



# Construction Management Success Stories

**By Dan Taylor**

In your career as a construction manager, you're bound to hit a rut. You feel as though you've done everything you possibly can to maximize profitability—from improving your bidding process to boosting efficiency through new construction management software—and you've reached a plateau. As a construction manager, you have to keep learning new ways to achieve success. One of the biggest dangers small businesses face is getting sucked into doing things the same way they've always done them. This leads to stagnation and even decline as your competitors find better ways of doing things and lure customers away. From 2011 to 2017, the construction industry ranked ninth among all industries in terms of the number of firms that were considered "high growth;" 1,170 construction businesses met that definition, according to the Brookings Institution. There are a lot of companies that seem to have things figured out.

So, what are they doing that you're not? Take a deep breath, and get ready to step outside your comfort zone. That step is what separates the five percent of incredibly successful companies from the ninety-five percent that simply do what everyone else is doing. The trick to identifying the limitations of your comfort zone is getting outside of your own head and looking at other companies' successes. Pull creative ideas from outside sources, and you'll be well on your way to shaking things up. Below, we'll dive into four examples of construction companies that have enjoyed enormous success. We broke each story down into a key point, the problem they solved, and a final takeaway to help you replicate their success at your own construction management business. Let's get started.



**1. Never run out of work**  
 The problem: "My firm needs to find (and win) more projects."  
 The story: It happens to everyone in this industry. Sometimes, the work just dries up. Maybe

it's because the region you serve is having a construction lull. Maybe competition is getting tougher. Or maybe you're just on a run of bad luck. Whatever the reason, you don't have time to feel sorry for yourself—you've got to find work

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## Sub-Bid Requests

**American Bridge**  
 American Bridge Company is seeking MWBE/SDVOSB subcontractors, suppliers  
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**Lendlease Turner Joint Venture**  
 is seeking MWBE & SDVOB firms for subcontracting opportunities on the

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**Jacob K. Javits Convention Center Expansion Project**

Owner: New York Convention Center Operating Corporation (New York, NY)

The Lendlease Turner Joint Venture (LLTJV) will construct 1.2 million additional square feet of space expanding the nation's busiest convention center. The LLTJV team is reaching out to New York State certified MWBE-SDVOB firms to cultivate significant participation on the project.

**How To Get Involved:**  
 LLTJV@moderntimesinc.com issues Notice of Interest (NOI) emails to all Lendlease Turner registered vendors notifying them of upcoming 1st tier opportunities on the project. Firms respond by clicking through the NOI to the opportunities that match scopes of work they perform.

**To Register as a Vendor with Lendlease Turner JV:**  
 Note : All NYS Empire State Development certified MWBE/SDVOB vendors are already registered with LLTJV. Please contact us if your firm is not currently receiving LLTJV Notices of Interest by sending a note to: LLTJV@moderntimesinc.com

**Get or Update Your Empire State Development MWBE & SDVOB Certificate:**  
 LLTJV seeks Empire State Development certified firms for every 1st Tier Subcontract Opportunity.

**Seeking to be certified or re-certified?** Visit <https://esd.ny.gov/mwbe-new-certification> to learn more about eligibility, requirements, and how to get started.  
**Have a question about certification?**  
 Call the Empire State Development MWBE Hotline: (212) 803-2414

To get in touch, please contact: [LLTJV@MODERTIMESINC.COM](mailto:LLTJV@MODERTIMESINC.COM)

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**IS SOLICITING COST PROPOSALS FROM DBE, M/WBE, AND SDVOB SUBCONTRACTORS AND VENDORS**

**Flood Mitigation at Three Bus Depots in the Boroughs of Manhattan, Brooklyn, and Staten Island**  
 MTA NYCT Contract No. B-62032 (DBE)  
 Bid Date: August 23, 2018

**Installation of Three Elevators at 59th Street Station**  
 MTA NYCT Contract No. A-37124 (DBE)  
 Bid Date: August 29, 2018

**DB Ventilation System Rehabilitation and Fixed Fire Suppression System Prototype at the Hugh L. Carey Tunnel**  
 MTA Bridges and Tunnels Contract No. HC-07 (M/WBE, SDVOB)  
 Bid Date: September 12, 2018

**B-62032, Flood Mitigation at Three Bus Depots in Manhattan, Brooklyn, Staten Island (DBE):**  
 The scope of work for this project includes providing flood protection walls, stop logs, flood barrier/panels, replacing manhole covers, sump pumps, and other flood mitigation resiliency measures at three (3) bus depots (MJ Quill, Casey Stengel, and Castleton) in the Boroughs of Manhattan, Queens, and Staten Island. **Many bidding opportunities available:** flood doors, stop logs, louver covers, concrete repair, trench drains, french drain, drainage, penetration sealant, manhole covers, check valve, gate valve, plumbing, masonry, steel H-piles, piles, precast concrete panel, masonry, demolition, crack and spall repair, asbestos removal, sidewalk construction/repair, MPT material, electrical work.

**A-37124, Installation of Three Elevators at 59th Street Station (DBE):**  
 Installation of three elevators; expand full-time control area on north and south side of existing mezzanine; reconfigure stairs, ramps, and public facilities. **Many bidding opportunities available:** electrician, elevator sub, plumber, HVAC sub, steel fabrication, miscellaneous metals fabrication, utility relocation sub, architectural finishes, curbs and sidewalks, demolition.

**HC-07, DB Ventilation System Rehabilitation (M/WBE, SDVOB):**  
 The work to be performed under this contract includes: complete design and construction services at the Brooklyn Ventilation (BVB), Governors Island Ventilation (GIVB), Manhattan Blower (MBB), and Manhattan Underground Exhaust Buildings (MUEB), inclusive of construction quality control and quality assurance for the following: furnish and install high efficiency supply and exhaust fan motors with associated drive assemblies; furnish and install removable stainless steel partitions; relocate actuators, electrical demolition, and equipment replacements and relocations; replacement of inboard and outboard fan supports; testing and commissioning of all new and modified equipment and systems; and design, furnish, install, test, and commission fixed fire suppression system (FFSS)—Water Mist Prototype through zones EE4, EE5, and WE5 of the Hugh L. Carey Tunnel (HLCT). **Many bidding opportunities available:** mechanical—fan work, motor installation, fire suppression, water main, civil—equipment pads, maintenance and protection of traffic, and electrical.

If you are interested in bidding on these projects, please contact Skanska's Outreach Coordinator: [Julia.Omanoff@skanska.com](mailto:Julia.Omanoff@skanska.com) • EOE/M/F/Vet/Disabled

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**IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED DBE SUBCONTRACTORS AND VENDORS**

**42nd Street Shuttle Line Project**  
 MTA NYCT Contract No. A-35302/37116  
 Bid Date: August 21, 2018

**Description of project:**  
 Times Square, conversion from a three-track to a two-track shuttle operation with a six-car train on each track. The existing platforms will be reconfigured into one twenty-eight foot wide platform which shall also be extended three hundred sixty feet along the existing track alignment. A second means of egress will be provided at the east end of the extended platform. Work will also include providing vertical accessibility with a new stairway from the shuttle mezzanine to street level, a new Control Area, removing columns, modifying the structural system at all column consolidation locations to redistribute the loads, removing an existing Control Area, stairs P-9 and S-12, relocating columns for proper alignment of car doors and proper passenger flow, new communication rooms at both stations, GCT scrubber room relocation, line GCT employee area, and stair work at GCT.

**Many bidding opportunities available.**

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: [Julia.Omanoff@skanska.com](mailto:Julia.Omanoff@skanska.com) • EOE/M/F/Vet/Disabled

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**IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED M/WBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS**

**CBTC System Overlay West 8th Street to Church Street, Culver Line "B" Division Project in the Borough of Brooklyn, New York**  
 MTA NYCT Contract No: S-47009  
 Bid Date: August 30, 2018

**ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, August 24, 2018.**  
 For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to [solicitations@tutorperini.com](mailto:solicitations@tutorperini.com) or contact Jackie Cotto at 914-739-1908. Come and join our team!

**Tutor Perini**  
**INVITATION TO BID FOR M/WBE AND SDVOB FIRMS**  
**TUTOR PERINI CORPORATION, AN EEO EMPLOYER**  
**IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED M/WBE/SDVOB SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS**

**Replacement of Roadway Deck in Suspended Spans of the Throgs Neck Bridge Project in the Borough of Queens, New York**  
 MTA Bridges and Tunnels Contract No: TN-49  
 Bid Date: September 13, 2018

**ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, September 7, 2018.**  
 For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to [solicitations@tutorperini.com](mailto:solicitations@tutorperini.com) or contact Jackie Cotto at 914-739-1908. Come and join our team!

**SKANSKA**  
**SKANSKA KOCH INC.**  
**IS SOLICITING BIDS FROM M/WBE AND VETERAN SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE NEW YORK STATE CONTRACT SYSTEM**

**Throgs Neck Bridge Replacement of Roadway Deck in Suspended Spans**  
 MTA Bridges and Tunnels Contract No: TN-49  
 Bid Date: September 13, 2018

Subcontracting opportunities include but are not limited to Asphalt, Barrier, Bearings, CPM Scheduling, Demolition, Drainage, Electrical, Expansion Joints, Fencing, Paving, Paving, Fuel, Haul and Dispose, Highway Lighting, Miscellaneous Metals, MPT, Painting, Field Trailer, Railings, Rebar, Sandblasting, Saw Cutting, Sealing, Signs, Striping, Structural Steel, Surveying, Testing, and Sandblasting. Please see contract documents for further opportunities.

Interested firms please contact [john.papagiannakis@skanska.com](mailto:john.papagiannakis@skanska.com) • EOE/M/F/Vet/Disabled

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**NORTHEAST EVENTS FOR YOUR BUSINESS**

**2018**

**abishop@cweonline.org**  
**Fee: Free; registration required**  
 Looking for new markets for your small business's goods or services? Consider selling to the federal government. Attend this workshop, led by the US Small Business Administration, to learn how the federal government purchases goods and services; understand the federal certification process for small business, small disadvantaged business, woman-owned small business, veteran and service disabled business; investigate the 8(a) Business Development Program and HUBZone Program. Small business certifications document a special capability or status. To participate in government contracts, you may need some certifications.

**Selling to the Government, 8A, Hubzone, and WOSB Certification**  
**Wednesday, September 5, 2018, 10:00 am–12:00 pm**  
**Business Outreach Center Network, YWCA Brooklyn, 30 Third Avenue, Brooklyn, NY**  
**Main Sponsor(s): US Small Business Administration**  
**Contact: Ana Hernandez, 212-264-4322, [ana.hernandez@sba.gov](mailto:ana.hernandez@sba.gov)**  
**Fee: Free; registration required**  
 The federal government spends \$500 billion per year on goods and services. Does your company capture any of this business? This seminar is geared toward assisting socially and economically disadvantaged businesses, as well as small businesses located in Historically Underutilized Business (HUB) zones and those defined as Woman-Owned Small Businesses (WOSBs). Participants will better understand how to position themselves to do business with the federal government. Join us to learn more about the certification process and how your business can benefit from this amazing opportunity.

**Federal Government Contracting**  
**Tuesday, August 28, 2018, 9:00 am–11:00 am**  
**Center for Women and Enterprise Eastern Massachusetts, 24 School Street, Floor 7, Boston, MA**  
**Main Sponsor(s): US Small Business Administration, Center for Women and Enterprise**  
**Contact: Alexandra Bishop, 603-318-7580,**

