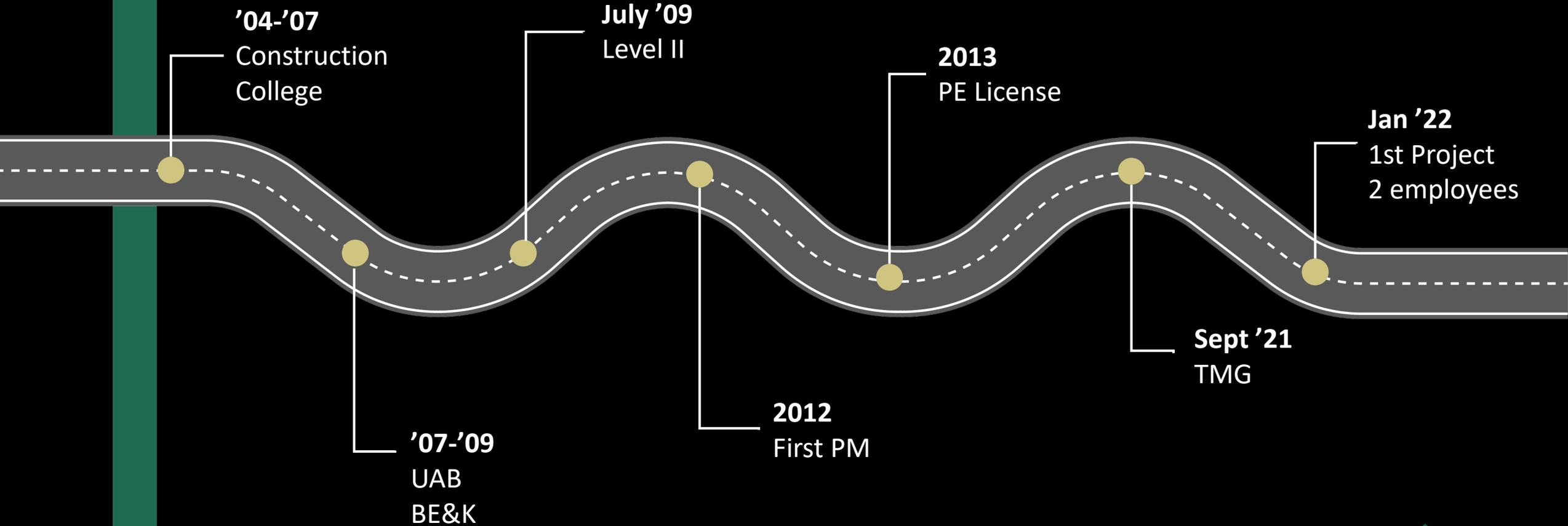


Alabama CE&I Small Business Launch



Learning Opportunities



Construction Engineering and Inspection

What, Why, Who, and How...



CE&I – What?

- Utilization of effective control procedures to assure reasonable conformance with plans, specifications, and contract provisions.
 - Effective control procedures
 - Field personnel
 - Material Sampling
 - Contract administration
 - Construction Manual, CIM's, GFO's



CE&I – Why?

- Accountability
- Stewardship of funds; State and Federal
 - Maintain current and secure future Federal Funding



CE&I – Who?

Government Agencies

- State
- Counties
- Cities/Municipalities

Consultants

- On-Call City/County
 - 20 to 30 plus?
- On-Call Statewide ALDOT
 - 11 firms



CE&I – How?

- Notice of Need
 - Distributed by ALDOT every 4 years
- Consultants submit 3-page proposal
 - Statement of names and QCP registration numbers (10%)
 - Statement as to professional standing including any pending controversies (10%)
 - Experience of staff and work of a similar nature (40%)
 - Statement of availability and adequacy of remaining staff (40%)



CE&I – How continued

- ALDOT Consultant Selection
 - Qualifications Based Selections (QBS)
 - Brooks Act 1972 (Federal - Architect and Engineers)
 - Firms must be selected based on qualifications, not on price
 - Code of Alabama 41-16-24 (types of contracts)
 - contracts for the securing of services of attorneys, physicians, architects, teachers, artists, appraisers, engineers, or other individuals possessing a high degree of professional skill where the personality of the individual plays a decisive part
 - Code of Alabama 34-11-35.1 (Engineers and Land Surveyors)
 - The engineer or land surveyor shall not: Participate in procurement procedures for engineering or land surveying services either by providing the bids or in requesting bids from other professional engineers or land surveyors where bidding is the primary consideration.



CE&I – How continued

- Contract Issued
 - Money delegated to regions
 - Area office request services
 - Put people to work



Small Business

Generally Speaking



How small is small?

- How do you define small business
 - Number of people, number of offices, revenue?
 - SBA uses NAICS codes (North American Industry Classifications System)
 - Engineering services – 541330 - \$25.5M
 - Highway, Street, and Bridge Construction – 237310 - \$45M
 - Crushed and Broken Limestone Mining and Quarrying – 212312 – 750 employees



Small Business Statistics

- Bureau of Labor Statistics
 - 20 % fail in year one
 - 50 % fail in 5 years
 - 65 % before 10th year

- Most cited reasons for failure
 - Marketing, management, finances



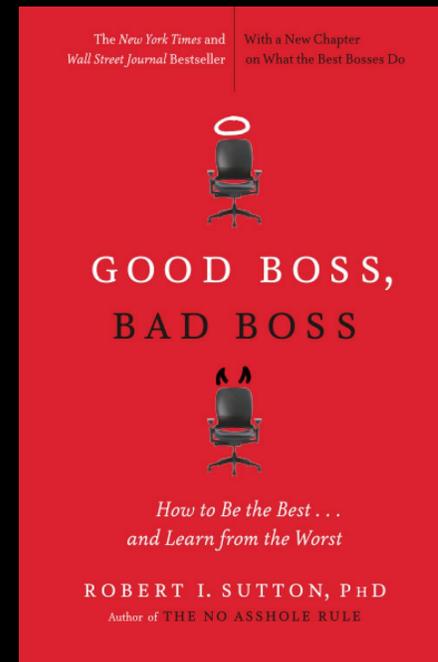
Small Business

My path to



Research

- Books, Books, Books
 - One fiction, one non-fiction
 - Retirement, Money management, Entrepreneurship, People Skills
 - No getting rich quick, and don't go into business for just the sake of money
 - “Good Boss, Bad Boss”
- Volunteer for committees
- Tested the waters



Funding and Business Plan

- Funding
 - Local Banks
 - Small Business Association (SBA)
 - Primary Loan Program - 7(a) loan
 - Distributed over 14 million loans worth \$764 billion to small businesses in 2020
 - Up to \$5M
 - Key factors: for profit, US based, small, creditworthy
- Business Plan
 - Owners, clients, revenue sources, need for your services, personnel
 - Revenue capacity model; income and expenses for 5 to 10 years



Startup Period – Years 0 to 2

- Legal
 - Business establishment
 - Certificate of Authorization
- Benefits
 - Medical, Dental, Health
 - 401(k)
 - Policies; pto, holidays, EEO, drug testing, etc.
- CPA and Lawyer
- Cash flow
 - Lots of money out, little to no money in



Contract Period – Years 2 thru 4

- October 2023
 - Secured on-call contract with ALDOT
 - Secured stand alone contract for Birmingham Northern Beltline
- September 2025
 - 10 active projects
 - 5 EC, 4 WC, 1 Central (fiber installation NR)
 - 18 employees
 - 3 PE's, 14 technicians, 1 Admin

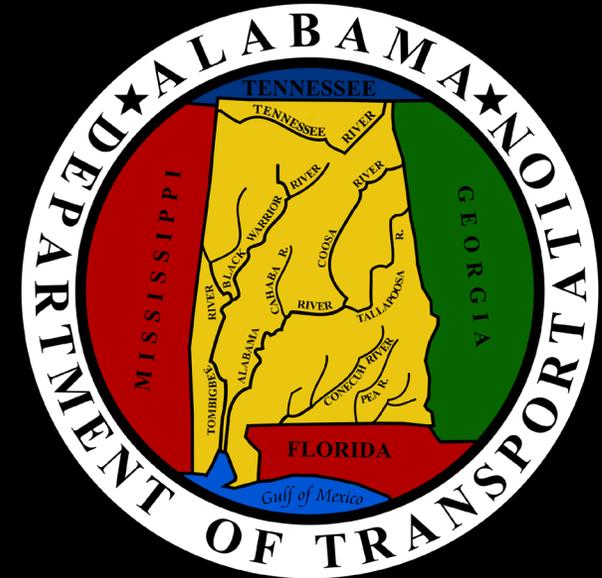


Looking Ahead

- Calculated growth
 - Right people at the right time



Many Thanks!!!



Contact Info:

Marshall Tucker, PE
256.454.1664
mtucker@tuckermg.net

