infrastructure are in need of repair. Without the proper personal protective equipment (PPE) and layers, winter projects leave construction workers susceptible to hypothermia, trench foot and frostbite. Of course, the last thing any contractor wants to compromise on is safety.

Workers need to wear the right clothes and layer them the right way to mitigate common risks. In fact, team leaders should communicate the best practices for keeping warm during this season to improve their team's safety. Rather than relying on a random collection of clothes, construction workers should take the following factors into consideration.

### DEALING WITH SWEAT

Ideally, workers need to wear layers that not only trap enough heat but also allow them to move around when doing their job. It should be easy for them to remove or add layers as their activity levels or the ambient temperatures change.

It's quite common for overdressed contractors to sweat as the day progresses, even if they're working in the cold. Sweat would be okay during hot summer days, but not during the winter. Once the workers start doing less-intensive activities, the dampness on their skin and clothes will cool down their bodies.

The right cold weather work clothes are made from breathable, moisture-wicking fabrics. Cotton, for example, is one of the worst materials because it tends to draw heat away from the body once water, sweat or rain falls on it. This effect can best be seen in clothes worn closest to the skin, like socks, t-shirts and undergarments, which is why cotton should never be the first layer in a contractor's winter gear.

### THE LAYERING SYSTEM EXPLAINED

The layering system should be applied to clothes like socks, jackets, gloves, pants and hats. It involves three layers.

- 1. Moisture management:** The main aim of this bottom-most layer is to draw moisture away from the body, allowing sweat to dry more quickly. This prevents workers from becoming chilled or hypothermic as the moisture evaporates. It also helps prevent odor. Among the best fabric options for this layer are polyester, merino wool, nylon and silk. Ideally, these socks, undergarments, long underwear, thermals and gloves are lightweight to leave room for heavier clothing later on.

- 2. Insulation:** This mid-layer assists in retaining body heat by creating a thermal barrier. There are many options for this layer, though thicker materials are often better. Some of the best clothing includes fleece-lined items, heavy wool socks, flexible denim jeans, quilted flannel shirts and thin, insulated coats.
- 3. Wind and water protection:** From heavy-duty mountaineering jackets to rubber work boots, the outer layer keeps wind and moisture from getting into the inner layers. While most of this clothing will allow some perspiration to escape, workers should opt for jackets, boots, gloves and overalls that have a durable, water-repellent finish.

## PICKING THE IDEAL GLOVES

Choosing the right winter gloves for construction workers depends on the intricacies of their current project. However, whether they're completing a roofing job or laying down asphalt, it's essential that they pick a glove with enough insulation. Once again, the best gloves are those that comply with the layering system, including a thin nylon interior to wick away moisture, a fleece or wool liner for insulation, and a thicker leather or rubber exterior to protect from wind and moisture. The colder the conditions are, the heavier the insulation should be.

The level of exposure to moisture matters too. If the worker is doing their job in mildly wet conditions, they may need to look for gloves that have ample palm coating. This rubber coating prevents water from seeping into the inner layers of the glove. If they need to immerse their hands in water or snow, then gloves that are fully coated with water-resistant materials will be ideal.

Lastly, the right gloves should allow enough dexterity. While insulation is important, no one wants to wear thick gloves that hinder them from doing their work. Contractors benefit from flexible nylon and leather fabrics that offer bend and movement, as well as padded fingers and palms for added grip.

## THE LAYERING SYSTEM IS LIKE AN OUTDOOR THERMOSTAT

Comfortable, healthy and safe contractors are more productive. Therefore, team leaders should ensure everyone on the jobsite is dressed appropriately during the winter. Even if workers choose to remove layers during the day, it is essential that they carry them and store them away until the need arises. From nylon long underwear to fleece-lined, water-resistant overalls and jackets, the layering system will keep the cold away, while also ensuring enough movement to get the job done.

# Bid Letting

## March 03, 2021 Bid Lettings

1. PH 0018(192)390 (PCN 04KT) - Hutchinson, SWPPP = 194.00 AC - Shoulder Widening & Spot Grading, Asphalt Concrete Surfacing, Structure (2-9x6 CIP RCBC) & Pipe Work - US Highway 18 - From E of the James River to US Highway 81
2. NH 0073(75)213 (PCN 05RY) - Perkins - Cold Milling Asphalt Concrete, Asphalt Concrete Resurfacing, Pipe Work - SD73 - Fm 0.5 S of Shadehill to the SD20 Jct
3. P 0036(12)36, P 0036(11)41 (PCN 069U, 05KK) - Custer, SWPPP = 2.40 AC - Asphalt Concrete Resurfacing & Landslide Repair - SD36 - Fm US16A to SD79
4. P 0033(36), 063-392 (PCN 07KT, I65Q) - Gregory, Jackson, Lyman, Mellette, Todd, Tripp - Asphalt Surface Treatment - Various Routes in the Winner Area
5. NH 0041(172) (PCN 0702) - Lawrence, Meade - Asphalt Surface Treatment, Rout & Seal - Various Routes in the Rapid City Area
6. IM-NH-P 0041(170) (PCN 06YL) - Lawrence, Pennington - Rout & Seal - Various Routes in the Rapid City Area

7. P 0012(285) (PCN 07KW) - Grant - Asphalt Concrete Crack Leveling - SD20 - Fm SD15 Junction E to MN State Line
8. PH 0040(232) (PCN 04KJ) - Pennington - Sprayable Durable Pavement Marking - Various locations on the State System in Pennington County
9. HR-IM Y907(01) (PCN 07NP) - Roberts - CInstall Tire Anomaly Detection and Thermal Brake Inspection - I29 S - Sisseton Port of Entry

# Invitation to Bid

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## **Invitation to Bid #1 - Project Location: Aberdeen, SD**

Sealed combined bids will be received by the State Engineer on behalf of the South Dakota Board of Regents at the Office of the State Engineer, Joe Foss Building, 523 East Capitol Ave, Pierre, South Dakota 57501-3182 until **March 8, 2021 at 2:30 PM CT for the Dacotah Hall HVAC Upgrades, Northern State University, Aberdeen, SD, OSE# R0121--02X.**

There will be an on-site pre-bid meeting on February 23, 2021 at 1:30 PM CT. All bidders can meet at the Physical Plant 2nd floor Conference Room. We ask that bidders wear masks indoors. This pre-bid meeting is optional but is the bidders only opportunity to review the site. Campus contact is Monte Mehlhoff, 605-626-7779, [Monte.Mehlhoff@northern.edu](mailto:Monte.Mehlhoff@northern.edu). OSE contact is Steven Palmer, [steven.palmer@state.sd.us](mailto:steven.palmer@state.sd.us).

Copies of the Plans and Specifications may be obtained by bidders at the office of Roby, Quintal, & Everson, 2000 N Kimball, Mitchell, SD 57301-0368. A/E Contact: Bob Everson, 605-996-7543, [rqe@rqece.com](mailto:rqe@rqece.com).

## **Invitation to Bid #2 - Project Location: Pierre, SD**

Sealed combined bids will be received by the State Engineer on behalf of the South Dakota Bureau of Administration at the Office of the State Engineer, Joe Foss Building, 523 East Capitol Ave, Pierre, South Dakota 57501-3182 until **February 23, 2021 at 2:30 PM CT for the Oahe Chapel, Building Envelope Repairs, South Dakota State Historical Society, Pierre, South Dakota, OSE# ASW21--04X/SWMR.**

There will NOT be a pre-bid meeting. OSE contact is Kristine Schlomer, [Kristine.Schlomer@state.sd.us](mailto:Kristine.Schlomer@state.sd.us).

Copies of the Plans and Specifications may be obtained by bidders at the office of Ciavarella Design, 410 West 2nd Avenue #4, Mitchell, SD 57301. A/E Contact: Brad Ciavarella, 605-996-3735, [Brad@ciavarelladesign.com](mailto:Brad@ciavarelladesign.com).

## **Invitation to Bid #3 - Project Location: Waubay, SD**

Sealed combined bids will be received by the State Engineer on behalf of the South Dakota Game Fish & Parks at the Office of the State Engineer, Joe Foss Building, 523 East Capitol Ave, Pierre, South Dakota 57501-3182 until **February 23, 2021 at 4:30 PM CT for the Blue Dog, Renovations and Emergency Eye Wash Stations', SD Game Fish & Parks, Waubay, South Dakota, OSE# G2121--05X.**

There will be an on-site pre-bid meeting on February 18, 2021 at 11:00 AM CT. All bidders can meet at Blue Dog Fish Hatchery Conference Room. This pre-bid meeting is optional but is the bidders only opportunity to re-

## Regional Lettings



### Aberdeen Region

#### 2/26/2021

Project: 410A395; PC# i5UL; Sisseton; Replace Maintenance Building Shop Floor.

#### 2/26/2021

Project: 029 S-171; PC# i5NL; Brookings, Codington, Deuel & Hamlin Counties; Concrete Pavement Repair on I-29.

#### 2/26/2021

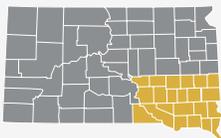
Project: 0009-168; PC# ia69; Brown, Day, Edmunds, Faulk, Marshall, McPherson, Spink; Aberdeen Area Bridge Deck Sweeping.

#### 2/26/2021

Project: 0009-168; PC# i6aa; Beadle, Buffalo, Clark, Hand, Hyde, Kingsbury & Spink; Huron Area Bridge Deck Sweeping.

#### 2/26/2021

Project: 0009-168; PC# i6ac; Brookings, Codington, Deuel, Grant, Hamlin, Moody & Roberts Counties; Watertown Area Bridge Deck Sweeping.



### Mitchell Region

#### 3/4/2021

Project: 037-292; PC# i62G; SD37 at MRM 2.70 in Bon Homme County; Pipe & Erosion Repair (Yan Area)

view the site. Campus contact is John Weeldreyer, 605-773-4619, [John.Weeldreyer@state.sd.us](mailto:John.Weeldreyer@state.sd.us). OSE Contact is Brandon Carda, 605-295-1570, [brandon.carda@state.sd.us](mailto:brandon.carda@state.sd.us).

Copies of the Plans and Specifications may be obtained by bidders at the office of JLG Architects, 232 South Main Avenue Sioux Falls, SD 57104. A/E Contact: Catherine Dekkenga, 605-206-8102, [CDekkenga@jlgarchitects.com](mailto:CDekkenga@jlgarchitects.com).

#### Invitation to Bid #4 - Project Location: Sioux Falls, SD

Sealed combined bids will be received by the State Engineer on behalf of the South Dakota Department of Corrections at the Office of the State Engineer, Joe Foss Building, 523 East Capitol Ave, Pierre, South Dakota 57501-3182 until **February 23, 2021 at 3:30 PM CT for the Boiler Plant, Warehouse, Roof Replacement, South Dakota State Penitentiary, Sioux Falls, South Dakota, OSE# C1221--06X/SWMR.**

There will be an on-site pre-bid meeting on February 17, 2021 at 1:00 PM CT. All bidders can meet at Administration Building 3rd Floor Conference Room. This pre-bid meeting is optional but is the bidders only opportunity to review the site. A face mask and health screen required to enter this facility. Face masks are not provided. Campus contact is Jeff Wieman, 605-367-5180, [jeffery.wieman@state.sd.us](mailto:jeffery.wieman@state.sd.us). OSE contact is Jennifer Walz, [jennifer.walz@state.sd.us](mailto:jennifer.walz@state.sd.us).

Copies of the Plans and Specifications may be obtained by bidders at the office of JLG Architects, 232 South Main Avenue Sioux Falls, SD 57104. A/E Contact: Aaron Bakker, 605-271-1883, [ABakker@JLGArchitects.com](mailto:ABakker@JLGArchitects.com).

#### Invitation to Bid #5 - Project Location: Yankton, SD

Sealed combined bids will be received by the State Engineer on behalf of the South Dakota Department of Social Services at the Office of the State Engineer, Joe Foss Building, 523 East Capitol Ave, Pierre, South Dakota 57501-3182 until **February 24, 2021 at 4:30 PM CT for the Laundry, Replace Roof, Human Services Center, Yankton, South Dakota, OSE# H1320--05X/SWMR.**

There will be a remote pre-bid meeting held via video conference on February 10, 2021 at 12:00 PM CT. Prospective bidders must email Kevin Genzlinger in advance to receive an invitation to attend the video conference. Prospective bidders interested in visiting the site shall call or email the Human Services Center campus contact to coordinate such a visit. These visits will be conducted in small groups as directed. Campus contact is Todd Quatier, 605-660-1027, [Todd.Quatier@state.sd.us](mailto:Todd.Quatier@state.sd.us). OSE contact is Brent Morford, [Brent.Morford@state.sd.us](mailto:Brent.Morford@state.sd.us).

Copies of the Plans and Specifications may be obtained by bidders at the office of Ciavarella Design, 410 W 2nd Ave., Suite 4, Mitchell, SD 57301.

A/E Contact: Kevin Genzlinger, 605-996-3735, [Kevin@ciavarelladesign.com](mailto:Kevin@ciavarelladesign.com).

#### Invitation to Bid #6 - Project Location: Yankton, SD

Sealed combined bids will be received by the State Engineer on behalf of the South Dakota Department of Social Services at the Office of the State Engineer, Joe Foss Building, 523 East Capitol Ave, Pierre, South Dakota 57501-3182 until **February 24, 2021 at 3:30 PM CT for the MCN Campus, Tunnel Rehabilitation, Human Services Center, Yankton, South Dakota, OSE# H1321--01X/SWMR.**

There will be an on-site pre-bid meeting on February 10, 2021 at 1:00 PM CT. All bidders can meet at the Human Services Center, Physical Plant Building, 129 Mickelson Drive, Yankton, SD 57078. This pre-bid meeting is optional but is the bidders only opportunity to review the site. Campus contact is Todd Quatier, Physical Plant Manager, Ph: 605-660-1027, [Todd.Quatier@state.sd.us](mailto:Todd.Quatier@state.sd.us). OSE contact is Brent Morford, EIT, Ph: 605-773-7052, [Brent.Morford@state.sd.us](mailto:Brent.Morford@state.sd.us).

Copies of the Plans and Specifications may be obtained by bidders at the office of Nohr Wortmann Engineering, 307-309 Walnut, Yankton, SD 57078. A/E Contact: Victoria Job, P.E., Phone 605-665-1214, [v.job@nohrwortmann.com](mailto:v.job@nohrwortmann.com).

#### Invitation to Bid #7 - Project Location: Huron, SD

Sealed combined bids will be received by the State Engineer on behalf of the South Dakota Department of Transportation at the Office of the State Engineer, Joe Foss Building, 523 East Capitol Ave, Pierre, South Dakota 57501-3182 until **March 4, 2021 at 2:30 PM CT for the Huron DOT, Replace Emergency Generator, South Dakota Department of Transportation, Huron, SD, OSE# T2220--13X.**

There will be an on-site pre-bid meeting on February 25, 2021 at 3:30 PM CT. All bidders can meet at the Maintenance Shop. This pre-bid meeting is optional but is the bidders only opportunity to review the site. Campus contact is Brad Letcher, 605-353-7140, [Brad.Letcher@state.sd.us](mailto:Brad.Letcher@state.sd.us). OSE contact is Randy Bollinger, [Randy.Bollinger@state.sd.us](mailto:Randy.Bollinger@state.sd.us).

Copies of the Plans and Specifications may be obtained by bidders at the office of West Plains Engineering Inc., 4609 S. Techlink Circle, Sioux Falls, SD 57106. A/E Contact: Jonathan Kennedy, [jonathan.kennedy@west-plainsengineering.com](mailto:jonathan.kennedy@west-plainsengineering.com).

#### Invitation to Bid #8 - Project Location: Huron, SD

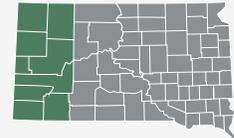
Sealed combined bids will be received by the State Engineer on behalf



#### Pierre Region

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There are currently no lettings in this region.



#### Rapid City Region

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There are currently no lettings in this region.

*[For listings please visit the SDDOT website's Regional Lettings here.](#)*

of the South Dakota Department of Agriculture at the Office of the State Engineer, Joe Foss Building, 523 East Capitol Ave, Pierre, South Dakota 57501-3182 until **February 25, 2021 at 3:30 PM CT for the Grandstand, East Wing Repair - Renovation, South Dakota State Fair, Huron, South Dakota, OSE# M2321--05X/SWMR.**

There will be an on-site pre-bid meeting on February 18, 2021 at 3:30 PM CT. All bidders can meet at the East Wing of the Grandstand. This pre-bid meeting is optional but is the bidders only opportunity to review the site. Campus contact is Josh Koops, 605-350-5451, [Joshua.Koops@state.sd.us](mailto:Joshua.Koops@state.sd.us). OSE contact is Brandon Carda, 605-295-1570, [brandon.carda@state.sd.us](mailto:brandon.carda@state.sd.us).

Copies of the Plans and Specifications may be obtained by bidders at the office of Puetz Design+ Build, PO Box 968 800 North Kimball St. Mitchell, SD 57301. A/E Contact: Sienna Wegahaupt, 605-996-2276, [wegehaupts@puetzdesignbuild.com](mailto:wegehaupts@puetzdesignbuild.com).

#### **Invitation to Bid #9 - Project Location: Huron, SD**

Sealed combined bids will be received by the State Engineer on behalf of the South Dakota Department of Agriculture at the Office of the State Engineer, Joe Foss Building, 523 East Capitol Ave, Pierre, South Dakota 57501-3182 until **February 25, 2021 at 2:30 PM CT for the Independent Midway Asphalt Replacement, South Dakota State Fair, Huron, South Dakota, OSE# M2319--03X/SWMR.**

There will NOT be a pre-bid meeting. Campus contact is Josh Koops, 605-350-5451, [Joshua.Koops@state.sd.us](mailto:Joshua.Koops@state.sd.us). OSE contact is Brandon Carda, 605-295-1570, [brandon.carda@state.sd.us](mailto:brandon.carda@state.sd.us).

Copies of the Plans and Specifications may be obtained by bidders at the office of DGR Engineering, 2909 East 57th Street, Suite 101. A/E Contact: Aaron Miller, 605-339-4157, [aaron.miller@dgr.com](mailto:aaron.miller@dgr.com).

#### **Invitation to Bid #10 - Project Location: Brookings, SD**

Sealed combined bids will be received by the State Engineer on behalf of the South Dakota Board of Regents at the Office of the State Engineer, Joe Foss Building, 523 East Capitol Ave, Pierre, South Dakota 57501-3182 until **February 26, 2021 at 2:30 PM CT for the Reroof Briggs Library, South Dakota State University, Brookings, South Dakota, OSE# R0320--39X.**

Copies of the Plans and Specifications may be obtained by bidders at the office of designArc Group LLC, 830 2nd Street S. Brookings, SD 57006. A/E Contact: Thomas Squires, 605-692-4008, [thomas@designarcgroup.com](mailto:thomas@designarcgroup.com).

## *Welcome New DBE's!*

### **Newly Certified Firms:**

**Intuitive Business Concepts, LLC** | Annapolis, MD | [www.ibconcepts.com](http://www.ibconcepts.com)

**US Eco Products Corporation** | West Newbury, MA | [www.usecoproducts.com](http://www.usecoproducts.com)

*De-certified Firms: Big G Tech Support, LLC, L.A. Greene, LLC,  
MaxTrax Transport, LLC - Voluntary Withdraw*



# What to Consider When Leasing Heavy Equipment

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*by Aaron Kleingartner, constructionbusinessowner.com*

Purchasing new equipment can be a big investment, no matter the business size. Fortunately, there are options to consider when you're in need of a new machine. The best way to move forward is to take time examining your financial options—it will benefit your bank account in the short and long term.

As you consider the jobs you have booked in 2021 and the equipment you will need, now is a good time to consider your payment choices. While the 2020 year-end has passed, leasing is still a viable option to consider.

## **Renting, Financing & Leasing**

The most common means of acquiring equipment, such as excavators and wheel loaders, are renting, financing or leasing. Each has its pros and cons. First consider the benefits of renting equipment. Renting a machine is relatively self-explanatory.

If you need a piece of equipment but do not want to own it, then renting works well. It allows you to access equipment so you can use it with no commitment to keep it. You can try out a machine to see if you like it.

There are some downsides to renting, though. First, you aren't investing in the equipment. Your machine rental payments will not increase your capital in the long run. Just as well in renting, you may pay a higher rate per hour than you would if you bought the machine. The money you spent on renting doesn't build equity.

It doesn't normally go toward the ownership of the machine. That means you may still need to invest in another piece of equipment in the future, depending on your circumstances. An exception is the rental-purchase option, in which you can typically apply a portion of rental payments toward the eventual purchase of a machine.

Financing equipment can also be a good option, especially with low interest rates. It works well for contractors who may not have the money to purchase equipment right away, but still want to buy a machine. As you likely already know, financing is borrowing the funds to buy the machine and then paying back the money in installments. In this case, the machine acts as your collateral.

The benefit to financing is investing in equipment that you own, and it gives you time to pay for it in small doses over time. The downside is taking on debt until you pay it off. Plus, it's important to note that you will also pay interest.

The third equipment acquisition option is leasing. In this situation, you lease and use equipment from your dealership for

a defined period of time. The terms are typically written in 12-month increments with preset hour limits.

On the surface, leasing may seem like renting, but it can provide more benefits. With leasing, you get access to new equipment, often pay a lower monthly price and have options for your financial commitment level. When you lease, the equipment dealer provides you with a machine in exchange for monthly payments. Again, this is like renting, but with the possibility of additional investment.

If you choose to lease a machine and end up wanting to buy it, you will know what the predetermined price will be at the end of the lease term. On the other hand, if you decide not to buy the machine, there is no commitment at the end of the lease.

## Reasons to Lease

A contractor who can speak to the benefits of leasing is Western Earthworks owner Jack Henderson-Adams. His Massachusetts company leases its heavy construction equipment.

“Not everybody has 30% to throw down on a down payment on a \$250,000 machine,” said Henderson-Adams. “For me, that doesn’t make sense. I run a small company and a big down payment really throws off our cash flow, which at times can be a challenge. For us, we’re looking at a \$1,700 monthly lease payment or a \$3,000 monthly payment for 60 months in buying it.”

Not only can leasing allow you some financial freedom, but it helps guarantee some quality assurance. Where a used machine may not come with a history, a piece of leased equipment has a known service history, so you know more about what you’re getting.

“There’s a lot of used equipment out there,” said Henderson-Adams. “I could go buy an excavator for \$50,000, but I don’t know where that’s been. That’s a huge gamble. While I might save a lot of money and then own that machine outright, I could go out on my first job and I could have a \$15,000 breakdown. That’s going to put me out.”

According to Henderson-Adams, “If I want that machine, and I’m going to lease it, I know where it’s been. I know how I took care of it. I know every little nook and cranny, scratch, ding and dent, and I own that. It’s mine. There are no surprises. It makes me feel safe.”

## Consider This

So, what should you consider before leasing your next piece of heavy construction equipment? Up first is the timing. What projects have you earned for the 2021 construction season?

Have you evaluated your equipment needs? Does your local dealer have enough rental equipment? If not, you may want to lease a new machine and ensure it’s available when you need it.

Consider what makes the most financial sense for you. Keep in mind, if you need a machine for just one job, renting may be your best choice. If you know outright that you want to purchase a machine for the long haul, traditional financing may be your best bet.

Because of Section 179, you can benefit from leasing and take advantage of the tax benefits, similar to purchasing equipment. While the year has just begun, it is always beneficial to understand tax and deduction limits to plan ahead.

As you consider what makes the most sense for you, reach out to your local dealer for support. They will be able to offer guidance, inform you about available leasing offers on new equipment, and help you make decisions about your company’s specific equipment needs. To get the best deal on your next machine, be sure to weigh your options and use every resource you can to ensure your decision becomes a benefit.

## **JOIN US FOR A SDDOT HIGHWAY CONTRACTOR VIRTUAL NETWORKING SESSION**

**Please join us for a virtual Meet & Greet on  
Tuesday, February 23rd at 10 am CST.**

This free event will be an opportunity for Primes and DBE Subcontractors to meet and discuss needs, goals, and objectives for the 2021 construction season. We will review the process for the Tri-Annual DBE goal that the SDDOT is currently working on for the FFY 2022-2024 and any other issues that you would like to discuss.

### **WHEN**

**Tuesday, February 23, 2021  
10am - 12 pm CST**

### **WHERE**

**Via Microsoft Teams  
- link will be given at registration**

**For more information contact Kari Bullion at  
605.737.0377 or  
Kari.Bullion@projectsolutionsinc.com**

**Register online at**

<http://bit.ly/SDDOTNetworking>



Free services for  
SD DOT Certified DBEs



REGISTER TODAY!

# BUSINESS DEVELOPMENT TRAINING WEBINARS

## **Bridging the Gap of Communication**

February 10, 2021 at 10 am MST

## **Crossing the Bridge: Next Steps in Managing and Leading**

February 24, 2021 at 10 am MST

## **Business Development - Breaking the Feast and Famine Cycle**

March 10, 2021 at 10 am MST

## **How Job Costing Can Improve your Business**

March 24, 2021 at 10 am MST

## **7 Steps to Implement Certified Payroll in your Business**

April 7, 2021 at 10 am MST

## **Intro to Project Management - Why does Project Management Matter?**

April 21, 2021 at 10 am MST

ALL CLASSES ARE PROVIDED FREE OF COST



# BUSINESS DEVELOPMENT TRAINING

## REGISTRATION INFORMATION

*Increase your company's capacity to grow.  
Gain additional tools to gauge your business and staff.  
Collaborate with professionals, peers, and topical experts.  
Develop business skills to provide a sustainable base for your company.*

### **Bridging the Gap of Communication**

This class will include subtopics such as cultural integration, diversity, and interpersonal relationships. Register here:

<https://attendee.gotowebinar.com/register/3820854995693176076>

### **Crossing the Bridge: Next Steps in Managing and Leading**

This includes a high-level review of 'Bridging the Gap of Communication' and action-oriented outcomes including creating a plan. Register here:

<https://attendee.gotowebinar.com/register/7462405621050204428>

### **Business Development - Breaking the Feast and Famine Cycle**

Are you tired of scrambling for your next project? Months later to find out, you are oversold? This session will help you develop processes to plan, set goals, and monitor progress. Register here:

<https://attendee.gotowebinar.com/register/8184805651245881868>

### **How Job Costing Can Improve your Business**

Job Costing is an essential tool for a profitable construction, engineering, or professional services company. This session will cover the processes, set-up, and implementation of accounting systems, data gathering methods, and staff training to develop job-specific financial reporting capabilities. Register here:

<https://attendee.gotowebinar.com/register/5367701829744357900>

### **7 Steps to Implement Certified Payroll in your Business**

If your company performs services on projects funded with federal dollars, it is imperative that you know the payroll regulations that effect you and your employees. Making sure your payroll records comply with federal regulations regarding prevailing wage and benefits is the primary objective of this session. Register here:

<https://attendee.gotowebinar.com/register/8365436719991952652>

### **Introduction to Project Management - Why does Project Management Matter?**

How to keep your projects on track to consistently deliver results. We will discuss the process including how to keep the project within budget, on time, and successfully meet project objectives. Bring your questions! Register here:

<https://attendee.gotowebinar.com/register/1144197291991727372>

Questions? Contact Kari Bullion at  
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