



# DOT Biz Journal

The official publication of the U.S. Department of Transportation's Office of Small and Disadvantaged Business Utilization

[www.osdbu.dot.gov](http://www.osdbu.dot.gov)

## Bonding Education Program Expands Opportunities Nationally

Throughout the year, OSDBU and the Small Business Transportation Resource Centers (SBTRCs) have conducted Bonding Education Programs (BEP) around the country. The BEP, a partnership with the Surety and Fidelity Association of America, is designed to get small businesses bond ready by providing educational workshops and bond readiness training. The educational workshops' curriculum is designed to help small businesses improve their operations in order to become bonded or to increase their bonding capacity. The bond readiness component consists of one-on-one meetings with local bond producers to assemble materials necessary to complete the bond process.

One of the first contractors to participate in the BEP was SCW, Inc., a plumbing, heating, and air conditioning company from Maryland. SCW, Inc., an Asian-American owned company currently certified as a Disadvantaged Business Enterprise (DBE) was started in 1982 and specializes in HVAC mechanical *continued on page 5*



SCW, Inc. President Tom Le with Mid-Atlantic SBTRC's Allison Barksdale and Tiffany King

## SBTRCs Highlight DOT's #1 Priority During Safety Days

Beginning in early August 2011, the Small Business Transportation Resource Centers (SBTRCs) held day long events to highlight the Department's commitment to safety and demonstrate ways to be safer both on and off the job. Safety Days began on August 4th with the Southeast Region event at the Miami Intermodal Center, and the Great Lakes Region holding theirs at Chicago's famous Navy Pier. The Great Lakes event was part of the annual Make the Connection! Hispanic Business Expo. At the Expo's opening breakfast, Senator Richard Durbin discussed the importance of investing in our nation's infrastructure and the compelling need for Congress to pass a transportation bill to the more than 1,000 attendees.

At the Greater Dallas Hispanic Chamber's annual Expo, the Gulf Region held its Safety Day and hosted Dallas Mayor Mike Rawlings whose keynote address highlighted the work of the SBTRC in improving safety awareness. Throughout August these events continued in Atlanta at Clark Atlanta University, LaGuardia Community College in New York City, and in Seattle where Congressman Jay Inslee and OSDBU Director Brandon Neal headlined the event hosted by Sound Transit.

After Labor Day, the Mid Atlantic Region used City Hall as the backdrop for Philadelphia's Safety Day. A week later, the Central Region's Safety Day in Kansas City focused on the science behind safety. Dr. Steve Shrock from the University of Kansas discussed the latest research on highway crash predictions and what everyone can do to lower their risks. On Sep- *continued on page 3*

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## US DOT Awards Contracts Under the New Woman Owned Small Business Contract Program

Last month, the Maritime Administration (MARAD) and the Saint Lawrence Seaway Development Corporation (SLSDC) awarded two of DOT's first contracts under the recently implemented Women-Owned Small Business Federal Contract Program, which recognizes Women-Owned Small Businesses (WOSB) and Economically Disadvantaged Women-Owned Small Businesses (EDWOSB) as distinct small business categories. This program, which became effective on April 1, 2011, expands opportunities for WOSBs and EDWOSBs who have historically been under-represented across several industries in the federal contracting marketplace. The Small Business Administration (SBA) is responsible for implementing and administering the program. The SBA is in the process of working with the Federal Acquisition Regulatory Council to implement this program in the Federal Acquisition Regulations (FAR).

MARAD recently awarded a \$47,060 contract to T.R. Weniger, Inc., an EDWOSB headquartered in Green Brook, New Jersey. The work, categorized under the NAICS code 238320 - Painting and Wall Covering Contractors - is for the painting of the locker room facilities of the physical education center at the Merchant Marine Academy in Kings Point, New York. The company provides construction services which includes water supply systems, framing, and masonry. They were also recently awarded a \$189,350 contract with the SLSDC under the EDWOSB program to support the removal of fuel storage tanks and the building of a new above ground fuel storage facility at the SLSDC's location in Massena, New York. The NAICS code for this contract is 238990 - All Other Specialty Trade Contractors.

MARAD, SLSDC and OSDBU officials are pleased to be able to award these contracts under the Women-Owned Small Business Federal Contract Program and are confident that DOT will award additional contracts under the program in the near future.

### Eligibility Requirements for the Program

#### To be an eligible WOSB, a company must:

- Be a small business that is at least 51% percent unconditionally and directly owned and controlled by one or more women who are United States citizens.
- Have a woman manage the day-to-day operations, make long-term decisions for the business, hold the highest officer position in the business and work at the business full-time during normal working hours.

#### To be an eligible EDWOSB, a company must:

- Be a WOSB that is at least 51% owned by one or more women who are "economically disadvantaged".
- Have an economically disadvantaged woman manage the day-to-day operations, make long-term decisions for the business, hold the highest officer position in the business and work at the business full-time during normal working hours. A woman is presumed economically disadvantaged if she has a personal net worth of less than \$750,000 (with some exclusions), her adjusted gross yearly income averaged over the three years preceding the certification less than \$350,000, and the fair market value of all her assets is less than \$6 million.

**Note that for both WOSB and EDWOSB, the 51% ownership must be unconditional and direct.**

For more information on the Women-Owned Small Business Federal Contract Program visit the SBA's website at: [www.sba.gov/content/contracting-opportunities-women-owned-small-businesses](http://www.sba.gov/content/contracting-opportunities-women-owned-small-businesses)

## DOT Releases FY 2012 Procurement Forecast

Taking the time this Fall to review the recently released FY 2012 Procurement Forecast on the OSDBU website "must-do" for all small businesses in order to gain first-hand knowledge on the Department's best estimate of what the different operating administrations will be buying in the coming year. The Procurement Forecast is user-friendly and can be searched by quarter, industry category and Operating Administration, as well as by using key words. For example, if you interested in knowing what projects the Federal Highway Administration is planning to fund in the 2nd quarter of FY 2012, just check under the "Operating Administration" tab of the Forecast and click on FHWA.

If you want to know which offices will be requesting construction or engineering services in the coming year, simply click on "Procurement Category" and under the desired category. You can also use the "Advanced *continued on page 5*

## President Obama's American Jobs Act Targets Nation's Transportation Infrastructure

In September, President Obama introduced an element of the American Jobs Act that would provide approximately \$50 billion for investment in infrastructure. If passed, these investments would include funds for repairing highways and bridges, modernizing transit systems, improving rail, and funding innovative transportation and will help put hundreds of thousands of construction workers back on the job.

President Obama's plan includes \$5 billion for the Transportation Investment Generating Economic Recovery (TIGER) grant and Transportation Infrastructure Finance and Innovation Act (TIFIA) programs, which targets competitive dollars to innovative, multi-modal transportation programs.

In addition, approximately \$9 billion is included to repair transit systems throughout the nation, many of which are desperately in need of modernization. There is also a proposed \$2 billion in funding to improve intercity passenger rail service. These intercity passenger rail services will connect communities, reduce travel times and congestion, and create skilled manufacturing jobs in the areas in which they are located.

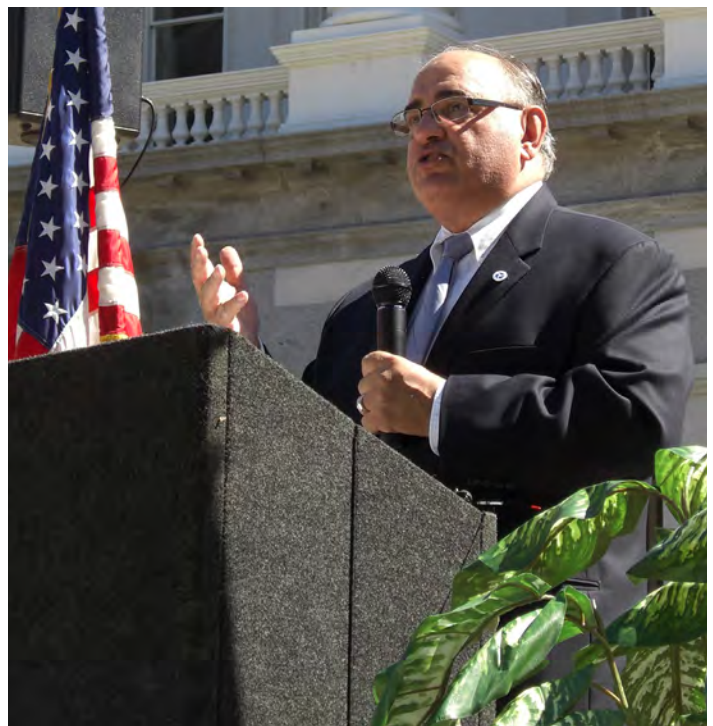
The Act also calls for the creation of a National Infrastructure Bank capitalized with \$10 billion, in order to leverage private and public capital and to invest in a broad range of infrastructure projects of national and regional significance, without earmarks or traditional political influence.

The proposed funding would help to greatly improve transportation infrastructure throughout the nation as well as generate new jobs.

For a complete overview of the American Jobs Act visit [www.whitehouse.gov/sites/default/files/omb/legislative/reports/american-jobs-act.pdf](http://www.whitehouse.gov/sites/default/files/omb/legislative/reports/american-jobs-act.pdf)

### SBTRCS HIGHLIGHT DOT's #1 PRIORITY DURING SAFETY DAYS...continued from page 1

tember 14, North Carolina A&T University in Greensboro hosted the South Atlantic's event, which featured networking opportunities with Federal, state, and local agencies. Rounding out the effort was the Southwest Region's event at the state capitol in Sacramento keynoted by Mayor Kevin Johnson. Participants there were able to learn about procurement opportunities as well as attend panels from prime contractors and state transportation experts.



NHTSA's William Kootsikis speaking at the Safety Day event in Sacramento



## Illinois Department of Transportation Releases its FY 2012-2017 Highway Improvement Program

### The FY 2012-2017 Proposed Highway Improvement Program will:

- Provide funding to maintain 3,248 miles of highways and replace or rehabilitate 611 bridges.
- Provide for reinvestment in downstate Illinois for interstate highways.
- Provide \$431 million for local benefits programs to help cities, counties and townships improve local roads and support economic development.
- Provide funding for railroad crossing safety improvements throughout the state.
- Enhance highway safety as part of IDOT's regular highway improvement program by targeting specific fatal and severe crash locations and addressing statewide safety concerns.
- Provide \$18 million for the Illinois Broadband Connections program to install fiber optic cable along highways throughout the state.

Earlier this year, the Illinois Department of Transportation (IDOT) released its proposed 6-year program for highway and bridge improvements across the state. The program, if implemented, expects to create 155,000 jobs and promote economic development while improving safety and reducing traffic congestion in the coming years. The "FY 2012-2017 Highway Improvement Program" totals \$11.5 billion and includes an FY 2012 annual program of \$2.95 billion. Funding for the 6-year program is made up of \$7.19 billion in federal funds, \$3.62 billion in state funds and \$716 million in local funds.

Although this is primarily a plan for highway and bridge construction in Illinois with no guarantee that all the projects listed will move forward, it is an excellent resource for small businesses to gauge where the state is planning to focus its priorities and funds in the coming years.

For more information, visit  
[www.dot.state.il.us/hip1217/maintoc.htm](http://www.dot.state.il.us/hip1217/maintoc.htm)

## Maine DOT Releases Biennial Capital Work Plan

Earlier this year, the Maine Department of Transportation (Maine DOT) released its biennial capital "Work Plan" for FY 2012-2013 highlighting anticipated capital transportation funding and Maine DOT's plan to apply this funding to specific transportation improvements throughout the state. By utilizing about \$145 million from resources carried forward from the last biennium, it provides \$688.7 million for highways and bridges. It also invests \$75.9 million in multimodal capital projects in accordance with federal policy and to leverage additional public and private transportation investment.

Maine DOT's biennial "Work Plan" is a forward looking document which offers an excellent opportunity for small businesses interested in contracting with the state to learn about the projects that are a priority for the state in the next two years.

To learn more about the planned projects, you can read the full plan here: [www.maine.gov/mdot/planningdocs/bcwp2012-2013/index.htm](http://www.maine.gov/mdot/planningdocs/bcwp2012-2013/index.htm)

### The Work Plan anticipates \$436.2 million in projected federal funding will be received from the following three Operating Administrations in the U.S. Department of Transportation:

- \$379.4 million from the Federal Highway Administration;
- \$49.9 million from the Federal Aviation Administration; and
- \$6.9 million from the Federal Transit Administration.

It also includes \$213 million in state transportation funds, as well as other state and local sources.

### Highway and bridge improvements planned for the state in the next two years includes:

- 34 bridge replacements
- 53 bridge rehabilitations or other improvement projects
- 63 miles of highway reconstruction
- 480 miles of pavement preservation and rehabilitations, which includes heavier, more structural paving treatments
- 1,200 miles of light capital pavement

**BONDING EDUCATION PROGRAM EXPANDS OPPORTUNITIES...**

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duct design, load calculations, duct fabrication, and installation. For a number of years, the company did not need bonding as their main focus was on home development. Recently the company shifted its focus to commercial work, and as a result bonding requirements have become an important consideration in SCW, Inc.'s growth potential.

Prior to the Maryland BEP, SCW only was able to qualify for up to \$350,000 in bonding, based on the personal credit score of the SCW President, Tom Le. However, the education and information Mr. Le gained at the BEP workshops, as well as his interaction with Edin Zukanovic, a volunteer bond producer from Construction Bonds, Inc., resulted in SCW obtaining a single job bond line of \$1.0 million from ACE Surety, with the possibility of an even larger bond line in the near future. In praising the program, Mr. Le stated, "We would not have been able to expand our market to include commercial and public sector work had it not been for our participation in the Bonding Education Program and our subsequent bond line. We are grateful to the SBTRC, DOT, and the Surety & Fidelity Association of America for making all of this possible."

Over 150 small businesses have completed the workshop component in Maryland; Orlando; Miami; Raleigh, NC; Los Angeles; and New Orleans. In addition, the program will expand throughout the fall to Denver; Chicago; New York; Seattle; Columbia, SC, and Minneapolis.

**DOT RELEASES FY 2012 PROCUREMENT FORECAST...**

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Search" function to find out if DOT offices anticipate a need for more specific services by using key words. This may also help you focus your marketing efforts according to the information acquired during your search. Searching the Procurement Forecast has proven to be a valuable tool in helping small businesses grow and succeed.

For more information check out the Procurement Forecast at the following link:  
[www.osdbu.dot.gov/Procurement/index.cfm](http://www.osdbu.dot.gov/Procurement/index.cfm)

*\*Please note OSDBU's Procurement Forecast includes information for all operating administrations except for Federal Aviation Administration (FAA) which issues its own Procurement Forecast. You can access the FAA FY 2012 Procurement Forecast at the following link: [www.sbo.faa.gov/sbo/ProcurementForecast.cfm](http://www.sbo.faa.gov/sbo/ProcurementForecast.cfm)*

# calendar

**OCTOBER 30 – NOVEMBER 2****2011 National Minority Supplier Development Council Conference and Business Opportunity Fair****Georgia World Congress Center, Atlanta, GA**

[www.nmsdc.org/nmsdc/app/template/contentMgmt%2CContentPage.vm/contentid/1964;jsessionid=F77E0A1478EBC726E0CE289C8B115911](http://www.nmsdc.org/nmsdc/app/template/contentMgmt%2CContentPage.vm/contentid/1964;jsessionid=F77E0A1478EBC726E0CE289C8B115911)

**NOVEMBER 1-3****2011 Annual FAA Great Lakes Region Airport Conference****InterContinental Chicago O'Hare Hotel, Chicago, IL**

[www.faa.gov/airports/great\\_lakes/airports\\_news\\_events/2011\\_conference/](http://www.faa.gov/airports/great_lakes/airports_news_events/2011_conference/)

**NOVEMBER 7-9****2011 November FAA Southwest Region Fall Conference****Omni Hotel, Fort Worth, TX**

[www.faa.gov/airports/southwest/airports\\_news\\_events/asw\\_conference/2011nov/](http://www.faa.gov/airports/southwest/airports_news_events/asw_conference/2011nov/)

**NOVEMBER 16-18****2011 Matchmaker Conference and Trade Show****Buena Vista Palace Hotel & Spa, Orlando, FL**

[www.dms.myflorida.com/other\\_programs/office\\_of\\_supplier\\_diversity\\_osd/2011\\_matchmaker\\_conference](http://www.dms.myflorida.com/other_programs/office_of_supplier_diversity_osd/2011_matchmaker_conference)

**NOVEMBER 17-19****National Black Chamber of Commerce Fall Summit****New Orleans, LA**

[www.nationalbcc.org/](http://www.nationalbcc.org/)

**NOVEMBER 29****15th Annual Transportation Symposium & Business Exchange****Chicago Hilton & Towers, Chicago, IL**

[www.mgpgevents.com/14tsbe.html](http://www.mgpgevents.com/14tsbe.html)