TN TDOT Department of Transportation

DBE SMALL BUSINESS ANNUAL MEETING

WINNER'S MENTALITY

Turning News & Policy into *Profitable* Opportunities

WITH

VICTOR TYLER

MRI
MONTGOMERY ROAD, INC.

2026 TDOT SMALL BUSINESS ANNUAL MEETING

Turning Industry News & Policy Changes into Profitable Opportunities

HOW SMALL CONTRACTORS CAN:

- ✓ *ANTICIPATE CHANGE,*
- ✓ *REDUCE RISK, AND*
- ✓ *CAPTURE MORE PROFITABLE WORK*

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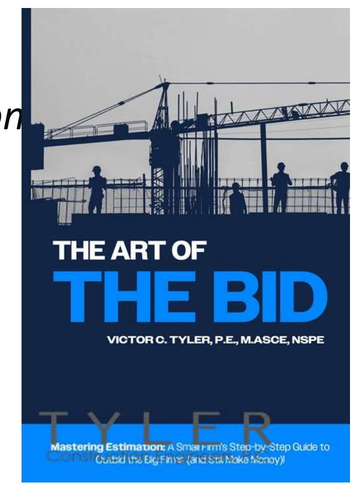
Victor C. Tyler, P.E.

- Owner, Tyler Construction Engineers, P.C.
- Developer, RoadBidTemplates,com
- +40 years Heavy Civil Infrastructure
- Preconstruction Workflow Expert
- Estimating & Proposal Development Advisory
- Profit Maximization Consulting
- Author, *How To Estimate Road Con* and *The Art of the Bid*



Audience Poll …

- Have you ever been surprised by an industry announcement or event?
- Have you ever been surprised by a new government regulation/policy?
- Have rising construction costs affected your profitability?
- Is finding qualified workers remains one of your biggest challenges?

The Project Business Workflow Expanded

Workflow	Get the Work		Do the Work	Account for the Work	
Function	Marketing/ Sales / Estimating		Operations	Finance / Administration	
5Bs	Business Development	Bidding	Buliding	Billing	Banking
What?	Planning & Strategy Competitive Advantage Relationship Building Human Captial	Know Your Cost Markup Allocation Profit Planning Human Captial	Customer Services Project Controls Documentation Human Captial	Accounting Policies Invoicing Payables Human Capital	Working Capital Financial Analysis Wealth Building Human Capital
Why?	Finding The Right Work For Your Firm	Bidding The Right Work For Your Firm	Predictive Normalcy in Your Operations	Timely & Accurate Billing for Cash Flow	Improving Your Firm's Financial Performance

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- Why Seek Current News & Information?
- Sources for Industry News & Information
- Finding Opportunities
- Examples of Opportunities
- Action Steps

A Recent 2026 Industry Survey Found Contractors Facing A Complex and Evolving Business Environment

Dodge Construction Network

- Economic uncertainty
- Tariffs
- Policy shifts
- Cost fluctuations
- Increasing competition
- Projects are becoming more complex
- Margin pressure continues

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Seeking, Reading and Understanding Information

Will assist you in developing market-intelligence that will keep you **sharp, competitive, and informed**.

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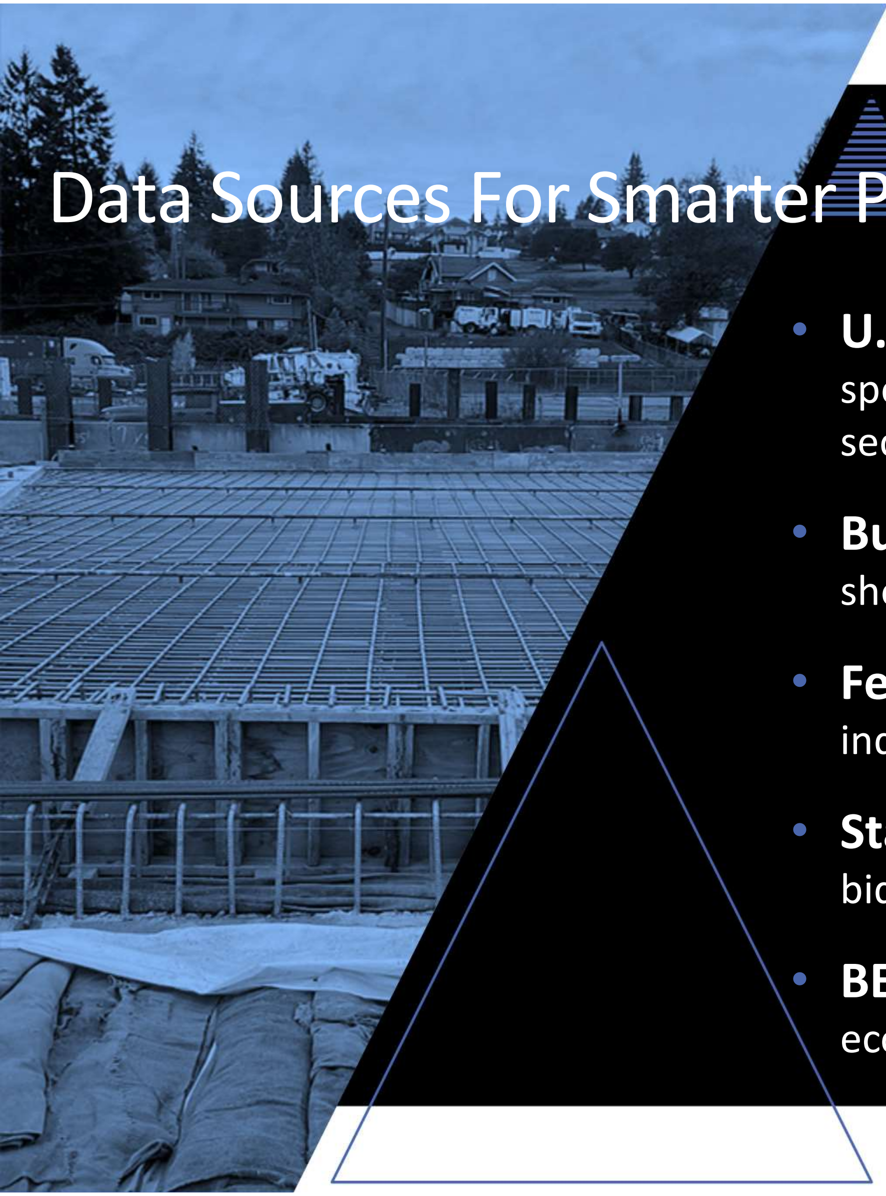
Where to look for industry news & information?

Data Sources For Smarter Pricing, Forecasting and Planning



- **U.S. Census Construction Spending** — Monthly spending trends across residential, commercial, and public sectors.
- **Bureau of Labor Statistics (BLS)** — Wage rates, labor shortages, specialty trade data, and employment forecasts.
- **Federal Reserve Bank (FRED)** — Interest rates, economic indicators, and construction-sensitive financial trends.
- **State DOT Bid Tabs** — Real-world average unit prices for bid item work in your region.
- **BEA (Bureau of Economic Analysis)** GDP, regional economic growth, and industry contributions

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Data Sources For Material & Cost Intelligence

- **Producer Price Index (PPI)** — Tracks cost changes for concrete, steel, lumber, asphalt, aggregates, and more.
- **ENR Cost Indexes** — Regional cost trends for labor, materials, and equipment.
- **Local Supplier Bulletins** — Weekly pricing updates for aggregates, concrete, asphalt, lumber, and fuel.

Data Sources For Staffing, Training, and Growth.

- **Department of Labor Apprenticeship Data** — Trade availability and pipeline strength.
- **AGC Workforce Survey** — Annual snapshot of hiring challenges and labor trends.
- **Community College & Trade School Enrollment Reports** — Local indicators of future labor supply.

Data Sources For Regulatory & Compliance

- **OSHA Updates & Safety Data** — Rule changes, common violations, and safety trends.
- **FHWA & DOT Bulletins** — Funding releases, program changes, and infrastructure priorities.
- **State Procurement Portals** — Bid opportunities, prequalification requirements, and contract award data.

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Data Sources For Business & Market Strategy

- **CNBC Economy & Real Estate** — Housing starts, commercial development, and market sentiment.
- **Deloitte Construction Outlook** — Annual macro trends affecting construction.
- **PwC Infrastructure Reports** — Funding cycles, risk trends, and sector forecasts.
- **Small Business Administration (SBA) Data** — Lending trends, contractor growth patterns, and business health indicators.

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Audience Poll …

- Have you ever learned about a project too late to pursue it?
- Would you like to know where future dollars are being spent?

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Data Sources For Business & Market Strategy

- **Bloomberg Construction & Infrastructure** — Financing trends, interest rates, materials markets, and infrastructure investment.
- **Reuters Construction & Industrials** — Straight-to-the-point updates on companies, commodities, and economic indicators.
- **Financial Times Infrastructure & US Economy** — Macro trends that influence construction cycles (rates, inflation, capital flows).
- **ASCE** – American Society of Civil Engineers, etc.
- **TRBA** – Tennessee Road Builders Association, etc.

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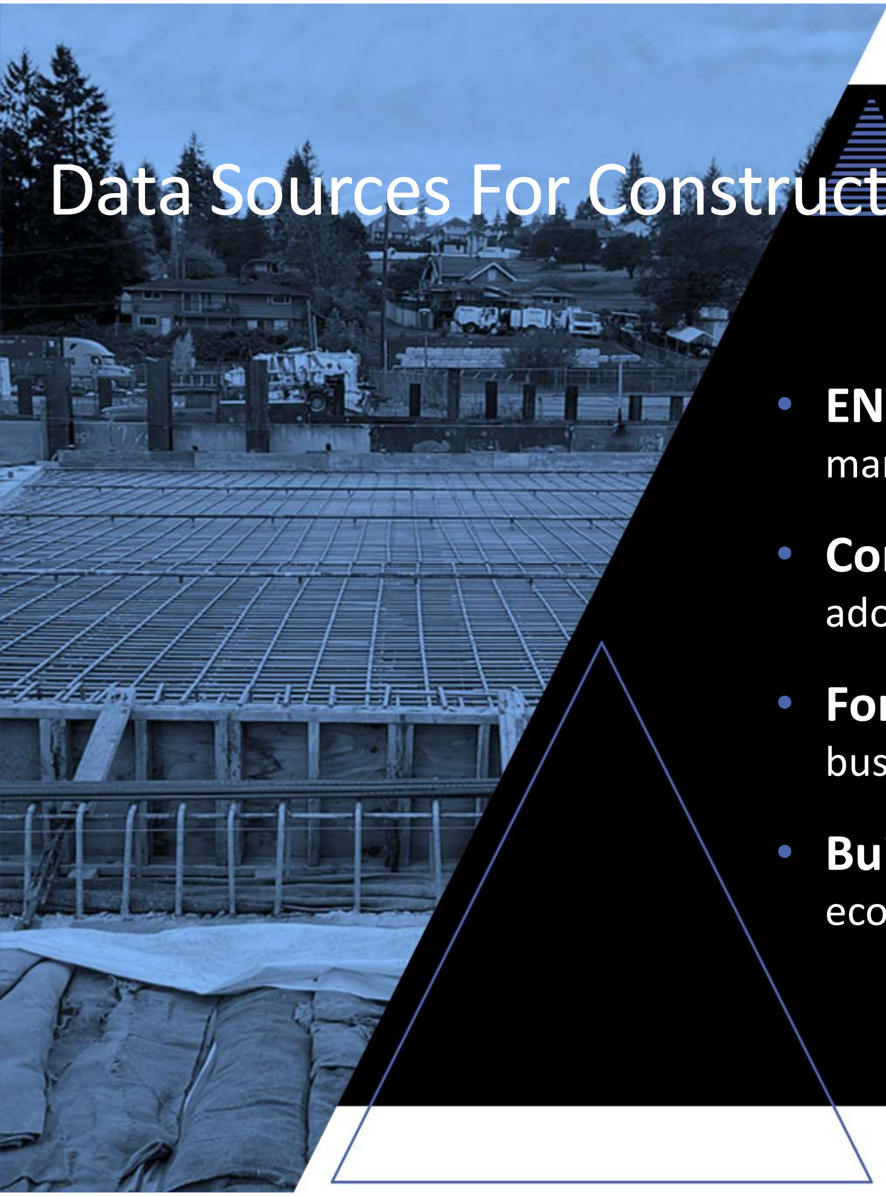
Data Sources For Construction-Focused Business



- **ENR (Engineering News-Record)** — Top contractors, market forecasts, cost indexes, and business strategy.
- **Construction Dive** — Daily business news, technology adoption, workforce trends, and regulatory updates.
- **ForConstructionPros** — Equipment markets, contractor business tips, and industry financial trends.
- **Builder Magazine** — Housing market, residential construction economics, and demand indicators.

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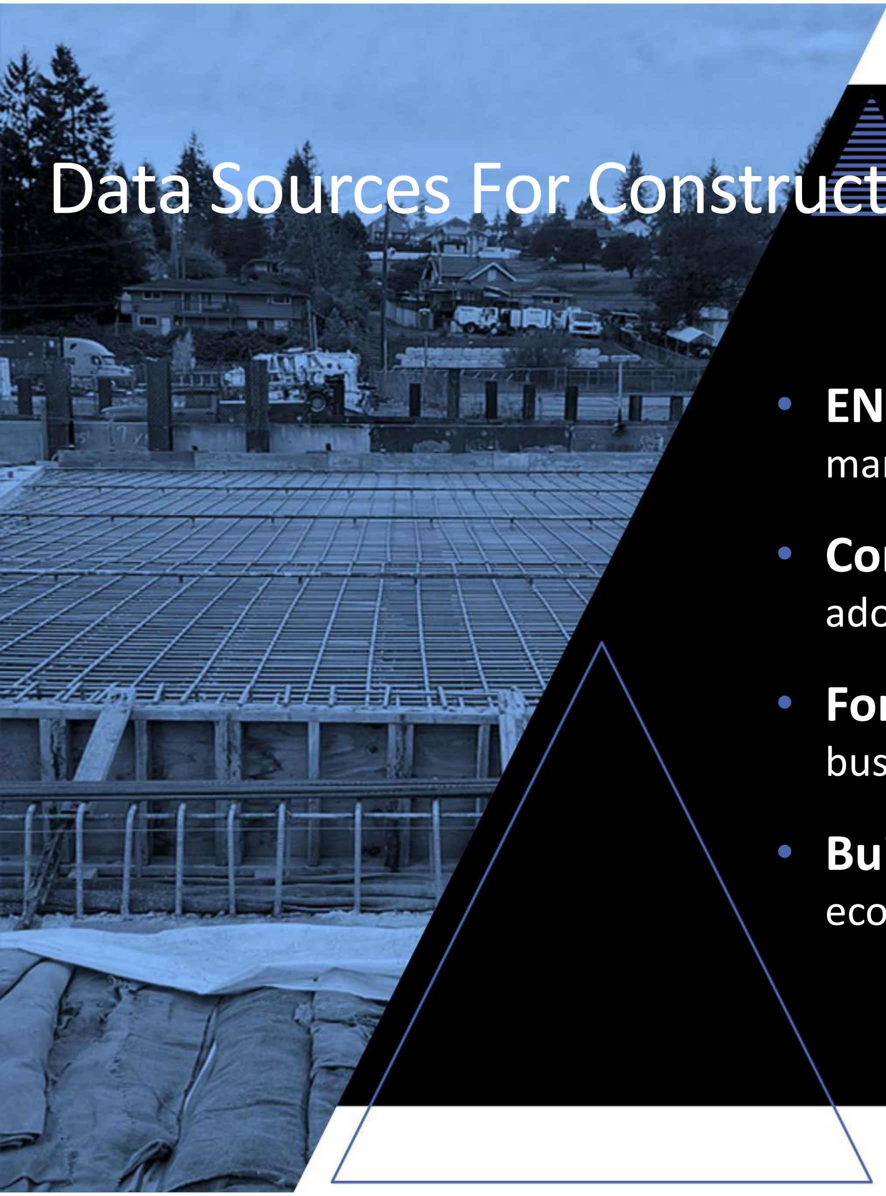

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Data Sources For Industry Funding, Regulatory & Compliance

- **FHWA (Federal Highway Administration)** Funding releases, program changes, and infrastructure priorities.
- **Federal Transit Administration (FTA)** Grants, capital projects, and transit construction funding.
- **USACE (Army Corps of Engineers)** Water, levee, flood control, and civil works project announcements.
- **OSHA** Safety rules, enforcement trends, and common violations.
- **EPA Construction & Stormwater** Permitting, environmental compliance, and enforcement updates.
- **SAM.gov** Federal bid opportunities, awards, and contract notices.

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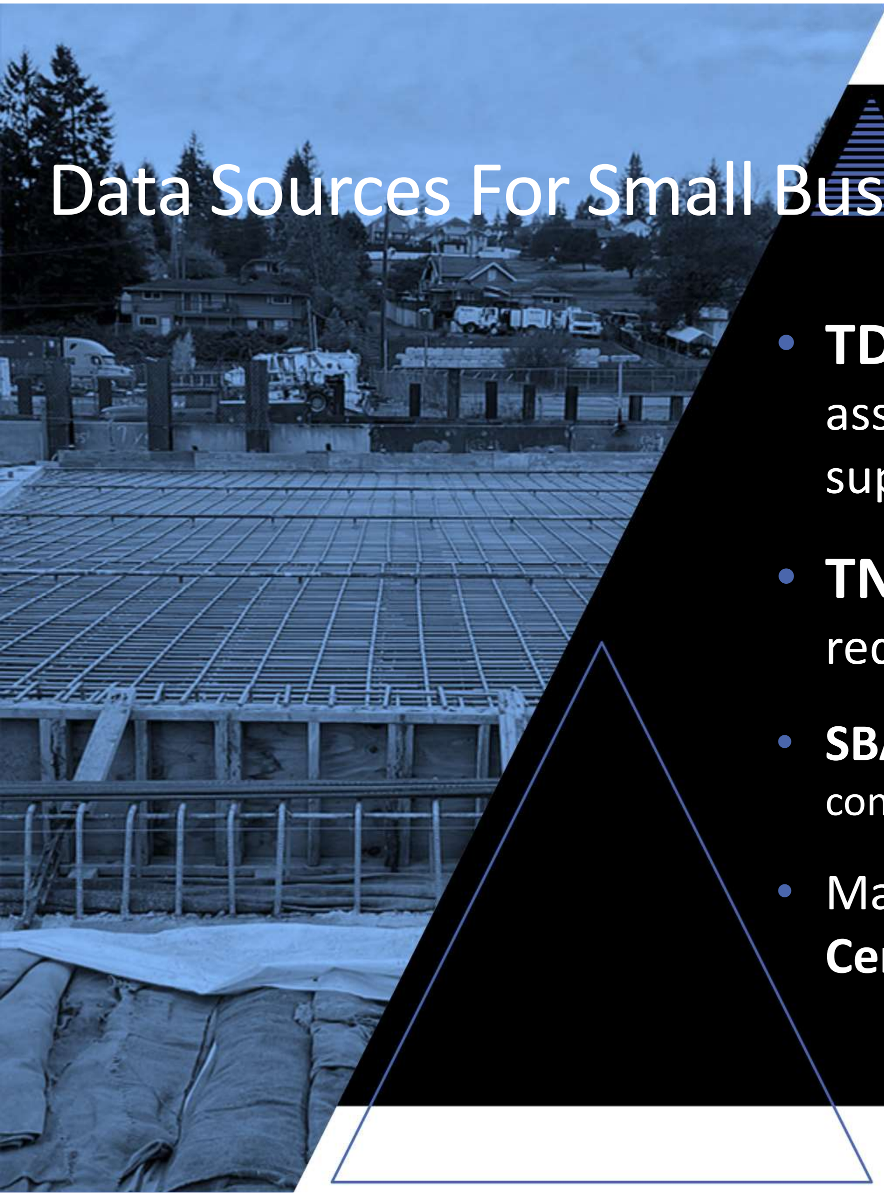
Data Sources For Small Business & Contractor Support



- **TDOT (DBE Small Business Program)** Business assistance, training programs, and procurement support.
- **TN Go-Bid** Bid opportunities, prequalification requirements, and award data.
- **SBA (Small Business Administration)** Lending trends, contractor growth patterns, and small business economic data.
- Many **Local Business Support & Entrepreneurial Centers**

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Information Sources Matter ....

- They show **where money is moving** (Census, FHWA, FTA).
- They reveal **labor cost pressure** (BLS).
- They help you anticipate **material price swings** (Bloomberg, ENR).
- They warn you about **regulatory changes** (OSHA, EPA).
- They help you position your business for **funding cycles** (FRED, SBA).
- They give you **competitive intelligence** (ENR, Construction Dive)

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Your Thoughts

Government Regulations or Policies:

- roadblock
- opportunity

Can industry news or trends

- roadblock
- opportunity

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Government Regulations

Policy Changes

- More paperwork
- More compliance
- More training
- More risk

Key Point:

Government Regulations / Policy changes usually do not eliminate work.

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Knowing & Understanding Industry Trends

It can separate you from doing business in the dark to doing business **with confidence.**

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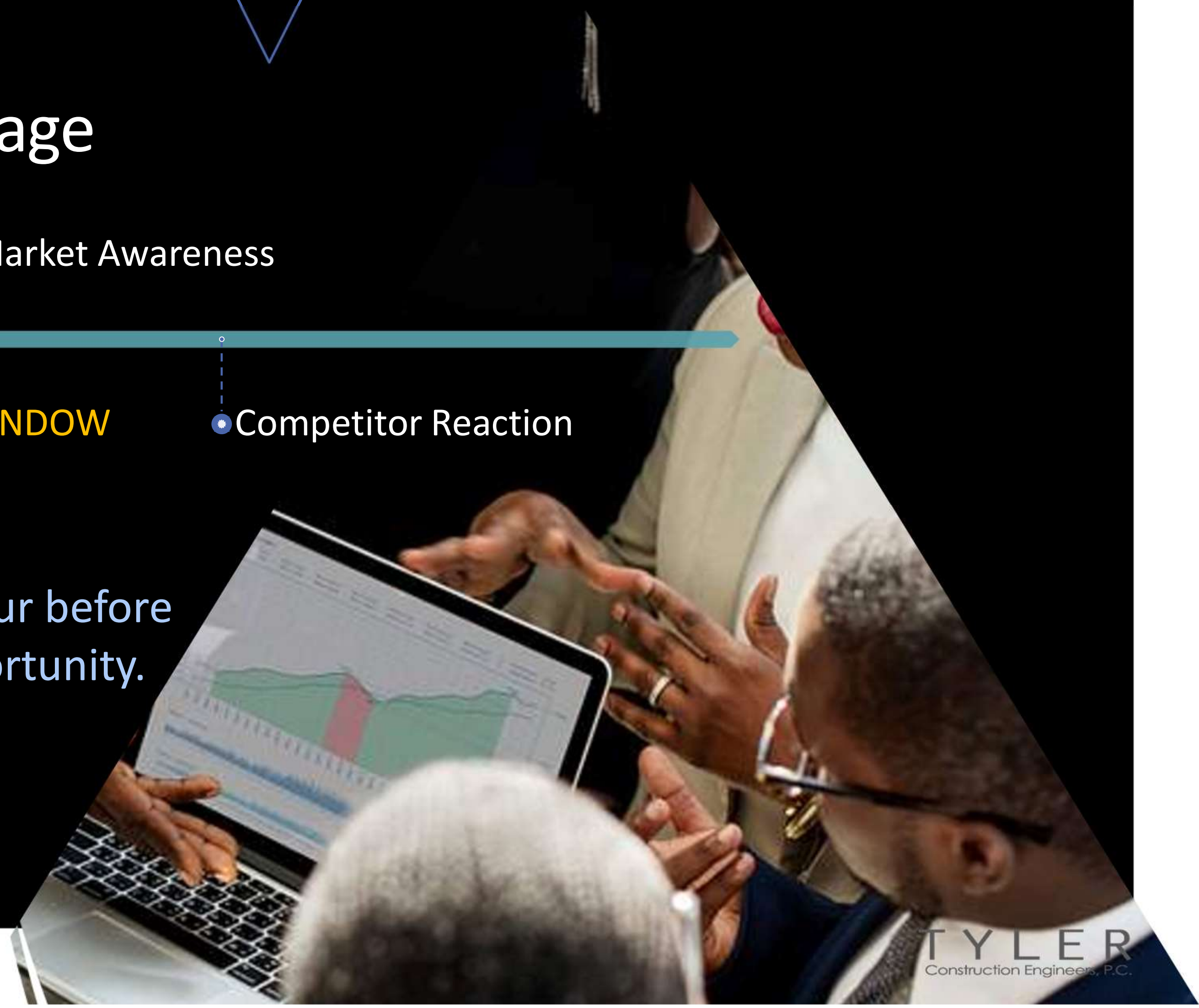
Competitive Advantage

- Policy Announcement
- OPPORTUNITY WINDOW
- Market Awareness
- Competitor Reaction

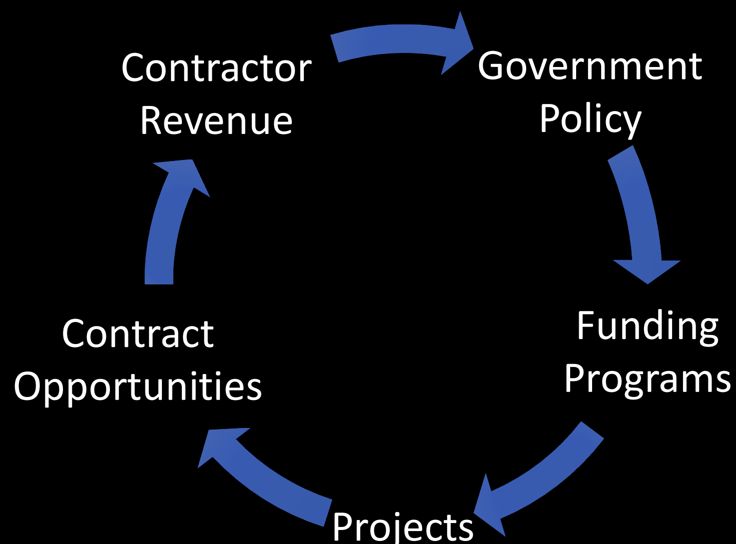
The greatest profits often occur before everyone recognizes the opportunity.



Workflow Matters

Policy Drives Money

Flow of Opportunity:



Historical Examples

Major policy shifts that created opportunity:

- Interstate Highway System
- Infrastructure modernization
- Stimulus programs
- DBE initiatives
- Workforce development
- Technology Implementation
- Environmental Regulations

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For Example:

Key Act Provisions of the BUILD America 250 Act

Current surface transportation authorization will expire on September 30, 2026.

- Authorizes **$580 billion over FY 2027–2031**
  i. surface transportation, with $474.4B guaranteed from the Highway Trust Fund
  ii. $106B contingent on future appropriations

- **Bridge investment** about **$45B over five years**

- **Disadvantaged Business Enterprise (DBE) program** by setting a **10%** national aspirational goal

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For Example:

CONSTRUCTIONDIVE

Published Aug. 24, 2026
By Thomas Curran and Robert Bell

OPINION

Builders need to be prepared for uneven state, federal DBE rules

As the federal government has curtailed diversity enterprise initiatives, some states have pushed back. Contractors bidding on public jobs should know where they stand, write two lawyers.

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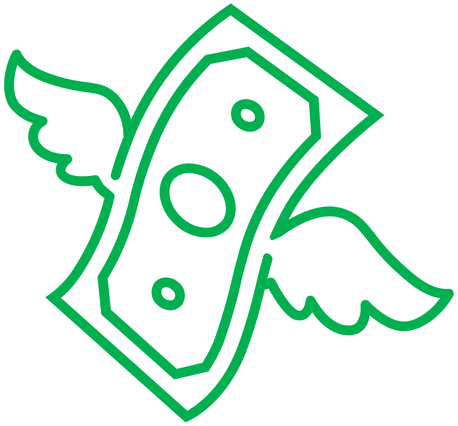
Regulations and policy changes usually redirect money.



The question is:

"Where is the money going next?"

Recent Announcements

July & August 2026

USDOT reveals plans for $22.5B Dulles airport overhaul	**Massachusetts DOT seeks bids for $1B mixed-use development**	**Amtrak updates $6B Baltimore tunnel project**
Transit-Oriented Development Projects Continue to Reshape Cities	**Skanska delivers $380M LAX project, touts small business partnerships**	**Ferrovial US CEO: Infrastructure demand outpacing public budgets**
FTA announces $610M to modernize American bus infrastructure	**California invests $2.5B in transportation infrastructure, public transit**	**South Carolina** awarded $23.5M federal grant to replace 18 aging bridges
U.S. Army Picks Five Developers for $2.2B Microreactor Program	**Texas Approves** $138B Transportation Program as Funding Tightens	**SpaceX's $100B** Louisiana Spaceport Takes Aim at Industrial Scale

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August 28, 2026: Industry News

Bank of America Launches $250 Billion, 18-monthCritical Infrastructure Finance Initiative in Honor of America's 250th Anniversary

Tennessee Opportunities

Transportation Modernization Act (TMA):

$3B general fund transfer
Expanded P3 (Choice Lanes)
Alternative Delivery

Increase Local Funding

Enhance mobility
Improve access
Improve safety
Reduce congestion
Stimulate economic growth

Tennessee 10-Year Program:

$1.2B annual program

Funding Priorities

Pavement & Bridges
Spot Safety projects
Rural Service Patrol
Mowing & Litter
General aviation

TDOT System Overview

1,200 miles of interstate
14,000 miles state highways
8,4000 bridges

Tennessee Transportation Modernization Board

Approves Private Partnership for $9.2 Billion I-24 'Choice Lanes' Project

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Other Opportunities

The greatest growth opportunities may come from:

- ✓ Transit
- ✓ Airport projects
- ✓ Riverports
- ✓ Bicycle/pedestrian improvements
- ✓ Carbon reduction projects
- ✓ EV infrastructure
- ✓ Freight improvements
- ✓ Stormwater infrastructure
- ✓ Disaster Relief Service
- ✓ Facilities Maintenance
- ✓ Healthcare
- ✓ IT Services
- ✓ Professional Services
- ✓ Supplies & Equipment

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Five Questions Every Contractor Should Ask

1. Where is funding increasing? (*transportation/housing/data centers/ stormwater*)
2. Which projects will benefit the most from that funding?
3. What skills and services will be needed?
4. How can my company prepare today?
5. **What can I do before my competitors do it?**

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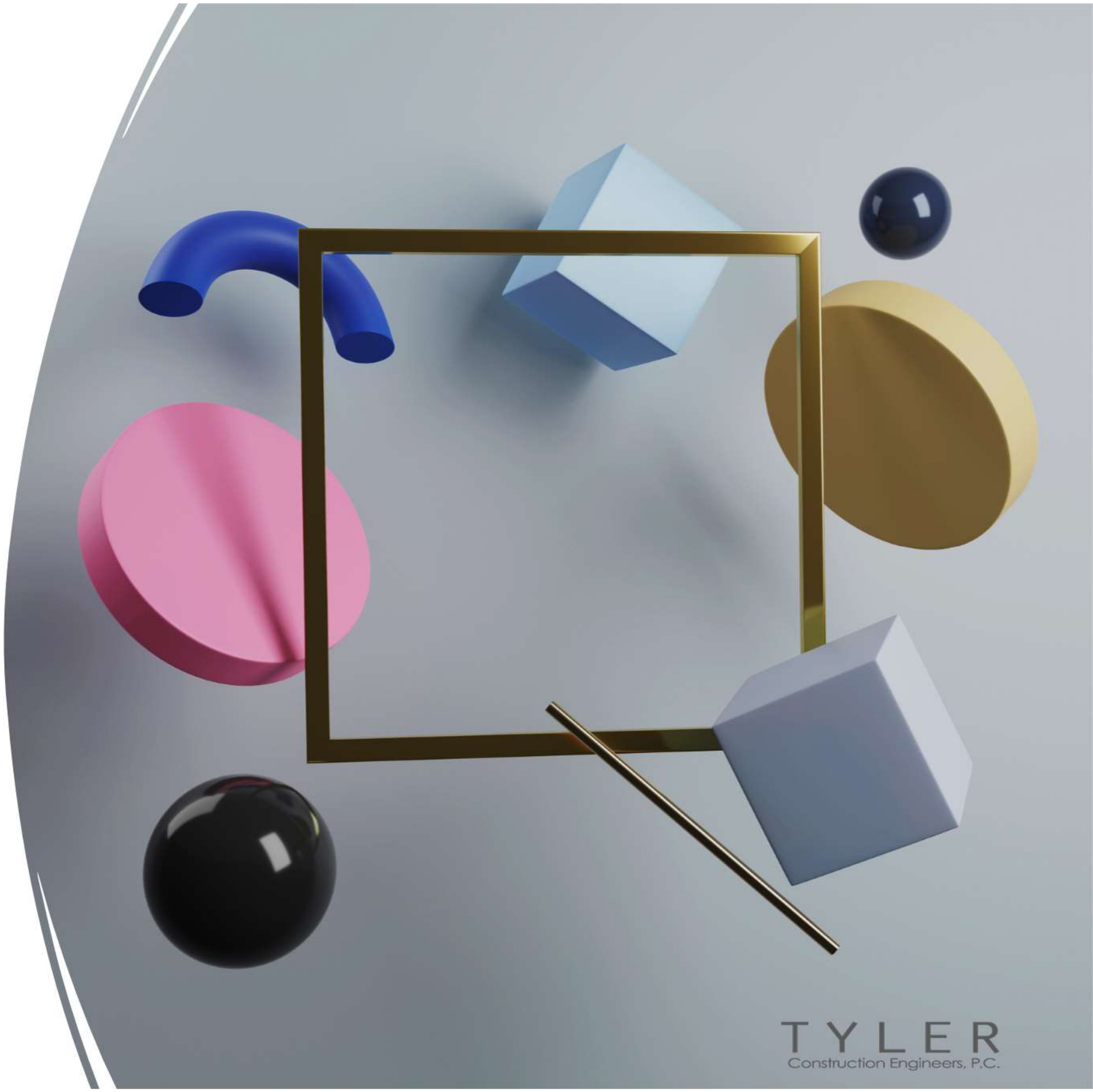
Answer

- ✓ start where you are.
- ✓ use what you have.
- ✓ build an executable plan.
- ✓ Doing all You can Now!

The Framework

- Right Client
- Right Work
- Right Message



STEP #1: The Right Client

Clients who:

- **Award work in your size range**
- **Value reliability over lowest price**
- **Have predictable bid cycles**
- **Pay on time**
- **Prefer long-term vendor relationships**

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Define Your Ideal Client

You can't market until you know who you're targeting. For a small infrastructure contractor, ideal clients often include:

- **Municipal public works departments**
- **County highway departments**
- **State DOT district offices**
- **Local general /prime contractors**
- **Civil engineering firms (who recommend contractors)**
- **Private developers with recurring site work**

Define:

- ✓ Project size
- ✓ Payment speed
- ✓ Bid frequency
- ✓ Relationship potential
- ✓ Geographic proximity

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STEP #2: The Right Work

Projects that:

- **Match your equipment and crew strengths**
- **Fit your bonding capacity**
- **Have repeatable scopes (e.g., paving, drainage, small structures)**
- **Don’t require specialized certifications you lack**

Identify Your "Core Work"

This is the work you can do **profitably, repeatedly, and better than competitors**.

Examples:

- Small paving jobs
- Drainage improvements
- Sidewalks, Curb & Gutter, & ADA ramps
- Minor road widening
- Culvert replacements
- Small bridge repairs
- Traffic control services
- Erosion control
- Hauling

Your marketing should revolve around these.

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STEP #3: Right Message

Marketing that communicates:

- Expertise
- Competence
- Safety
- Reliability
- Compliance
- On-time delivery

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Build a Clear Positioning Statement

This is the sentence that defines your firm in the market.

This becomes the backbone of your messaging.

Example:

“We help municipalities and prime contractors deliver small-scale highway and infrastructure projects safely, on schedule, and with zero surprises.”

Or:

“We specialize in high-traffic roadway, drainage, and concrete work for public agencies and civil contractors.”

STEP #4: Create a Targeted Outreach Plan

Your outreach should target:

- DOT district engineers
- City/county public works directors
- Local GCs who subcontract civil work
- Engineering firms who influence bid lists

Outreach methods:

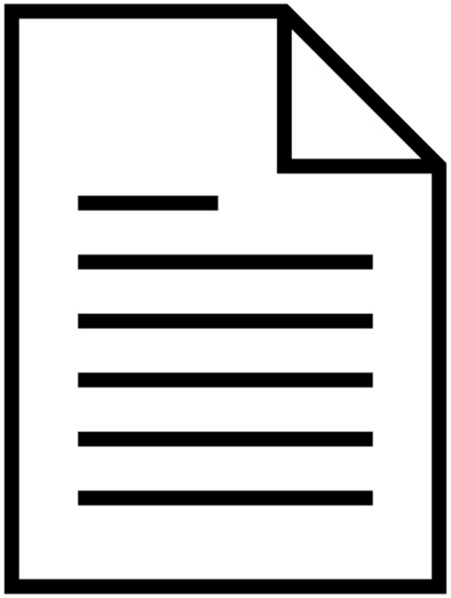
- Email introductions
- Capability statement
- LinkedIn presence
- In-person visits
- Pre-bid meeting attendance
- Local industry associations (AGC, ACEC, APWA, ABC,TRBA)

STEP #5: Build Your Capability Statement

This is your #1 marketing tool in construction.

It should include:

- Core services
- NAICS codes
- Past performance
- Safety record
- Equipment list
- Contact info
- Bonding capacity
- Certifications (DBE, SBE, Licenses, etc.)
- Software usage



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STEP #6: Strengthen Your Digital Presence

You don’t need a fancy website. You need a **credible** one.

Must include:

- Clear list of services
- Photos of past work
- Safety & compliance info
- Contact form
- “Who we work with” section
- Downloadable capability statement

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STEP #7: Relationship-Based Marketing

Construction is a **relationship business**, not an advertising business.

Your strategy should include:

- **Quarterly check-ins with key clients**
- **Attending pre-bid meetings even when not bidding**
- **Asking engineers what projects are coming next**
- **Visiting offices**
- **Staying active in local contractor associations**

STEP #8: Bid Strategically, Not Frequently

Small contractors often bid too much and win too little.

Instead:

- Bid fewer projects
- Bid only projects that fit your strengths
- Build relationships so clients WANT your bid
- Track win/loss data to refine targeting

Key Points to Remember

Action Step	Key Message
Find your Money (Funding)	Follow the money before chasing projects
Identify Growth Markets	Choose where growth is occurring
Build Strategic Partnerships	Relationships create opportunities
Improve Estimating Capabilities	Better estimates produce better profits
Invest in Workforce	Skilled people win projects
Invest in Technology	Technology creates efficiency
Meet with Prospects & Agencies	Be visible before projects are advertised
Monitor Policy Changes	Anticipate change instead of reacting

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Call to Action

Before leaving today: Write down at least one industry news and/or policy change that could impact your business.

Turn that news/or change into revenue, profit, or growth?

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Keeping Current Create Winners and Losers.

- Recognize changes early
- Adapt faster
- Position strategically
- Capture work before competitors
- Have a winner’s mentality!

Comments / Questions?

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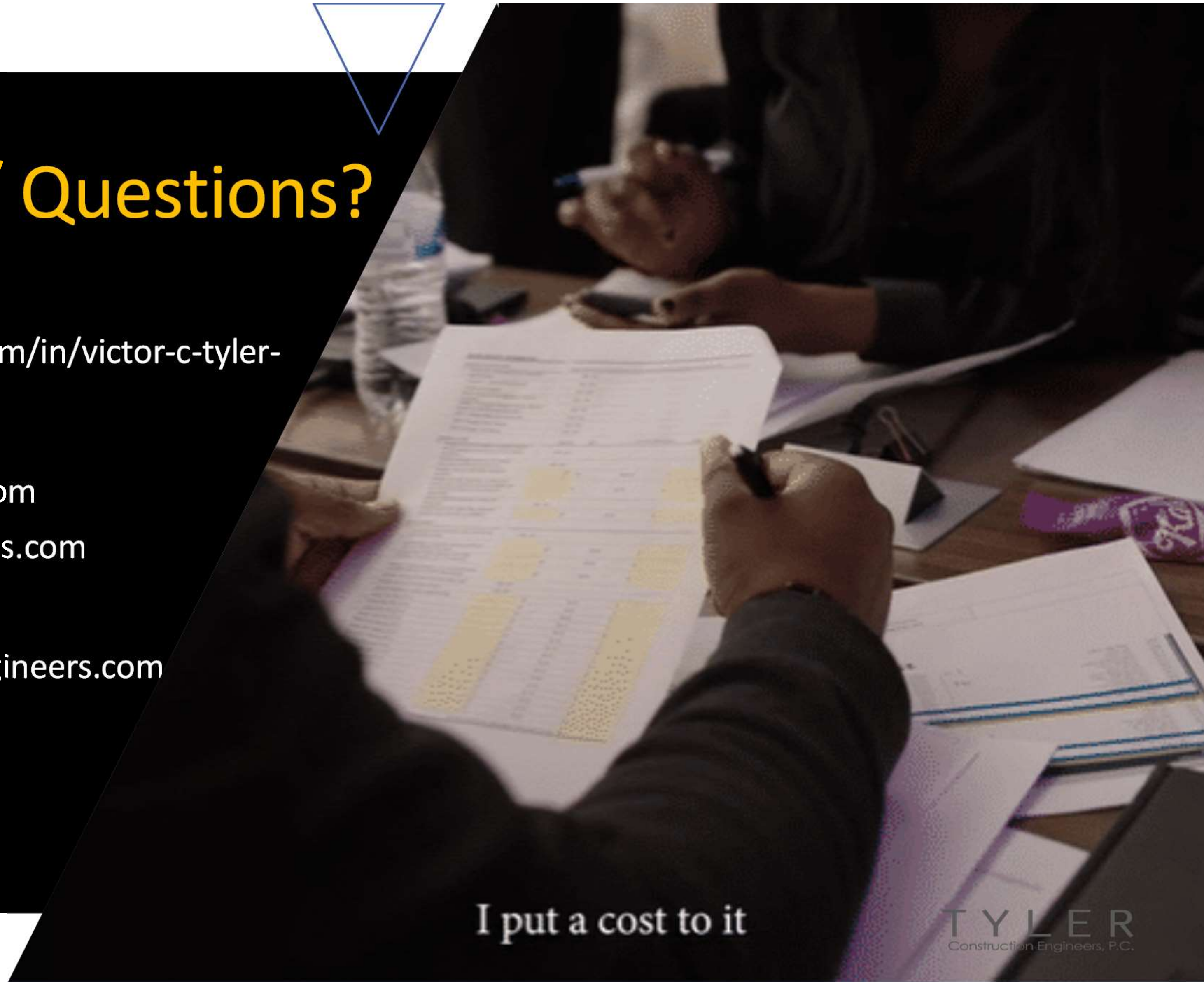

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SESSION Survey

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