

GDOT Newsletter

June 2024
Volume 96



SUPPORTIVE SERVICES

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First Quality in Macon to Create 600 New Jobs

Governor Brian P. Kemp today announced that First Quality Baby Products, LLC will invest \$418 million to expand its footprint in Macon-Bibb County, creating 600 new jobs.

"We're always thankful when job creators like First Quality choose to expand in Georgia, and we'll keep working to strengthen these long-term partnerships that enrich communities in every corner of the state," **said Governor Brian Kemp**. "More than 70 percent of last year's economic development projects were expansions of businesses already operating here in our state, and thanks to companies like First Quality, that positive trend will continue."

First Quality Baby Products, LLC and its affiliates manufacture baby diapers; youth and training pants; a full line of adult incontinence, feminine hygiene and wipes products; paper towels; and bath tissue while also packaging products for healthcare, retail, and commercial channels.

"In March, First Quality announced that we will be increasing our baby diaper and training pant manufacturing capacity by 50 percent, and we are excited to announce our expansion will take place in Macon, Georgia," **said Allen Bodford, President of First Quality's Absorbent Hygiene Division**. "This expansion is a testament to First Quality's innovative products and continuing commitment to the baby diaper market. We thank Governor Kemp, the Georgia Department of Economic Development, and the Macon-Bibb County Industrial Authority for their continued support. We also express our deep appreciation to our dedicated team in Macon for their tireless devotion to First Quality."



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Empower Your Employees and Profits with a Meaningful Metrics Strategy

Employing a straightforward strategy to manage your company's money and money goals is sometimes the best path to success.

When managing a project, the last thing a team wants to worry about is accounting.

And yet, the company can't move forward with big decisions if they have outdated work-in-progress schedules and lagging financials. Outdated and inaccurate financials negatively affect bidding, the pipeline, staffing and profits. They prevent management from measuring meaningful metrics for business success.

How to turn it around? It requires a top-down approach. Leaders must insist on accurate and timely cost estimates on all projects. When project managers and supervisors understand that accounting is everyone's concern, then it becomes a solid foundation for securing new work, purchasing equipment, retaining employees and giving out bonuses. That's meaningful. But first, owners and the management team need to be clear about their goals: Do they want to improve productivity? Do they want to improve safety? Do they want to avoid layoffs or improve margins on jobs? Maybe it's all of the above. These goals determine the best metrics to track.

ESTABLISH MONTHLY CLOSE DEADLINES

Once management is clear on the goals they want to achieve for the business, they should share them with field leaders and the accounting team. To achieve these goals, stress the importance of accurate, monthly tie-downs for the following:

- Cash, accounts receivable, accounts payable
- Large accruals and notes payable.
- Progress schedule for under-/over-billing adjustments

When these items are updated at an agreed-upon time each month, the accounting team can accurately identify differences between amounts billed and amounts earned per project as well as accurate costs to complete. A WIP schedule that is updated monthly offers a more accurate picture of job status, costs and earnings. It also heads off an all-too-common problem of unsubmitted or outstanding vendor invoices.

With monthly under-/over-billings adjustments, owners can ultimately improve bidding, keep the pipeline full and plan for crew scheduling. Timely financials built into the culture also support proactive business decisions based on meaningful key performance indicators.

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About The GDOT

The goal of the DBE Supportive Services Program is to increase the number of DBEs participating on GDOT contracts and facilitate the opportunity for DBEs to obtain contracts. The services are designed to:

- Assist established construction firms to move them from bidding as a subcontractor to bidding as a Prime Contractor to produce sound bids.
- Provide access to training increases DBE expertise in handling of daily business operations.



CEI DBE Supportive Services

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