

THE TRANSPORTATION LINK

Federal Aviation
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Federal Highway
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Federal Motor
Carrier Safety
Administration

Federal
Railroad
Administration

Federal Transit
Administration

Maritime
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National Highway
Traffic Safety
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Special Programs
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St. Lawrence
Seaway
Development

Office of
the Secretary

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Director of the Office of
Small and Disadvantaged
Business Utilization/
Minority Resource Center
(OSDBU/MRC)

FROM THE DESK OF THE DIRECTOR

As OSDBU/MRC continues working to improve the delivery of its services to small businesses owned and controlled by socially and economically disadvantaged individuals, *The Transportation Link* follows suit with new articles and sections on issues important to disadvantaged business enterprises (DBEs).

In this edition's *DBE Connection*, we discuss Mentor-Protégé Programs and the benefits gained from these strategic partnerships. In this month's profile, we feature Hynes Concrete Contractor, Inc., a DBE that specializes in slip-form concrete projects. In October 2003, the owner and President, Patricia Hynes, received a Woman-Owned Business Enterprise Award from the Federal Highway Administration. This issue's *Procurement Watch* features contracting opportunities at the South Corridor Light Rail Project in Charlotte, NC and several recent DOT grants to fund airport improvements.

Each October, OSDBU/MRC joins the nation in celebrating Minority Business Development. As part of the Minority Enterprise Development (MED) celebration, DOT is preparing to host its own annual awards ceremony. In this edition, we highlight the National MED Week celebration and upcoming activities.

Other articles in this issue include: information about DOT's Fiscal Year (FY) 2005 procurement forecast which was made available October 1st and the emergence of new small business opportunities as a result of DOT drug and alcohol testing policies.

We here at OSDBU/MRC continue to be excited with all the changes taking place. Be sure to visit our new web site and look for future issues of this newsletter to get all the latest information.

THE DBE CONNECTION

The Mentor-Protégé Program— Helping DBEs Succeed

Mentor-Protégé partnerships offer DBEs an opportunity to further expand their horizons and prepare them to compete in the market place outside of the DBE program. Through training and other types of strategic assistance from mentoring firms, participating DBEs can become better equipped to succeed once their DBE certification expires.

The program's success results from the benefits offered to each participating partner. In most circumstances, the DBE partner benefits from the expertise, resources, and capabilities of the mentoring firm. The mentoring firm gains the benefit of being able to participate in small business set aside competitions and, in most cases, receiving bonus evaluation points for meeting small business subcontracting goals under competitive solicitations.

For example, earlier this year, Interactive Elements Incorporated (IEI), a woman-owned disadvantaged business, entered into a mentor-protégé strategic partnership with Delon Hampton and Associates (DHA), which resulted in the winning of a transportation contract. This was the first partnership under the Federal Transit Administration's (FTA) new mentor-protégé program.

The relationship between IEI (the protégé) and DHA (the mentor) was mutually beneficial. DHA, a graduate of SBA's 8(a) program, brought over 30 years of experience and capital to the joint venture while IEI brought specific program expertise and its minority subcontracting status. Together, the firms had a leg up on the competition. IEI will continue to learn from DHA throughout the life of the contract.

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THE DBE CONNECTION

Hynes Concrete Paves Success

In 1977, Patricia Hynes decided to launch a concrete and paving business in the male-dominated construction industry. Since then, Hynes Concrete Contractor, Inc. (HCC) has been recognized by DOT, state transportation agencies, and the construction industry for its quality, workmanship, and efficiency.

HCC is a DBE based in Fairport, New York that specializes in the installation of slip-form concrete gutters, curbs, and sidewalks. HCC has worked on many DOT capital projects in the Rochester area including the West Ridge Road project, Interstate-490, and on Route 31 in New York and New Jersey.

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OSDBU/MRC Launches New Web Site

In an effort to better meet the needs of its customers, OSDBU/MRC has re-vamped its web site. The new web site is designed to be user-friendly and to provide small, disadvantaged, and women-owned businesses that are interested in participating in DOT contracts with efficient access to all the information they need to get started and continue to grow their business.

New features include DBE success stories and additional information to help DBEs establish themselves and grow. Web site content is arranged so that users do not waste time searching for the information they need. Content is organized into the following sections:

- Home;
- About OSDBU and MRC;
- MRC DBE Program Services;
- Contact MRC; and
- OSDBU Services

OSDBU/MRC realizes that its customers rely heavily on the web site for up-to-date information that is also easy to access. This revamped web site is just one of the ways OSDBU/MRC is continuing to meet the needs of its customers.

Come visit us at <http://osdbu.dot.gov>!

Testing Creates New Small Business Opportunities

The first priority of DOT's Office of Drug and Alcohol Policy and Compliance is to ensure the safety and security of the traveling public by reducing the demand for illicit drugs and the misuse of alcohol in the transportation industry. However, this policy has an added benefit – creation of small businesses.

Since DOT first began implementing its drug and alcohol testing policies, it has noticed an increase in the number of small businesses that specialize in helping clients meet the testing requirements. Small service industries (including urine collectors, substance abuse professionals/counselors, medical examiners, and case review officers) have emerged on the market catering to the needs of the transportation industry as they seek to maintain compliance with DOT drug and alcohol testing policies.

Due to the variability in compliance policies among DOT operating administrations, the small businesses are highly specialized and cater to a clearly defined market. DOT's Office of Drug and Alcohol Policy and Compliance is particularly pleased with this phenomenon because it helps to balance the costs and impacts that their policies have had on the regulated communities.

For more information, contact John Bobo, Director of the Office of Drug and Alcohol Policy and Compliance at 202-366-3784; <http://www.dot.gov/ost/dapc>

THE DBE CONNECTION

Procurement Watch: Grants for Transit Improvements

Recently, DOT announced several grants to fund airport improvements around the country. These grants promise to provide new contracting opportunities for OSDBU/MRC customers. A few of the grants are summarized below:

\$23.3 million – Hawaii

Hawaii received approximately \$23.3 million in grants from FAA's Airport Improvement Program (AIP) to expand capacity and enhance safety at five airports located throughout the islands. Airport projects include remodeling passenger terminals, installing new baggage information display systems, improving airfield lighting, and improving taxi ways and runways. Airports receiving funds include: Honolulu International Airport (\$13.7 million); Kahului Airport (\$3.3 million) and Lanai Airport (\$484,000) in Maui; Hilo International Airport (\$5.2 million); and Kona International Airport (\$558,000).

For more information on grants to Hawaiian airports visit, <http://www.dot.gov/affairs/dot13204.htm>

For more information on grants to Texas airports visit, <http://www.dot.gov/affairs/dot12504.htm>; <http://www.dot.gov/affairs/dot12404.htm>; and <http://www.dot.gov/affairs/dot12604.htm>

\$157.3 million – Texas

Texas airports received approximately \$157.3 million in grants to expand capacity and enhance safety. Specific airports and projects include:

- George Bush Intercontinental Airport – \$33 million to construct and repair runways.
- El Paso International Airport – \$16.9 million to improve runway lighting and pavement.
- Dallas-Fort Worth International Airport – \$13.7 million to improve runways, taxiways.
- Lubbock International Airport – \$ 5.5 million to extend a taxi way.
- Valley International Airport – \$2.9 million to construct and rehabilitate taxiways, acquire land, improve the terminal, rehabilitate lighting, and acquire an aircraft rescue and firefighting vehicle.
- East Texas Regional Airport, Longview – \$2.1 million to improve the apron pavement.

Procurement Watch: FTA Funds Charlotte Light Rail

FTA recently announced an \$11.5 million grant to the city of Charlotte, NC to lay the groundwork for construction of the South Corridor Light Rail Project. This project will bring light rail service to residents, commuters, and visitors as part of a long-term effort to revitalize area communities through transit-oriented development.

The South Corridor Project is a 9.6 mile light rail system that will link the central business district in Charlotte to Interstate-485 near the state line bordering South Carolina. The project will consist of 15 stations, including stops at the Charlotte Convention Center and Ericsson Stadium. Seven of the stations will provide connections to local and express bus services and commuter parking lots. At the projected completion date of 2006, the South Corridor is expected to serve 17,000 riders daily.

The federal commitment of \$11.5 million will be used to prepare final construction plans, detailed specifications, cost estimates, and bid documents which are required before construction can begin.

Upcoming South Corridor Project Bidding Opportunities

Project	Advertisement Date	Bid Date
Traction Power	9/13/04	10/25/04
Train Control and Communication	9/13/04	10/25/04
Fare Collection	10/1/04	11/11/04
Station Finishes & Park and Ride Lots	12/29/04	2/9/04
Convention Center Modifications	2/14/05	3/25/05
I-485 Parking Garage	5/12/05	6/23/05

For more information: http://www.fta.dot.gov/news/press_release/12187_16017_ENG_HTML.htm and <http://www.charmeck.org/Departments/CATS/Rapid+Transit+Planning/Bidding+Opportunities.htm>

The Mentor-Protégé Program...continued from page 1

Mentor Protégé Program Benefits

DBE's participating in the Mentor Protégé Program may receive any of the following benefits:

- Technical and/or management assistance;
- Financial assistance in the form of equity investments and/or loans;
- Offerings of subcontracts;
- Assistance in performing prime contract responsibilities.

DOT Mentor-Protégé Programs are modeled after the U.S. Small Business Administration's (SBA's) Mentor-Protégé Program. Both the Federal Aviation Administration and the FTA currently administer their own mentor-protégé programs – each with its own set of guidelines. Other DOT operating administrations have the authority to recognize SBA-administered mentor-protégé partnerships.

While specific program guidelines may vary among DOT operating administrations, all mentor-protégé programs are designed to create new business opportunities for small, disadvantaged businesses and to equip those businesses with the tools they need to compete in federal contracts.

DBEs interested in pursuing a mentor protégé partnership should contact the appropriate operating administration's small business specialist for more information about specific mentor protégé programs requirements.

For more info on DOT Mentor Protégé Guidelines visit, <http://osdbuweb.dot.gov/business/DBE/final/final76.html>

For more information on SBA's Mentor Protégé Program visit, <http://www.sba.gov/8abd/indexmentorprogram.html>

Celebrating Minority Business Development

This year's national MED Week Conference was held September 7-10 in Washington, D.C. Since 1983, the U.S. President has proclaimed a national Minority Enterprise Development (MED) Week observance to recognize the achievements of Minority Business Enterprises (MBEs) and to honor those corporations and financial institutions that support minority business development.

In keeping with the spirit of national observance, DOT's OSDBU/MRC will host its own annual 2004 MED Week Awards Ceremony later this year. OSDBU/MRC uses this ceremony as an opportunity to honor minority and women entrepreneurs who have had significant achievements and made vital contributions to the transportation industry. All of the 2004 DOT MED Week Award Winners will be featured in an upcoming issue.

Procurement Forecast Now Available

DOT's FY 2005 Procurement Forecast was issued on October 1, 2004. The Procurement Forecast is an invaluable tool for OSDBU/MRC's customers because it alerts them of upcoming opportunities and also provides important contact information.

The DOT Procurement Forecast FY 2005 will be available after October 1st at: <http://osdbuweb.dot.gov/business/procurement/forecast.html>.

A print version can be obtained by calling (800) 532-1169.

Hynes Concrete...continued from page 1

HCC's continued dedication to quality workmanship and service has resulted in success. Since 1977, HCC has grown threefold – generating approximately \$3 million in annual revenues in 2003. Also in 2003, Ms. Hynes received a Woman-Owned Business Enterprise Award from the Federal Highway Administration for HCC's commitment to improving our nation's transportation infrastructure.

As president and owner of HCC, Ms. Hynes takes the time to be an active participant in the construction community. She is a charter member and past president of the National Association of Women in Construction's Greater Rochester, NY Chapter. And in 2003, Ms. Hynes's commitment to her local transportation community won her a nomination for an Outstanding Woman In-Construction Award from Arizona University.

For more information about Hynes Concrete Contractor, Inc. contact their Corporate Headquarters at:
P.O. Box 240, Fairport, NY,
14450/315-986-2415.

CALENDAR OF EVENTS October/November 2004

- | | |
|---------------|--|
| October 14 | Women's Business Conference and Expo –
Birmingham, AL
www.cawbc.org
Contact: Central Alabama Women's Business Center •
205-453-0249 • patricia@cawbc.org |
| October 14-15 | HWC National Conference – Phoenix, AZ
www.hispanicwomen.org
Contact: Hispanic Women's Corporation • 602-954-
7995 • hws@hispanicwomen.org |
| October 17-20 | NMSDC Conference and Business Opportunity Fair
– Washington, D.C.
www.nmsdcus.org.
Contact: National Minority Supplier Development
Council • 212-944-2430 |
| November 8-9 | Indian Business Procurement Fair – Flagstaff, AZ
www.ncaied.org
Contact: National Center for American Indian
Enterprise Development • Elaine Young • 480-545-1298
ext. 230 • Elaine.young@ncaied.org |
| November 18 | 2004 Business Exchange: Tour for Success –
Miami, FL
www.mpbnetwork.com
Contact: Global Diversity Group, Inc. • 888-265-6480 or
410-203-2140 • corporate@globaldiversitygroup.com. |

<http://osdbuweb.dot.gov>

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