

TxDOT Road Lines

Volume 4, No. 10

Business Opportunity Programs Section Publication

October 2002

Texas Unified Certification Program - a reality for DBEs!

The United States Department of Transportation (DOT) has required that all DOT fund recipients participate in a "Unified Certified Program" for each state in the U.S.A. This program will allow Disadvantaged Business Enterprise (DBE) firms to compete for federally funded contracts, as a DBE, around the entire state. In Texas, six major organizations across the state who are authorized to certify DBE companies, have joined together to organize a certification program whereby all new DBE applicants must be certified by the certification authority servicing the county in which the company headquarters is located. The program is called the Texas Unified Certification Program (TUCP), and will be effective with the advent of the new federal fiscal year (October 1, 2002).

As a DOT authorized certifying agency, TxDOT will participate in the TUCP. The TUCP will also follow the work categories established by the North American Industry Classification System. This system is new and we recommend that you review the work category codes to ensure that your firm is identified in the appropriate work category code. Contact the agency serving

your area to correct/modify your work codes. It also requires that every TUCP member recognize all DBEs certified throughout the entire state.

On October 1, 2002, the responsibility for DBE certification was transferred to the certifying entity responsible for the county where the DBE company headquarters is located. When it is time for the DBE annual update, the DBE firm will be contacted by their servicing certification entity. If you have any questions, you may contact the certification entity that will be responsible for your renewal, or you may contact TxDOT at the number below.

The advent of the TUCP on October 1, 2002, ushers in a new era, where DBEs will have more opportunities to compete for DOT-funded contracts throughout the state than ever before. If you have any questions you may contact our office at (512) 486-5530 or Toll Free 866-480-2518. DBE firms in Texas MUST coordinate with the agency servicing their geographical area listed on page 2.



continued on page 2

Contents

Texas Unified Certification Program	1,2
Attention All Contractors	1,3
From the Director	2,4
New DBEs	3
Did You Know	5
How TxDOT Purchases Goods & Services	6,7
Headquarters Purchasing Contacts	8
Calendar	8
Houston District	9
DBE/HUB/SBE The Professional Profile	10
Fact Notes	10
DBE/HUB/SBE Cedar Break Farms	11
Complete Emergency Maintenance, Inc.	11

Attention All Contractors

HUB SUBCONTRACTING PLAN - UTILIZATION OF HISTORICALLY UNDERUTILIZED BUSINESSES

In accordance with the Texas Government Code, Sections 2161.181-182 and Section 111.11 of the Texas Administrative Code (TAC), state agencies shall make a good faith effort to utilize Historically Underutilized Businesses (HUBs) in contracts for construction, commodities, and services, including professional and consulting services contracts. The HUB Rules, 1 TAC 111.11-111.28 encourage the use of HUBs by implementing these policies through race, ethnic, and gender-neutral means.

The purpose of the HUB program is to promote full and equal business opportu-

nities for all businesses in state contracting in accordance with the goals specified in the State of Texas Disparity Study. Each state agency shall make a good faith effort to meet or exceed the goals identified below to assist HUBs in receiving a portion of the total contract value of all contracts that the agency expects to award in a fiscal year in accordance with the following procurement goals/percentages:

- (1) 11.9% for heavy construction other than building contracts
- (2) 26.1% for all building construction,

continued on page 3

From the Director



James Dossett

“A lot of small businesses are interested in doing business with the Texas Department of Transportation (TxDOT), and we in TxDOT are committed to assisting them to do that. Through our various programs,

implemented by the Business Opportunity Programs (BOP) Section, we provide information on opportunities and training to enhance their skills to become more competitive bidders.

As a result of the programs, we are seeing more participation by TxDOT’s DBE/HUB/SBE in the bidding process. I want to share with you information about these programs and those that help me manage our operations.”

Liaison Committee Meetings

- These meetings serve as vital link between the DBE/HUB/SBE community and TxDOT, and improve communication between them;
- These meetings identify issues and con-

cerns DBE/HUB/SBEs have doing business with TxDOT

- They generate new ideas for better ways to do business with TxDOT.

Learning - Information - Networking - Collaboration (LINC)

- Proteges learn about TxDOT’s business opportunities, and receive information to assist them in bidding and performing on TxDOT contracts
- Introduction of the LINC proteges to key TxDOT staff and to prime contractors.

Economic Opportunity Forums and One-On-One Meetings

- TxDOT reaches out to the small business community by attending forums hosted by various organizations - at those forums, we provide information on contracting and procurement
- Using Profile Forms completed at the forums, we set one-on-one meetings between businesses and the appropriate department purchasers and/or contract managers.

Technical Assistance Program

- Provides free training to DBEs; (include training on, accounting/cash flow, bonding, business management, business law, computers, marketing, construction, safety requirements, and, of course, EEO)

- It is designed to complement and/or enhance business skills; and
- It can give small businesses a competitive edge when proposing and/or performing on TxDOT projects.

TxDOT Road Lines Newsletter

- Provides the small business community with pertinent information for conducting business with TxDOT
- Includes announcements of upcoming events, newly certified DBE firms and policy and rule changes as they occur
- Serves as another avenue for businesses to get answers to questions they have regarding doing business with TxDOT
- Circulation = 8000: to prime contractors, DBEs, HUBs, SBES, community organizations as well as to TxDOT employees
- The newsletter is also available on the Internet

Internet Sites

- Upcoming Contract Opportunities;
- Contact Persons; and
- On-Line Plans and Specifications

(continued on page 4)

Texas Unified Certification Program *(continued from page 1)*

The following list shows the counties in Texas serviced by each DBE certifying agency:

City of Austin	Corpus Christi Regional Transportation Authority	City of Houston	North Central Texas Regional Certification Agency	South Central Texas Regional Certification Agency	Texas Department of Transportation
Bastrop, Caldwell, Hays, Travis, Williamson	Aransas, Bee, Goliad, Jim Wells, Karnes, Kleburg, Live Oak, Nueces, Refugio, San Patricio	Brazoria, Chambers, Fort Bend, Galveston, Harris, Liberty, Montgomery, Waller	Collin, Dallas, Denton, Ellis, Erath, Hood, Jack, Johnson, Kaufman, Navarro, Palo Pinto, Parker, Rockwall, Somervell, Tarrant, Wise	Atascosa, Bandera, Bexar, Comal, Frio, Guadalupe, Kendall, Kerr, McMullin, Medina, Uvalde, Wilson	All other remaining Counties in Texas
Mailing address: P.O. Box 1088 Austin, TX 78767-1088 Phone: 512-974-7600	Mailing address: 5658 Bear Lane Corpus Christi, TX 78405 Phone: 361-289-2712	Mailing address: 611 Walker 20th Floor Houston, TX 77002 Phone: 713-837-9005 Fax: 713-837-9050	Mailing address: 624 Six Flags Dr. Suite 216 Arlington, TX 76011 Phone: 817-640-0606 Fax: 817-640-6315	Mailing address: 301 South Frio Suite 310 San Antonio, TX 78207 Phone: 210-227-4722 Fax: 210-227-5712	Mailing address: 125 E 11th Street Attn: CST-BOP (RA 200) Austin, TX 78701-2483 Phone: 866-480-2518 or 512-486-5530 Fax: 512-486-5539



Congratulations! → Newly Certified as DBEs



J/M Materials, Inc.
PO Box 496
Alvord, TX 76225-0496
940-427-2033
Hauling

La Jefa Trucking
PO Box 17672
Austin, TX 78760
512-748-6220
Hauling

Charta Land Services, Inc.
522 Spring Street
Columbus, TX 78934
979-732-9400
Misc.: Right of Way Services/
Land Acquisition, Project Management

Pearl Ventures, Inc.
9455 Skillman St. #1802
Dallas, TX 75243
214-340-4829
Illumination, Professional Services, Traffic
Control Devices, Aviation, and Misc.

M-Industries
2801 Wells Branch Pkwy #1017
Austin, TX 78728
512-828-5345
Rest Areas, Repair, Replace, and
Install Guardrails and Misc.

E. J. Construction
704 East Main
Alice, TX 78249
361-664-7509
Aviation, Illumination, Painting, Underground and
Utility Work, and Misc.: Carpentry/Electrical Work

Cox Concrete Contractors, Inc.
PO Box 631447
Nacogdoches, TX 75963-1447
936-564-6500
Concrete Paving, Minor Structures, Major
Structures, Misc.: General Construction

R. E. Bentz, Inc.
PO Box 4726
Monroe, LA 71211-4726
Material Supplier

L & G Consulting Engineers, Inc.
2100 W. Expressway 83
Mercedes, TX 78570
956-565-9813
Professional Services

A/P Resources, Inc.
401 Pearl Parkway
San Antonio, TX 78215
210-641-8284
Major Structures, Minor Structures, and Misc.:
Environmental Consulting Services

EJES Incorporation
9696 Skillman St. Ste. 190
Dallas, TX 75243
214-403-6626
Professional Services

Tyson Construction
12209 Lucky Oaks Street
San Antonio, TX 78233
210-967-0534
Fencing, Painting, Minor Structures,
Rest Areas, and Traffic Control Devices

Bennie Johnson Co.
1605 Edmund Boulevard
San Angelo, TX 76901
915-944-4891
Landscaping, Minor Structures, Painting,
and Rest Areas

Ramones Construction Company, Inc.
PO Box 1601
Round Rock, TX 78680-1601
512-238-8313
Concrete Paving & Incidentals

Landscape Art, Inc.
2303 Dickinson Avenue
League City, TX 77573
281-309-0500
Landscape

MC & Sons Construction
5801 N. Houston Rosslyn Rd. #2918
Houston, TX 77091
713-812-7209
Misc.: Roofing, Repaint, and Roof Maintenance

Mongomery Turney
801 Circle Drive
Winnsboro, TX 75494
903-342-5019
Landscaping and Fencing

K & S Contractors
12935 Blueberry Hill
Willis, TX 77318
936-856-0968
Landscaping and Aviation

Henry Harrison Appraisal & Inspection Co.
PO Box 11975
Houston, TX 77293
281-458-2817
Misc.: Real Estate Appraisal and Inspection

Cristobal Roofing & General Contracting
PO Box 438
Ben Bolt, TX 78342
361-668-4409
Misc.: Construction of Metal Buildings, Right of Way
Mowing, Roofing & Litter Pick-up

Manuel's Transport
23617 Aestival
Porter, TX 77365
832-654-5496
Hauling

A-1 American Fence, Inc.
PO Box 2509
Orange, TX 77631-2509
409-883-8986
Fencing

Safe Zone
1126 Braeshear Lane
Cedar Park, TX 78613
512-259-9151
Painting & Traffic Control Devices

Office Resource Center's Inc.
PO Box 50672
Dallas, TX 75250
214-939-0000
Material Supplier

continued from page 1

HUB SUBCONTRACTING PLAN

including general contractors and operative builders' contracts

- (3) 57.2% for all special trade construction contracts
- (4) 20% for professional services contracts
- (5) 33% for all other services contracts
- (6) 12.6% for commodities contracts

It is the policy of TxDOT to achieve the annual program goals by contracting directly with HUBs or indirectly through subcontracting opportunities.

In accordance with the Texas Government Code, Chapter 2161, Subchapter F, each state agency that considers entering into a contract with an expected value of \$100,000 or more shall, before the agency solicits bids, proposals, offers, or other applicable expressions of interest, determine if subcontracting opportunities are probable under the contract.

If subcontracting opportunities are probable, the agency will state such probability and require submission of a HUB Subcontracting Plan (HSP) with its bids, proposals, offers, or other applicable expressions of interest. The HUB Subcontracting Plan, acceptable to the agency, will become a provision of the contract.

If the potential contractor/vendor response does not include or does not complete the HUB subcontracting plan (HSP), the potential contractor/vendor offer will be considered non-responsive and will be rejected. The TxDOT determination is shown on the solicitation document.

NOTE: A complete list of all certified HUBs may be electronically accessed through the Internet at

<http://www.gsc.state.tx.us/cmb1/cmb1hub.html>; State of Texas web site lists all contracts being solicited at <http://www.marketplace.state.tx.us/> and <http://esbd.tbpc.state.tx.us/1380/sagency.cfm> 

From The Director (continued from page 2)

TxDOT spends annually approximately \$3 Billion on our construction budget, and also has many other opportunities available. Businesses that are truly interested in tapping into those opportunities must learn the systems and procedures for doing business with TxDOT. So, please let us include you in the learning curve for doing business with TxDOT.



TxDOT sponsors Texas African American Chamber of Commerce Conference; Rev. Jesse Jackson, keynote speaker.

Complaints, Education/Outreach, and Goal Setting/Data Reporting. These branches work together to enhance small businesses' abilities to be competitive in marketing their goods and services to TxDOT.

The Certification and Audits Branch is responsible for certification of businesses that are eligible for the (DBE/SBE) Programs. A DBE business must meet the basic criteria of being a small business owned 51% and controlled by minorities and/or women. Currently, there are approximately 1,200 certified DBEs. A SBE business's total gross receipts follow SBA size limits. R.D. Brown, Manager, can be contacted at (512)486-5530.

The **Compliance and Complaints Branch** is responsible for monitoring compliance with the DBE/HUB/SBE Special Provisions in the contracts. They are responsible for investigating complaints relating to TxDOT's DBE/HUB/SBE Programs and they train TxDOT's district personnel on DBE/HUB/SBE contract requirements. Also, they are responsible for implementing a mentor-protégé program referred to as the LINC Program. In this program TxDOT is a mentor to small businesses. Through a series of meetings, TxDOT mentors provide the proteges with information and training that will assist them in bidding and performing on TxDOT contracts. The proteges are also intro-

BOP consolidates the DBE/HUB/SBE programs and provides one location to respond to all DBE/HUB/SBE issues. BOP is committed to helping small businesses interested in doing business with TxDOT and to provide assistance to TxDOT personnel and prime contractors with their efforts to increase small business participation on TxDOT contracts.

BOP consists of four branches; Certification/Audits, Compliance/

BOP is committed to helping small businesses interested in doing business with TxDOT and to provide assistance to TxDOT personnel and prime contractors with their efforts to increase small business participation on TxDOT contracts.

duced to TxDOT District Staff and to prime contractors. Cynthia Gonzales, Manager, can be contacted at (512) 486-5510.

The Education and Outreach Branch provides assistance to firms that are interested in doing business with TxDOT. The Branch introduces DBE/HUB/SBEs to various TxDOT personnel in procurement and contracting. A Technical Assistance



DBE/HUB/SBEs attend TxDOT's Austin Liaison Meeting

Program (TAP) offers training to DBEs for business management/marketing, accounting/cashflow, construction, business law and computers. Outreach and recruitment efforts, include participation in the DBE/HUB/SBE Liaison Committee, Economic Opportunity Forums and various conferences. This Branch is responsible for the publication of TxDOT Road Lines Newsletter. Pat Merrill, Manager, can be contacted at (512) 486-5540.

To facilitate DBE/HUB/SBEs in procurement of contracts, DBE/HUB/SBE goals are placed on most TxDOT contracts. These goals are established by the **Goal Setting and Data Reporting Branch**. This Branch is responsible for preparing data reports regarding the DBE/HUB Programs for TxDOT management and by special request. TxDOT's Internet Web Page "Doing Business with TxDOT" and the DBE/HUB/SBE information, is the responsibility of this Branch. Juan Vega, Manager, can be contacted at (512) 486-5500.



Greater Dallas Metro Plex Proteges of TxDOT's LINC Program

The personnel of the BOP Section is ready to assist your firm in conducting business with TxDOT. The key to increasing your participation is to provide you with information. Let us hear from you. We do have a toll free number which is 866-480-2518. 

DID YOU KNOW.....

TxDOT purchases a wide variety of items and services, from paperclips to heavy-duty machinery. With different items requiring specific purchasing procedures, deciphering how you can sell your product or service to TxDOT is a challenge at best. Help is on the way! This issue contains the first in a series of articles on how TxDOT makes procurements. Everything we buy will fall into one of the following categories:

goods (also called *supplies/commodities*) **and services** (other than professional)

(computers and related supplies, office supplies, equipment, printing, janitorial, Right of Way appraisals, etc.)

construction

(heavy highway construction and sub-contracting, hauling, etc.)

professional services

(engineers, architects, surveyors, etc.)

maintenance

(of highways and roadside rest areas, facilities, etc.)

The chart on page 6 and 7 explains how we buy the majority of Goods and Services. Because a number of exceptions exist for specific items, we suggest you contact TxDOT's Purchasing Section at (512) 416-2047 for detailed information. Keep in mind that 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.

Other information vendors need to be familiar with is the General Services Commission's (GSC), now known as Texas Building and Procurement Commission (TBPC), Commodity Book and Centralized Master Bidders List (CMBL). Purchasers need to locate potential bidders for a particular item and this is accomplished through both of these resources. Vendors use the **Commodity Book** to identify what they sell. This book lists all goods and services that are purchased by state agencies; the list is grouped into more than 200 numbered **classes**, which are further divided into numbered **items**. Purchasers search the **CMBL** to find vendors that offer the goods and services they need. Vendors are listed on the CMBL by subscribing to it for \$50 a year. Records for each vendor include basic contact information and a list of the commodity classes and items offered by that vendor. For this reason it is extremely important that vendors accurately identify the commodity codes that best describe their product or service capability. The CMBL is also used to select vendors to receive solicitations. For more information on the Commodity Book or the CMBL, contact the Texas Building and Procurement Commission (TBPC) through the Internet, <http://www.gsc.state.tx.us>, or by phone, (512) 463-3035.

The purchase of computers and related supplies/services requires a specialized procedure. All information and telecommunication systems hardware, software, and associated services are acquired through the **catalog** purchasing procedure. Vendors must be approved and qualified to sell these types of products/services, called Automated Information Systems (AIS), and are then referred to as a Qualified Information Systems Vendor (QISV). They must compile a catalog of goods and services they wish to sell to the state and make it available on the Internet. Contact the Texas Building and Procurement Commission (TBPC) for more information and details on the catalog purchasing procedure or check their website, <http://www.gsc.state.tx.us>.

The State of Texas is piloting an internet-based **electronic procurement system** that will enable the state to completely automate the procurement cycle. Requests for bids, award of purchase orders, receipt and payment will all be done electronically. Vendors will bid and invoice on-line. To be able to fully participate in this system vendors will need access to the Internet. See www.gsc.state.tx.us and click on **Electronic Procurement** for information.

The various purchasing procedures discussed here all fall within the Goods and Services category and have different requirements, guidelines, or restrictions. Since there is an abundance of procedures and knowing which one to follow may be confusing, we suggest you contact the districts you want to do business with, and/or the purchasing representative in Austin to determine how to proceed. Toward this end, a list of contact people along with their phone numbers is included in this newsletter. Give them a call! They can answer your questions and get you headed in the right direction. 🗺️

How TxDOT Purchases

(See related article on pg. 5)

	Who at TxDOT solicits bids and makes the purchase?			\$	What are the bidding limits?
	\$	Districts	Divisions & Offices		
Services	All dollar amounts	Districts handle this.	Must go through the General Services Division of TxDOT.	\$2000 and under	Competitive bidding is not required. Bids may be verbal and may be by phone.
				\$2000.01 thru \$5000	A minimum of 3 bids are required. Bids may be verbal and may be by phone. Two-thirds of the bids must be from HUBs, evenly divided between women-owned and ethnic-owned businesses.
Goods (Includes equipment) (Goods are also referred to as supplies or commodities.)	\$15,000 and under	Districts handle this.	Must go through the General Services Division of TxDOT.	\$5000.01 thru \$10,000	A minimum of 3 formal (written) bids are required. Two-thirds of the bids must be from HUBs, evenly divided between women-owned and ethnic-owned businesses.
	Over \$15,000	Must go through the General Services Division of TxDOT.		\$10,000.01 thru \$25,000	Formal written bids are required through the Open Market Bid Process by the Texas Building and Procurement Commission.
			Goods & Services	Over \$25,000	

Goods & Services



Where does TxDOT find vendors for soliciting bids?	Where can vendors find what's available for bidding on?
<p>Purchases in this dollar range fall outside the established requirements for locating vendors; therefore, purchasers are free to use a variety of resources such as the CMBL, personal knowledge of available vendors, Internet, vendor lists on TxDOTs mainframe, the Thomas Registry, trade magazines, and the yellow pages.</p>	<p>Purchases in this dollar range fall outside the established requirements for posting bidding opportunities; therefore, purchasers are free to use a variety of sources. Vendors may want to explore options such as (1) contacting purchasers at TxDOTs districts; (2) subscribing to the CMBL; (3) attending workshops sponsored by Chambers of Commerce, TxDOT or other business-related entities; (4) and, the Texas Marketplace (although not required, amounts \$25,000 and less may be posted).</p> <p>In an effort to help vendors identify what is available for bidding, TxDOT's BOP Section can arrange one-on-one meetings between vendors and TxDOT purchasers.</p>
<p>Purchasers must use the CMBL.</p>	<p>* Electronic State Business Daily (ESBD), available through the Texas Marketplace.</p> <p>* A prospective bidder not on the CMBL may request, via the ESBD or in writing, a copy of a solicitation anytime prior to the bid opening date and time.</p> <p>* Specific information on Open Market Bids can be found at www.tbpc.state.tx.us; then click on Central Procurement Division, TPBC Contracting/Bid Opportunities, and TPBC Open Market.</p>
<p>Purchasers must use the CMBL.</p> <p>All vendors on the CMBL listed under the commodity code for the requested item will receive a solicitation.</p>	

HEADQUARTERS PURCHASING CONTACTS

COMMODITIES Joe Woten, CPM 512-416-2063 512-416-2152 - FAX	SERVICES Karen Lewis, CPPO, CPM, CTPM 512-416-2027 512-416-2152 - FAX	INFORMATION SYSTEMS Joe Woten, CPM 512-416-2063 512-416-2152 - FAX	MAINTENANCE CONTRACTS Bob Blackwell, P.E. 512-416-3222 512-416-2652 - FAX
PRINTING Al Fairchild, CPPB, CTP 512-416-2806 512-416-2861 - FAX	OFFICE SUPPLIES Georgene DeVine, CPPO, CTPM 512-416-2839 512-416-2861 - FAX	FURNITURE Joan Dragon, CPPB, CTP 512-416-2650 512-416-2269 - FAX	HWY MAINTENANCE MATERIALS Elaine Campbell, CPPB, CTP 512-416-2068 512-416-2152 - FAX
PRIME/SUBCONTRACTING Business Opportunity Programs Pat Merrill 512- 486-5540 512- 486-5529 - FAX	GENERAL INFORMATION Geri Bartel 512-416-2047 512-416-2861 - FAX	NON-ENGINEERING CONSULTANT SERVICES Katherine Studer 512-416-2417 512-416-2536 - FAX	PROFESSIONAL SERVICES Mira Garcia 512-416-2726 512-416-2292 - FAX

2002 Calendar of Events

	Date	Time	Event	Location	Telephone
November	7-8	1:00	TxDOT Letting	200 East Riverside Dr., Rm. 101, Austin, TX.	(512) 416-2540
	14	1:00-4:00	DBE/HUB/SBE Liaison Meeting	Hampton Inn & Suites @ Rodeo Center 1700 Rodeo Drive, Mesquite, Tx.	1-866-480-2518
	14-15	8:00-5:00	Vendor Education Class- Texas Association of Public Purchasers	Clarion Inn and Conference Center 2200 South IH 35 Austin, TX.	(512) 416-2073
	28-29		Thanksgiving Holidays		
December	4	1:00-4:00	DBE/HUB/SBE Liaison Meeting	TxDOT El Paso District 13301 Gateway Blvd. West El Paso, TX.	1-866-480-2518
	4-5	7:00-4:00	Texas Legislative Black Caucus Golden Triangle-Economic Development Summit	Holiday Inn Atrium Plaza 3950 I-10 South Beaumont, Tx.	(512) 236-8121
	5-6	1:00	TxDOT Letting	200 East Riverside Dr., Rm. 101, Austin, TX.	(512) 416-2540
	11	7:00-7:00	Bexar County Small/Minority & Women Business Conference	Henry B. Gonzalez Convention Center San Antonio, Tx.	(210) 335.2478
	24-26		Christmas Holidays		
January	14	2:00-4:00	DBE/HUB/SBE Liaison Meeting	Del Rio, Tx.	1-866-480-2518
	16	2:00-4:00	DBE/HUB/SBE Liaison Meeting	Eagle Pass, Tx.	1-866-480-2518
February	11	2:00-4:00	DBE/HUB/SBE Liaison Meeting	Laredo, Tx.	1-866-480-2518
	19	2:00-4:00	DBE/HUB/SBE Liaison Meeting	Brownsville, Tx.	1-866-480-2518
	26	8:00-5:00	Permian Basin HUB forum	Midland/Odessa, Tx	1-915-552-2106
	27	2:00-4:00	DBE/HUB/SBE Liaison Meeting	El Paso, Tx.	1-866-480-2518

Houston District

The District Construction Administrator for the Texas Department of Transportation, Walter Torres has served as the contact person for the Houston district's DBE/HUB for several years. With the arduous task of assisting in the administration of about \$1.3 billion worth of construction projects, his position supports the Director of Construction.

Walter has invested more than a quarter of a century with TxDOT. He has worked as both a surveyor and inspector in the Austin district, where he worked on the first two MOPAC loop projects, and as materials lab supervisor in the Montgomery County Area Office, where he was involved in the testing, production, delivery and use of a variety of material types.

Among his many contributions has been his involvement in a new process-turned-popular of using ground rubber tires blended into liquid asphalt to produce rubberized asphalt for use in seal coats. He also had a supportive role during the construction of the 2,475-foot center span arches of the 45-story double-diamond towered Fred Hartman Bridge. A future project in which Torres is eager to contribute his efforts is the reconstruction and widening of IH 10-Katy Freeway - a mammoth undertaking which will cost more than \$1 billion.

Walter, who is well-traveled after having grown up in a military family, has visited or lived in such places as Puerto Rico, Germany, Luxembourg, Austria, Switzerland, France, England, Ireland, Canada and all three coasts (California, New Jersey and Texas) in the United States. "When you move that much," he said, "you learn to make friends based on shared interests and not national origin."



Walter Torres

He praises the efforts of the Houston district and its engineers for support targeted toward DBE/HUB/SBE outreach activities. "When the standard of support is set high by the district's administration, it is easy to find all the assistance needed to collaborate with the innovative Business Opportunity Programs," he said, adding that opportunities to do business with TxDOT as a contractor or sub-contractor/supplier will increase with the growing number of construction projects in Texas. "When you assist in the administration of 156 construction projects, every day is a new adventure," he said. 🇺🇸

"WANT TO BE A PRIME CONTRACTOR?"

First - you must complete one of the two documents: (1) Full Pre-qualification, or (2) Bidder's Questionnaire. For these documents contact Frank Huerta at (512) 416-2540 or download from the Internet at www.dot.state.tx.us/insdtdot/orgchart/cmd/prequal/forms.htm

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. Printed circulation: 7,000.

Contributors

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Design and Publishing

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

Order Form • Order Form • Order Form

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

Please send the items indicated above to:

Please type or print.

Name _____

Company _____

Address _____

City, State & Zip _____

Phone # _____

e-mail _____

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

Let us hear from you.

Yvette Daniel



The Professional Profile

Houston-based, *The Professional Profile*(tm) was founded as a developmental training company with the determination to make an effective difference in working environments amongst internal and external customers within an organization or corporation.

Lead Consultant and President of Marketing/Organization, Yvette Daniel, has developed the outlook of *The Professional Profile*(tm) to be committed to your professional wholeness and image(c). The Professional Profile(tm) endeavors to reinvent, re-energize and encourage executive and/or staff professionals permitting them to be refreshed, more efficient and thus able to positively affect change in their work environments. Accordingly, Mr. James Dossett, Director of TxDOT Business Opportunity Programs Section saw a match between *The Professional Profile*(tm) and his Section for training exercises this past August. This was an especially suitable match considering the goals of the BOP Section in that *The Professional Profile*(tm) is an Historically Underutilized Business (HUB) which strongly emphasizes good customer service for both internal and external business enhancement.

With more than twenty years of marketing, sales and customer service experience, *The Professional Profile*(tm) offers individual or combined Interactive Focus Sessions(r) (developmental training enhancement seminars) tailored to the needs of a business unit or organization. As done for one of its' customers, Kraft Foods, Incorporated, *The Professional Profile*(tm) can also structure and design an Interactive Focus Session(s)(r) relative to the specific needs of a company's business unit or organization. These Interactive Focus Sessions(r) are formatted to encourage group participation, as *The Professional Profile*(tm) believes that most all solutions to any matter usually lies within the very room of participants. A facilitator or moderator, such as *The Professional Profile*(tm) Consultant can help to re-energize, refine, and refocus the solution solving process.

The Professional Profile(tm) Interactive Focus Session(r) includes a compact, yet comprehensive Guidebook which complements the Session discussion, followed with a brief written review of the Session outcomes.

Please visit *The Professional Profile*(tm) at our website: www.TheProfessionalProfile.com, or call Yvette Daniel, Lead Consultant at 281.495.1280 for more information. *The Professional Profile*(tm) is committed to your professional wholeness and image(c). 🇺🇸

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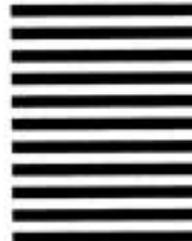


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FACT NOTES:

THE KING RANCH:

Founded in 1853 by Captain Richard King, the King Ranch is considered the birthplace of American ranching. The ranch sprawls across 825,000 acres of south Texas. It is one of the largest working ranches in the world and its 1,300 square miles is about 245 square miles larger than the state of Rhode Island.

You could purchase 100 square miles of the King Ranch and still have room to fit the cities of New York, Los Angeles, Chicago, Atlanta and Boston inside the current ranch borders. It is a shorter drive between New York City and Philadelphia or Pittsburg and Cleveland than it is from one end of the King Ranch to the other.

The King Ranch has developed some of the greatest breeds of cattle in the world including Santa Gertrudis. Santa Gertrudis cattle were the first American Beef breed developed. It was a cross between an Indian Brahman and a British Shorthorn. The average American eats 70 pounds of beef per year. 🇺🇸



Cedar Break Farms

Starting back in 1994 in Sweeny, Texas, Cedar Break was founded by Perry Williams as a way of earning extra money for his family. It then grew into a community wide service being called upon by various local companies to assist in the beautification of their city. He installed sod, fencing and landscaping. After Perry retired from Dow Chemical as a maintenance engineer, Cedar Break Farms became a full time operation. The company's reputation spread throughout the area and Perry decided to branch out into other cities in southern Texas.

Joining Associated General Contractors (AGC) in 1997, Perry learned there was more to landscaping through contract work such as Metro, City of Houston and TxDOT. However, with his company being a little fish in a big pond he was turned away because he was unknown in their arena. He continued to obtain small jobs but did not give up on the dream of becoming a major contender as a sub-contractor and one day becoming a prime contractor.

Teaming up with Cynthia Holmes in 1999, which comes from a business management background, they formed a team that was able to reach out and gain more knowledge and credibility. They first certified the company as a Disadvantaged Business Enterprise (DBE) under the TxDOT. The Business Opportunity Programs Section (BOP) provided training on how to do business with TxDOT and major highway contractors including

classes on finance, bidding, and marketing.

The BOP Section's LINC Program gave DBEs an opportunity to meet various prime contractors. During the workshop we met one-on-one with each company and presented them with our marketing brochures. For many years minority sub-contractors have had problems getting work on major highway constructions. This seminar accomplished several things. Mainly it opened doors of communication between the prime contractors and minority sub-contractors, allowing them to hear what we have to offer up front and personal.

Cedar Break Farms has gone from no contracts a year to several a month, thanks to LINC. For those sub-contractors who may have started out in LINC and dropped out for whatever reason, or for those of you who are thinking of joining the program, we are living proof that investing the time and putting forth the effort is worth it. You and your company will benefit. Cedar Break Farms is located at 8226 Twin Tree Lane, Houston, TX, P.O. Box 321, Fresno, TX 77545; Tel/Fax 713-774-1817; Cynthia Holmes-President and CFO, Perry Williams-CEO. 🇺🇸



Cynthia Holmes and Perry Williams



Frank Harvey, Jr., President/CEO

Complete Emergency Maintenance, Inc.

Frank Harvey began Complete Emergency Maintenance, Inc. (CEM) in 1997, with its location in Dallas, Tx. The primary work is pavement markings. CEM got started with a Dallas Area Rapid Transit (DART) project as a subcontractor with EBY Contractors. This led to two other DART projects. CEM also worked on the Gorge Bush Turnpike as a subcontractor to J.D. Abrams.

Mr. Harvey feels that the demands made by DART to follow specifications was key in the current success of his business. I believe that acquiring my certification as a DBE was the tool that got me inside. CEM has been certified since 1998. Since then I have kept my certification current with both North Central Texas Regional Certification Agency and TxDOT.

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Mr. Harvey's philosophy is, if you want to have a good business, you need to surround yourself with good people that can help your business grow. I feel that the BOP office is one of the entities within TxDOT that is dedicated to that end.

CEM is located at 1402 Corinth St., Suite 145, Dallas, TX 75215, Business Phone (214)565-8311, FAX (214)565-8322, email fharvey@cemstriping.com. 🇺🇸

Need Help in The Following Areas?

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TxDOT
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Attention Engineers!

Firms interested in contracting with TxDOT for Professional Services must be Pre-qualified. The requirements are available on TxDOT Internet site at:
<http://www.dot.state.tx.us/business/consultinfo.htm> or call (512) 416-2601

Visit TxDOT on the Web

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

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