



Training & Assistance

FOR SMALL BUSINESSES
AND DISADVANTAGED
BUSINESS ENTERPRISES

**Construction Management Development
Program and Bond Guarantee Program**



Your Road to Working with
the Florida Department
of Transportation



CEI Educating
Construction
Professionals

Programs for DBEs and SBEs

Construction Management Development Program

The Construction Management Development Program (CMDP) offers classroom and on-the-job training and support designed to enhance technical and business management skills. Experienced professionals in the construction industry provide classroom instruction and technical assistance.

This training program is designed for small (SBE), minority (MBE) and disadvantaged business enterprises (DBE) who are considering expanding into FDOT work or are currently involved with FDOT work but desire additional business training

All participants who successfully complete the CMDP will receive a Certificate of Proficiency. DBEs who successfully complete the program are eligible to participate in the **Bond Guarantee Program**.

This **FREE** 4-Day
Course Consists of
the Following

10 MODULES

FDOT Opportunities

- Navigating Construction Projects
- Register in My Florida Market Place
- FDOT Project Letting Information
- Business Development Initiative (BDI)

Marketing Your Business

- Marketing for Your Business
- Developing a Marketing Plan
- Websites Essentials
- The Capability Statement

Navigating FDOT

- FDOT Districts
- FDOT District Letting Information
- Bid Express
- Joint Ventures

Your Contracting Business

- Basic Accounting Methods
- Balance Sheets
- Job Costing
- Adding Overhead & Profit Markups

Developing Estimate Costs

- Labor Costing
- Equipment Costing
- Overhead Costing
- And More

Developing Your Bid

- Estimating vs Bidding
- The Bidding Procedure
- Project Overhead
- Cost Recovery

FDOT Contracts and Compliance

- The Davis-Bacon/Copeland Act
- Employees Covered by Labor Acts
- Certified Payroll Information
- Navigating the Payroll Form WH347

Your Business Plan

- Your Customized Business Plan
- Composing a Business Plan
- Business Plan Checklist
- Reviewing a Sample Business Plan

Sureties and Bonding

- What Are Bonding and Sureties?
- Types of Bonds
- Bonding Requirements
- The Bond Guarantee Program

Basic FDOT Estimating Practices

- FDOT Road Plan Sets
- Plan Views
- Stations
- Length, Surface & Volume Take-offs



Your Road to Working With FDOT

REGISTER TODAY FOR THIS FREE 4-DAY COURSE
Visit **CMDP-BGP.COM**

Programs for DBEs and SBEs

Bond Guarantee Program

The Florida Department of Transportation Bond Guarantee Program (BGP) is designed to assist disadvantaged business enterprises (DBEs) in securing bonding for FDOT funded projects. Participation in the BGP is open to DBEs who have been awarded a Certificate of Proficiency from the CMDP. The seminar includes an overview of bonding and construction, types of bonds, rights of the surety, reasons for default, description of surety industry bonding criteria, loan and bond package portfolio checklist, and evaluation of bond application. The seminar is optional for DBEs who are currently able to obtain bonding.

The Bond Guarantee Program Provides:

- Direct access to bonding.
- The opportunity to establish a bonding track record.
- Bond guarantees up to 90% for a contract of \$250,000 or less.
- Bond guarantees up to 80% for a contract greater than \$250,000.

Technical Assistance

Technical assistance is available to all companies participating in the CMDP. CEI will provide individualized technical assistance to participating companies including:

- How to Start & Setup Your Business
- The Ins & Outs of Estimating & Bidding
- Operating With Compliance
- Understanding Bonding & Insurance
- Doing Business With FDOT



Overhead Audits

Through our program, FDOT provides one **FREE** Overhead Audit to approved DBEs in the Professional Services field.

GET STARTED!

Learn More Today By Visiting
www.cmdp-bgp.com
or Call (800) 423-7058



IF YOU PERFORM ANY OF THE FOLLOWING CONSTRUCTION TRADES THIS PROGRAM IS FOR YOU!

Asphalt Paving, Plumbing, Tile Work, Building Construction, Curb and Gutter, Sidewalks,
Pipe Hand Rails, Painting, Trucking, Clearing & Grubbing, Fencing, Landscaping, Irrigation,
Striping, Underground Utilities, Tree Trimming, Roadwork, Signs, and many other
Miscellaneous Construction Services.

Register Today & Let Us Help You Grow Your Business
Visit CMDP-BGP.COM

Administered by:

Construction Estimating Institute

Funded by:

Florida Department of Transportation

The Construction Estimating Institute (CEI) is an educational organization providing the highest quality construction training in the industry. Over 100,000 owners, estimators, project managers, field supervisors, office support staff, foremen, laborers, and key management personnel have attended courses that are offered nationwide. The courses provide students with construction skills training and the critical information needed to be effective within their companies and organizations.



**Construction Management Development Program
and Bond Guarantee Program**

5016 Calle Minorga | Sarasota, FL 34242

(800) 423-7058 | www.cmdp-bgp.com