



Focus on DBE Newsletter

Published by DeIDOT DBE Supportive Services

Thursday, April 5, 2012

Come Visit Us



DeIDOT DBE Program **WEB ADDRESS:** <http://dbe.deldot.gov>.
Here, you will be able to access the new online directory of certified DBE firms and the DBE certification application.

DeIDOT People:



The DeIDOT DBE Program is pleased to announce our recently hired **DBE Administrative Specialist, Jennifer Cinelli-Miller**. Jennifer performs the vital role of first point of contact for the DBE Program. She maintains the DBE Program directory both online and in print, federal contract files, contractor agreements, DBE certification files and will be working with a team from the IT Division to update the DBE website. Jennifer is originally from Dover but now resides in Milford with her daughter. She wants you to know, *"I am always here to help."*

Contact info for Jennifer Cinelli-Miller:

DESK: 302-760-2035

EMAIL: jennifer.cinelli@state.de.us

Newly Certified DBEs:

APEX PETROLEUM CORPORATION www.apexpetroleum.com

Regular dealer of fuel oil, petroleum products, lubricants; fuel hauling.

DOVETAIL CULTURAL RESOURCE GROUP I, INC. www.dovetailcrg.com

Cultural resource management (archaeology, architectural history, research, cemetery investigations, etc).

E-SQUARED CONSULTING CORPORATION

dba E-SQUARED ENGINEERING

www.e-squared.org

Transportation, consulting, ITS evaluations, assessments, program management, concept design, research, educational outreach, transit systems and EPS.

ENVISION CONSULTANTS, LTD. www.eclimited.com

Construction management, consulting services specializing in CPM scheduling, document control, delay claims analysis and dispute resolution.

FINDLING, INC.

www.findlinginc.com

Engineering consulting firm.

INFORMATION TECHNOLOGY CONSULTING CO.

www.ITC2.net

IT Consulting & Staffing.

MAHAN RYKIEL & ASSOCIATES, INC. www.mahanrykiel.com

Landscape architectural services and planning.

PHOENIX ENGINEERING, INC. www.phoenixengineeringinc.net

Civil engineering, cost estimates, construction inspection, claims analysis & schedule reviews.

SEAGULL FENCE & CONCRETE, LLC

Fencing contractor. Regular dealer and installation of all varieties of commercial and residential fencing.

SHARP & COMPANY, INC. www.sharpandco.com

Graphic design support, production, marketing materials; website development; management consulting and strategic planning; marketing analysis and customer relations; convention and trade show organizers; outreach - business to business.

STELLAR SERVICES, INC.

www.stellar4.com

IT consulting services: custom computer programming and computer systems design services.

THE MCKISSACK GROUP, INC. www.mckissack.com

Commercial and institutional building construction management.

REGISTER NOW

THE NEW TAPPAN ZEE BRIDGE PROJECT



DISADVANTAGED, MINORITY, WOMEN & SMALL BUSINESS ENTERPRISES INFORMATIONAL SUMMIT

Benefits include:

- ✓ *US Department of Transportation Loan Program*
- ✓ *NYS Surety Bonding Assistance Program*
- ✓ *Equal Employment Opportunities (EEO)*
- ✓ *Certification Process (M/WBE to DBE, Out-of-State Firms)*
- ✓ *Business to Business Exchanges*
- ✓ *Exciting Job Opportunities*

DATE: Friday, April 20, 2012

TIME: 8:30 A.M. — 5:00 P.M.

LOCATION: DoubleTree Tarrytown Hotel
455 South Broadway
Tarrytown, NY 10591

YOU MUST PRE-REGISTER IN ORDER TO ATTEND

REGISTRATION AND INFORMATION AT: <http://www.tzinfosummit.com/>

REGISTER NOW



The U.S. Small Business Association (SBA) is offering a **FREE WORKSHOP** on
GOVERNMENT CONTRACT NEGOTIATIONS

NOTE THAT 8(A) OR 7(J) CERTIFICATION IS NOT REQUIRED FOR YOUR FIRM TO PARTICIPATE

Topics Include:

- + *How and when to negotiate during government contracting.*
- + *Cost considerations when negotiating price.*
- + *Tips and techniques for successful negotiations.*
- + *Negotiations with government versus commercial negotiations.*

DATE: April 26, 2012

TIME: 8:30 A.M. — 5:00 P.M.

LOCATION: SBA Delaware District Office; The Nemours Building
1007 North Orange St., Theater N, 2nd Fl, Wilmington DE 19801

THERE ARE ONLY 40 SEATS SO REGISTER NOW!

REGISTER AT: <http://sbaworkshops.stoverteam.com>

SBA District Office Contact: *Gedell Hawkins*, gedell.hawkins@sba.gov, 302-573-6294 x 226

Workshop information: *Phyllis Embree* or *Chris Strudthoff* at 770-423-9888

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