

October 2009



INROADS

Paving the Way for Montana's Disadvantaged Business Enterprises



Montana Department of Transportation
DBE Program
Civil Rights Bureau
P.O. Box 201001
Helena, MT 59620-1001

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DBE Profile: RiversQuest Consulting

In 2007, Jeannine Wirth's corporate position was eliminated and she embraced her entrepreneurial dream and started RiversQuest Consulting. "As I worked with engineers in cities across the nation, I found their general weakness in communication and people management skills costing their organizations money due to inefficiencies and lost opportunity". The mission of RiversQuest Consulting is to help engineers find the job that fits their unique strengths and develop their people skills to the same level they have honed their technical abilities.



To fulfill this mission, Jeannine has become certified as a career Management coach and uses her years of experience from the drawing board to board room to develop programs, train teams and identify needs in engineering organizations, public and private. As a career coach Jeannine works with individuals by phone to identify their unique strengths, set career goals and find the organization and position that allows them to make the world a better place using their personal strengths in concert with the organizational goals. As an organizational consultant Jeannine provides training, facilitation and needs analysis to improve the efficiency and effectiveness of engineering organizations.

Engineers choose their career path because they love to solve problems using analytical thinking. Writing, public speaking, delegating, and collaborative teamwork are not skills many engineers are used to or even desirous of using. But in today's global economy these "soft skills" are imperative to work effectively. Every project requires a multi-disciplined approach and effective communication within the team, with organization leaders and with the public is demanded for project success. The viability and effectiveness of every organization ultimately depends on excellent communication and leadership skills.

To find out more about Jeannine and RiversQuest Consulting, visit her website at: www.riversquest.com. Check out your readiness for promotion, your fit in your organization and position and the health of your organization and industry sector with the free career fit assessment. See the list of available consulting services in training, research and program development RiversQuest has to offer.

**Would you like your business profiled in an upcoming issue of InRoads?
If so, send in an article to: westewart@mt.gov**

INROADS

Bid and Contracting Opportunities

MONTANA DEPARTMENT OF TRANSPORTATION
MDT holds two bid lettings each month.

Proposed for letting November 2009

UPN/UNIT	PROJECT ID	FINANCIAL DISTRICT	PROJECT DESIGNATION	TYPE OF CONSTRUCTION	LENGTH MILES
5179 000	IM 94-1(69)36	5	WACO INTECH-CUSTER	RESURFACING-ASPHALT (THIN LIFT<=60.00MM) (SCHEDULED MAINTENANCE)	10.7
5752 000	NH 4-1(41)26	5	BRIDGER-FROMBERG	RESURFACING-ASPHALT (THIN LIFT<=60.00MM) (SCHEDULED MAINTENANCE)	7.6
5751 000	NH 37-1(31)33	5	BIG HORN COUNTY LINE-SW	RESURFACING-ASPHALT (THIN LIFT<=60.00MM) (SCHEDULED MAINTENANCE)	5.7
6013 000	STPS 358-1(10)7	3	NORTH OF VALIER-N	RESURFACING-ASPHALT (THIN LIFT<=60.00MM) (INCLUDING SAF.IMP.) (PAVE PRES)	10.1

For further information on upcoming projects, visit MDT's website at:
www.mdt.mt.gov/business/contracting/upcoming_prj.shtml

The State of Montana offers one stop vendor information at the following link:
<http://svc.mt.gov/gsd/onestop/SolicitationDefault.aspx>

This website contains information from all agencies that are soliciting a contract.
 Check it out!

Don't forget, if you need any training or Supportive Services, contact Shannon at 444-7287.

Fiscal Year 2010 Procurement Forecast is Released

The Office of Small and Disadvantaged Business Utilization (OSDBU) is pleased to announce the issuance of the U.S. Department of Transportation's (DOT) Fiscal Year (FY) 2010 Procurement Forecast. The procurement forecast is prepared annually in accordance with Public Law 100-656, to assist small businesses in planning their federal government marketing efforts. The FY10 forecast provides information on anticipated DOT procurements over the simplified acquisition threshold and can be searched by quarter, industry category, Operating Administration (OA) and key words.

To access the system, please click [here](#) or visit:
www.osdbu.dot.gov

Welcome, Recently Certified DBEs!

Vicki Gruber
Gruber Excavating, Inc.
 Excavation, Site Preparation, Landscaping, Subdivision construction

Sabrina Hanon
All About Work
 Business consulting including team building, conflict resolution and business coaching

Do you know someone who could be a DBE?

If they are a small business owned by a minority or a woman and have less than \$750,000 in personal net worth and less than \$22.41 million in sales averaged over the last 3 years, they may qualify! Tell them to contact Wendy Stewart, DBE Program Manager at 406-444-6337 or westewart@mt.gov for an application packet.



MDT Awarded Contracts for September and DBE participation:

Prime	Location	Project	DBE Participation
A M WELLES INC	CULVERT-SOUTH OF CAMERON	STPX 34(16)	0.00%
A M WELLES INC	MURPHY OX YOKE RANCH WETLAND	ARRA 13-1(45)37	0.00%
KNIFE RIVER – BELGRADE	JCT MT 85-EAST (EAST SECTION)	ARRA 235-1(11)2	0.92%
KNIFE RIVER – BELGRADE	HUFFINE LN-FOUR CRNERS TO 19 TH NORTH GALLATIN CANYON	STPP 50-2(63)82 & NH 50-2(65)65	6.00%
NELCON INC	JUDITH GAP	NH-MT 63-1(16)18	0.37%
OFTEDAL CONSTRUCTION INC	7 KM EAST OF COLUMBUS-EAST	ARRA 421-1(4)6	1.28%
RIVERSIDE CONTRACTING INC-MSLA	RACETRACKS-S OF WARM SPRINGS 2003-STRS-N RACETRACK INTCH	IM 90-3(101)194 & HSIP 90-4(52)195	0.00%
SCHELLINGER CONSTRUCTION CO INC	JCT S0284-WEST	ARRA 430-1(8)5	1.93%
TCA INC	BOXELDER CK, 18 M NE HAMMOND WHITETAIL CR-21M NW HAMMOND	BR 9006(17) & BR 277-1(8)21	0.00%
TCA LLC	EAST THREE FORKS INTERCHANGE	ARRA 90-6(87)278	4.64%
TREASURE STATE CONCRETE INC	2003-GUARDRAIL-E OF POLSON	HSIP 52-1(29)5	0.00%
KNIFE RIVER – BILLINGS	SHILOH ROAD CORRIDOR-BILLINGS	ARRA 1031(11)	0.69%
UNITED MATERIALS OF GREAT FALLS	SMELTER AVE & 10 TH ST N-GRT FALLS	ARRA 101-1(4)2	0.00%
SHUMAKER TRUCKING & EXC CONT	JCT BOOTLEGGERS TRAIL - NE	MT 10-1(25)3	0.00%
HELENA SAND & GRAVEL	2002 SAFETY IMPROVEMENTS L & C COUNTY	STPHS-HSIPO 25(52)	1.93%
TAMIETTI CONSTRUCTION	CLARK FORK – 2 KM E WARM SPRINGS	ARRA 9201(131)	2.62%
<i>H L CONSTRUCTION</i>	<i>SF079 SOUTH OF SCOBAY</i>	<i>HSIP 32-2(15)47</i>	<i>100%</i>
PAVEMENT MAINTENANCE SOLUTIONS	SOUTH OF LIVINGSTON-SOUTH	NH 11-1(59)34 & STPS 540-1(19)11	14.96%
Average Participation			1.82%

Business.gov Launches Small Biz Online Community

The U.S. Small Business Administration's Business Gateway Program recently announced the launch of a new Web initiative (www.community.business.gov) – the first government sponsored online community built specifically for small businesses. The objective of the Business.gov Community supports the White House's mission to create a transparent and connected democracy, and aims to provide small business owners, bloggers, and the government with a place to discuss and share information about starting and running a successful business. An extension of **Business.gov**, the Business.gov Community combines discussion forums, blogs, an idea exchange, and more, and offers advanced tools for navigating the labyrinth of government resources, policies, laws, and opportunities that impact the small business owner. Some current popular topics on the board include Starting & Registering a Business, Self-Employed & Home-Based Businesses, Loans, Grants & Taxes, and Government Contracting.

MDT Civil Rights Bureau Directory

Wendy Stewart DBE Program Manager/Certifications	westewart@mt.gov	(406)444-6337
Shannon Hahn DBE Supportive Services Coordinator	shahn@mt.gov	(406)444-7287
Andy Hyatt-Marcucci Compliance Technician	ahyattmarcucci@mt.gov	(406)444-6331
Alice Flesch ADA Coordinator	aflesch@mt.gov	(406)444-9229
Bill Anderson Title VI & EEO Compliance Specialist	bianderson@mt.gov	(406)444-6334
Kathy Terrio Acting EEO & Labor Compliance Specialist	kterrio@mt.gov	(406)444-9270
Sheila Cozzie Civil Rights Bureau Chief	scozzie@mt.gov	(406)444-6335

Montana Department of Transportation

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WHAT'S NEW WITH YOU?

Inroads, the Montana DBE Newsletter, is your tool to gain new ideas, meet new people, network with other businesses, blow your own horn, and move your business down the road to success.

- *Have you or an associate won an award or been promoted?*
- *Do you have an idea for an article, or would you like to have your firm profiled in the newsletter?*
- *Do you want to show off your contracting handiwork?*
- *Do you want to hire an employee or buy/sell a business-related item?*

Let us know what's new! Send questions, comments, ideas, photos, and want-ads to: Wendy Stewart at westewart@mt.gov or call (406)444-6337.

Meetings, Workshops, and Training Opportunities

November

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| <p>11/3-4 Small Business Conference
Holiday Inn Grand Montana, Billings
All day both days
"Pushing Past the Status Quo" This conference is geared toward helping small business owners gain new insights and resources that will push their businesses to new levels of success. Cost \$195
For more info: www.montanabusinessconference.com</p> <p>11/5 Montana Department of Commerce Technology Entrepreneur Workshop
Montana Tech Sub at 1300 W. Park Street, Butte
9 am to 4 pm
"Licensing Your Innovation: Developing the Knowledge and Skills to Net the Best Deal" MTIP counselor will provide insight on developing the knowledge and skills necessary to build licensable value and engage in the licensing process.
Cost \$75
For more info: Mary McMahon at (406)841-2749</p> <p>11/10 Sell Like A Pro
Location TBD, 8 am Bozeman
Time-tested, proven sales techniques
For more info: Pat Griffin (406)599-1386</p> <p>11/19 Big Ideas for Business Success
1710 National Ave, Helena, 1-3:30 pm
How to be efficient, inventive and resourceful as possible. Cost \$59
For more info: Call the Helena Area Chamber of Commerce at 442-4120</p> | <p>11/19 Grant Writing Basics
MonTec Conference Room, 1121 E. Broadway, Missoula
11:30 am – 1 pm
This workshop will provide tips and techniques to help you with your grant writing efforts. Cost \$10
RSVP Leah Borow @ sits@mountainhomemt.org</p> <p>11/19 How To Secure Financing: Practical Strategies In A Tight Credit Market
MonTech Building Conference Room, 1121 E. Broadway, Missoula
3 pm
Resources and Tools to help Montana businesses secure funding
Cost \$15
For more info: (406)243-6982 or email mwtc@mwtc.org</p> <p>11/19 Montana World Trade Center and Bank of Montana Networking Reception
Bank of Montana, Millenium Building, 125 Bank St. Suite 100, Missoula
5:15 pm – 7:15 pm
For more info: (406)243-6982 or email mwtc@mwtc.org</p> |
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