

Newsletter

July 2021



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Special Announcement: Email Scams Targeting DBEs

There have been email scams going around lately targeting certified DBEs. They are getting the email addresses from the DBE directories and saying that you need to complete your Annual Renewal and they want you to click on an attachment. In South Dakota you will only get contacted by Lance DeMers from SDDOT about your certification. At times you may get contacted by other people within SDDOT, so make sure that the domain for the email address ends with @state.sd.us. Also, you may get contacted by Project Solutions Inc, the SDDOT DBE Supportive Services Consultant for other DBE services, and the domain for them is @projectsolutionsinc.com.

Also, we want to remind you that when you complete your Annual Renewal and you cannot get the Affidavit notarized due to Covid, just note that on the Affidavit and it will be accepted. DBE Programs have received guidance from Washington that allows for this during this time. If you have any questions on this process please feel free to contact Lance DeMers at lance.demers@state.sd.us.

Welcome New DBE's!

Newly Certified & Re-Certified Firms:

Hubpoint Strategic Advisors, LLC | Davidson, NC 28036 | www.hubpointadvisors.com

Decertified DBEs: Progressive Industries

Upcoming Training & Events

July 27 **Webinar: How to Leverage LinkedIn for Lead Generation**
Tuesday, July 27, 2021
12:00PM CDT
[Learn More.](#)

Aug 11 **Webinar: What's Next Speaker Series: How to Compete for Construction's Top Talent**
Wednesday, August 11, 2021
10:00AM MDT
[Learn More.](#)

Aug 03 **Webinar: Getting Comfortable with BETA.Sam.gov**
Tuesday, August 3, 2021
9:00 AM CDT
[Learn More.](#)

Aug 19 **Webinar: Understanding the Role of Hazard Communication**
Thursday, August 19, 2021
12:00 PM MDT
[Learn More.](#)

Aug 05 **Webinar: Indoor Air Quality - Understanding Ventilation Guidelines Now and Post - Pandemic**
Thursday, August 5, 2021
12:00 PM MDT
[Learn More.](#)

Aug 19 **Webinar: A Simple Process to Manage Your Time and Identify Which Items to Delegate**
Thursday, August 19, 2021
2:00 PM CDT
[Learn More.](#)



‘Never Say No:’ ABC’S Young Professional of the Year Credits Success to a Can-Do Attitude

by *Unknown* | constructionexec.com

Husband. Father. Coach. Hobby rancher. Mayor. Vice president and partner of his company. Jim Ellis holds a lot of titles for a man who hasn’t even hit the age of 40—and all of these achievements have led to him being named Associated Builders and Contractors’ Young Professional of the Year.

Ellis moved around a lot as a child, eventually ending up in Iowa, where he finished high school. His first introduction to the skilled trades came when he began to explore alternative career paths out of high school. “I knew I didn’t want to go to college, and I knew I couldn’t afford it even if I wanted to,” he says. He entered the electrical apprenticeship program through ABC of Iowa, and never looked back.

ROOM TO GROW

An employee of Price Electric for nearly 20 years, Ellis started as an apprentice and worked his way up, eventually becoming a foreman. “When I got the chance to do something new, I never said no,” Ellis says. More than a decade ago, he had the unique opportunity to start up a specialty department within the company.

“I was hesitant at first but eager to accept the challenge to learn something new. At the time, I had no idea the positive impact and growth opportunity it would provide to our company and employees seeking new skills within our industry,” he says.

The utility department, with Ellis at the helm of operations in his current role as division vice president, performs a variety of civil/utility construction projects and provides emergency and maintenance services for the civil, telecommunications and power industries. They also serve many industrial clients with private power and telecom networks required to operate their facilities.

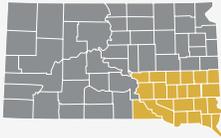
“The real success in this journey of developing and growing the market for our utility group has been the growth of the employees that dedicated their career paths to it,” he says. “I’ve seen the very same employees that started in the trenches nearly a decade and a half ago work their way up to leading crews, supervising or running projects. Without the dedication so many have shown, the utility group would not be where it is today,” he says. “This same type of dedication spills out

Regional Lettings



Aberdeen Region

There are currently no lettings in this area.



Mitchell Region

7/27/2021

Project: NH 0034(00)386; PC# 08LF; Intersection of SD34 (Washington Ave) & 4th St SE in Madison - Lake County; Pedestrian Push Button & Rectangular Rapid Flashing Beacon Installation (SF Area)



Pierre Region

7/22/2021

Project: 000N-391; PC# i66a; Pennington County; Fence Replacement along SD44/USFS Property

of all our company's employees, from a similar leadership approach that fosters opportunities for employees to excel, like a merit shop should."

When it comes to that dedication, Ellis doesn't just talk the talk—he walks the walk, too. Over the years, he's had the opportunity to mentor apprentices within his company that were struggling to pass specialty exams. "They have the skills and understanding to work safely within the trade, but many of them are just not good at testing," he says. "I enjoyed working with them and helping them identify what they needed to be better, so I set up an 'after-hours' study session with them. Since then, other people within [Price Electric] have stepped in to continue to provide coaching for those who need it."

PROMOTING THE MERIT SHOP PHILOSOPHY

When Ellis first started with Price Electric, the company had just 30 employees. Now, it employs more than 170 people and plans to double that number within the next 10 years—in part by hiring apprentices and training through the ABC Iowa Chapter. "When I first got involved with ABC, I didn't know the full value," Ellis says. "Even though I went through the ABC apprenticeship program, I had no idea about the legislative value and professional development opportunities it afforded until much later."

Now in his fourth year as an ABC of Iowa board of directors member and chair of the Iowa chapter's Government Affairs Committee, Ellis will become chair of the board mid-way into 2022 and serve through 2023. The group has seen great engagement in recent years and accomplished some transformative strategic planning, and though their momentum is strong already, Ellis says he's "always trying to recruit new members."

An advocate for the trades with legislative relationships across the state, Ellis continues to work with ABC to keep current and incoming legislators informed about what the trades in Iowa need to succeed at the state level. His intention?

"To leave a legacy of negotiations, reviews, advocacy and discussions with legislators on well-written laws in our state that can continue to promote success in the merit shop philosophy and free-enterprise business model," he says. His hope is that craft workers, for years beyond his own time, will have the advantage of working under a system of laws that benefits the industry. To that end, he is "always working to engage the next generation of leaders with the trades, teaching them the practices of productive advocacy, fundraising and relationships with legislators to keep Iowa a pro-business state."

Ellis also credits much of his professional development to attending various local and national ABC events over the years, including some of the very first ABC Young Professionals programs and sessions. "I have always believed in lifelong learning and development," he says. "I still read books on leadership, goal setting, strategic planning, coaching—you name it."

He has also obtained masters electrical and contractor licenses in six states with plans for more.

A TEAM EFFORT

When asked what achievements he is most proud of, Ellis says he finds that many times, people tend to focus on professional accomplishments. But while there

have been many ladders to climb to reach his current station in his career, he says there is no doubt that without his wife, Tami, keeping him on his toes and his kids keeping him young, he may never have achieved this level of success.

“Their support and willingness to continue working together at home, allowing me the time to do what I do, is a major factor in it all. Through all the late nights, shutdowns, travel for work, working from home and time spent otherwise occupied with training, professional development or helping others, my family has always been patient, supportive and understanding,” he says.

And it’s not just the typical “to-dos” at home—Ellis and his wife are proud owners of a small acreage outside of Marion, Iowa, where they’ve been growing hay and raising a variety of animals for the last eight years. “The kids [daughter Melani, 13, and son Cashton, 10] have developed a great work ethic because of their work on the farm,” he says. “I couldn’t be prouder of the way they handle themselves and exemplify dedication to their goals, support of each other and understanding of the importance of family.”

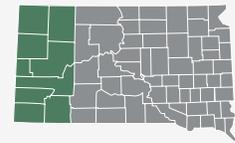
Unbelievably, somehow Ellis even finds time, outside of job- and ranch-related obligations, to stay involved with his community. He’s a member of the Rotary Club, coaches his daughter’s softball team and works alongside his wife to fundraise for local nonprofits that support children’s cancer research and provide aid to families dealing with the financial strain of treatments.

But perhaps the most unique feather in his cap? Ellis was the mayor of Coggon, Iowa. He was elected and served his initial two-year term, and he did such a great job that he was then written in by the townspeople to serve a second term. “When I see things that need to change, I’m not one to complain—I’m one to change things. It’s in my nature to step up and do what I can to make it happen,” he says.

LOOKING TOWARD THE FUTURE

In all his years in the industry, Ellis has always admired the dedication and craftsmanship of the most senior workers in any trade in the field. Many times, he’s also witnessed how the industry has worn many of them out long before it should have. The way to solve that issue, he believes, is by embracing rapidly evolving technology to increase safety, decrease strain on workers and make everyone’s lives less stressful and more successful.

“I plan to continue to stay on the cutting edge of industry technologies and best practices, working with our teams to develop processes that continually relieve strain on employees in the trades—both physically and mentally,” he says. “These advances will have impacts far beyond what we can even measure today, with the promise of longevity for tomorrow’s workforce and a culture that will carry beyond company borders as we collaborate with peer groups and share best practices to help everyone in our industry thrive.”



Rapid City Region

7/22/2021

Project: 085N-471; PC# i6h5; Erosion Repair on Hwy 85N in Belle Fourche

7/22/2021

Project: 085-451; PC# i62e; Hwy 85 in Lead; Retaining Wall Backfill Repair on Hwy 85 in Lead

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

Invitation to Bid

Invitation to Bid #1: Brookings, SD

Sealed bids will be received by the State Engineer on behalf of the Board of Regents at the Office of the State Engineer, Joe Foss Building, 523 East Capitol Ave, Pierre, South Dakota 57501-3182 until **July 27, 2021 at 2:30 PM CT for the SJAC KURTENBACH WRESTLING ADDITION, South Dakota State University, Brookings, South Dakota, OSE# R0319--23X/SJAC**. There will be an on-site pre-bid meeting on July 14, 2021 at 1:00 PM CT. All bidders can meet at Room 221 in the Dykhouse Student Athletic Center. This pre-bid meeting is optional but is the bidders only opportunity to review the site. Campus Contact is Reed Leibel, 605-688-4136, Reed.Leibel@sdsu.edu. OSE Contact is Brandon Carda, 605-773-3898, brandon.carda@state.sd.us.

Copies of the Plans and Specifications may be obtained by bidders at the office of EAPC, 101 N Phillips Avenue Suite 300, Sioux Falls, SD 57104. Contact: Shawn Crowley, 605-444-1612, Shawn.Crowley@eapc.net. Anyone requesting, reviewing, or copying Plans and Specifications for this project agrees that they are doing so for the sole purpose of submitting a bid on the project. Bidder further agrees the Plans and Specifications are the sole property of the State.

Bid Lettings

Bid Lettings Open July 21, 2021

1. IM-NH 0020(00) (PCN 04UR); Brule, Davison, Lincoln, McCook, Minnehaha; Bridge Slope Protection Rehabilitation; Various routes in the Mitchell and Sioux Falls Areas
2. IM-NH-P 0022(00) (PCN 06EP); Lincoln, Miner, Minnehaha, Moody, Turner; Culvert, Drop Inlet & Ditch Cleanout; Various Locations Throughout the Sioux Falls Area
3. NH-P 0011(150) (PCN 07KX); Day, Marshall; Pavement Restoration; Various Routes in the Aberdeen Area
4. IM 0907(88)309 (PCN 07NW); Aurora, Davison; PCC Pavement Grinding, Asphalt Concrete Crack Sealing; PCC Pavement Grinding, Asphalt Concrete Crack Sealing
5. IM-P 0901(193)7 (PCN 04W4); Lawrence, Meade; Zone Painting, Diaphragm Weld Repair, Cover Plate; Various Locations Along I-90

Disadvantaged Business Enterprise (DBE) Supportive Services Benefits

Why should I participate in DBE Business Development Programs?

Participation in the DBE Business Development Programs allow qualifying firms to have financial and business management training and one-on-one consulting - *at zero cost*. The program also allows for networking opportunities, increased revenue, better bidding abilities, and more bonding and loan opportunities. As part of the support services benefits, PSI can also assist firms with the development of a capability statement (see further sections for details about capability statements).



One of the priorities of the DBE program is to help firms grow and build their business management potential. To

accomplish this task, DBE-certified firms can receive custom training sessions tailored to firm's needs.



What business development training opportunities are available through DBE?

PSI has developed program trainings that are customizable to firm's needs. Again, services are provided *free of charge* to certified firms. Services that can be requested include:

- Private business review to formulate a plan that fits firm's needs and goals.
- Business management consulting with follow-up sessions as needed.
- Recordings of virtual training sessions are available in the library of recorded trainings.
 - [Click here for more information pertaining to virtual trainings](#)
- A complete business development training program is available free of charge. Our training program assists with the creation of a viable business plan and annual reviews to help firms measure their progress and adjust their goals
 - [Click here to see business development program flyer](#)
- A virtual contractor networking event for certified DBE firms is planned for Fall 2021.

What is a capability statement and how can PSI assist in developing a capability statement?

Capability statements are one-page marketing statements that discuss a business' capabilities. Essentially, capability statements allow businesses to be set apart from competition. It allows others to see why they would want to do business with you and how your firm is set apart from the competition. Capability statements are also displayed in the DBE Directory that is shared on the www.sddb.com website.

DBE supportive services benefits include assisting firms in the development of a capability statement. PSI can assist in any stage of writing a capability statement.

What other supportive services does PSI provide?

Project Solutions Inc., a DBE Support Services Consultant, is dedicated to assisting firms with application and program assistance. The DBE Business Development Program is committed to the growth and development of small business firms in all capacities. Technical assistance is available in many forms including:

- DBE's application process
- New DBE orientation
- Bidding and estimating assistance
- Reading project plans
- Building bonding capacity
- Understanding DBE program guidelines
- Matchmaking with other business development organizations



To view a customer testimonial attesting to DBE services, visit the following link: [DBE Support Services - South Dakota DBE Program \(sddb.com\)](#). The DBE Program is committed to the success and growth of DBE qualified firms. Contact us today; Hope to hear from you soon!