

South Dakota Disadvantaged Business Enterprise

# Newsletter

December 2024



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# How Construction Businesses Can Maintain Cash Flow During Winter

by Project Solutions Inc. Team

Winter can be a challenging time for construction businesses. With colder temperatures, shorter daylight hours, and unpredictable weather, outdoor construction projects can slow down or even come to a halt. For small businesses that rely on consistent work, the winter season can feel like a lean period. However, with the right strategies and a bit of creativity, it's possible to keep operations running smoothly, generate revenue, and even set the stage for a successful year ahead.

## Pivoting to Indoor Projects



While winter may freeze certain aspects of construction, it creates new opportunities indoors. Small construction businesses can thrive in the winter months by specializing in home and commercial renovations, which are not as impacted by weather. In fact, many homeowners view the winter as the perfect time to tackle indoor projects. Kitchens, bathrooms, basements, and attics are popular areas for remodeling during the colder months. These types of projects are less likely to be delayed by weather, and homeowners are often looking for ways to improve their living spaces while they're stuck inside.

Renovation projects aren't limited to residential spaces, either. Many commercial properties, such as retail stores, offices, and schools, tend to schedule renovations during slower periods to minimize disruptions. Winter is an ideal time for small construction businesses to target these commercial clients, offering services that can enhance both the functionality and aesthetics of a business space.

Furthermore, winter is the season for repairs. Homeowners often face issues like frozen pipes, roof leaks, and heating system malfunctions. Offering emergency repair services can help keep a business busy, as people are eager to fix issues before they escalate into larger, costlier problems. Even though the work might be more reactive than proactive, providing quick and reliable service during the winter months can help maintain cash flow and customer loyalty.

## Expanding Service Offerings

To ensure continued revenue during the winter, small construction businesses should think about expanding their service offerings. Diversifying beyond traditional construction can open up new revenue streams and keep the business relevant when weather conditions make certain types of work impossible.

Winterizing homes and commercial properties is a natural extension of a construction business. Many customers are looking for ways to make their homes more energy-efficient during the colder months, whether that means adding insulation, sealing gaps in windows and doors, or installing better weatherproofing systems. By offering winterization services, small construction businesses can tap into a market that's especially in demand when temperatures drop. Additionally, these services can lead to larger projects, such as energy-efficient renovations or upgrades.



In many regions, snow and ice are inevitable during the winter. Small construction businesses can capitalize on this by offering snow removal services. Whether it's clearing driveways for homeowners or salting walkways for businesses, snow and ice management can be a lucrative venture for companies that are equipped to handle the cold. Snow removal is often a task that people will pay a premium for, especially when winter storms are particularly harsh. Having the proper equipment, such as snowplows, salt spreaders, and snow blowers, can allow a business to offer these services to both residential and commercial clients.

### **Building and Nurturing Relationships**

Winter isn't just about executing projects; it's also an opportunity to focus on relationships and build a strong reputation. One of the most powerful tools small construction businesses have is word-of-mouth marketing. Staying in touch with past clients and offering them additional services can keep work flowing during slower months. For example, checking in on past projects to ensure everything is in working order or offering winter maintenance packages can build goodwill and encourage clients to return.

In addition to maintaining relationships with existing clients, the winter months are a great time to network and seek out new business. Many local governments and municipalities have ongoing projects that require construction services year-round. By seeking out government contracts or bidding on municipal projects, small businesses can secure steady work throughout the winter months. Networking with developers, real estate agents, and other contractors can also help a business tap into new opportunities that might not have been available during busier times of the year.

Offering referral incentives is another way to keep the business bustling during the winter. Clients who refer friends or family members for new projects should be rewarded with discounts or small gifts, incentivizing them to spread the word about your services. This creates a cycle where satisfied clients bring in new customers, which, in turn, helps sustain revenue throughout the winter months.

### **Flexible Pricing and Payment Plans**

Winter can be a financially tight time for many, and some clients may hesitate to commit to construction projects due to concerns about cost. To encourage customers to proceed with work during the slower season, small businesses can offer more competitive pricing. Offering discounts or promotional deals on indoor services, like remodeling or repairs, can incentivize homeowners to take the leap and get started with projects they might otherwise postpone until spring.

Another way to make services more accessible during the winter months is by offering flexible payment options. For instance, businesses can set up installment payment plans or offer financing to help clients manage larger projects. By making it easier for customers to afford services, small businesses can keep work coming in, even when clients are feeling financially cautious.

## Keeping Employees Engaged and Motivated

Winter can also be a challenging time for employees, particularly in construction, where work is often weather-dependent. To keep employees engaged, it's essential for business owners to offer opportunities for training and professional development. Winter provides a natural lull in activity, and this downtime can be put to good use by providing employees with additional skills or certifications. Not only does this benefit the business by expanding its capabilities, but it also helps employees feel more invested in their work.



Maintaining open lines of communication with employees and offering incentives can also help keep morale high during slower months. Whether it's organizing team-building events, offering performance bonuses, or simply ensuring that work schedules are manageable, keeping the workforce motivated is crucial for maintaining productivity when business picks up again.

## Exploring New Markets and Niches

Winter can also be an opportunity for small construction businesses to diversify and explore new markets. For example, a company that typically focuses on residential construction may want to target commercial or government contracts during the off-season. Alternatively, focusing on niche areas such as eco-friendly or energy-efficient construction can set a business apart and attract customers who want to reduce their environmental impact during the winter months.

By branching out into new areas, small businesses can tap into new revenue streams that will help buffer against the seasonal slowdowns that winter brings.

## Conclusion

Though winter presents significant challenges for small construction businesses, it also offers ample opportunities to remain profitable. By planning ahead, diversifying services, nurturing relationships, and staying flexible with pricing, small businesses can weather the colder months with success. Whether focusing on indoor projects, offering snow removal services, or exploring new markets, there are plenty of ways to keep work coming in and ensure that revenue continues to flow. With the right approach, winter can become a productive season, laying the foundation for a prosperous year ahead.



## Upcoming Training & Events

**Jan. 8** Understanding the 5 Most Common Legal Forms of Business Webinar  
Wednesday, January 8, 2025  
12:00 PM CT | Free  
[Learn More>](#)

**Jan. 15** Boosting Front Line Manager Success in Safety Training Webinar  
Wednesday, January 15, 2025  
3:00 PM - 5:00 PM CT | Free  
[Learn More>](#)

**Jan. 9** Google Analytics for Small Businesses - How to Improve Your Website Traffic Webinar  
Thursday, January 9, 2025  
12:00 PM CT | Free  
[Learn More>](#)

**Jan. 28** HR for Small Businesses - Session 2 - Stay out of Hot Water Joy Center  
1351 St Joe St., Spearfish SD 57783  
Tues., Jan. 28, 2025  
1:00 P.M. CT | \$25  
[Learn More>](#)



### Invitation to Bid #1:

**The Office of the State Engineer on behalf of the South Dakota Department of Agriculture and Natural Resources**

Electronic bids will be accepted by the State Engineer on behalf of the South Dakota Department of Agriculture and Natural Resources at [https://www.sd.gov/cs?id=sc\\_cat\\_item&sys\\_id=20e5d1ec1bda9e506cbca93be54bcbdf](https://www.sd.gov/cs?id=sc_cat_item&sys_id=20e5d1ec1bda9e506cbca93be54bcbdf) until **January 8, 2025 at 2:30 PM CT** for the **Campus Wide, LED Lighting, South Dakota State Fair, Huron, South Dakota, OSE# M2325--05X**.

There will be an On-Site Pre-Bid Meeting on **December 31, 2024 at 11:00 AM CT**. All bidders can meet at Nordby Exhibit Hall Classroom. This Pre-Bid Meeting is optional but is the Bidders only opportunity to review the site. Campus Contact is Steve Locker, 605-354-5304, [steve.locker@state.sd.us](mailto:steve.locker@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 design Arc Group LLC., 2301 W Russell St., Sioux Falls, SD 57104. A/E Contact: Nathan Brandt, 605-696-7590, [nathan@designarcgroup.com](mailto:nathan@designarcgroup.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.

Each bid in excess of \$100,000.00 must either pre-mail a certified check, cashier's check, or draft in the amount of 5% of the base bid and all add alternates and drawn on a State or National Bank to the Office of the State Engineer, Joe Foss Building, 523 East Capitol Ave, Pierre, SD 57501-3182, or upload a copy of their 10% bid bond to their electronic bid issued by a surety authorized to do business in the State of South Dakota and made payable to the Department of Agriculture and Natural Resources of the State of South Dakota. The DANR reserves the right to reject any or all bids and to waive any irregularities therein. All active bids can be found here: <https://boa.sd.gov/state-engineer/adv-advertisements.aspx>

#### **Office of the State Engineer**

Published twice at the total approximate cost of \_\_\_\_\_.

#### **Invitation to Bid #2**

#### **The Office of the State Engineer on behalf of the South Dakota Board of Regents**

Request for Design-Build Proposals The Office of the State Engineer on behalf of the South Dakota Board of Regents is soliciting Design Build Proposals at the Office of the State Engineer, Joe Foss Building, 523 East Capitol Ave, Pierre, South Dakota 57501-3182 until **January 9, 2025 at 3:00 PM CT** for the **SWFR 0827, New Swine Teaching and Research Facility, South Dakota State University, Brookings, South Dakota, OSE# R0325--08X**. Sealed cost proposals will be opened publicly on **January 16, 2025 at 3:30 PM** on the OSE Electronic Bidding platform.

Proposals will be received for the design and construction of a new 600 head wean to finish barn addition with two rooms holding 300 animals each would be constructed. In addition to animal holding areas the addition would include a shower, laundry, bagged feed storage, and load-out areas. Be aware any public improvement must be designed by a licensed Architect/Engineer, licensed in South Dakota, per SDCL §5-18B-45.

There will NOT be a pre-bid meeting. Campus contact is Luke Witte, Project Manager/Engineer, 605- 688-4136, [luke.witte@sdstate.edu](mailto:luke.witte@sdstate.edu). OSE contact is Todd Baack, [Todd.Baack@state.sd.us](mailto:Todd.Baack@state.sd.us).

The Design-Build Request for Proposals, including the performance criteria for this project, as well as general project info, is available at the Office of the State Engineer, Joe Foss Building, 523 East Capitol Ave, Pierre, South Dakota 57501-3182, or contact Todd Baack, 605-280-4360, [Todd.Baack@state.sd.us](mailto:Todd.Baack@state.sd.us).

Each Price Proposal in excess of \$100,000.00 must be accompanied by a certified check, cashier's check or draft in the amount of 5% of the base bid and all add alternates and drawn on a State or National Bank or a 10% bid bond issued by a surety authorized to do business in the State of South Dakota and made payable to the Board of Regents of the State of South Dakota. The BOR reserves the right to reject any or all bids and to waive any irregularities therein.

Please include one copy of each, Qualitative and Management proposals in separate sealed envelopes for the Technical Review Committee.

#### **Office of the State Engineer**

Published twice at the total approximate cost of \_\_\_\_\_.

# Welcome New DBEs!

## Newly Certified Firms:

### **Connico, LLC**

Construction Management Consultant; Administrative Management Consultant; General Management Services; Commercial and Institutional Building Construction; Professional, Scientific, and Technical Services

**Contact:** [dbe@connico.com](mailto:dbe@connico.com) | (615) 758-7474

2594 N Mount Juliet Road, Mount Juliet, TN 37122

### **D.T. Read Steel Co. Inc.**

Reinforcing Steel - Bridges and Commercial Structures; Reinforcing Steel Installation

**Contact:** [Donnie@dtreadsteel.com](mailto:Donnie@dtreadsteel.com) | (757) 487-2047

PO Box 99, South Mills, NC, 27976

### **E&J Rebar Solutions LLC**

Concrete - Foundations and Structures; Reinforcing Steel - Bridges and Commercial Structures; Reinforcing Steel Installation

**Contact:** [ej.rebarsolutions@gmail.com](mailto:ej.rebarsolutions@gmail.com) | (402) 352-6667

1252 County Road X, Fremont, NE, 68025

### **J&L Jobsite Solutions, LLC**

All Other Specialty Trade Contractors; Computer System Design Services; Janitorial Services; Office Equipment Rental and Leasing; Offices of Real Estate Agents and Brokers; Web Search Portals & Information Services

**Contact:** [bids@jljobsitesolutions.com](mailto:bids@jljobsitesolutions.com) | (612) 927-2202

12467 Boone Ave, Suite 3, Savage, MN, 55378

### **Logg LLC**

Staffing Services Provider; Temporary Help Services

**Contact:** [selvi@loggcorp.com](mailto:selvi@loggcorp.com) | (201) 675-9328

490 Liberty Ave, Apt 1, Jersey City, NJ, 07307

### **Rock Leaf Water Environmental LLC dba RLW Environmental**

All Other Specialty Trade Contractors; Building Inspection Services; Consultant - Scientific & Technical Services; Environmental Consultant; Facilities Support Services; Other Support Services; Professional, Scientific, and Technical Services; Remediation Services; Site Preparation

**Contact:** [info@rlwenvironmental.com](mailto:info@rlwenvironmental.com) | (833) 762-5532

13230 Island View Dr. NW, Elk River, MN, 55330

### **SRL Enterprises, LLC**

Business Research and Development; Consultant - Administrative Management; Consultant - Business, Management; Consultant - Employee Compensation Services; Consultant - Management Consulting Services; Consultant - Marketing Services; Professional, Scientific, and Technical Services

**Contact:** [rolewis@srlenterprises.com](mailto:rolewis@srlenterprises.com) | (877) 726-0272

111 Town Square Pl, Suite 1203, Jersey City, NJ, 07310

# Projects Anticipated for Upcoming Bid Lettings

*Tentative Letting Date - 01/22/2025*

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1. 08N6; Walworth; Structure (2-12'x6' CIP RCBC) & Approach Grading; Structure in the SE corner of Selby on 1st Ave over a Ck (City Owned) SN 65-215-065
2. 08NW; Meade; Structure Removal (51' Steel Beam Bridge) & Pipe Installation; Structure 4.4 E & 3.5 N of Sturgis on a State Park Rd over a Ck (GF&P OWNED) SN 47-074-395
3. 08N2; Pennington; Structure (50' Concrete Rigid Frame) & Approach Grading; Structure 0.9 E & 1.5 S of Johnson Siding on Thunderhead Falls Rd over Rapid Ck SN 52-317-313
4. 074F; Mellette; Replace Pipe & Drainage Improvements; US83 - 1.25 S of the S US83/SD44 Jct.
5. 06G8; Minnehaha; Interchange Reconstruction, Structure (258' Steel Girder Bridge), PCC Surfacing, Sidewalk; I90 - Exit 387 (Hartford)
6. 08CU; Minnehaha; Urban Grading, AC Surfacing, Curb & Gutter, Storm Sewer, Shared Use Path, Sidewalk, Lighting; Western Ave - Fm N of I90 Exit 387 to Mickelson Rd in Hartford
7. 06Q8, I7AG; Lyman, Tripp; Cold Milling, Asphalt Concrete Resurfacing, Pipe Work; SD47 - Fm N of SD49 to I90
8. 069Q, 06YC; Lyman; Cold Milling, Asphalt Concrete Resurfacing, Approach Guardrail, Pipe Work, Landslide Repair, Rumble Strips; SD47 - From I90 to W of Fort Thompson; SD248 - Fm Reliance to I90
9. 05UN; Lyman; Cold Milling, Asphalt Concrete Resurfacing, Pipe Work; SD47 - Fm 2.5 N of the Gregory/Lyman Co Line to SD49
10. 07YW; Codington, Hamlin; Cold Milling, Asphalt Concrete Resurfacing & Pipe Work; US81 - Fm SD 22 N to Watertown
11. 06CM, 06U9; Dewey, Regionwide; Cold Milling, Asphalt Concrete Resurfacing, Modify Intersection, Pipe Work, Rumble Stripes & High-Grade Polymer Pavement Markins; US212 - Fm Eagle Butte to LaPlant, Various locations in Pierre Region
12. 07V2, 09P4; Yankton; Asphalt Concrete Surfacing/Resurfacing, PCC Surfacing; US81 N & S - Fm 0.7 N of the N SD50 Jct to the end of the Divided Lanes; US81 - Fm the End of the Divided Lanes to 303rd St N of Yankton; US81- Fm 300th St to SD46
13. 07DH; Yankton; ADA, Modify Intersection, Signals; US81 - Fm SD50 to 23rd St in Yankton



# Did you know?



The South Dakota Department of Transportation's DBE Supportive Services Program is here to support and empower businesses like yours? To do this, we need your input!

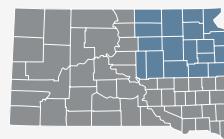
By completing the End-of-Year Survey you directly help us improve and expand our services to better meet your needs. Your insights and honest feedback are vital to building a program that truly supports your business's growth and success. This is your opportunity to share your thoughts, highlight challenges, and shape the future of the DBE program.

Please take a few moments to make your voice heard. Together, we can make a meaningful impact!

Find the Survey here: [2024 SDDOT Program Survey](#)



## Regional Lettings



### Aberdeen Region

1/10/2025

1. 047-168, | i7nx | Ft. Thompson | Retrofit Bridge Sidewalk with Pedestrian Railing



### Mitchell Region

None.



### Pierre Region

None.



### Rapid City Region

None.

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



# Assessing the Economic Impact of Infrastructure Investment on DBE Firms

The role of infrastructure investment in driving economic growth is widely acknowledged. Yet, how does such investment impact Disadvantaged Business Enterprises (DBE)? This question holds particular importance in places like South Dakota, where DBEs play a pivotal role in the economy. This article will explore the multifaceted relationship between infrastructure investment and DBE firms, shedding light on the benefits and challenges these businesses face.

## The Infrastructure Investment Boom

In recent years, there has been a renewed focus on infrastructure investment in the United States. Projects ranging from highway construction to broadband expansion have received significant funding. This growth presents opportunities for DBE firms to participate in large-scale projects and increase their revenue streams. For example, in South Dakota, infrastructure investments are crucial to improving transportation networks, thereby increasing efficiency and connectivity.

While the opportunities for DBE firms are significant, some challenges must be considered. One of the primary obstacles is the rigorous bidding and qualification process required to participate in government-funded infrastructure projects. Many DBE firms need more access to capital and resources, which can impede their ability to meet contract requirements. Additionally, the scale and complexity of projects often favor larger companies with more extensive track records. Policymakers and stakeholders must address these disparities by providing targeted support, ensuring that DBE firms can fully capitalize on infrastructure investments and contribute equitably to economic growth.



## Economic Opportunities for DBE Firms

### 1. Access to Larger Contracts

Infrastructure projects open doors for DBE firms to access contracts that might otherwise be out of reach. These projects often have set-asides or goals specifically targeting DBEs, helping them secure a share of the pie.

### Impact on South Dakota DBE Firms

For DBE firms in South Dakota, the influx of infrastructure investment presents unique opportunities and challenges. The state's infrastructure projects, such as roadway expansions and municipal upgrades, provide local DBE firms with the potential to secure contracts leading to business growth and increased visibility within the industry. These opportunities also come with hurdles, such as navigating competitive bidding processes and

adequate financial and resource management to execute larger contracts effectively. As these firms position themselves to capitalize on available projects, they contribute not only to their growth but also to the broader economic development of South Dakota. However, ensuring these businesses can overcome financial and operational barriers remains essential to maximizing their potential benefits from infrastructure investment.



### *2. Job Creation*

Increased infrastructure investment creates jobs, benefiting DBE firms and the local economy. DBEs can expand their workforce to meet project demands, providing employment opportunities within the community. This also leads to indirect economic benefits, such as increased consumer spending and tax revenue. Infrastructure investment presents a significant opportunity for DBE firms to grow their businesses and contribute to the economy.

Addressing challenges related to access and resources is crucial in ensuring that these businesses can fully capitalize on the available opportunities. By supporting DBEs in participating in infrastructure projects, policymakers and stakeholders can promote more inclusive economic growth and development. It's essential to continue monitoring the impact of infrastructure investment on DBE firms and take measures to address any disparities that may arise. With adequate support and targeted initiatives, infrastructure investment can catalyze equitable economic growth for all businesses.

### *3. Skills and Technology Transfer*

Participating in large infrastructure projects often necessitates adopting new technologies and skills. This exposure enables DBE firms to enhance their capabilities, paving the way for future competitiveness. Larger companies frequently partner with DBEs on projects, providing valuable mentorship and knowledge transfer opportunities. As a result, DBE firms can build their capacity and expertise to pursue more significant and complex contracts independently in the future.

Infrastructure investment directly impacts economic growth and presents unique opportunities for DBE firms to participate in large-scale projects. However, these businesses also face challenges related to access and resources that must be addressed to capitalize on such investment benefits fully. By promoting equitable participation and providing targeted support, policymakers can ensure that infrastructure investment leads to inclusive economic growth that benefits all businesses. As the economy continues to evolve, monitoring the impact of infrastructure investment on DB

## Challenges Facing DBE Firms

### 1. Financing and Capital Access

While the opportunities are abundant, securing financing remains a crucial challenge for many DBE firms. Infrastructure projects typically require upfront capital, and securing loans can be difficult for small businesses with limited credit histories. Limited access to financing often restricts DBE firms from taking on larger projects or participating in multiyear contracts, which could propel their growth. Policymakers and financial institutions must work collaboratively to develop programs that ease credit requirements and provide low-interest loans tailored explicitly for DBE firms. These measures would empower DBE firms to invest in necessary equipment, workforce, and technology, enhancing their competitiveness.



### 2. Capacity Constraints

DBE firms may face capacity constraints that limit their ability to take on large projects. This includes having the necessary workforce, equipment, or managerial expertise to handle complex tasks. Limited resources and access to training can also hinder their capacity to expand and take on more significant contracts. Policymakers can address these challenges by providing targeted training programs and mentorship opportunities for DBE firms, enabling them to build their capacity and compete effectively.

### 3. Regulatory Compliance

Stringent regulations often govern infrastructure projects. Navigating these can be daunting for DBEs, requiring them to invest time and resources in compliance. This is incredibly challenging for smaller firms with limited personnel and resources. Policymakers can assist by simplifying regulatory processes and providing guidance and support to DBE firms, making it easier for them to comply while focusing on project delivery.

## Strategies for Maximizing Benefits

### 1. Leveraging Support Programs

DBE firms should leverage federal and state support programs designed to provide technical assistance, training, and access to capital. These resources can bolster their capacity to participate in large projects. Participating in these support programs helps DBE firms overcome challenges and enables them to expand their networks and gain valuable insights. By taking full advantage of these resources, DBEs can enhance their competitiveness and sustainability in the infrastructure sector.

### 2. Forming Strategic Partnerships

Collaborations with larger firms can help DBEs gain experience, share risks, and improve their standing in the industry. Such partnerships can also facilitate knowledge transfer and resource sharing. Strategic alliances also enhance DBE firms' visibility and reputation, making them more attractive to potential clients and collaborators. By aligning with established companies, DBEs can access a broader range of opportunities and navigate complex projects more effectively.

*Continued on Page 12*



### *3. Advocacy and Networking*

Engaging with industry associations and advocacy groups can amplify the voice of DBE firms. Networking events provide platforms for DBEs to connect with potential clients and partners. Advocacy efforts can also lead to policy changes that can benefit DBEs by addressing systemic challenges they face. Building solid networks helps DBE firms stay informed about industry trends and explore new market opportunities.

Infrastructure investment offers significant economic opportunities for DBE firms in South Dakota and beyond. Realizing these opportunities' full potential requires addressing financing, capacity, and regulation challenges. By leveraging support programs, forming strategic partnerships, and actively participating in industry networks, DBE firms can position themselves for success. Infrastructure investors and policymakers should recognize the critical role DBEs play in fostering inclusive economic growth and design initiatives that address their unique needs.

Infrastructure investments present a wealth of opportunities for DBE firms to grow and enhance their capabilities. Challenges such as limited access to financing, capacity constraints, and stringent regulatory compliance must be addressed. By leveraging support programs, forming strategic partnerships, and engaging in advocacy, DBEs can overcome these hurdles and contribute significantly to inclusive economic growth. Recognizing the value of DBEs and providing targeted support will be vital to ensuring their success in the evolving infrastructure landscape.