



Georgia Department of Transportation



Business Plans & Capability Statements





venture

ideas
competition

BUSINESS

market

teamwork

sales

profit

team

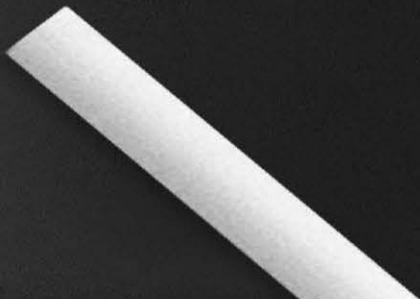
innovation
customer support

opportunities

PLAN

goals
strategy
performance

marketing





What's A Business Plan

A Business Plan is a powerful document telling the story of your company. It presents your current position, your vision for the future, and your plans for realizing that vision.





A Business Plan Answers The Following Questions



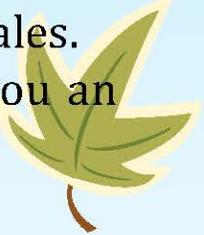
- What is your business idea or what is your existing business?
 - Who are your existing and/or potential customers and what motivates them to buy from you?
 - How will you let your customers know about your business?
 - Who are your competitors and how are you different from them?
 - How will you carry out the basic functions of your business?
 - Is your management team capable of guiding your business to success?
 - What is the long-range future of your business?
 - What is your company's financial picture? How much money will it cost to run your business and how much money will you make?
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Basic Parts of a Complete Business Plan



- **Executive Summary:** Highlights the most important aspects of your business summarizing key points of your business plan.
 - **Company Description:** Features the basic, factual details about your business.
 - **Target Market Description:** Identifies the types of people or businesses most likely to be your customers, and explains their needs and wants.
 - **Competitive Analysis:** Evaluates other companies offering a similar product or service or filling a similar market need.
 - **Marketing and Sales Plan:** Outlines how you will reach your customers and secure orders or make sales.
 - **Operations Plan:** Explains how you run your business and the operational factors that may give you an edge over your competition.
 - **Management Team:** Describes the key people running your business.
 - **Development Plan and Milestones:** Shows where your business will be in several years' time, how you will get there, and the milestones you plan to reach along the way.
 - **Financials:** A set of financial statements showing the current financial status and future financial goals of your company.
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CAPABILITY STATEMENT





What Will A Capability Statement Do For You

- ❖ Open doors
 - ❖ Charm customers
 - ❖ Serve as a focused electronic summary
 - ❖ Set you apart from your competitors
 - ❖ Represent you in your absence
- 
- 



Essential Elements Of A Capability Statement

- Name and Company Branding, Slogan (if any)
- Summary Description of the Company
- Core Capabilities
- Description of major services offered
- Federal Small Business Certifications
- Contract Vehicles in which you participate (Federal and State)
- State Certifications
- State, Local, and Non-Government agencies you have served
- Major Clients (list the most important), Commercial and Government
- NAICS Codes
- Partners and authorized resellers
- Staff clearances and certifications
- General Company information



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What you need to know about working with GDOT

DBE Capability Statements



Informational Videos

Commonly Asked Questions

Register for training

GEORGIA DEPARTMENT OF TRANSPORTATION DBE SUPPORTIVE SERVICES PROGRAM

The Georgia Department of Transportation provides supportive services to Disadvantaged Business Enterprises (DBEs) conducting business with or seeking to conduct business with GADOT. Supportive Services offers services designed to contribute to the growth and business sufficiency of DBEs so that they may achieve proficiency in competing for contracts and subcontracts.





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Capability Statements

Choose a category below to view capability statements of DBE's who perform work in that category.

[DBE's Capability Statements A-Z](#)

- [Asphalt](#)
- [Barrier Walls](#)
- [Bonding](#)
- [Bridge](#)
- [Building Construction & Modification](#)
- [Construction Management](#)
- [Clearing and Grubbing](#)
- [Concrete](#)
- [Concrete Cutting & Grinding, Joint Sealing](#)
- [Demolition, Trucking and Removal](#)
- [Drainage, Manholes & Inlets](#)
- [Litter Removal & Mechanical Sweeping](#)
- [Maintenance of Traffic](#)
- [Mass Transit/Rail](#)
- [MEP's](#)
- [Mowing](#)
- [Painting & Coating](#)
- [Pavement Markers/Delineators](#)
- [Pavers](#)
- [Pile Driving & Caissons](#)
- [Pipe Handrail](#)
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DBE Capability Statement - Asphalt

- [H&H Paving, Inc.](#)
- [Sitec, LLC](#)
- [S.T. English Construction Company](#)



Curtis Head, Sr
Owner/CEO
H&H Paving, LLC
902 East Oglesby Ave.
Quitman, GA 31643
hhpaving@gmail.com
229-263-8164

Core Competencies

H&H Paving can tackle any asphalt, concrete and maintenance needs with confidence and expertise. H&H Paving, LLC is committed to providing quality and long lasting asphalt, concrete, and pavement solutions at a fair price. Collectively, the company has over 25 years of professional experience working in the paving, concrete, and asphalt industry

- Asphalt Paving
- Asphalt Maintenance
- Concrete
- Seal Coating
- Milling
- Grading
- Commercial Paving
- Excavation
- Asphalt Repair



Company Data

We are a paving and asphalt company, serving the South East Georgia area for over six years. We specialize in commercial asphalt and paving work.

NAICS Codes

- 23731
- 23819
- 23899
- 324121

DOT Number: 2576987



Any Questions?

