

South Dakota Disadvantaged Business Enterprise

# Newsletter

August 2021



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# Welcome New DBE's!

## Newly Certified Firms:

**Davis Freight Management, Inc** | Alden, NY

*Specializes in logistics for transportation, warehousing, and distribution*

Contact: [doug@shipdavisfreight.com](mailto:doug@shipdavisfreight.com) or (716)902-4244

**De-Certified:** SC Recon, Ethnoscience, Inc., Phalanx Consulting and Solutions, LLC

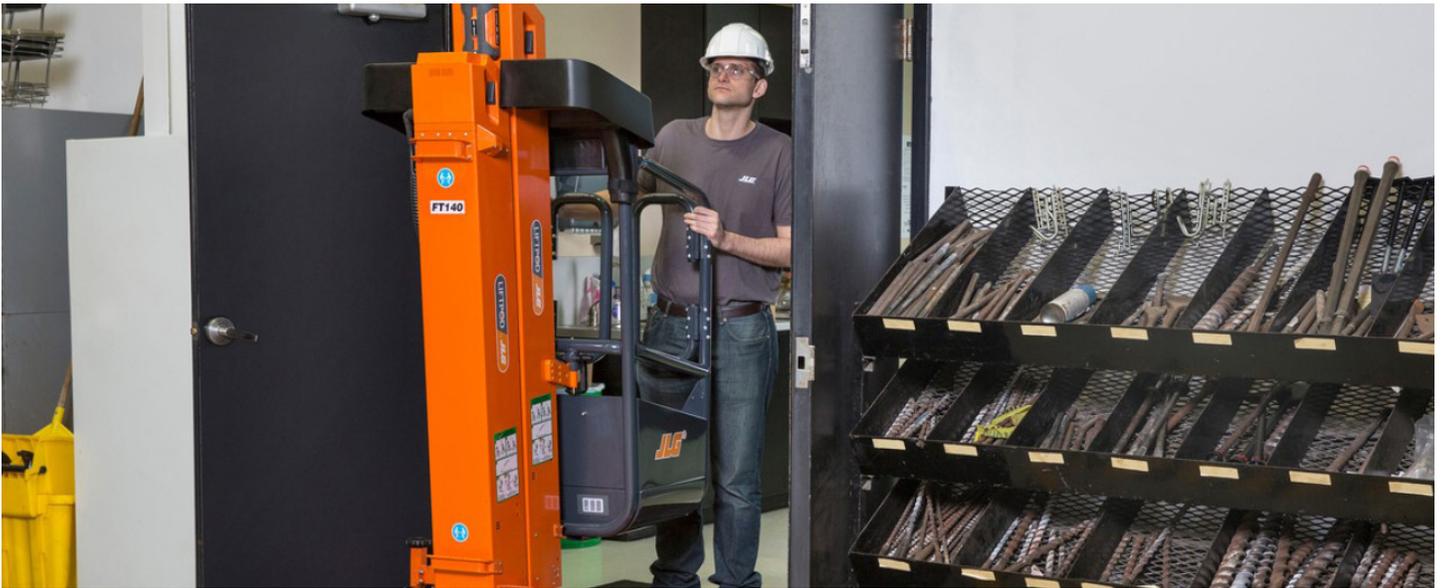
KB Environmental Sciences, Inc., Rizzencio Logistics, LLC



## Upcoming Training & Events

- Aug 24** **Webinar: Incorporate or Not To Incorporate your Business? That is the Question.**  
*August 24, 2021*  
*11:00 AM MDT*  
[Learn More.](#)
- Aug 25** **Webinar: How Small Business Specialty Contractors Can Improve Cash Flow**  
*August 25, 2021*  
*10:00 AM MDT*  
[Learn More.](#)
- Sept 02** **Webinar: Safety Leadership, Rules, and Engagement - How Leaders Drive Safety Culture Success**  
*Thursday, September 2, 2021*  
*12:00 PM MDT*  
[Learn More.](#)

- Sept 15** **Webinar: The Next Five Years in Construction: What the Industry Sees Today and Predicts for Tomorrow**  
*September 15, 2021*  
*12:00 PM MDT*  
[Learn More.](#)
- Sept 16** **Webinar: What the Labor Shortage means for Construction Businesses Like Yours (and How to Succeed)**  
*September 16, 2021*  
*12:00 PM MDT*  
[Learn More.](#)



# The Hidden Cost of Ladders Construction Injuries

by Jennifer Staiansen | [constructionexec.com](http://constructionexec.com)

Let's be honest: You probably don't even think much about the cost of a ladder on your jobsite. But did you know that ladders are a major source of expensive construction injuries?

Every time you (or one of your workers) uses a ladder, you're risking thousands of dollars related to construction injuries—and not just from falls or falling objects, either.

Ladders can lead to other occupational hazards, including ergonomic and overexertion injuries due to strenuous movements or from carrying or transporting them between work locations.

## ALL OF THESE CAN COME WITH A SIGNIFICANT PRICE

Construction injuries can result in downtime, overtime, insurance premium increases or Occupational Safety and Health Administration fines for safety violations for your business. (In 2020, the minimum OSHA fines were more than \$13,000.)

For an injured worker, it can mean medical treatment expenses, time away from work, rehabilitation, as well as the possibility of needing to find a different role or a job that pays less—it may even prevent working at all in the future. One study has shown that even 3.5 years after a ladder injury, workers earned an average 7% less annually than before the injury.

Though a ladder initially seems like an inexpensive, one-time investment for your construction site, the returns quickly diminish when injuries are factored in. Further, in the worst-case scenarios, ladder accidents or misuse can lead to worker deaths.

## WHAT COSTS CAN YOU EXPECT FROM LADDER INJURIES?

How many ladder injuries send workers to the hospital? According to the Centers for Disease Control and Prevention, more than 80% of fall injuries by construction workers that result in a visit to the emergency room involved a ladder. Most happen when the bottom of the ladder is moved.

Alarming, it does not take much of a fall to end up at the hospital. The average fall distance is 7.5 feet.

Ladder falls also cause serious injuries. Of those who go to an emergency room, 14% of patients with ladder-fall injuries

are admitted to the hospital. According to the 2011 NEISS-Work survey, that is nearly three times the estimated overall hospital admission rate.

With health insurance, the average ER copay is \$250. For those with high-deductible health plans or no insurance, the cost of a visit could be thousands of dollars. If an ambulance is needed, the average fee is \$1,000, depending on the service.

## **DAYS AWAY FROM WORK**

Many ladder-fall injuries result in time off from work, which can affect an employer's productivity and mean lost wages for employees.

In one year, over 15,000 ladder-fall injuries from all U.S. workers led to more than one day away from their jobs—but, often, it is more than that. Falls to a lower level that cause serious injuries, which are those with more than five days away from work, result in \$2.5 billion in workers' compensation direct costs in the U.S. construction industry, according to a 2019 study. Construction is the only industry (of eight) studied where injuries from falls to a lower level is the leading cause of workers' compensation costs and, across all industries, falls to a lower level is the fourth-leading accident causing days away from work, with 18 days away from work as the median number in 2018.

Sadly, falls to a lower level are a major contributor to construction deaths, making up nearly 40% of all fatalities.

## **IMPACT ON YOUR BODY**

Using a ladder also puts strain on a worker's back and knees.

In one instance, JLG Industries partnered with DorsaVi to conduct a fatigue study of workers while using a ladder or scaffolding. The test uses electromyography to measure muscle responses.

The study found that both ladders and scaffolding increase the loads on arms, shoulders and knees while ascending and descending and working high and low. For example, a ladder results in a high load on worker's knees on descent 70% of the time; a low-level access product does not put any high load on the knees.

"Your muscles are constantly being strained to the limit carrying materials up a ladder—your knees, back, shoulders and arms are going to get fatigued," says Chad Kritzman, product manager for low level access and vertical lifts for JLG. "Slips, trips and falls happen more frequently leading to injury when fatigue sets in."

According to the Bureau of Labor Statistics, half of all ladder accidents are caused by people carrying items while climbing.

"First, it's dangerous to carry something while you're climbing and oftentimes prevents three points of contact," Kritzman says. "Second, it can lead to overextension of your body."

## **A NEW SOLUTION**

A safer alternative and emerging category of solutions now exist that lower the risk of costly construction injuries: low-level access products, such as push-around lifts.

Not only do low-level access products reduce unnecessary climbing and wear on the back and knees from bending, but they also eliminate other risks. Proper ladder use requires three points of contact, which can be challenging if trying to perform work overhead, such as electrical or mechanical work.

"With a low-level lift, you can always work with both hands with a 360-degree range of motion from an enclosed platform," Kritzman says.

In a three-year span, 360 workers were injured from slips, trips and falls to a lower level while using a mobile elevated work platform. That works out to be about 120 injuries annually, and not all of them from falls. That is compared with an average of 93 ladder-fall injuries each day.

# Invitation to Bid

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## Invitation to Bid #1: Aberdeen, SD

Sealed bids will be received by the State Engineer on behalf of Board of Regents at the Office of the State Engineer, Joe Foss Building, 523 East Capitol Ave, Pierre, South Dakota 57501-3182 until **September 2, 2021 at 3:30 PM CT for the Fire Alarm Replacement, Northern State University , Aberdeen, South Dakota, OSE# R0122--03X.**

There will be an on-site pre-bid meeting on August 24, 2021 at 1:30 PM CT. All bidders can meet at Administration Building. This pre-bid meeting is optional but is the bidders only opportunity to review the site. A face mask is required to enter this facility. Face masks are not provided. Campus contact is Monte Mehlhoff, 605-626-7779, [monte.mehlhoff@northern.edu](mailto:monte.mehlhoff@northern.edu). OSE contact is Korry Burkhead, [korry.burkhead@state.sd.us](mailto:korry.burkhead@state.sd.us).

Copies of the Plans and Specifications may be obtained by bidders at the office of Eframson Electric Inc. 2821 8th Ave. NE, Aberdeen, SD 57401. Contact: Blake Woodward, 605-628-2605, [blake@eframsonelectric.com](mailto:blake@eframsonelectric.com). 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.

## Invitation to Bid #2: Huron, SD

Sealed bids will be received by the State Engineer on behalf of Henry Carlson Construction, LLC at the Office of the State Engineer, Joe Foss Building, 523 East Capitol Ave, Pierre, South Dakota 57501-3182 until **August 24, 2021 at 2:30 PM CT for the Dakota Events Complex, Livestock Complex, Bid Package #1, South Dakota State Fair, Huron, South Dakota, OSE# M2321--09X. Please see project manual for specific bid times.**

There will be an online pre-bid meeting on August 17, 2021 at 11:00 AM CT. All bidders can join the meeting via Zoom at Meeting ID: 983 4737 2180 Passcode: 716514, or +16699009128,98347372180#, \*716514#. This pre-bid meeting is optional. The site is open to the public to view at any time. Campus contact is Peggy Besch, 605-353-7343, [peggy.besch@state.sd.us](mailto:peggy.besch@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 offices of Henry Carlson Construction LLC., 1205 West Russell Street, Sioux Falls, SD 57104. Contact: James McMahon, 605-336-2410, [jmcmahon@henrycarlson.com](mailto:jmcmahon@henrycarlson.com) or Michael Ralston, 605-336-2410, [mralston@henrycarlson.com](mailto:mralston@henrycarlson.com) and at the office of Ciavarella Design Architects, Contact: Kevin Genzlinger, 605-996-3735, [kevin@ciavarelladesign.com](mailto:kevin@ciavarelladesign.com). Bidders 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.

## Invitation to Bid #3: Elm Lake, SD

Sealed combined bids will be received by the State Engineer on behalf of the South Dakota Office of School & Public Lands at the Office of the State Engineer, Joe Foss Building, 523 East Capitol Ave, Pierre, South Dakota 57501-3182 until **August 24, 2021 at 3:30 PM CT for the Elm Lake Dam Spillway Replacement, Office of School & Public Lands, Elm Lake, South Dakota, OSE# ASW21--06X.**

There will be a remote pre-bid meeting held via video conference on August 11, 2021 at 10:00 AM CT. This pre-bid meeting is mandatory for any bidders to submit for the project. Prospective bidders must email Miguel Wong in advance to receive an invitation to attend the video conference. Prospective bidders may visit the site anytime. Campus contact is Ryan Brunner, 605-773-3303, [ryan.brunner@state.sd.us](mailto:ryan.brunner@state.sd.us). 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 Barr Engineering Co., 4300 MarketPointe Drive, Suite 200, Minneapolis, MN 55435. A/E Contact: Miguel Wong, 953-832-2632, [mwong@barr.com](mailto:mwong@barr.com). 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.

## Regional Lettings



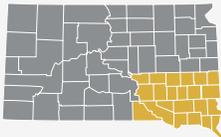
### Aberdeen Region

**9/2/2021**

Project: 025-152; PC# i6JL; Day County; Replace culvert on SD25 north of Webster

**9/2/2021**

Project: 022-171, 028-171; PC# i6k4, i6k5; Deuel County; Install Culvert Liners on SD22 and SD28 in Deuel County



### Mitchell Region

**9/2/2021**

Project: 090E-288; PC# I68N; I90 EB MRM 334.54 Structure 31-001-107 over the James River - Hanson County; Concrete Bridge Barrier Repair (Mit Area)

**8/26/2021**

Project: 000P-251, 000I-252 & 000I-253; PC# I6JW, I6JX & I6JY; Mitchell Areawide; Guardrail Repair (Mit Area)

**8/26/2021**

Project: 000I-271, 000I-272, 000I-291 & 000P-292; PC# I6K0, I6K1, I6K2 & I6K3; Sioux Falls & Yankton Areawide; Guardrail Repair (SF & Yan Areas)

### Invitation to Bid #4: 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 **September 2nd, 2021 at 2:30 PM CT for the Campus Wide, Concrete Repairs 2021, Capitol Complex, Pierre, South Dakota, OSE# ACC21--20X.**

There will NOT be a pre-bid meeting. Campus Contact is Brent Gill, 605-773-3344, [Brent.Gill@state.sd.us](mailto:Brent.Gill@state.sd.us). OSE Contact is Kristine Day, [Kristine.Day@state.sd.us](mailto:Kristine.Day@state.sd.us).

Copies of the Plans and Specifications may be obtained by bidders at the office of Brosz Engineering, Inc., 3030 Airport Road, Pierre, SD 57501. A/E Contact: Scott Schweitzer, 605-224-1123, [ScottS@broszengineering.com](mailto:ScottS@broszengineering.com). 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.

### Invitation to Bid #5: Rapid City, 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 **September 7, 2021 at 2:30 PM MT/3:30 PM CT for the Rapid City Fuel System, Internal Services/DOT, Rapid City, South Dakota, OSE# T2221--01X.**

There will be an on-site pre-bid meeting on August 25, 2021 at 10:30 AM MT/11:30 AM CT. All bidders can meet at the Rapid City Regional Office, 2300 Eglin St. Rapid City, SD 57703. This pre-bid meeting is optional but is the bidders only opportunity to review the site. Campus contact is Tom Horan, 605-394-2244, [Tom.Horan@state.sd.us](mailto:Tom.Horan@state.sd.us). 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 West Plains Engineering, 1750 Rand Rd., Rapid City, SD 57702. A/E Contact: Mike Sigman, 605-348-7455, [mike.sigman@westplainsengineering.com](mailto:mike.sigman@westplainsengineering.com). 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 September, 2021*

1. NH 0018(191)250, P 0044(188)253 (PCN 03TK, 04F9); Tripp; SWPPP = 37.00 AC; Grading, PCC Surfacing, Curb & Gutter, Sidewalk, ADA, Storm Sewer, Lighting; US18 - Fm W of the Str Over Dog Ear Ck To W of Monroe St in Winner
2. 14740 ( ) (PCN X05H); Tripp; SWPPP = 1.50 AC; Watermain and

Service Line Replacement Including Valves and Hydrants. Gravity Sewer and Service Line Replacement. 4" Sewer Force Main Replacement; US18 - From W of the Str Over Dog Ear Ck To W of Monroe St in Winner & SD44 - From E of Plum St to E of Sale Barn Rd/317th Ave in Winner

3. BRO 8041(00) (PCN 01KP); Lawrence; SWPPP = 1.08 AC; Structure (80' Prestressed Bulb Tee) & Approach Grading; Structure 2E & 5.5N of Spearfish over the Redwater River SN 41-110-008
4. P 0049(05)27, 049-392 (PCN P 0049(05)27, 049-392 (PCN; Lyman, Tripp SWPPP = 13.40 AC; Cold Milling Asphalt Concrete, Asphalt Concrete Resurfacing, Bridge Approach Inslope Rehabilitation and Guardrail Replacement, Spot Grading, Pipe Work; SD49 - Fm SD44 to SD47
5. P 0044(204)363 (PCN 05Q9); Hutchinson, Turner; SWPPP = 2.00 AC; Joint Modification, Concrete Bridge Repairs, and Zone Painting; SD44 - Strs 15 E of SD37 Over the James River; 9 W of US81 over Wolf Ck; 3.3 W of SD19 Over SD Owned RR
6. PH 0010(155) (PCN 06TV); Regionwide; Rumble Stripes & High Grade Polymer Pavement Markings, Signing; Various locations on the local system in the Aberdeen Region

## Understand Your Finances and Grow Your Business

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by Mark Madrid | [sba.gov](http://sba.gov)

Understanding your finances is key to small business success. With small businesses across America still recovering from the impacts of the pandemic, financial literacy is more important now than ever.

Financial Literacy Month was first established in 2004 to encourage Americans to learn about finance best practices and to boost their financial well-being. It can also serve as a reminder to take stock of your overall financial outlook and set finance-related goals – whether that's to obtain a loan, increase your revenue, or learn more about business taxes. Chances are, there's an SBA resource that can help you take the next steps toward achieving your goal.

To highlight three immediate educational resources to tap into, please consider the following:

*A local business advisor* – SBA resource partners can also help you get a clearer picture of your finances. One topic many small business owners work with resource partners on is preparing to apply for a small business loan. Resource partners can help you review your business plan, organize tax return documents and bank statements, and complete other important tasks before your loan application is sent to your lender.

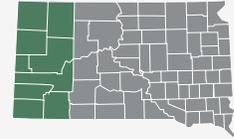
*Free online classes* - For training on any small business topic, the SBA's Learning Center and new Ascent platform provide readily available expert insights. An essential course for early-stage businesses is the Financing Your Business



### Pierre Region

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**There are currently no lettings for this region.**



### Rapid City Region

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**There are currently no lettings for this region.**

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

course. This course outlines various funding options, including loans, grants, venture capital, and crowdfunding, and concludes with a downloadable worksheet to help you assess your own financial needs.

*Financial advice for every area of life* - SBA is a proud member of the Financial Literacy and Education Commission, and fully supports the well-being of all individuals and small business employers. While special projects like Money Smart for Small Business (MSSB) (a joint curriculum of SBA and FDIC) provides an introduction to topics related to starting and managing a business, the FLEC-sponsored website MyMoney.gov is full of financial literacy resources for students, retirees, and more.

## **SBA-Guaranteed Loans and Lender Match**

SBA-guaranteed loans are often an ideal funding option for small business owners who are creditworthy but don't qualify for conventional financing. SBA works with participating lenders to reduce their risk, increasing the likelihood your loan will be approved with the terms that work best for you.

If you decide SBA-guaranteed loans are a good fit for your business, SBA makes it easy for you to connect with lenders via our Lender Match tool. Lender Match is SBA's free online referral program that connects small businesses with more than 800 participating SBA-approved lenders.

To get started, just answer a few questions about your business. Then, you'll receive an email with contact information from lenders who have expressed interest in your loan. From there, you'll be able to compare rates, terms, fees, and more. Visit [this page](#) to get started.

## **Community Navigators being launched soon!**

In the immediate future, we are expanding our reach through an even more expansive network of business coaches, called "Community Navigators." Navigators will accelerate information, education, training, and mentoring for small businesses in rural, underserved, and tribal communities. Please stay up-to-date by visiting [sba.gov/navigators](https://sba.gov/navigators).

Whatever your financial goals for your business, SBA is here to help you get to your next step with personalized guidance and tested tools and resources. Learn more at [sba.gov](https://sba.gov).