

ROADLINES

BUSINESS OUTREACH AND PROGRAM SERVICES



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TxDOT CDA Projects
Provides Economic
Boost

The \$2.7 billion LBJ Express project kicks off on Jan. 31

The \$2.7 billion LBJ Express project kicked off on Jan. 31, marking the third TxDOT Comprehensive Development Agreement (CDA) project in North Texas in the last 12 months.

The five-year project to rebuild one of Dallas County's busiest highways follows two other projects that started in 2010 – the North Tarrant Express and the DFW Connector. Together, they represent more than \$5 billion in construction, design and utility/right of way work. Each of the projects is scheduled to last from 57 to 66 months, providing substantial opportunities for the contracting community through the end of 2015.

With hundreds of millions in contracting opportunities available, each of the projects has worked closely with TxDOT to reach out to small and disadvantaged business enterprise (DBE) contractors. Representatives of the projects have met with individual company representatives at TxDOT's Small Business Briefing in April 2010 where certified DBEs had an opportunity to meet one on one with CDA project representatives. In addition to several other outreach activities, CDA project managers gave overviews of their projects at a TxDOT sponsored CDA Business Opportunities Forum in late 2009. More events are scheduled, including meetings with chambers and small business development

organizations. CDA representatives will be on hand at those meetings to provide information about contracting opportunities and how to do business on CDA projects. On April 20, 2011, representatives from the various CDA projects also will be participating in the TxDOT Small Business Briefing that will be held in Fort Worth.

"In addition to the outreach activities sponsored by TxDOT, contracting specialists with each of the projects continue their own outreach making presentations at various events and working one on one with companies who are interested in bidding and performing work on the CDA projects," commented Tony Hartzel, TxDOT Public Information Officer. The DFW Connector is well under way, with needs for bridge and utility contractors among the greatest areas of work in the near future. Both the North Tarrant Express (NTE) and the LBJ Express are earlier in the construction phase and are seeking various types of contractors and professional service engineering firms.

DBE firms are encouraged to register as vendors on the NTE and LBJ Web sites so that they may be notified in advance of upcoming opportunities. The DFW Connector project contracting and construction is being handled by NorthGate Constructors. For the LBJ Express, contracting and

construction is being handled by Trinity Infrastructure with NTE contracting and construction being handled by Bluebonnet Contractors.

QUICK FACTS

DFW Connector

8.4 miles

\$1 billion

Construction started: Feb. 17, 2010

Substantial completion: Late 2014

Contracting information: www.dfwconnector.com, Amy Owen, 972/536-8620

North Tarrant Express

13.3 miles

\$2.05 billion

Construction started: Nov. 22, 2010

Substantial completion: Late 2015

Contracting information: <http://www.northtarrantexpress.com/BidOpportunities.asp>, Angela Roberson, 972/922-0826

LBJ Express

16.5 miles

\$2.7 billion

Construction started: Jan. 31, 2011

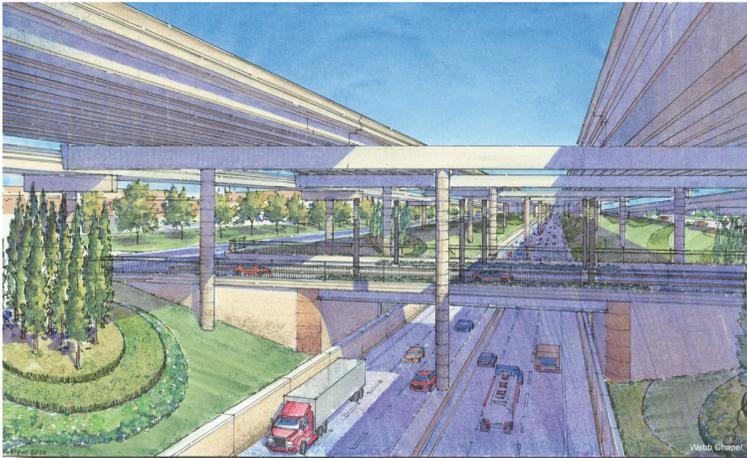
Substantial completion: Early 2016

Contracting information: <http://www.lbjexpress.com/contractBids.asp>, Angela Roberson, 972/922-0826

For more information on TxDOT Small Business Briefings contact Alta Alexander at 512/374-5386 or visit the TxDOT Web site at www.txdot.gov.



trinity infrastructure, LLC
Improving mobility in Texas



The LINC (Learning, Information, Networking and Collaboration) Mentor-Protégée Program is the first step many small businesses should participate in to become successful bidders and proposers on TxDOT construction, professional services and purchasing contracts.

Through a series of workshops in Construction, Goods & Services, Maintenance and Professional Services (engineering), LINC participants (Protégés) are trained to successfully navigate TxDOT’s bidding process. They are also introduced to TxDOT purchasers, industry prime contractors and other experienced business mentors.

Prospective LINC Protégés first must complete a LINC Application for consideration of participation in the LINC Mentor-Protégé Program. Upon selection, applicants will then complete a LINC Needs Assessment, which allows us (TxDOT) to evaluate the strengths and weaknesses of their business. Based on the needs assessment, training is provided in areas such as marketing to state agencies, financial management, bidding and estimating, as well as using TxDOT’s Web site to locate bids and plans online.

Accepted applicants must be selected and once selected they are notified prior to the LINC Program start date which will take place in their respective city, and subsequently go through the program meetings that typically last for two sessions (goods/services) or three sessions (for construction related businesses). To date, LINC programs have been held in 15 different cities across Texas, ranging from Lubbock to Laredo and from El Paso to Beaumont.

After participating in LINC and receiving their certificate of completion, many LINC Protégés go on to experience more rigorous TxDOT BOP Programs—like the Technical Assistance Program (TAP), in which a certified Disadvantaged Business Enterprise (DBE) may receive up to \$10,000 worth of professional consulting training or hands on assistance in their field of choice, completely free of charge.

To date, hundreds of Protégés have successfully completed the LINC program and many have subsequently landed a TxDOT contract either as a prime or subcontractor providing goods and services to the department. In fiscal year 2010, 112 Protégés participated in nine LINC Programs located in Dallas, El Paso, Odessa and Laredo. So far, 14 Protégés of the 2010 LINC programs have reported bidding on TxDOT contracts, while at least four Protégés have confirmed contract awards. This upcoming fiscal year’s LINC programs will take place in the following cities:

Fiscal Year 2011 LINC Cities	Planned Dates of LINC Programs
Fort Worth, TX	February 2011 – April 2011
San Antonio, TX	May 2011 – July 2011

To learn more about the LINC Program, please contact Program Specialist Berdell Collins at 512/374-5388, or Berdell.Collins@txdot.gov.

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Please visit the following link to complete the LINC Application: http://www.txdot.gov/business/business_outreach/education_outreach.htm. Once completed, submit by fax to 512/374-5391 or submit them by e-mail to: Berdell.Collins@txdot.gov.

TxDOT LINC Application

Company Name: _____

Name of Contact: _____

Address: _____

Phone: _____

E-Mail: _____

Type of Business: (Give brief description)

Construction: _____

(Heavy highway construction & subcontracting, etc.)

Goods & Services: _____

(Office supplies, printing, commercial landscaping, etc.)

Maintenance: _____

(Mowing, guardrail repair, litter pick up, etc.)

Professional Services: _____

(Engineers, architects, surveyors, etc.)



Learning
Information
Collaboration
Networking
LINC

How Will LINC Benefit My Small Business?

- * You will be assigned a TxDOT mentor to assist you throughout the program.
- * You will receive information on how to do business with TxDOT.
- * You will receive training appropriate to your business (i.e., construction management training).
- * You will be given an opportunity to meet and market your firm to key TxDOT staff and prime contractors.
- * You will be included in the LINC bulletin, which is circulated to prime contractors and TxDOT personnel.
- * A marketing presentation and customized portfolio will be developed for your firm.
- * You will receive information on:
 - how to pre-qualify as a prime contractor;
 - how to search for contracts on TxDOT's Internet Web site;
 - how to find plans online
- ★ You will receive a certificate of completion.

Mungle Bros. Construction Company - DBE Spotlight

Mungle Bros. Construction Company opened its doors specializing in decorative concrete. Over time, our company built a solid reputation designing and constructing driveways, patios and floors utilizing unique concrete stamp designs and colors.

In 2008 we pursued and obtained our HUB and DBE certification and decided to expand our business by pursuing work involving the construction of small concrete structures. We marketed our product to various prime contractors and were fortunate to obtain subcontracts in which we built concrete sidewalks, driveways and riprap. We have served as a subcontractor on numerous projects and we were grateful for every opportunity we had to work with various contractors on state and local transportation projects.

Mungle Bros. Construction decided to further expand their business model and began taking steps to pursue contracts directly with TxDOT. Our goal for 2010 was to be awarded a contract with TxDOT and begin working as a prime contractor.

After much research and assistance from the Technical Assistance Program (TAP) for certified DBEs, we were definitely on our way. The Bidding & Estimating and Plan Reading Training we received from ESB Consulting was the key to our success. Elizabeth Boswell was a tremendous help and she had a special talent for taking a complicated topic and presenting the details in a simple manner. After the training, she was available to answer questions that we had as we continued to bid on TxDOT projects. In addition we were able to obtain the needed bonding capacity with

the help of another TAP Provider, SSP Consulting. James Earl Estes was very helpful and patient as he walked us through

the bonding process. TAP has been so beneficial and we sincerely appreciate the assistance we have received throughout the past year.

On December 30, 2010, Mungle Bros. Construction, LLC, was awarded their first contract as prime contractor with TxDOT. "We are so proud and excited about the future of our company," stated Vicky Mangrum.

Mungle Bros. Construction Company has built a reputation for providing a quality product in a professional and timely manner. The past few years have been exhilarating, challenging, frustrating, exhausting and most of all rewarding. I am confident that the assistance we received from the Technical Assistance Program (TAP) opened doors for our company. Thank you, Autumn Harrison, Elizabeth Boswell and James Earl Estes for being there for us! What a difference it has made for Mungle Bros. Construction!

For more information about TxDOT's Technical Assistance Program (TAP), contact Autumn Harrison at 512/374-5389 or by e-mail at Autumn.Harrison@txdot.gov.



Mungle Bros.

TxDOT FY 2011 Small Business Briefing conferences date/locations

TxDOT's Business Outreach and Program Services will continue its efforts to attract a large number of attendees and exhibitors to participate in the upcoming Small Business Briefings (SBB). Small, minority and women business owners are encouraged to save the following dates for the FY 2011 Briefings:

April 20, 2011 – Fort Worth, TX

July 20, 2011 – San Antonio, TX

The goal of the SBBs is to provide small and minority-owned business communities an opportunity to learn more about contracting opportunities with TxDOT. Information will be available to help them do business with TxDOT and with other state, federal and city agencies. The sessions not only allow small businesses to be introduced to TxDOT and other state agencies, but also allow them to learn more about the economic development opportunities in their regions. It also gives agencies a chance to show the myriad of prospects available for small and minority businesses in the state.

For more information and to register please log on to <http://tti.tamu.edu/conferences/sbb11/> or call 512/866-480 ext. 2519, Option 2.

El Paso TBOD Program offers a variety of trainings to assist DBEs

The El Paso Texas Business Opportunities and Development Program (TBOD) launched an intense series of trainings during the last quarter of 2010 in order to provide business development training to its program participants. The El Paso TBOD Program is coordinated by The El Paso Hispanic Chamber of Commerce who has had an outstanding record of providing training and technical assistance to small and minority businesses in the El Paso and West Texas Region.



During the last quarter of the TBOD Program, Disadvantaged Business Enterprises (DBEs) had an opportunity to participate in several training sessions to assist them with various aspects of their business including sessions on The Importance of Ethics in Business, the Art of Hiring and Firing, and Small Business Tax Implications.

“All of the sessions were very helpful to program participants. The ethics training helped participants to define their ethical framework to make solving ethical dilemmas easier and the human resources training provided employers with the ‘do’s and don’ts’ of identifying, hiring and firing employees. Our tax expert also discussed new market tax credits, employer tax responsibilities, reporting business income, filing sales and use tax returns, sales tax responsibilities and more,” commented Terri Reed, El Paso TBOD Program Coordinator.

Additional trainings held this year was in the area of financial management which focused on current financial operations, management, business structure, and provided helpful hints and hands on tips on how to better manage financial documentation. The Marketing Your Business training session focused on how to market your businesses to government entities and helped businesses by reviewing their current marketing materials, including business cards, brochures, branding, Web site and the development of a statement of qualification. The focus of the Responding to RFP’s workshop was on how to find and respond to bids from local, city, state and federal contracting requests for proposals. Other trainings hosted this year included the Safety and Environmental and the Lending and Bonding workshops.

“The important thing to know is that there are training and technical assistance programs available to assist your business to grow and develop. The TBOD Program is a wonderful opportunity for DBEs to get the assistance they need and we here at the El Paso Hispanic Chamber are here to help,” added Reed. There are currently nine DBEs participating in the El Paso TBOD Program with TBOD programs in Dallas and Austin.

For more information on the El Paso TBOD program, or to find out if your business can qualify to be part of the program, please call Terri Reed Sr., Vice President of the Entrepreneurial Development Division, at 915/566-4066.

For information on the Austin TBOD program, contact Prakash Singh, Program Coordinator, 512/928-8010 ext. 105.

For information on the Dallas TBOD Program, contact Tony Arps Sr., Program Specialist DBE Business Services, 972/860-5226.

Central Texas Highway Constructors Small Business Mentor Protégé Program

On August 12, 2010, SH130 Concession Company and CTxHC celebrated the graduation of 10 Protégés from the Central Texas Highway Constructors Small Business Mentor Protégé Program. Over the past two years TxDOT's Business Opportunities and Program Services branch has assisted CTxHC with various components of the program to include various training and networking opportunities.



The program is a business mentoring program designed to assist socially and economically disadvantaged businesses in enhancing their business skills and growth potential by offering information, tools, resources and guidance from subject matter experts in the construction field.



"This is a unique opportunity for TxDOT to partner with our prime contractors to assist them with their efforts to assist small and minority owned businesses," stated Tamela Saldana, BOP Programs Manager.

The program launched on October 8, 2009, with its first business course in Construction Safety. Over the last year, knowledgeable and experienced mentors have shared their expertise in various business topics including Insurance, Bonding, Bids, Project Controls/ Contracts, Accounting and Construction Management and were available to answer questions and offer guidance throughout the program.

We would like to recognize and thank each of the Protégé graduates and Mentors for their interest and participation in the program and we wish the Protégés continued growth and success in their businesses.



Congratulations

Protégé Graduates

Advanced Wireless	Panther Creek Trucking
ALEON Properties	Patriot Signals
Clyde's Trucking, LLC	RCT Consultants
DIO Electrical	Sherman C. White
Eco-Choice Consulting	Whitehead Construction

DBE Wins 2010 Small Business Award

Alayne Johnson, President of All Points Inspection Service, was honored at the Governor's Office, Small Business at Work Summit where the Honorable Secretary of State, Hope Andrade, was the keynote speaker. Ms. Johnson was recognized for best practices in her business, and was the recipient of the 2010 Small Business Award for the state of Texas. Ms. Johnson is currently the President of the Black Contractors Association of Central Texas. All Points Inspection Services is an active participant of Texas Business Opportunity and Development (TBOD) Program in Austin, which is coordinated by BIG Austin. For more information on the Austin TBOD Program, Contact Prakash Singh at 512/928-8010 ext. 105.



Alayne at Small Bizz at Work



Texas Department of Transportation presents
SMALL BUSINESS BRIEFINGS



*Guiding small and minority-owned businesses
down the "Road to Success."*

Once again, TxDOT and other leading State Agencies along with key regional and local decision makers will come together to bring you a day-long event full of business and direct contract opportunities.

SAVE THESE DATES:

Fort Worth - April 20, 2011

San Antonio - July 20, 2011

REGISTRATION BEGINS SEPTEMBER 1, 2010!
**RESERVE YOUR CONTRACT OPPORTUNITY TODAY FOR THIS
"CAN'T MISS" EVENT!**

FOR MORE INFORMATION CALL:

1.866.480.2518, Option 2

FOR ONLINE REGISTRATION LOG ON TO:

<http://tti.tamu.edu/conferences/sbb11/>



SMALL BUSINESS BRIEFINGS

Texas Department of Transportation

Business Outreach and Program Services Branch

FREE Work Zone Safety and Flagging Workshops

The safety of the public and work zone crews is a top priority for TxDOT.

The safety of the public and work zone crews is a top priority for the Texas Department of Transportation (TxDOT). Recognizing safety is important and a requirement of the construction contracting community, TxDOT, through programs funded by the Federal Highway Administration (FHWA), provides work zone safety and flagging training to Disadvantaged Business Enterprises (DBEs). This comprehensive, two and a half day course trains DBE companies on how to safely plan, install, operate and take down work zones to protect their workers and the public. Attendees work on traffic control plans for real-world locations under a variety of conditions and also learn basic principles for safe set-up of flagging stations and effective flagging.

“This training session emphasizes safety through effective communications between flaggers and road users. The training combines lectures, demonstrations, video presentations, and hands-on skill practice, and is designed for flaggers, road crews, crew leaders and supervisors and is a wonderful opportunity for DBEs to get a certification for free,” commented Desta Simon, BOP Specialist.

The flagging portion of the workshop provides training on flagger equipment and flagger clothing, flagging guidelines from OSHA requirements, how to use hand signals, how to conduct flagging under different roadway and traffic conditions and using a single flagger or two flaggers.

TxDOT-BOP will offer the Work Zone Safety and Flagging Workshops throughout the state. For information on how to register, locations and dates contact Desta Simon at Desta.Simon@txdot.gov or 512/374-5390.



Safety & Flagging Training Workshops
for DBE, HUB & SBE Contractors
Facilitator – Lee Ramirez, TEEEX

Presented by:
Texas Department of Transportation
Business Outreach and Program Services
&
Texas Engineering Extension Services (TEEX)

This workshop will:

- Introduce participants to current traffic control standards issued by TxDOT
- Help participants learn about accident potential and legal liabilities associated with traffic control in work zones
- Help participants understand how to prepare a traffic control plan for work zones
- Assist participants with learning flagging operations and procedures that will enable participants to train personnel on the basics of flagging
- Offer potential contracting opportunities
- Provide a certificate of completion and a free training video

REGISTRATION FORM

Please indicate your
Location preference
below.

Houston, TX _____
March 1-3, 2011

Austin, TX _____
March 16-18, 2011

NAME:	_____
COMPANY:	_____
ADDRESS:	_____
CITY/STATE/ZIP:	_____
PHONE:	_____
FAX:	_____
E-MAIL:	_____

You may fax your registration to 512/374-5391, attention: Desta Simon – GSD-BOP. When mailing your registration, please mail to: 125 E. 11th Street, Austin, TX 78701-2483. **YOU WILL RECEIVE A REGISTRATION CONFIRMATION, once your registration is received. Companies are required to send a refundable deposit of \$200 payable to TEEEX to assure confirmation of company participation in the workshop. For more information call 512/374-5390.**

Training Dates

Houston - March 1-3, 2011

Austin - March 16-18, 2011

Newly Certified DBEs

ABBA CONSTRUCTION, LLC

Earthwork, Base and Subbase, Professional Service-Engineering, Landscaping, Aviation, Major Structures

ABD BILLING SERVICES, INC.

Miscellaneous - Document Scanning And Medical Billing

ALLIED GIS, INC.

Photogrammetric Mapping Services: GIS Mapping, Remote Sensing and Aerial Photo Interpretation

BABBS ENGINEERING CONSULTANTS, LLC

Engineering

BANNEKER ENERGY, LLC

Regular Dealer of Wholesale Petroleum Products

CIVIL WORKS, INC.

Earthwork, Base and Subbase, Landscaping, Minor Structures, Underground & Utility Work

CJA ENTERPRISES, LLP

Paris, Wichita Falls, Fort Worth, Dallas
Type of Work Performed: Hauling

DIRECTIONAL SERVICES OF LAREDO

Painting, Traffic Control Devices: Municipal Signage, Parking Lot Striping Thermoplastic And Water Based Striping

DLR DISTRIBUTORS, INC.

Public Transit - Rail and Bus Material/Supply Management

DOS LOGISTICS, INC.

Project and Contract Management, Design, Construction Inspection

ENVIRONMENTAL RESEARCH SCIENCES

Aviation- Consulting Services, Miscellaneous - Environmental and Management Consulting

EXPEDITED TRANSPORTATION SERVICES, INC.

Hauling, Specialized Hauling (Interstate) Transport

EXPERT MAINTENANCE SERVICES, LLC

Janitorial Services and Roadway Services

EXTERIOR DESIGNS

Fencing, Landscaping

HC SERVICES, INC.

Fire System and Fire Alarms - Fire Protection Services

J C DIAZ TRUCKING

Dredging and Dewatering

KING CONSTRUCTION

Concrete Paving Incidentals, Earthwork, Base and Subbase, Minor Structures

M & M SALES AND SERVICE, LLC

Minor Structures - Railroad Construction and Repairs

MENDOZA TRUCKING (RUDY L. MENDOZA)

Hauling

MIMBELA CONTRACTORS, INC.

Asphalt, Concrete Paving Incidentals, Earthwork, Base and Subbase, Landscaping, Major Structures

MUNOZ FOUNDATION DRILLING, INC.

Major Structures, Minor Structures

PARK AVENUE CONSTRUCTION, LTD

Concrete Paving Incidentals, Concrete Tilt Wall System, Major Structures, - design/build commercial and industrial, Design Build Commercial/Industrial Buildings

R. DIRECTIONAL DRILLING & UNDERGROUND TECHNOLOGY, INC.

Underground & Utility Work

REDBIRD CLEANING SERVICES, LLC

Commercial Cleaning Services

SUMMIT DRYWALL AND INTERIORS, INC.

Drywall And Acoustical Ceilings Installation, Painting

TAPANAM ASSOCIATES, INC.

Professional Services – Engineering

VELIZ COMPANY, LLC

Professional Service – Engineering, Building Construction Services

VIC'S CONSTRUCTION, INC.

Major Structures, Minor Structures

Business Outreach & Program Services

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