



Texas Ready for Federal Economic Stimulus Funding

The Texas Transportation Commission is ready to get Texans to work by approving construction and maintenance projects to be funded by the American Recovery and Reinvestment Act (ARRA).



The Texas Department of Transportation (TxDOT) has been working for months with its local and regional transportation planning officials to identify projects eligible for this funding. After the bill was signed into law by President Obama, TxDOT staff made its recommendation to the commission, which then allowed time for elected officials and the public to comment on the project list.

The commission then approved allocating \$1.2 billion in stimulus funds for 29 construction projects across the state. Most of these projects will be built with financial support from other agencies and resources. As a result, the stimulus-related construction will build more than \$2.6 billion in new transportation projects for the state. In addition to these mobility projects, the commission selected approximately \$500 million in road and bridge maintenance projects.

To track the selected stimulus projects, go to:
<http://www.txdot.gov/>.
Key words: project tracker, project criteria.

Comments received by the commission clearly showed that there are more needs in this state than funding. Billions of dollars worth of projects were identified by mayors, county judges and state officials that met the requirements for ARRA funds. The Federal Highway Administration (FHWA) instructed state transportation officials to give priority to projects that can be completed quickly, projects that are in economically

distressed areas and projects that maximize job creation and economic benefit.

TxDOT staff and local officials agreed on six criteria for evaluating mobility projects that would receive stimulus funds:

1. projects that improve the safety of the transportation system;
2. projects on corridors of statewide significance or regional priority;
3. projects that leverage or pool resources;
4. projects that create long-term economic benefit to the communities and region that they serve;
5. projects in areas that are economically distressed; and
6. fair and equitable distribution of projects around the state.

The priority and preference selection criteria described in the ARRA and the FHWA guidelines were subsequently used in the evaluation process to develop the lists of projects recommended for funding under the ARRA.



What Does This Mean for the Minority and Small Business Community?

More dollars for construction and maintenance projects translates into more opportunities for companies in the Disadvantaged Business Enterprise (DBE) Program. Projects receiving ARRA funds will comply with DBE requirements. A 12 percent participation goal applies here in Texas.

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There are two ways for companies to participate. To bid on any project, a Bidder's Questionnaire must be completed. Depending on the dollar amount of the project, additional financial statements may be needed.

About the Bidder's Questionnaire

- There are no financial statements required for those who are submitting an application for under the \$300,000 bid capacity.
- Once approved, your bidder's questionnaire must be on file 10 days prior to the bid opening date of the project for which you submitted a bid.
- To bid on projects \$300,000 and above, an audited financial statement by a certified CPA licensed by the Texas State Board must be submitted.
- For more information on the Bidder's Questionnaire and Pre-Qualification, go to: http://www.dot.state.tx.us/business/contractors_consultants/contractor_prequalification.htm.



- There are six certifying agencies within Texas - TxDOT, North Central Texas Certification Agency, City of Austin, City of Houston, Corpus Christi Regional Transportation Authority and South Central Texas Certification Agency.

For more information about DBE certification, go to: http://www.dot.state.tx.us/business/business_outreach/tucp.htm.



TxDOT Assistance to Business Owners

TxDOT continues an unprecedented effort to help minority, small and veteran business owners and contractors prepare to be a part of the economic stimulus program. Workshops in March and April were well attended, prompting additional events to be scheduled. At these workshops, an overview of the approved projects is discussed. Information about bidding requirements and certification was also available.

About DBE Certification

- Companies that are 51 percent owned and controlled by an ethnic minority who contributes to the daily management and control of the company can apply for the DBE Certification.
- This certification requires an on-site verification of the owners' management and expertise of the business.

For an updated schedule, go to: www.txdot.gov/business/conferences/stimulus_workshops.htm or search: Stimulus Workshop on TxDOT's Web site.

One-on-one appointments for DBE certification and prequalification are also available by calling **1-866/480-2518**, option 2 or e-mail at TxDOT_BidOpps@dot.state.tx.us.

Technical Assistance Program

The Technical Assistance Program (TAP) has been redesigned and will be available to DBEs by the Summer of 2009. The new program has some improvements that will greatly benefit the DBEs. Some of the improvements will include:

- TxDOT will market to DBEs which will allow them to have a better understanding of TAP.
- Categories of training and technical assistance have been separated to ensure the DBEs needs for training and technical assistance are met.
- DBE Needs Analysis will be completed by each DBE prior to receiving TAP training and/or technical assistance which will allow the DBE to receive the training they actually need to grow and enhance their business.



The categories of training and technical assistance are as follows:

CONSTRUCTION CATEGORY

Bidding and Estimating: Teach the client effective methods or techniques necessary to develop a statement of the cost of work to be performed on a project and to submit a responsive and competitive response to secure the award of a construction project or to become a subcontractor.

Construction Contract Administration: Training shall include contract document review of standard contract forms, client program requirements and construction specifications.

Plan Reading: Teach the client to interpret and understand plan drawings so the client can respond to and execute the work described in TxDOT specifications.

Pre-Qualification: Teach the client to interpret and complete all pre-qualification documentation as specified by TxDOT.

Project Management: Teach the client how to manage or direct the supply of materials, equipment and other incidentals as needed to successfully complete a construction project and fulfill all the duties and obligations in the performance of a TxDOT contract.

FINANCIAL MANAGEMENT CATEGORY

Accounting: Teach client to process accounts receivable and payable, accounting software, payroll software and any other relevant information to improve business bookkeeping records for tax audits, certified payroll and audited financial statements.

Cash Flow Management: Teach client to determine costs associated with scheduling projects by utilizing cash flow

software, determining timelines and move-in costs.

Financial Packages: Instruct client on the preparation of financial packages.

BUSINESS MANAGEMENT: Training will include instructing the client on techniques for effectively managing a business, including total quality management, human resources management, Equal Employment Opportunity (EEO) and Affirmative Action to meet the requirements of TxDOT specifications.

COMPUTER TRAINING: Training will include training client in the use of application software for business applications such as word-processing software, spreadsheet software, engineering software, Internet usage and appropriate software to improve business functions.

ENVIRONMENTAL DOCUMENT COMPLIANCE: Training will include teaching the client the required environmental documentation to be in compliance with TxDOT contracts and government regulations.

COMMUNICATION SKILLS CATEGORY: Training will include training the client on technical language skills in both written and verbal forms to include the development of business correspondence such as technical manuals, proposals, letters, presentations and other documents that require technical writing or verbal communication expertise and employee functional trades, which includes developing job descriptions and employee manuals.

TECHNICAL ASSISTANCE CATEGORIES:

BONDING: Technical assistance will include providing a bond pre-qualification assessment, assistance with preparing and submitting bond applications, as well as a follow-up bond application analysis, if needed. Bonding does not have to be secured for the technical assistance to be considered complete.

BUSINESS MANAGEMENT: Training will consist of developing and/or modifying a business plan and to identify documentation needed to secure a bank loan, as well as information on small business lending opportunities. Create a marketing plan, brochure or Web site to promote clients' business to the public.

COMPUTER: Technical assistance shall include designing and creating a Web site for the client.

FINANCIAL PACKAGES: Technical assistance shall include instructing client on the preparation of financial packages.

Harold Barker HB Equipment Company – Houston, Texas



HB Equipment Company was founded by Harold Barker in 1989 in Houston, Texas. The company provides property owners with a variety of maintenance services as well as materials storage/handling equipment. They also distribute new and used warehouse storage products for commercial, wholesale and manufacturers. HB Equipment Company has earned an excellent reputation over the years by offering good value and outstanding customer service.

When Mr. Barker was approached by Design2Train, a Houston-based TAP provider, he was somewhat skeptical at first. The offer of free business consulting and training just sounded too good to be true, but once he committed to the program, he discovered the TAP services were just what he needed to get his business back on track. He recently remarked to Autumn Harrison, TAP Program Manager, that “TAP was a blessing to his business.” Since receiving the TAP training services, HB Equipment has experienced significant growth and Mr. Barker’s motivation to sell has been reinvigorated.

The TAP computer services he requested provided him a manageable blog-based Web site he could update on his own, a new online Quick Quote system to provide customer requests immediately to his e-mail box and search engine optimization (SEO) services to move his Web site up in the Google rankings. And he received a new logo to help brand his Web site and marketing materials. You are greeted with Mr. Barker’s voice welcoming you when you access his Web site.



The first week his Web site went live, he co-authored an article that placed his company on page one of the Google search for the highly competitive terms “power wash Houston.” The article is still live months later, pulling in new customers each week.

Other TAP services HB Equipment received included: creating a business and marketing plan, new business flyers, online advertisements in Yahoo Local, Google Local and Craigslist. Mr. Barker can now direct clients to his Web site to view or download his brochures and the informative company capability statement.

“I can honestly say that the help I received from the TAP services has saved my business. It has allowed me to find and respond to new and established clients without actually having to visit them in person. The Web service is also there 24-hours a day, seven days a week.

“Thank you, TAP and Ms. Miller, for allowing me to participate in this wonderful program/opportunity. It has truly been a blessing and a God send.” – Harold J. Barker

**Are you a prime contractor looking for subcontractors?
Do you provide services or materials and supplies and
would like to receive business opportunities?
Let us know!**

Send e-mail to: txdotbidopps@dot.state.tx.us

To submit opportunities, send e-mail subject line:

Contract Opportunities

Be sure to attach solicitation and contact information.

To receive contract opportunities, send e-mail subject line:

Please Forward Opportunities

Newly Certified DBEs

BXW Electrical Rebuilders, Inc.

4020 Hayes Ave.
El Paso, TX 79930
915/565-1988
Fax: 915/562-4599
Minor Structures, Repair and Maintenance of Electrical Equipment

D & L Excavation

P.O. Box 31982
Amarillo, TX 79120
806/382-7084
Earthwork, Base and Subbase, Fencing, Illumination, Minor Structures, Painting, Hauling, Landscaping

David Lozano

831 Sun City Park Ct.
El Paso, TX 79932
915/478-8800
Public Transit

Defense Logistics Management Group, Inc.

P.O. Box 690177
Killeen, TX 76549
254/953-1121
Fax: 254/213-1305
Miscellaneous: Transportation Logistical Service & Support

Esteban Marquez

600 Jaime Street
Anthony, TX 79821
915/694-2339
Public Transit

H & L Engineering and Testing, Inc.

P.O. Box 12338
College Station, TX 77842
979/774-6025
Fax: 979/774-6009
Professional Services, Construction Materials & Design Services

Kayla's Texas Moves, Inc.

1081 Lincoln City Road
Elm Mott, TX 76640
254/702-5259
Fax 254/822-0790
Hauling

Nassri-Warren Group, Inc.

1801 South 2nd Street, Suite 330
McAllen, TX 78504
956/994-1900
Fax: 956/994-1962
Aviation: Project Management & Design, Professional Services; Architecture/Project Management, Public Transit: Project Management & Design

Red River Landscaping, Inc.

3755 FM 195
Paris, TX 75462
903/739-2365
Fax: 903/737-6948
Landscaping

T-6 Builders

706 E. McArthur Street
Rotan, TX 79546
325/735-1363
Fax: 325/735-2367
Fencing, Landscaping, Rest Areas

The Underground Syndicate

6021 Sorrel Drive
El Paso, TX 79932
915/309-5061
Public Transit

Trace Analysis, Inc.

6701 Aberdeen Ave., Suite 9
Lubbock, TX 79424
806/794-1296
Fax: 806/794-1298
Environmental Analytical and Testing Laboratory Services



TBODC

Texas Business Opportunity Development Center

In its second year, the Texas Business Opportunity Center is on pace to reaching the overall program goal of growing the capacity of DBEs through business and financial management training, construction industry development training and networking opportunities. Over the past two years, 12 companies have participated in an intensive contractor development program based on the results from a Construction Business Needs Assessment conducted by the North Texas Small Business Development Center (NTSBDC). The needs assessment sought to identify business needs and deficiencies of contractors, identify areas of concern in obtaining contracts with TxDOT and related Fed-aid projects and address those specific needs with program activities and training based on DBE contractor needs.

“The goal of the program is to ultimately increase bidding participation and the number of Fed-aid contracts awarded to minority and women-owned firms,” cited TBOD Director Adrienne Williams. “We are elated about the success of these contractors and it certainly proves that more programs such as these are needed to provide direct services to contractors that meet their specific business needs,” added Williams.

In two years the TBODC has:

- Provided DBE participants with technical assistance and training in financial management, bonding, marketing to prime contractors, bidding and estimating, safety and flagging and plan reading and they have received a business executive summary, brochure and Web site to market their company.
- Increased the number of TxDOT pre-qualified DBE firms, pre-qualifying all DBEs in the program, with one DBE participant pre-qualified for TxDOT jobs totaling \$3 million dollars.
- Assisted over 60 percent of TBODC firms in receiving bonding
- Assisted with forming joint venture opportunities among DBE participants, which allows them to pursue larger contracts that they would not be able to pursue individually
- After participating in the TBODC Program several DBEs have received their first contract with TxDOT

The success of the TBODC Program can be credited to strong industry partnerships and funding commitments made by the Federal Highway Administration and the Texas Department of Transportation. Partnerships ensure the success of a long-standing program.

TBODC Industry Partnerships include:

- Black Contractors Association of DFW (BCA)
- Dallas Black Chamber of Commerce (DBCC)
- Dallas/Fort Worth Minority Business Council (DFWMBC)
- Hispanic Contractors Association of Dallas/Fort Worth (HCA)

- Kiewit Texas Construction, L.P.
- North Texas Small Business Development Center (NTSBDC)
- Williams Brothers Construction Company, Inc.
- Association of General Contractors (AGC)

These companies and organizations have provided in-kind services, technical expertise and/or training to assist Cedar Valley Colleges’, the TBODC Program and DBEs on the road to success. “The TBODC was the help I needed to get my company bonded. Through the program I learned what it takes to get bonded and more importantly how important it is to have your company financials in order. TBODC has given me a chance to look at my company from a whole different view,” stated Doug Foster, owner Pinnacle Excavation.

DBE Success



Brown’s Construction - \$400,000 Highway 161 (sub-contract)
Brown’s Construction received \$400,000 sub-contract award for work on Highway 161. This is the contractor’s largest sub-contract award to date.

Gotek Enterprises - \$145,000 TxDOT Maintenance Contract
Gotek Enterprises won a contract award for \$145,000. Gotek received a successful contract award after several months of submitting bids and multiple offers for TxDOT smaller maintenance contracts.



A Plus Electric is a 2009 nominee for SBA Small Business of the Year.
John Loza, Owner.



JBa is now pre-qualified for TxDOT jobs at \$3 million dollars!

Business Outreach & Program Services Contact Card

Please update my information Please add information

Name: _____

Company/Organization: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____

E-mail: _____

Web site _____

Additional Comments: *(Do you have any Program/Events/Workshop suggestions?)*

Business Outreach and Program Services ♦ 125 E. 11th Street ♦ Austin, Texas 78701
Call Toll Free: 1- 866/480-2518, option 2 ♦ Fax: 512/374-5391 ♦ e-mail: dsimon@dot.state.tx.us



Texas Department of Transportation presents Small Business Briefings



TxDOT is pleased to announce the success of this year's Small Business Briefings. The briefings garnered nearly 1,000 attendees from the public and private sectors. The briefings are conducted throughout the state of Texas and are designed to provide information and training to small, minority and women-owned businesses. This year's Briefings included sessions in Austin, Laredo, Houston and Odessa.

The briefings provide opportunities for businesses and vendors to network and to learn how to do business with TxDOT and other state agencies. Briefing participants are provided information on contracting opportunities, technical assistance and business development, as well as resources to enhance and expand their businesses. Local and state leaders are also available to provide insight on economic development initiatives.

The first day ends with an evening networking session that includes TxDOT staff, prime contractors, state agency representatives, as well as other industry contacts that are on hand to provide businesses with opportunities to market their company's products and services. The conference also features an opportunity for attendees to view and submit bids during the Small Business Briefing's Contracts Opportunities Showcase.

Please plan to join us. For more information or to register, log on to <http://tti.tamu.edu/conferences/sbb08> or call 1-866/480-2518, option 2. For additional information, please contact Alta Motén at 512/374-5386.

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Senator Royce West
DOING BUSINESS TEXAS STYLE
Spot Bid Fair

in conjunction with the DFW Minority Business Council's ACCESS 2009

The Spot Bid Fair is FREE

Date: May 11 and 12

Location: The Arlington Convention Center, Arlington, Texas

Time: Monday, 2:00 – 5:00 p.m.

Tuesday, 8:30 – 11:30 a.m. and 1:30 to 4:00 p.m.

Bids available for view at: <http://www.utexas.edu/administration/hub>

Small and Historically Underutilized Businesses will have a unique opportunity to compete for bid awards and network with state agencies and institutions.

For more information contact:

**Annette Smith 512/471-2850 asmith@austin.utexas.edu
Tiffany Mays 512/471-2863 tiffany.dockery@austin.utexas.edu**