



## Manager's Memo

Looking forward!

As we shared last month, 2019 will offer a variety of support and programs designed to help you build your business. Our efforts really kick off in March with a three-part webinar series on getting the most out of QuickBooks. Whether you are new to QuickBooks or looking for ways to get more out of it, this workshop series has something for you.

Have you ever wondered about the various New Mexico Department of Transportation departments and groups that work with small businesses? In April, we will be launching a "Navigating NMDOT" program designed to help you better understand us and how to work within our systems.

But this is just the start! We will be announcing new programs almost every month including training, events, one-on-one help, networking and tools. We are also planning to visit several

markets in 2019 and bring our programs to you live.

One new feature you will see in this newsletter is called "Meet the Team." Each issue, we will introduce another NMDOT team member.

### ***Next Month***

Announcements about more programs designed to help you build your business!

***- Tom Fulcher, STAR Program Consultant***

---

## **Upcoming Events**

**February 12**

The Loan Fund and NM-SBDC:  
Basics of Borrowing  
Los Lunas

[Click Here for More Information](#)

**February 19**

SCORE Albuquerque:  
Ask the Expert: One hour of Q&A on Marketing

[Click Here for More Information](#)

**March 13, 20 and  
27**

NMDOT STAR Program Exclusive:  
Getting The Most Out Of QuickBooks!  
Online Webinar Series

[Click Here for More Information](#)

---

***We want to hear from you! Answer this month's question.***

**Take this Month's Survey!**

---

---

### Know the Assets and Equipment you need

Business assets fall into three broad categories: tangible, intangible, and intellectual property. Depending on the asset type, you'll have to decide whether you want to buy or lease assets for your business. The first step is figuring out which assets will help your business succeed.

Tangible assets — like buildings, vehicles, and equipment — are used for regular business activity and lose value over time. Things like printer paper, which get used up, typically don't get counted as assets. Count tangible assets on your balance sheet as property or equipment.

Intangible assets are the things you can't touch — like your business reputation, your brand, or your business partner's influential network. You don't list these on your balance sheet and it's often difficult or impossible to sell them for cash. But they can still contribute to the overall value of your business.

Intellectual property is a type of intangible asset that includes trademarks, patents, logos, websites, domain names, and software. Intellectual property is often protected by copyright or trademark protection.

Read more about the Lease vs. Buy decision by clicking [here](#).

**Source: U.S. Small Business Administration.**

---



Industry News

## Real Growth for Transportation Construction Market in 2019

**(WASHINGTON)**— The U.S. transportation infrastructure market is expected to grow 4.2 percent in 2019, according to the annual economic forecast released Dec. 5 by the American Road & Transportation Builders Association (ARTBA).

Increased transportation investment by federal, state and local governments will help drive the growth across all modes, ARTBA Chief Economist Dr. Alison Premo Black says.

Total domestic transportation construction and related-market activity is projected to reach \$278.1 billion, up from 2018's \$266.9 billion, after adjusting for project costs and inflation.

The transportation construction market also grew by 4.2 percent in 2018 compared to 2017, driven largely by gains in airport

terminal and runway construction, which increased by \$5.8 billion, or 33 percent. Spending on public highway and street construction rose by \$2.7 billion in 2018.

Dr. Black shared the findings in her multimodal forecast during a webinar for analysts, investors, transportation construction market executives, and public officials.

One wild card in the forecast, Black says, is the outlook for the scheduled 2020 reauthorization of the FAST Act surface transportation law and the ability of Congress to find additional revenues to support the Highway Trust Fund. “If states start delaying transportation improvement projects in response to uncertainty over the future of the federal program, it will temper 2019 market growth,” Black said.

Although the overall U.S. transportation infrastructure market will see growth next year (2019), the situation will likely vary significantly by state and region, according to Black.

Highway construction market activity is expected to increase in about half of the states and Washington, D.C. The market should be steady in another five states, with activity expected to slow down in the remaining 20 states.

Other market risks include uncertainty over material prices, increased labor costs and potential labor shortages in some regional markets.

## Meet The Team

Each Newsletter will introduce another NMDOT team member. This month, we are happy to introduce Joe Brown.

*Title:* DBE Liaison

*Location:* Santa Fe

*Joined NMDOT:* 2012

*Work Role:* DBE Liaison supervises the DBE Certification, DBE Supportive Services, Contractor Compliance, and OJT Programs. He is also responsible for prompt payment issues, federal reporting, and tri-annual goal setting.

*Favorite Ice Cream Flavor:* Reeses Peanut Butter Cup

## Additional Thoughts

*The key to success is dedication to life-long learning. - Stephen Covey*

## New Mexico Project Leads

(click image to see opportunity)



City of Roswell

ITB-19-008

Edgewood Water Line Replacement

Project Phase I



University of New  
Mexico

RFP-2080-19

Hibben Center Lighting Project



NEW MEXICO  
GENERAL SERVICES DEPARTMENT

University of New  
Mexico  
RFP-2086-19  
Chemistry Building (A/E)  
Professional Design Services

NM General  
Services Dept  
Environment Department  
90-66700-18-27657  
Environmental And Ecological  
Services

[Civil Rights Bureau](#) | [Procurement Services](#) | [Prequalification Requirements](#) | [RFP Schedule](#) | [DBE Directory](#) | [Statewide Transportation Improvement Program](#)

[view this email in your browser](#)

*Copyright © 2019, NMDOT, All rights reserved.*

You are receiving this email as you previously opted in to receive emails from NMDOT. You may opt-out of this STAR Program list at any time.

**Our contact information is:**

1570 E. Pacheco St.  
Building A  
Santa Fe, NM 87505  
1-800-544-0936

Want to change how you receive these emails?

You can [update your preferences](#) or [unsubscribe from this list](#).

[Forward this email to a friend](#)



[Subscribe to this Newsletter](#)

