

FOCUS *on* DBE



Delaware Department of Transportation (DelDOT) encourages doing business with Delaware Certified Disadvantaged Business Enterprises (DBEs)

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Knowing the System Pays Off

Two DBEs share how they benefit by being certified

Mountain Consulting, Inc.

For Troy and Kim Adams, co-owners of Mountain Consulting, Inc., being a certified Disadvantaged Business Enterprise (DBE) has helped tremendously in getting the word out about their civil engineering consulting firm.

“Being listed in the DelDOT DBE directory has prompted solicitations for quotes; attending networking events has resulted in new business contacts; and participating in training workshops has given us the edge we need to grow our firm,” Troy Adams explained.

The Adams established Mountain Consulting in 2003, and since being certified in 2006, the firm has increased its client base and expanded its services from residential land boundary surveying to

land usage and planning for government agencies and commercial firms. Mountain Consulting’s services now include collection of field data through design, construction management, and project oversight.

Located in the heart of historic Dover, Delaware, Mountain Consulting strives to be flexible, responsive, team players, and client oriented — important qualities when tasked with being a “sub” for a prime contractor. Since being certified, Mountain Consulting has gained three open-ended 2-3 year contracts — “meaning we can be called upon at anytime by a prime for survey related work,” Adams said.

Despite the successes Mountain Consulting has realized by being a certified DBE, the Adams continue to proactively seek bid opportunities by spending time daily to review local paper advertisements; FedBizOpps, the database of federal government contracting opportunities; the eMaryland Marketplace from Maryland’s Department of General Services; and the resources offered through the Procurement Technical Assistance Center (PTAC) of Delaware.

“Even though the paperwork can be daunting,” Adams shared, “we are currently pursuing 8(a) certification through the Delaware District Office of the U.S. Small Business Administration (SBA) in hopes of gaining visibility for 8(a) set aside contracts.”

While the current economy has caused the Adams to downsize its staff from 11 to 6 employees, Mountain Consulting has managed to weather the storm. “I attribute our ability to keep busy during these times to our aggressive and proactive approach to working the system. It’s not enough to be certified,” Adams added, “you have to be out there taking advantage of the programs that are offered and proactively looking for the bid opportunities that are advertised.”

American Flag, Inc.

Brandi Redrow, founder and president of American Flag, Inc., has grown her business in both revenue and staff by 25 percent each year since becoming a DelDOT certified DBE. In fact, over the last few years, American Flag has consistently kept its flaggers working during the winter months, a time when road construction usually tapers off.

In addition to the steady work American Flag has gained, Brandi has increased awareness of her six-year-old business by being a certified DBE. “I had a lot of

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Mountain Consulting, Inc. Co-owners Troy and Kim Adams.

Mechell Burgette joins BOWD

Mechell Burgette, an employee of TAC Companies, is the Project Assistant for the Delaware Business Assistance and Resource Center (DBARC), located on the lower level of DelDOT, which is part of the Business Opportunity and Workforce Development (BOWD) Program. Mechell is a Public Relations and Management Professional with over 15 years of experience. A former Mrs. Delaware, television show host, and speech communications major, Mechell brings a wealth of knowledge, optimism and enthusiasm to the program.



Mechell Burgette

The State of Delaware, in partnership with Maryland, has created the BOWD program to provide customized services to ten underutilized DBE contractors. The program is a two-year federally-funded pilot. The BOWD consisting of Mechell, Project Director Natasha Ortizfortier, and Maryland Project Assistant George Aduhene has been charged with the task of improving DBE contracting opportunities in Delaware and Maryland. The DBARC will provide workforce development for all Delaware DBEs, not just those who were selected for the pilot. For more information, call 302-504-1966.

Newly Certified DBEs

The following businesses have successfully completed DelDOT's Disadvantaged Business Enterprise (DBE) certification. For more information about the services these businesses and all DelDOT certified DBEs offer, visit the online Unified Directory of Certified DBE Firms at http://deldot.gov/information/business/dbe/bulletin_board.shtml and click on DBE Resources.

Adickson Environmental Consultants, Inc.

Environmental consulting services.

Daniel Consultants, Inc.

Engineer services, management consulting services, scientific & technical consulting.

Delmarva Pump Center, Inc.

Emergency vehicle dealership; Manufacturer of emergency vehicles.

DLR Distributors, Inc.

Material/supply management.

Information Technology Consultants, Co.

IT consulting & staffing.

Ram Tech Systems, Inc.

Computer hardware & software reseller, custom programming, software development, temporary staffing.

Strategic Tire Solutions, Inc.

National tire distributor of Michelin, BF Goodrich, and Uniroyal.

Straughan Environmental Services, Inc.

Environmental design, planning, assessments, permitting, and design-build support.

Toole Design Group, LLC

Transportation planning and engineering.

System Pays Off

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help from my mom when I started the firm." But when her mother went back to work at her own business (a transportation equipment and supplies firm), Brandi noted, "I needed to become more proactive on how I went about finding contracts."

Brandi attributes American Flag's steady growth to her dedicated staff of more than 100 employees, their commitment to safety, and a consistent focus on meeting customer needs. As a result, the firm has received repeat business from some of the larger general highway construction contractors in Delaware.

But having the business isn't enough for Brandi. Like the Adams, she too is relentless about looking for bid advertisements and attending functions, so she can meet prospective business partners. Being certified has opened doors for her but she advises, "You still need to constantly be out there looking for the next opportunity. If you are not working it, business could soon dry up or, even worse, go to a competitor."



From left to right, American Flag, Inc. Field Superintendent Kate Gallagher and President Brandi Redrow.

Upcoming Events

Business Development Opportunities

Training

Construction on Quality Management for Contractors

June 11 • 8:00 AM – 5:30 PM

(7:30 a.m. Continental Breakfast)

The Berkshire Marriott Conference Hotel

10 West Burke Avenue • Towson, MD 21204

Contact: Maryland AGC at 410-321-7870

E-mail: sue@marylandagc.org

Start Your Business Right

April 22 • 5:30 PM – 8:30 PM

OR May 20 • 9:00 AM – noon

Georgetown SBDC

Sussex County Center –

University Of Delaware, Georgetown

Fee: \$ 35.00

To register/pay online:

<http://www.udel.edu/sbdc-startright>

Contact: (302) 856-1555

Federal Contracting-Based Programs for Small Businesses

April 28 • 9:00 AM – noon

Millsboro Civic Center

322 Wilson Hwy. • Millsboro, DE 19966

Contact: (302) 856-1555

OR

May 26 • 9:00 AM – noon

DelDOT Administration Center

800 Bay Road • Dover, DE 19901

Making Business Cents

Getting a Head Start on the Stimulus

The American Recovery and Reinvestment Act (ARRA) is an unprecedented effort to jump start our economy, create or save millions of jobs, and address long-neglected challenges to help our country thrive in the 21st century. This Federal legislation will provide up to \$140 million for highways and transit projects. This is a golden opportunity for DBEs to take advantage of new contracting opportunities. As a state certified DBE, now is the time to get a jump start on the highway contracts that will be available for bid. By taking advantage of the resources the DelDOT Web site has to offer, DBEs can expand their business opportunities by becoming involved in the bidding process for ARRA projects.

At DelDOT's homepage, www.deldot.gov, internet users are able to access a variety of information concerning DelDOT projects. DBE firms should visit the Web site often, as it is updated weekly with new contracting opportunities and information. Under the *Information* heading in the left column of the DelDOT homepage, click on *Doing Business*. As its name suggests, the *Doing Business* section of the site provides links for businesses to use to get information on Competitive Bids, Professional Services, Civil Rights, and many other topics.

It is highly recommended that businesses seeking to expand their contracting opportunities become familiar with the links under the *Competitive Bids* heading. By clicking on *Construction Projects*, you will find the schedule of upcoming projects, along with valuable information including the bid date, project number and location, and plan holder list. By

clicking the project number, internet users are directed to the *Project Advertisement* which lists item quantities and descriptions, DBE goals, calendar days of project, and other information. For those with questions, contact information for the DelDOT Competitively Bid Contracts Coordinator can be found near the end of each advertisement. DBEs should pay particular attention to the DBE goal listed in the advertisement. As a certified DBE, be prepared to "sell" your services to prime contractors working on contracts with a DBE goal. Remember, the absence of a DBE goal should not stop you from identifying and bidding on items of work which your business can perform as a subcontractor.

The Planholder List provides the names and contact information of all potential bidders that have purchased project plans. Successful marketing of your DBE business to potential prime contractors can lead to more subcontracts, increased earning opportunities, and new business relationships. Marketing and networking are essential to the growth and success of your business.

Because the credibility of the DelDOT DBE Program rests in large part on the performance of its certified DBE firms, it is important that you can perform the work items agreed to in the subcontract. As working partners, we can further the objective of the DBE program by assuring nondiscrimination in the award and administration of DOT assisted contracts by creating a level playing field on which DBE firms can compete and participate equitably.

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Bid Opportunities

For hundreds of contracting opportunities, visit DeIDOT's online DBE Web site at http://deldot.gov/information/business/dbe/bulletin_board.shtml and click on Upcoming Projects.