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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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U.S. Transportation Secretary Ray LaHood Awards Nearly \$10 Million in Training Grants for Minority and Women Owned Businesses

Federal Aid to Help Disadvantaged Businesses in 33 States

WASHINGTON – U.S. Transportation Secretary Ray LaHood today announced \$9.9 million in grants to provide training and other services to minority- and women-owned businesses in 33 states to help them compete for highway contracts.

"The U.S. Department of Transportation has an excellent history of reaching out to small businesses owned by women, veterans and minorities," said Secretary LaHood. "Nearly half the contracts we award each year go to these types of firms."

The "Disadvantaged Business Enterprise/Supportive Service (DBE/SS)" grants are part of an ongoing federal effort to help state departments of transportation train certified DBE firms on subjects ranging from contract and business management, to procurement assistance and how to secure bonding. The goal of the program is to help them successfully compete for federal highway projects.

"By helping small businesses like DBEs, this program enriches the competition for federal highway contracts," said Federal Highway Administrator Victor Mendez. "More vigorous competition not only results in lower costs to taxpayers for roads and bridges, but more jobs for workers."

A DBE is a for-profit, small business owned by minorities, women or economically disadvantaged individuals or, in the case of a corporation, in which 51 percent of the stock is owned by one or more such individuals. The daily business operations must be controlled by at least one of the socially and economically disadvantaged owners.

In 1982, FHWA began promoting the participation of DBEs in federal-aid highway contracts through the development of state-run supportive services programs. "Supportive services" are those activities that are designed to contribute to the growth and eventual self-sufficiency of DBEs so they may improve their ability to compete for federal highway contracts and subcontracts.

For more information about FHWA's DBE program, visit http://www.fhwa.dot.gov/civilrights/dbe_program_i.htm.

The 2010 DBE/SS award recipients include the following:

State	Allocation Amount		
Alabama	\$384,312	Michigan	\$419,766
Alaska	\$158,920	Minnesota	\$883,718
Arizona	\$417,468	Montana	\$230,862
Arkansas	\$198,999	Nevada	\$231,730
California	\$867,114	New York	\$418,686
Colorado	\$294,573	Ohio	\$331,836
Connecticut	\$257,904	Oklahoma	\$ 30,930
Florida	\$279,353	Pennsylvania	\$335,179
Georgia	\$235,658	Puerto Rico	\$ 65,199
Idaho	\$ 86,604	South Dakota	\$ 81,925
Illinois	\$806,481	Tennessee	\$417,247
Indiana	\$474,458	Texas	\$220,929
Kansas	\$154,651	Utah	\$138,112
Louisiana	\$322,525	Vermont	\$154,651
Maine	\$ 96,325	Washington	\$170,911
Massachusetts	\$201,662	West Virginia	\$384,219
		Wyoming	\$126,014
		Total Allocation	\$9,878,921

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

Proposed for letting March 2010

UPN/UNIT	PROJECT ID	FINANCIAL DISTRICT	PROJECT DESIGNATION	TYPE OF CONSTRUCTION	LENGTH MILES
6919 000	STPS 348-1(11)0	1	PHILLIPSBURG-WEST	RESURFACING- SEAL & COVER	7.2
6920 000	STPS 271-1(12)	1	DRUMMOND-NORTH	RESURFACING-SEAL &	4.9
6800 000	UPP 6799(31)	1	2 ND STREET/WOODLAND AVE-KALISPELL	MINOR REHAB	1.6
6280 000	UPP 6904(3)	5	MAIN ST-3 RD TO 8 TH	RESURFACING-ASPHALT (THIN LIFT<=60.00MM) (SCHEDULED MAINTENANCE)	0.4
4978 000	NH 14-3(19)101	5	HARLOWTON REST AREA	NEW CONSTRUCTION FACILITIES	
6816 000	STPP 60-2(80)53	3	MONARCH HILL-RICEVILLE	RESURFACING-SEAL & COVER	6.8
6964 000	STPP 60-2(85)38	3	NEIHART TO MONARCH	RESURFACING-SEAL & COVER	15.4
5588 001	STPU 5807(12)	3	CEDAR STREET-HELENA	NEW CONSTRUCTION	0.9

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MDT Awarded Contracts for December and January and DBE participation:

Prime	Location	Project	DBE Participation
DIAMOND CONSTRUCTION INC	LIMA REST AREA	IM 15-1(95)15	0.00%
KNIFE RIVER-KALSIPPELL	KBP-US 93 TO AIRPORT ROAD	ARRA-MT 15(90)	0.78%
SK CONSTRUCTION INC	LONEPINE – N & E	ARRA-MT 36-1(11)26	0.00%
SLETTEN CONSTRUCTION COMPANY	BUTTE AREA STRUCTURES	ARRA 15-2(81)125	4.47%
SLETTEN CONSTRUCTION COMPANY	MILK RIVER – 7 KM W HARLEM	ARRA 9003(39)	0.00%
SLETTEN CONSTRUCTION COMPANY	MRL STRUCTURES-BOZEMAN	IM 90-6(114)307	0.10%
Average Participation			0.90 %

Make Marketing Your Favorite Winter Sport

The winter months generally mean a big slow-down for most of our DBEs. We're past the holiday madness of December and January, and probably past the worst of the bad weather. **Now's the time to do some serious marketing and networking**— not just telephone calls, but personal visits to the people you want to do business with. (We would suggest that you make appointments first — a lot of people don't care for cold-call drop-ins.) Before embarking on these visits, business owners should have a **Statement of Qualification (SOQ)** or **Capability Statement** to present to the people with whom they're meeting. It's not necessary to be elaborate or high-tech — you just need to be informative about who you are and what you do in a succinct, to-the-point way. Longer doesn't mean better! Two to four pages is just fine. It should address: why should they hire **you**? What do you bring to the table? What makes you special? Here are the things you should include in your Statement of Qualifications:

- Name of your firm with addresses of all locations, phone numbers and email addresses. Website, too!
 - Brief Summary of the type of services/work your firm performs. What is your firm's primary expertise?
 - Short histories of key personnel to include President, General Manager, etc., describing each person's experience and education.
 - Company Experience (what you've performed in the past). Show off your versatility, and don't forget key information such as reference point of contacts, and magnitude/size.
 - Past Performance with letters of reference.
 - Teaming Partners
 - Bonding Capacity
 - Equipment List
 - Logistics: how mobile is your firm? Finally, update your SOQ on a regular basis, particularly as you complete new projects. Tailor your statements for your audience (if you can print them off singly), using a "master list" of projects from which you can cut and paste to emphasize specific skills or experience.
- Introduce! Inform! Impress!
And follow up afterwards! Emails are generally best, with your company's SOQ in a pdf format attached.

MDT Civil Rights Bureau Directory

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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

March

- 3/1 Leadership Training for Managers**
A time-spaced program for developing managers into true leaders; developing strategies to make things happen, and influencing people to follow you.
1:30 pm, C'mon Inn
Bozeman
Cost: FREE
Call: Pat Griffin 599-1386
- 3/3 Small Business Contracting Workshop**
9 am to 3 pm, War Shield Development, 300 2nd Avenue S., Suite 2
Great Falls
Call : 761-4335 to register
- 3/3 3-Day Dale Carnegie Program**
Do you want to come out on top in your field when the economy picks up again? Send your key employees to this 3-Day program.
8 am
C'mon Inn
Bozeman
Call : Pat Griffin 599-1386

- 3/11 Welcome To Success In The New West!**
An educational and entertaining daytime even with speakers and educators who will focus on the future, current trends and the local economy.
8 am
Flathead Valley Community College
Kalispell
Contact www.successinthewest.com
- 3/11 The ABC's of RFP's**
Learn about how to submit a Request for Proposal (RFP)
11 am – 3 pm, lunch provided
Montana Department of Transportation
Helena
Call: Shannon Hahn, 444-7287 by March 5th

- Various Dates Assistance for Business Clinics**
Clinics developed to assist NEW and ESTABLISHED employers. Will provide updated reporting of state withholding, Unemployment Tax, minimum wage laws, civil rights laws, etc.
7:30 am to 5 pm
Check with the Department of Labor & Industry for further information

