



Delaware Department of Transportation
Shailen P. Bhatt
Secretary

Network With Us!

On July 17, 2013 DeIDOT's Disadvantaged Business Enterprise Program (DBE) and the regional USDOT Office of Small and Disadvantaged Business Utilization (OSDBU) co-sponsored *Network With Us!* An event designed to bring DBEs, contractors, consultants, procurement officers, and other business professionals together. The purpose of *Network With Us!* was just as the name infers. Networking with all present was the order of the day, and we have already received notification of business relations formed as a result of the event!



Consultant Holly Rybinski chatting with DelDOT's Javier Torrijos

On the State side, DeIDOT's Jim Hoagland, Contract Services Administrator was present to discuss upcoming DeIDOT projects, Michelle Morin and Bruce Krug were present from the Office of Supplier Diversity and Office of Management and Budget, and Kieran Mohammed represented Delaware Health and Social Services. Each agency stressed the importance of utilizing MyMarketplace.Delaware.gov to keep abreast of procurement opportunities. From the federal side, Rich Laster from the Mid-Atlantic region OSDBU arranged for Van Hampton from First State Community Loan Fund, and Jerry Vallery, who discussed bonding for small companies. Rich spoke specifically regarding women in business.



DBE EEO Specialist Hazel Hall listens intently to a consultant from AHB Architects

More than 50 contractors and consultants from Delaware, Maryland, New Jersey and Pennsylvania participated in *Network With Us!*. The DBE staff was able to interact with representatives from each company that evening. Favorable comments were received, as well as suggestions for future meetings and networking sessions. To see the full list of participants, please see our website at www.dbe.deldot.gov.

Although *Network With Us!* was planned and manned by Ramon Ceballos and members of the DBE staff, the event could not have been successful without the hard work and support of Francisco E. Gonzalez (FHWA), Sandy Roumillat, Geoff Sundstrom, and James Pernol (DeIDOT Public Relations), Lauren Devore (DeIDOT Mapping), and others from TEAM DELDOT.

DeIDOT's DBE program is designed to assist traditionally under-represented companies, such as firms owned by minorities and women, to compete in the world of highway construction. As stated in DeIDOT's DBE Program Plan, "To be certified as a DBE, a firm must be a small business, at least 51% owned and controlled by socially and economically disadvantaged individuals." Although there are similar programs, DeIDOT is the only agency authorized to certify disadvantaged business enterprises in the state of Delaware.



DBE Program Manager Ramon Ceballos presents William Lo of Crystal Steel Fabricators, Inc with a certificate of congratulations for his company's graduation from the DBE program. Earlier, Mr. Lo shared his success story with everyone.

NETWORK WITH US ATTENDEES

AB Consultants
ABHA Architects
Advanced Infrastructure Design, Inc
AECOM
Amy S Greene Environmental Consultants
Applied Archaeology and History Associates, Inc

ATLANTIC SURVEYING AND MAPPING, LLC

Barron Associates

Becker Morgan Group, Inc.

Bristol Industrial Corp

Browser Concrete Services

Bureau Veritas North America, Inc.

Carolina Construction

Century Engineering

Crystal Steel Fabricators, Inc

Delaware Health & Social Services /Division of
Management Services

Delaware Office of Management & Budget (OMB)

Delaware OMB/Office of Supplier Diversity

DelDOT Contract Administration

DelDOT North District

Filec Services

First State Community Loan Fund

G. E. FIELDER & ASSOCIATES, CHARTERED

Gannett Fleming

George & Lynch

Jenette Redrow LTD

KCI Technologies

KMJ Consulting

M. Wilson Accounting & Bookkeeping
Services, LLC

Mountain Consulting, Inc

Navarro & Wright Consulting Engineers, Inc.

Normandeu Associates, Inc

Primearica

Rock Solid Contracting

RSP Global Solutions dba Nectir Staffing

Rybinski Engineering LLC

Sabra, Wang & Associates, Inc.

Site Work Safety

SoftDig

These Guys LLC

Tierra Construction

Tri-State Grouting

URS Corporation

URS Corporation

Volkert, Inc.

Wallace Montgomery

