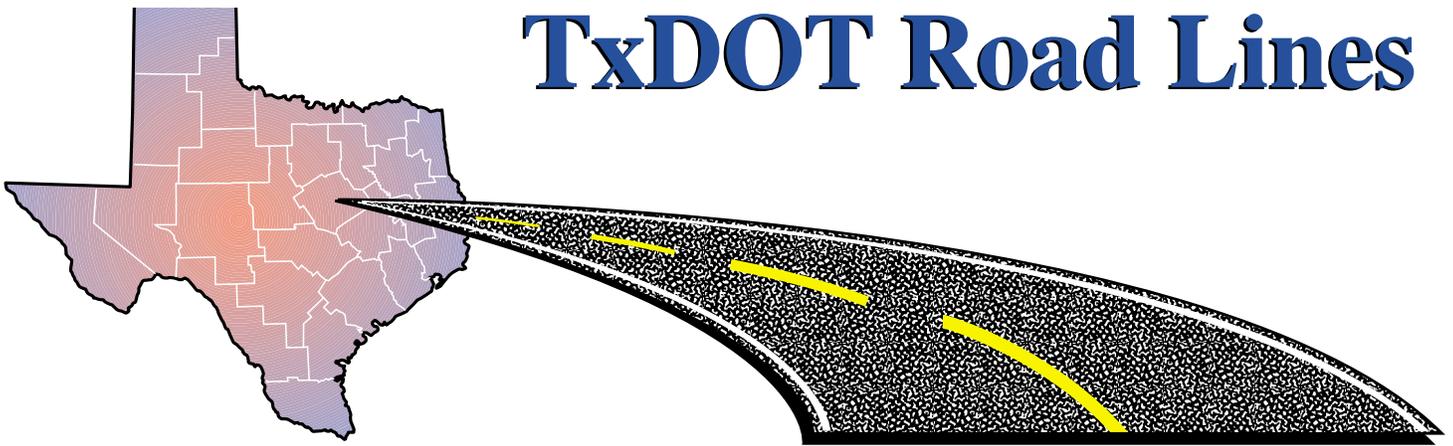


TxDOT Road Lines



Volume 4, No. 13

Business Opportunity Programs Section Publication

December 2003

Business Opportunity Programs Section Has Selected 36 Firms To Provide Technical Assistance & Training To DBEs!

The BOP Section has awarded contracts to 36 firms to provide technical assistance and training to DBEs through TxDOT's Technical Assistance Program (TAP). These firms are located throughout the state of Texas and will be servicing DBE's statewide.

TAP has been a very popular program with the DBE community because not only do DBEs receive professional assistance and training in the critical areas of managing a business and bidding on TxDOT contracts, they receive this assistance and training FREE of charge. The BOP Section receives dedicated funds from the Federal Government to implement TAP and reimburse the providers for technical assistance and training given to DBEs.

If you are a certified DBE and you are currently bidding on a TxDOT contract and /or procurement or working on a TxDOT project, your firm may be eligible to receive technical assistance and training in the following areas:

- Construction
- Bonding
- Financial Management
- Business Management
- Business Law/EEOC/Affirmative Action
- Computer Training
- Safety Requirements
- Environmental Document Compliance
- Professional Services
- Communication Skills

The BOP Section publishes a list of the selected providers with detailed information on what services they provide and how to request their services titled "Technical Assistance Program Procedures". If you would like this document please let us know by using our order form in this newsletter. If you would like to speak with someone regarding this program, please call our toll free number 866-480-2518. Please see additional information on page 5.

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TxDOT Announces LINC MENTOR-PROTEGE PROGRAM LOCATIONS

In an effort to increase the numbers of small businesses bidding and performing on TxDOT contracts, the Business Opportunity Programs Section created the LINC Mentor-Protégé Program (Learning, Information, Network & Collaboration) in Fiscal Year 2001. The LINC program initially started in the Construction Industry, however in FY 2003, BOP launched the Goods and Services LINC Mentor-Protégé Program. In 2004, BOP will launch two new industry areas including Information Technology and Professional Services.

The LINC Program is a mentor-protégé program where TxDOT is the mentor to selected DBE/HUB/SBE firms. The objectives of the LINC Program are to prepare Disadvantaged Business Enterprises (DBE), Historically Underutilized Businesses (HUB) and Small Business Enterprises (SBE) to bid and to perform on TxDOT contracts. Over a series of meetings, LINC Protégés obtain valuable industry information, technical assistance training and network opportunities with TxDOT staff and other private and public industry contacts.

continued on page 4

From the Director



James Dossett

It is my pleasure to welcome a new group of Technical Assistance Providers. It appears that we have a wealth of knowledge and talent within this group. DBEs should consider themselves extremely lucky to be able to select from such a diverse group of trainers and training categories. I would encourage DBEs that are bidding and/or working on TxDOT contracts to pursue the training that they are wanting right-away.

The Technical Assistance Program (TAP) is a federally funded training program to help DBEs build their business and have a greater capacity to bid and perform on contracts. Statistical information shows that Texas has more than 12,000 new businesses start each year and with over 6,000 businesses failing. TAP hopefully will help keep your business from being apart of those failing.

I will also encourage you to explore the other programs that we implement through the Business Opportunity Programs (BOP) Section. Our mentor protégé program, Learning, Information, Networking, Collaboration (LINC) and the One-On-One Business Appointment Program are available to help you strengthen your business and compete for TxDOT Contracts.

So you tried to get a TxDOT contract and failed. Have you tried again? If not, maybe it is time to try again. Let us help you. Maybe you need to meet with the end user, get more information regarding the specifications, or get to know the purchasers and contract managers. Keep in mind, faces are constantly changing at TxDOT. Do you know the people that you need to know? Let us hear from you. 

BOPs Toll Free 866-480-2518



Lisa Hand

Allied Surety – Texas Agent for USDOT OSDBU

At Allied Surety, our customers tell us we have a very unique Surety Bond operation. Our goal is not just selling bonds, but rather, establishing long-term partnerships with quality contractors. Their goals become our goals. Together, we both prosper and grow our companies. Our underwriting philosophy is not based on traditional financial ratios. If the project makes good sense, we'll find a way to provide our partner with a bond.

Allied has been appointed as the Texas Agent for the United States Department of Transportation's Office of Small and Disadvantaged Business Utilization (OSDBU) bonding program. What this means to you the contractor is that not only will you have Allied

working for you; DOT will guarantee the surety 80% of the bond amount. All certified DBE, 8(a) HUB-ZONE and Disabled Veterans are eligible for this bonding assistance program.

Often times, we see good contractors unable to get bonds because they are looking in the wrong places. At Allied Surety, we have years of experience, an excellent track record and a "can do" attitude. To utilize this special program, contact Allied Surety or complete the Contractor Questionnaire and Bond Request Form on our web site www.alliedsurety.com. Allied Surety, 806 Victoria Lane, Southlake, Texas 76092, (800) 447-7802, (817) 410-7993, Fax (817) 410-7994, website: www.alliedsurety.com, email: allied@alliedsurety.com

Congratulations!

Newly Certified as DBEs

Gilmar Construction, Ltd.

452-B Larch Place
Laredo, TX 78041
956-645-0706
Asphalt, Concrete Paving, Earthwork, Fencing, Major Structures, Minor Structures and Underground & Utility Work

Gomez Trucking

PO Box 371
Sunland Park, NM 88063
505-589-2107
Hauling

Pioneer Utilities, Inc.

PO Box 811
Hidalgo, TX 78573-0811
956-843-6437
Earthwork, Minor Structures, Underground and Utility Work

Mr. Eniverto Salas

522 Juarez Street
Uvalde, TX 78801
830-278-8527
Truck Owner-Operator

Mr. Ponciano C. Arreola

PO Box 681
Uvalde, TX 78801
830-278-1753
Truck Owner-Operator

Desert West Concrete

8239 Burnham Rd.
El Paso, TX 79907
915-592-3060
Concrete Paving and Incidentals, Minor Structures and Misc.: Concrete

L.S. Gallegos & Associates, Inc.

9137 E. Mineral Circle, Ste. 220
Englewood, CO 80112
303-790-8484
Misc.: Consulting, Professional Support Services, and Professional Staffing & Recruitment

Lucero Scrap

11261 Alameda Ave.
El Paso, TX 79927
915-851-5568
Misc.: Sell and Buy Scrap Metal

Texas Far West Construction & Engineering

316 Arboles Dr.
El Paso, TX 79932
915-820-1788
Concrete Paving and Incidentals, Major Structures, Minor structures
Professional Services: Engineering

Mr. Isidro Garza

PO Box 26
Knippa, TX 78870
830-934-2756
Truck Owner-Operator

Mr. Jesus Y. Rodriguez

426 N. Crisp
Uvalde, TX 78801
830-591-0908
Truck Owner-Operator

Hemmitt D 5 H

PO Box 1096
Rockdale, TX 76567-1096
512-446-2951
Fencing, Landscaping, Minor Structures, Painting, Rest Areas, Traffic Control Devices, Misc.: Mowing-Cleaning

L & R Precast Concrete Works, Inc.

Box 5000, PMD 297
Mission, TX 78572
956-583-6293
Minor Structures, Material Supplier:
Manufacturer of Precast Concrete Products

Mr. Richard Rangel

HC 33, Box 534-B
Uvalde, TX 78801
830-278-4909
Truck Owner-Operator

Transmart Technologies, Inc.

2122 Luann Lane, Ste. 203
Madison, WA 53713
608-273-4740
Misc.: Intelligent Transportation, Transportation Planning and Transportation-Oriented Software Development

B.W. Strayhorn Company

1046 Fell Lane
Wichita Falls, TX 76305-5133
940-767-5859
Major Structures, Hauling, and Earthwork;
Base and Subbase

Dirt and Debris

407 Bessemer Street
PO Box 984
Llano, TX 78643
325-247-2891
Landscaping: Seeding and Hydro-Mulching

LanCo Welding

PO Box 684
Little River, TX 76554-0684
254-982-4271
Misc.: Welding, Fabrication and Repair; Signage Installation and Manufacturing, Painting; Signage Only

Platinum Global Communications, Inc.

600 Fillmore Street
Wichita Falls, TX 76301
940-322-7194
Misc.: Computer hardware/Software Consulting, Networking, Telecommunications Voice & Data, Wireless ISP, Web Design & Graphics

Mr. Patrick Toliver

202 Jay Drive
Longview, TX 75603
903-643-3838
Truck Owner-Operator

Mr. Jose G. Guzman

836 Castro Street
Uvalde, TX 78801
830-278-5377
Truck Owner-Operator

Mr. Roberto D. Morales

618 Roach Street
Uvalde, TX 78801
830-278-2529
Truck Owner-Operator

Pharos Corporation

PO Box 1569
Edmonds, WA 9802-1569
425-921-1724
Misc.: Real Estate, Acquisition and Relocation for Right-of-Way

Red Rivers Hydro-Seeding, Inc.

PO Box 3045
Texarkana, AR 75504-3045
870-772-2028
Concrete Paving, Fencing, Hauling, Landscaping, Minor Structures
Misc.: Erosion Control

KM Chng Environmental, Inc.

70 Blanchard Road
Burlington, MA 01803
781-272-4060
Misc.: Air Quality, Noise, Associates Environmental Analysis Services for Industrial & Transportation Projects

Construction Services Company

PO Box 1020
Jewett, TX 75846
903-626-5411
Earthwork; base and subbase, Illumination, Rest Areas, Underground and Utility Work and Misc.: Industrial, Commercial, Electrical and Computer Services

Mr. Gonzalo R. Gonzalez, Sr.

PO Box 2106
Uvalde, TX 78802-2106
830-278-4096
Truck Owner-Operator

Licon Engineering Co., Inc.

149 N. Conception St.
El Paso, TX 79905
915-781-1532
Professional Services: Engineering
Misc.: Construction Material Testing, Environmental Consulting, Geotechnical Engineering, Project/Construction Management

Running Horse, Inc.

Rt.5, Box 379
Coweta, OK 74429
918-483-0307
Hauling

Advan<None>Coatings Company, Inc.

7322 Mac Arthur Drive
North Little Rock, AR 72118
501-753-7420

Asphalt Paving and Sealing

R.F.B. Construction Co., Inc.
3222 NW 400 Hwy.
Cherokee, KS 66724
620-457-8184
Landscaping; Trees and Erosion Control,
Minor Structures, Fencing 

*Are you
interested in the
DBE program?
If so, please let
us know. Contact
us at our toll free
number:
866/480-2518.*

COVENANT CAPITAL PROVIDES FINANCING OPTIONS TO SMALL BUSINESSES

When a small business owner needs some start-up or expansion money, Covenant Capital, a San Antonio based financial services consulting firm with offices in Houston and San Antonio, may have just the ticket. In the first 100 work days since June 11, 2003, the firm has taken in nearly 700 small business loan applications of up to \$15,000 each and has approved about 64% of the completed applications through the SBA's CommunityExpress Loan Program. The highly publicized program has funded loans for the small business community in Houston and around the country totaling just over \$700,000 in loans. The impact of the program is significant because the business can be a start-up or expanding and the loan program requires no business plan, financial statements, tax returns, collateral, or owner equity injection to qualify.

For their efforts in offering non-conventional financing programs to small businesses, the Houston small business commu-

nity presented President and Chief Executive Officer, Ervin Hughes and Executive Vice-President Veril L. Hughes, with the 2003 Minority Enterprise Development (M.E.D.) Week 'Special Appreciation Award' at the M.E.D. Week Kickoff Reception. The award recog-



Ervin Hughes

nizes the business achievements of the fast moving newcomer to the Texas lending community. The company was founded in 2001 by Entrepreneur and inventor, Derrick D. Jones of San Antonio and Ervin Hughes of Houston. Covenant Capital handles business financing transactions up to \$10,000,000. Information to apply can be found online at www.ccapfinancial.com or direct phone inquiries to toll-free (866) 816-5607.

TxDOT Announces LINC MENTOR-PROTÉGÉ PROGRAM LOCATIONS

Continued from page 1

Approximately 20 DBE/HUB/SBE firms are chosen from each industry area for each site location. Protégés who complete the program learn about TxDOT's business opportunities and receive information to assist them in bidding and performing on TxDOT's contracts. Upon completing of the program, each protégé is awarded a TxDOT LINC Mentor-Protégé Program certificate.

To date, BOP has hosted 8 Construction LINC Mentor-Protégé Programs and 1 Goods and Service LINC Mentor-Protégé Program. Currently, there have been 41 LINC protégés that have received contracts since participation in the LINC program totaling \$25,322,656.85 in contract awards. If you are interested in becoming a TxDOT LINC Protégé or if you have additional questions, feel free to contact our office at 1-866-480-2518.

CONSTRUCTION

GOODS & SERVICES

INFORMATION TECHNOLOGY

PROFESSIONAL SERVICES

FY04 TXDOT LINC Mentor - Protégé LOCATION

LUBBOCK

DALLAS

AUSTIN PILOT

HOUSTON PILOT

FT. WORTH

LAREDO

To Be Announced

To Be Announced

HOUSTON

ABILENE

To Be Announced

To Be Announced

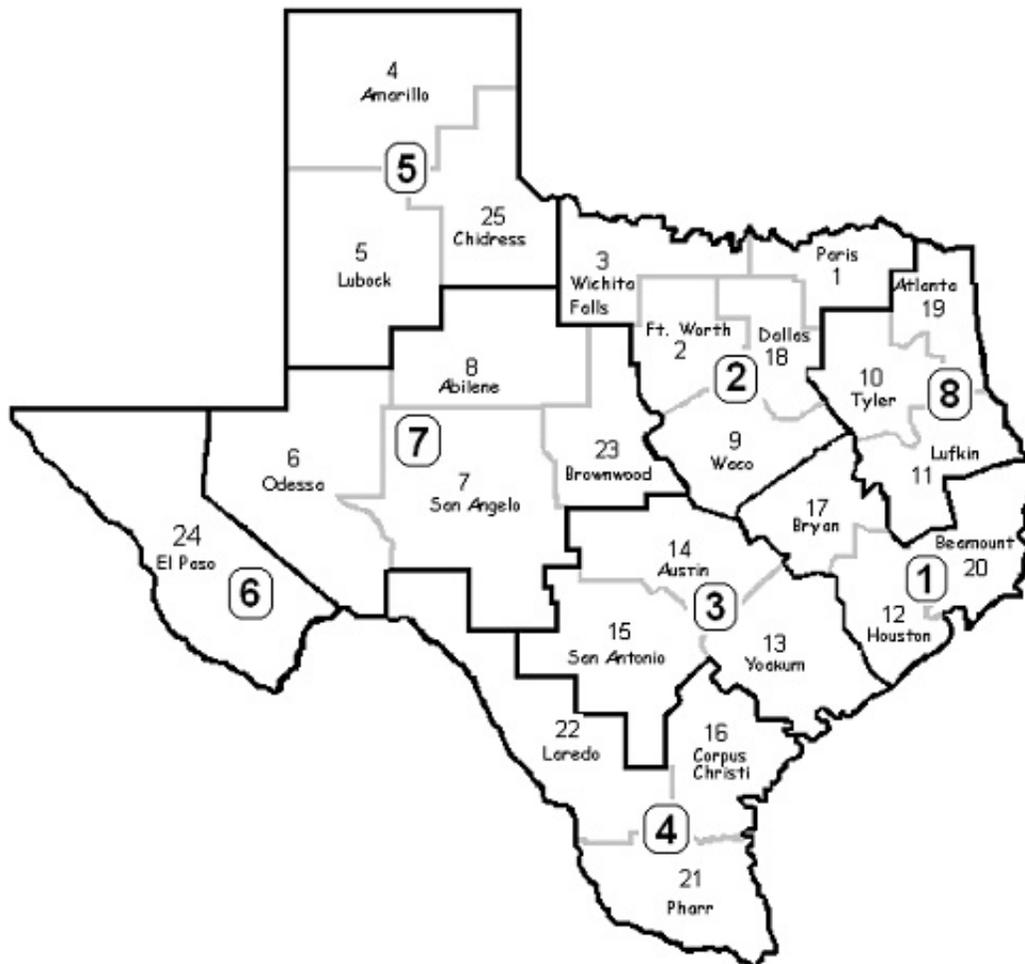
ATTENTION DBE'S – HOW TO SELECT TRAINING

So, you want to strengthen your capabilities to be a more competitive bidder and/or perform work on a TxDOT contract. If this is the case then you need to utilize TxDOT's Technical Assistance Program (TAP). This is how it works.

Evaluate the needs of your company, and determine what training you need. Once you have determined what training you require, refer to the list of providers on pages 6-11 and select companies that offer the desired training in the region in which you are located. The categories of training include;

Construction, Maintenance, Professional Services, Financial/Business Management, Bonding, Contract Law, Computer, Safety, Environmental Document Compliance, and Communication Skills.

Locate the Region that your business is located on the map below;



You may contact as many providers as you wish and select whom you want. If you have received previous TAP training and would like additional training, your new training plan will need to differ from the previous training. TxDOT has set a cap of \$2500 worth of training per DBE per year. Again, TxDOT pays the Provider for training the DBE, the training is FREE to the DBE. A DBE should be aware that once we have paid out \$2500 in one year for their training, they must wait until the next year in order to be eligible for additional training. A year is defined as TxDOT's fiscal year which begins September 1 and ends August 31.

DBEs are encouraged to review the Provider information on pages 6-11. If you should have additional questions please contact us on our toll free number 866-480-2518. 🇺🇸

TAP Providers

Alpha Sims Technology Shuba Mantri 5870 Hwy 6 N, Suite 303 Houston, TX 77084 281-856-0581 ext. 112 281-856-0582 fax smantri@alphahou.com alphasim@alphahou.com	Cat#	CATEGORY	REGIONS							
			1	2	3	4	5	6	7	8
	4	BUSINESS MGMT	x			x				
	6	COMPUTER TRAINING	x	x	x	x		x	x	
	7	SAFETY	x	x	x	x	x	x	x	x
10	COMMUNICATION SKILLS	x	x	x	x	x	x	x	x	
Alphonso Solomon & Co., Inc. Alphonso Solomon P.O. Box 0477 Desoto, TX 75123 972-223-6920		CATEGORY	REGIONS							
			1	2	3	4	5	6	7	8
	3	FINANCIAL MGMT	x	x	x	x		x	x	x
	4	BUSINESS MGMT	x	x	x	x		x	x	x
	5	BUSINESS LAW, EEO, AFFIRMATIVE ACTION	x	x	x	x		x	x	x
	8	ENVIRONMENTAL DOCUMENT COMPLIANCE	x	x	x	x		x	x	x
9	PROFESSIONAL SERVICES	x	x	x	x		x	x	x	
Beacon Training Services Inc Diana Stein 5050 Quorum Drive Suite 700 Dallas, TX 75240 972-404-0069 972-404-0059 fax		CATEGORY	REGIONS							
			1	2	3	4	5	6	7	8
	6	COMPUTER TRAINING	x	x	x	x	x			x
10	COMMUNICATION SKILLS	x	x	x	x	x			x	
Bilcol Ms. Laverne Foster 6250 Westpark, #320 Houston, TX 77057 713-782-0005 713-782-4111 fax BILCOL9000@aol.com		CATEGORY	REGIONS							
			1	2	3	4	5	6	7	8
6	COMPUTER TRAINING	x		x	x					
Bocknite & Associates Ms. Michaelae Bocknite 10000 Rushing, #44E El Paso, TX 79924 915-227-1299 915-757-6207 fax mbocknite@dellmail.com		CATEGORY	REGIONS							
			1	2	3	4	5	6	7	8
	4	BUSINESS MGMT	x			x		x		
6	COMPUTER TRAINING	x	x	x	x	x	x	x	x	
C&C Financial Mrs. Shirley Clark 2818 Green Creek Dr. Missouri City, TX 77489 713-557-2675 281-416-3293 fax syclark9@hotmail.com		CATEGORY	REGIONS							
			1	2	3	4	5	6	7	8
	2	BONDING	x	x	x	x		x		
	3	FINANCIAL MGMT	x	x	x	x		x		
	4	BUSINESS MGMT	x	x	x	x		x		
	6	COMPUTER TRAINING						x		
10	COMMUNICATION SKILLS	x	x	x	x		x			
CandCNet Associates Mr. Cornell L. Johnson 5330 Griggs Rd., Ste. D108 Houston, TX 77021 713-845-2532 713-845-2533 fax engineering@candeworld.net		CATEGORY	REGIONS							
			1	2	3	4	5	6	7	8
	1	CONSTRUCTION	x	x	x					x
	6	COMPUTER TRAINING	x	x	x					x
	8	ENVIRONMENTAL DOCUMENT COMPLIANCE		x						x
9	PROFESSIONAL SERVICES		x						x	

TAP Providers

Grijalva & Allen Mr. David Vasquez 5847 San Felipe Ste 1181 Houston, TX 77057 713-784-1181 ext. 221 713-784-2705 fax dvasquez@gacompanies.com			REGIONS							
		CATEGORY	1	2	3	4	5	6	7	8
	1	CONSTRUCTION	x	x	x	x	x	x	x	x
	2	BONDING	x	x	x	x	x	x	x	x
	3	FINANCIAL MGMT	x	x	x	x	x	x	x	x
	4	BUSINESS MGMT	x	x	x	x	x	x	x	x
	5	BUSINESS LAW, EEO, AFFIRMATIVE ACTION	x	x	x	x	x	x	x	x
	7	SAFETY	x	x	x	x	x	x	x	x
10	COMMUNICATION SKILLS	x	x	x	x	x	x	x	x	
Instructional Design Consortium Ms. V. Karen Miller 4747 Research Forest Drive, Ste. 180-188 The Woodlands, TX 77381 281-543-1692 281-681-1283 fax miller@idc-tx.com			REGIONS							
		CATEGORY	1	2	3	4	5	6	7	8
	3	FINANCIAL MGMT	x							
	4	BUSINESS MGMT	x							
	5	BUSINESS LAW, EEO, AFFIRMATIVE ACTION	x							
	10	COMMUNICATION SKILLS	x							
Jennifer Jacobs & Associates Ms. Jennifer Jacobs 9407 Sanford Rd. Houston, TX 77031 713-778-0274 713-271-7199 fax jjnassoc@wt.net			REGIONS							
		CATEGORY	1	2	3	4	5	6	7	8
10	COMMUNICATION SKILLS	x	x	x	x		x	x	x	
Leon (Anthony Leon Davis) Mr. Anthony Davis 5800 Leedale Street, #6 Houston, TX 77016 832-654-3585 713-655-1518 fax Davantho@aol.com			REGIONS							
		CATEGORY	1	2	3	4	5	6	7	8
1	CONSTRUCTION	x								
Media Riders Inc Ms. Nancy Hickman 10903 Grapevine Lane Austin, TX 78759 512-619-0398 512-996-8374 fax nhickman@mediariders.com			REGIONS							
		CATEGORY	1	2	3	4	5	6	7	8
	3	FINANCIAL MGMT	x	x	x	x	x	x	x	x
	4	BUSINESS MGMT	x	x	x	x	x	x	x	x
	6	COMPUTER TRAINING	x	x	x	x	x	x	x	x
10	COMMUNICATION SKILLS		x	x	x	x	x	x	x	
Minority Contractors Alliance of Texas Incorporated Ms. Catherine Cagan-Brown 17000 El Camino Real, Ste. 101-B Houston, TX 77058			REGIONS							
		CATEGORY	1	2	3	4	5	6	7	8
	1	CONSTRUCTION	x		x					
2	BONDING	x								

TAP Providers

PSA Consulting Ms. Gloria P. Smith P.O. Box 1610 Missouri City, TX 77459-8610 281-438-5614 281-438-4122 fax glpsmith@flash.net		CATEGORY	REGIONS							
			1	2	3	4	5	6	7	8
	4	BUSINESS MGMT				x		x		
	6	COMPUTER TRAINING	x	x	x	x	x	x	x	x
	10	COMMUNICATION SKILLS		x	x	x	x	x	x	x
Quest Testing Ms. Lela Pickens 5131 Glenridge Houston, TX 77053 713-433-6264 713-433-2671 fax training@quest-dev.com		CATEGORY	REGIONS							
			1	2	3	4	5	6	7	8
	4	BUSINESS MGMT	x		x	x	x	x	x	x
	6	COMPUTER TRAINING	x	x	x	x	x	x	x	
RZ & Associates Inc Mr. Salvador Valdez 10301 River Plantation Austin, TX 78747 512-233-6754 512-233-6756 fax aramirez@rzaustin.com		CATEGORY	REGIONS							
			1	2	3	4	5	6	7	8
	1	CONSTRUCTION			x	x				
	2	BONDING			x	x				
	3	FINANCIAL MGMT			x	x				
	4	BUSINESS MGMT			x	x				
	5	BUSINESS LAW, EEO, AFFIRMATIVE ACTION			x	x				
	7	SAFETY			x	x				
	10	COMMUNICATION SKILLS			x	x				
Separation Systems Consultants Inc Ms. Helen I. Hodges 17041 El Camino Real, Ste. 200 Houston, TX 77058-2629 281-486-1943 281-486-7415 fax hhodges@sscienvironmen tal.com		CATEGORY	REGIONS							
			1	2	3	4	5	6	7	8
	4	BUSINESS MGMT				x				
	7	SAFETY	x							
	8	ENVIRONMENTAL DOCUMENT COMPLIANCE	x	x	x	x				x
	9	PROFESSIONAL SERVICES	x	x		x				x
Snap Management Mr. Darrell W. Pierce P.O. Box 93205 Austin, TX 78709-3205 512-899-8788 512-899-8789 fax SNAPManagementdp@aol.com		CATEGORY	REGIONS							
			1	2	3	4	5	6	7	8
	3	FINANCIAL MGMT		x						
	6	COMPUTER TRAINING		x	x					x
T&T Engineering Mr. Larry Cline 1806 W. Stassney Lane, Ste. 105 Austin, TX 78745 512-442-1660 512-442-3251 fax larry_cline@tntengineers.com		CATEGORY	REGIONS							
			1	2	3	4	5	6	7	8
	6	COMPUTER TRAINING	x	x	x	x	x	x	x	

TAP Providers

Texas Association of Minority Business (TAMBE) Barbara Burton 2028 E. Ben White Blvd., Suite 120 Austin, TX 78741 512-322-0177		CATEGORY	REGIONS							
			1	2	3	4	5	6	7	8
	1	CONSTRUCTION	x	x	x	x	x	x	x	x
	2	BONDING	x	x	x	x	x	x	x	x
	4	BUSINESS MGMT	x	x	x	x	x	x	x	x
10	COMMUNICATION SKILLS		x	x	x	x	x	x	x	
Texas MGT Associates Inc Mr. Steve Doneghy 9107 Marbach Road, Ste. 225 San Antonio, TX 78245 210-673-8422 210-673-3622 fax sdoneghy@t-m-a.com		CATEGORY	REGIONS							
			1	2	3	4	5	6	7	8
	1	CONSTRUCTION			x	x			x	
	3	FINANCIAL MGMT				x			x	
	4	BUSINESS MGMT	x		x	x	x	x	x	
	5	BUSINESS LAW, EEO, AFFIRMATIVE ACTION			x					
	6	COMPUTER TRAINING			x	x			x	
	7	SAFETY							x	
	9	PROFESSIONAL SERVICES	x	x	x	x			x	x
10	COMMUNICATION SKILLS			x	x			x		
The Software Force Ms. Jeanette S. Lee 2695 Villa Creek Dr., Ste. 278 Dallas, TX 75234 214-426-1418 214-426-1419 fax jslee@softwareforce.com		CATEGORY	REGIONS							
			1	2	3	4	5	6	7	8
6	COMPUTER TRAINING		x							
The Wilson Group Ms. Phyllis Wilson 909 Texas St., Ste. 516 Houston, TX 77002 281-216-8131 713-332-0101 fax pwilson33@houston.rr.com		CATEGORY	REGIONS							
			1	2	3	4	5	6	7	8
	4	BUSINESS MGMT		x			x	x	x	
6	COMPUTER TRAINING		x			x	x	x		
Thomas Love Associates Mr. Thomas D. Love 11508 Sweetwater Trail Austin, TX 78750-1937 512-250-9871 512-249-5454 fax tlove@texas.net		CATEGORY	REGIONS							
			1	2	3	4	5	6	7	8
	4	BUSINESS MGMT	x	x	x	x				x
10	COMMUNICATION SKILLS	x	x	x	x				x	
Wayman Prince Mr. Wayman L. Prince 9111 Katy Fwy., #207 Houston, TX 77024 713-467-1659 713-467-1686 fax wayman@wplaw.com		CATEGORY	REGIONS							
			1	2	3	4	5	6	7	8
	4	BUSINESS MGMT	x		x	x				
5	BUSINESS LAW, EEO, AFFIRMATIVE ACTION	x		x	x					

Did You Know . . .

TxDOT's One on One Business Appointment Program

MAKING IT HAPPEN ONE BUSINESS AT A TIME has become the motto for our One On One Business Appointment Program. The purpose of this program is to provide an opportunity for our vendors to present their product and services information directly to TxDOT purchasers and contract managers and to develop a relationship that hopefully will set the stage for doing business with TxDOT.

With the cooperation of our TxDOT purchasers and contract managers, the Business Opportunity Programs (BOP) Section has developed a procedure to expedite the process of a vendor getting a face to face appointment. The BOP Section is the first point of contact. If a vendor would like to have an appointment, they need to contact BOP and complete a Business Profile Form. Once the form is completed, the vendor is assigned to a BOP Specialist as their point of contact. The BOP Specialist will be the one to make the appointments and inform everyone regarding the particulars of the appointment, i.e., time, place, and parties involved.



David McHugh

Dennis Evans

Tamela Saldana

Al Fairchild

Rick McAlpine

In the last year, BOP set approximately 300 appointments with various TxDOT Districts and Divisions. The photo above is honoring some of the TxDOT purchasers and Tamela Sandana, Business Opportunity Programs specialist, that we feel went the extra mile to help vendors do business with TxDOT.

The Texas Building Procurement Commission (TBPC), the central purchasing agency of the State of Texas, has delegated purchasing authority to state agencies. TxDOT operates under the basic principles of free and vigorous competition. To do business with us, you need to know: (1) how we buy what you sell, (2) who to contact to find out what we are buying, and (3) what the requirements are, if any, to submit a bid. TxDOT purchases a wide variety of items and services, which fall under various categories. These categories require different purchasing procedures. Additionally, the dollar amount may determine who makes the purchase (the district, Austin headquarters, or the TBPC), adding even more variations to the purchasing procedures. Consequently, there is an abundance of procedures and knowing which one to follow may be confusing at best.

We suggest that you utilize our One-On-One Business Appointment Program to take the guess work out of the pursuit of doing business with TxDOT. Let us help you. You may contact us at our toll free number 866-480-2518. Let us hear from you. 🇹🇽

El Paso District

Change can sometimes be a slow and arduous process, but the El Paso District Public Information Office hopes to change that long thought idea.

On a daily basis, Public Information Officer Blanca M. Del Valle and her assistant Frank de Santos, can be found doing just about anything imaginable. The two are responsible for the numerous activities that occur daily throughout the entire district. Writing press releases, taking pictures, setting up meetings, and conducting media interviews are just a few of the responsibilities the duo tackles.

But what makes this Public Information Office different than those in other parts of the state is the location and diversity of their community. Situated on the border of two nations and three states, El Paso's location presents a unique array of opportunities, not experienced anywhere else throughout the state. El Paso and its sister city, Ciudad Juárez, (located in the Mexican state of Chihuahua) comprise the largest metropolitan area on the border between the United States and México. Not only do they border the fifth largest city in México, the Greater El Paso Metroplex also includes Las Cruces, New Mexico and Fort Bliss, Texas, home of the Patriot Missile and the 507th Maintenance Company. In all, the community comprises more than two million people.

Del Valle has made the issue of informing the public with both English and Spanish messages one of her top priorities.

"We are a border community and we need to be sensitive to all people who drive our roadways," Del Valle said. "Our job is to provide a message that the public will understand, and it should not matter whether that message is in English or Spanish."

Since becoming Public Information Officer in 1995, Del Valle has made subtle but important changes throughout the district. The first step was establishing a relationship of trust and professional friendship with the media from México. Prior to 1995, the Mexican Media was not kept abreast of district news or closures. Since then, things have changed completely. All media, Spanish and English, are kept informed with daily press releases or phone calls. They now report construction news

and inform the Mexican community of TxDOT activities.

Another change Del Valle fought for was the addition of accent marks and the word "México" on all overhead signs where applicable. The adding of the word Juárez, México made it clear to drivers they were headed for an international bridge and by staying on a certain roadway, they would end up in México. Prior to that, the signage indicated you were heading toward Juárez, but many out of town drivers did not know where or what Juárez was.

Bilingual Dynamic Message Boards have become the norm rather than the exception in the El Paso District. As one enters the United States from México, a large message board greets travelers with important traffic information in both English and Spanish, a push that Del Valle is proud to say she began years ago.

In addition to her regular duties, Del Valle always takes time out to assist the various divisions or districts that request her help. As a certified translator, she has translated numerous publications, brochures, videos, etc. She also acts as the liaison for the District, setting up meetings, public hearings and assisting out of town personnel.

Most recently, Del Valle assisted in designing a bilingual web page for the district's traffic management center. The website will give up to the minute traffic and closure information. With a 78 percent Hispanic population in El Paso County, the need for a bilingual web page was essential.

"Our message is vital to the traveling public," Del Valle said. "We need to reach as many people as possible, whether it is by the media, the internet or message boards along the freeways. Travelers need to know what to expect as they drive our highways." 



Blanca M. Del Valle

TxDOT Road Lines

James Dossett, Editor

Pat Merrill, Assistant Editor

Gloria Brown, Copy Coordinator

This publication is published quarterly for customers of the Business Opportunity Programs Section (small and minority businesses, prime contractors, Chambers of Commerce, and TxDOT employees). Contents of TxDOT Road Lines are not necessarily official views of, or endorsed by TxDOT.

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Design and Publishing

TxDOT General Services Division (Electronic Publishing Center) (TxDOT Print Shop)

Order Form • Order Form • Order Form

- TUCP DBE Certification Application
- TUCP DBE Certification Application for Truck Owner-Operator
- Business Networking Resources
- DBE/HUB/SBE Comparison Sheet
- Technical Assistance information
- List of TxDOT districts and purchasers
- Other (please specify) _____

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Company _____

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e-mail _____

*Do you have a question?
Or a suggestion!*

Let us hear from you.



B.W. STRAYHORN COMPANY

"Do It Right The First Time"

B.W. Strayhorn Company has the staying power that seems to go un-

matched by today's standards. The company has had substantiated history as a established business for over 30 years. As of June 6, 2002 , Betty Strayhorn became managing owner of this excavation (dirtwork, building pads, grading) and demolition company. Betty started the office part of the business in her home where she kept the books, took phone calls and set up appointments. She literally breathed life into the "paper end" of the business while raising her sons. Now that she owns the company she has brought the skills and experience that she has acquired to gird up the fast-paced daily operations. Even with the challenge of the gender bias that is felt by many female construction company owners, Betty is up to the challenge. The competitive spirit has inspired B.W. Strayhorn Company to expand to now include asphalt paving specialty work, welding, decorative iron, fence building as well as utilities in the near future.

Along with doing contract and hourly projects, our company provides emergency service for a 100 mile radius of Wichita Falls. Although no one wants to think about

weather disasters, fires, or bridges collapsing, the truth is, these disasters do occur. Our dedicated workers have been called out for emergency demolition for huge structure fires even assisting local fire fighters by moving burning materials in order to extinguish the flames. Raw water line blowouts are almost a routine emergency for our company also.

B.W. Strayhorn Company is always looking for ways to improve methods and procedures, even encouraging their employees to interact. The company's contribution in building the community's future has never been about recognition. It is only about dedication to doing a good job. We are looking forward to proving that very fact working with TxDOT and we are very proud to be in the DBE family.

A quote from Aristotle describes B.W. Strayhorn Company in it's truest form. "We are what we repeatedly do. Excellence, then, is not an act but a habit."

Contact information: B.W. Strayhorn Company, 1046 Fell Lane, Wichita Falls, Texas 76305; (940) 767-5859 Office; (940) 767-3590 Fax; strayhornco@aol.com Email. 📍



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FACT NOTES:

Many Texans have much to be proud of and regularly display that pride. Citizens living in Houston should be especially proud of their city. The Port of Houston ranks first in the nation in foreign tonnage and second in total tonnage of any U.S. seaport. Houston has more than 75 Foreign Consuls and numerous Honorary Consuls. More than 90 languages are spoken in the Houston area. Houston has the fourth largest airport system in the U.S. and the sixth largest in the world. The city services more than 38 million passengers annually including more than five million international passengers. The Texas Medical Center in Houston, with 42 non-profit institutions, is the largest medical center in the world. If you stay at the Houston Inter-Continental Hotel, room service will deliver you a bottle of Petrus 95 — Pomerol — Bordeaux — French wine for \$1,500.

[Source: Houston Chamber of Commerce]

Pioneer Utilities, Inc.

Pioneer Utilities, Inc. was formed and incorporated January, 2000 and began its operation with one crew and one truck. The nature of the business consists of heavy utilities such as water lines, sewer lines, storm sewers and concrete such as curbs, sidewalks, driveways, rip rap, C and E walls.

Pioneer Utilities, Inc. now proudly owns seven trucks, one utility trailer, and one freightliner. Pioneer primarily operates as a subcontractor in the south Texas area including San Antonio, Austin, and Corpus Christi. Since its beginning Pioneer Utilities, Inc. has successfully com-

pleted 25 projects. Majority of the projects were TxDOT projects and most recent one being UHR Lane (STP 99(443)MM) in San Antonio. Pioneer Utilities, Inc. prides itself in completing projects in a timely manner which creates a good working relationship with General Contractors. Now, being DBE Certified, Pioneer Utilities, Inc. intends to offer its services to new potential clients with hopes of satisfying their demands statewide. Contact information: Juan M. Garcia and Rosie Vasquez, 2603 Saltillo St., Hidalgo, TX 78557; Tel 956-843-6437, Fax 956-843-7488. 🇹🇽

TVD Enterprises, Inc.

TVD Enterprises, Inc. is a Texas Corporation, established in July 1997 as a Sole Proprietorship and became a Texas Corporation in January 2000, founded by Tyrone and Debra A. Johnson. We currently have 4 DBA companies, TVD Training Center, TVD Consulting Services, TVD Case Management Services, and TVD Safety and Medical Supply Services.

TVD Enterprises, Inc. is a small veteran own business that provides Personnel Support Services, Administrative Support Services, CPR Training, Safety Training, Driving Safety Training (DDC), First Aid Training, Academic Advisement, Educational Counseling, Computer Training, Business Management, Financial Planning, Medical and Training Consulting Services to the Public, Health Care Workers, Local Businesses, City, State and the Federal Government. Our background for providing this service is we have more than thirty-seven years of combined medical training and teaching experience.

TVD Enterprises Inc. has provided services to companies such as:

- Texas Department of Transportation
- Region 20 Education Service Center
- Northside ISD Adult & Community Education
- Country Home Learning

- IHOP Restaurants
- Shepherd of the Hills Luth. School
- Alcoa Fujikura, Ltd.
- LaPetite Academy Day Care
- KinderCare Learning Center
- Four B Pizza Inc,
- Homelife & Community Services, Inc.
- Lackland Federal Credit Union
- George Gervin Youth Center Inc.
- City Public Service



Tyrone Johnson

Our employees are certified in Personal Computers, MS Word, MS Access, MS Excel, MS Outlook, MS Power Point, MS Publisher, Word Perfect, CPR, First Aid, Driving Safety Instructor's, and Educational Counselor. Contact information: TVD Training Center, 1246 West Laurel, San Antonio, Texas 78201-6431, (210) 734-8511 Voice - (210) 734-8521 Fax, E-mail: tvdtrng1@aol.com, web site: www.tvdtrainingcenter.com. 🇹🇽

TxDOT Business Opportunity Programs

Phone & Fax Numbers

AC 512

	Phone	Fax
Main number	486-5500	486-5509
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Goal Setting & Data Reporting	486-5500	486-5519
Compliance & Complaints	486-5510	486-5519
Education & Outreach	486-5540	486-5529

Toll-free number: 866-480-2518

Doing IT with TxDOT ... Information Technology ...

Through our One-On-One Business Appointment Program the Education and Outreach Branch coordinates procurement opportunities with Information Technology (IT) Vendors, TxDOT IT Purchasers, and IT Resource Administrators. The One-On-One appointments provide an opportunity for IT vendors to market their company to the department. At the same time, vendors can learn about upcoming IT purchases for computer hardware and software as well as upcoming IT projects by districts state-wide. If an IT vendor is a certified DBE, the BOP office can also provide technical assistance for those that need business development.

Visit TxDOT on the Web

If additional assistance is needed please contact the BOP Section at our toll free number (866) 480-2518

TxDOT Home Page

“Doing Business with TxDOT”

“Texas Turnpike Authority Contract Information”

“Right of Way Acquisition Contract Information”

“Specification Information”

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