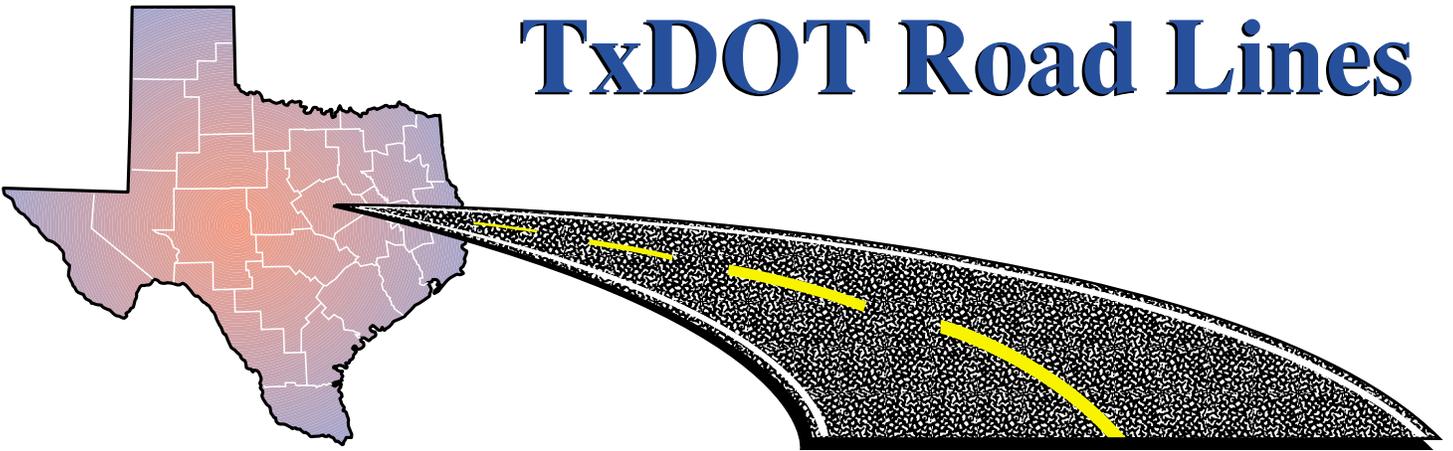


TxDOT Road Lines



Striving for a Totally Race Neutral DBE Program

Race neutral is a new term that was introduced in the latest United States Department of Transportation (U.S. DOT) rule changes to the Disadvantaged Business Enterprise (DBE) Program. It refers to those instances when a contractor voluntarily subcontracts to DBEs, despite the fact that there is no DBE goal on the project, or subcontracts to DBEs more than the DBE contract goal.

The rules require that TxDOT lower the DBE goals assigned to individual contracts based on the amount of race neutral participation being reported each year.

Currently, TxDOT has a 12.4% annual DBE goal to meet. Based on past experience it is expected that 6.4% of the annual goal will be met though race neutral means. Therefore, only 6% of the 12.4% goal is being assigned to individual contracts at this time. Due to the commendable actions of the contractors who voluntarily subcontract to DBEs, the amount being assigned on individual contracts has been decreasing each year.

The ultimate goal is for the DBE program to become a totally race neutral program.

A voluntary program puts the control of the DBE goals for individual contracts in the hands of the prime contractors. The prime contractors can be flexible on how the goals are met on their projects.

In order for this concept to work, prime contractors must report all payments to DBEs each month. Without the reports TxDOT cannot report to U.S. DOT the total DBE accomplishments of the prime contractors. Since TxDOT is currently assigning goals on projects only to meet the 6% annual goal, if the race neutral re-

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Growing Pains of the TUCP

Until recently, each agency in Texas required a vendor to have their agency's DBE certification in order to get goal credit for using the vendor on their contracts. The Texas Unified Certification Program (TUCP), mandated by the U.S. DOT, changed that by creating a one-stop certification process. This means a vendor desiring to become DBE-certified will go to their designated agency for certification and will be recognized as a DBE throughout the state of Texas.

How has the TUCP done during its first quarter of operation? The TUCP has had some growing pains and has been a real challenge for TxDOT. Applications continue to be mailed to the wrong serving agency and the process for renewal of firms previously certified by other agencies is still a bit confusing.

Some firms have asked to remain with their current serving agency. The state was divided up for the TUCP servicing agencies based on TxDOT Highway Districts by county. It

was agreed that the City of Houston could maintain its "metropolitan area" which included the Beaumont District counties of Chambers and Liberty. The City of Austin was assigned its "metropolitan area" which was only five of the urban counties in the Austin District.

The North Central Texas Regional Certification Agency in Arlington will handle the Dallas and Fort Worth Districts. The South Central Texas Regional Certification Agency in San Antonio will handle the San Antonio District and the Corpus Christi Regional Transportation Authority in Corpus Christi will handle the Corpus Christi District.

All the remaining TxDOT highway districts and 203 counties will be handled by TxDOT. Firms must be serviced by the

continued on page 5



From the Director



James Dosssett

A visit with the purchaser/contract manager is recommended so that you have a clear idea as to the overall expectations. Most of all, completely read the contract provisions. The specifications can not be supplemented without a written change order from TxDOT. Do not assume that you can change anything without written authorization. When in doubt, find out - don't proceed in the dark.

COMMUNICATION IS KEY...It is important to know the terms and conditions specified in a contract. If they are ignored the communication can fall apart. Once a contractor is awarded a contract, it is imperative that the specifications are reviewed and fully understood. If something is not clear, it is time to set an appointment with the purchaser or the contract manager at TxDOT to set things straight.

Regarding construction related contracts, a special provision has been included in TxDOT contracts requiring prime contractors to pay subcontractors for work performed within ten days after the prime contractor receives payment for the work performed by the subcontractor. Also, any retained monies on a subcontractor's work must be paid to the subcontractor within 10 days after satisfactory completion of all the subcontractor's work.

The department's districts are responsible for monitoring and enforcing the provisions of their contracts and therefore, the respective district should be contacted regarding any specific issues or questions related to your contract. From specification of materials, to payment schedule, the information is provided in the contract, so if something is not clear, do not hesitate to get clarification.

The BOP Office is available to help with technical assistance. So, let us hear from you. 

DID YOU KNOW..... ALL CONTRACTS THAT ARE OVER \$25,000 MUST BE POSTED BY STATE AGENCIES AND STATE UNIVERSITIES ON THE TEXAS MARKETPLACE WEBSITE...WWW.MARKETPLACE.STATE.TX.US

The Texas Marketplace is an innovative tool that gives your company access to the following services:

Electronic State Business Daily - Buy/Sell Exchange - Other Resources

The Texas Marketplace is linked to TxDOT's (www.dot.state.tx.us) and Texas Building & Procurement Commission's (www.tbpc.state.tx.us) websites.

Three essential websites for doing business with State Government.

Striving for a Totally Race Neutral DBE Program

Continued from page 1

ports are not submitted the chances are that the 12.4% annual goal will not be met. When the annual DBE goal on highway construction projects is not met, TxDOT will be forced to raise rather than lower the assigned DBE goals on individual projects.

Administratively, the benefits to the prime contractors of a race neutral program are substantial. For example:

- ✓ Contractors would not have to submit commitment information prior to receiving their contract.
- ✓ Contractors would not have to submit

good faith effort information on projects with assigned goals that could not be met.

- ✓ Contractors would get to choose which projects are more conducive to DBE subcontracting.
- ✓ DBE Progress reports are required only when payments to a DBE have been made, rather than monthly.

TxDOT has found that there is some DBE race neutral participation that is not being reported.

Striving for a totally race neutral DBE program requires that all payments to

DBEs be reported by all prime contractors. A totally race neutral DBE program is possible if all prime contractors take responsibility for the program.

Also, reporting race neutral Historically Underutilized Business (HUB) and Small Business Enterprise (SBE) participation on highway construction and maintenance contracts is required. This information is required for compliance with State of Texas laws. Rather than monthly, reports of payments to certified HUBs and SBEs are required annually by the 15th of September or at project completion, whichever comes first. 

Congratulations!

Newly Certified as DBEs

All-Star Personnel, Inc.

273 Peninsula Farm Rd.
Bldg 2, Ste B
Arnold, MD 21012
410-384-9060
Employment Services,
Computer & Office Machine
Repair & Maintenance & Management
Consulting Service

Arce, George R.

162 Lively Drive
San Antonio, TX 78213
210-341-5435
Truck Owner- Operator

Belmarez, Tracy E.

5015 Ivanhoe
San Antonio, TX 78228
210-432-1122
Truck Owner- Operator

Brown, Robert J.

5315 Gawain Dr. #427
San Antonio, TX 78218
210-657-7419
Truck Owner - Operator

Castaneda Sand & Gravel

P.O. Box 2852
Laredo, TX 78044
956-724-6342
Hauling

Chairez, Leonard M.

1440 West Bitters Road #408
San Antonio, TX 78248
210-492-2839
Truck Owner - Operator

Fresco Design & Construction

5901 Alameda Ave, Ste 2
El Paso, TX 79905
Painting, Professional Services,
Rest Areas

Fuquay, Inc.

P.O. Box 10327
Austin, TX 78766
512-260-9899
Earthwork, Base & Sub-base
Minor Structures, Concrete Paving, &
Incidentals, Landscaping, Material Suppliers,
Underground & Utility Work, Filtration
Media

Garcia, Ruben M.

8841 Timber Path
Ste 2003
San Antonio, TX 78250
210-682-8923
Truck Owner- Operator

Gonzalez, Felliberto

8233 Potranco Rd.
San Antonio, TX 78251
210-682-1878
Truck Owner - Operator

Hernandez, Bernardo R.

383 Rose Bud Lane
San Antonio, TX 78221
210-921-1166
Truck Owner - Operator

James Trucking, Inc.

1144 CR 336
Milano, TX 76556
512-455-2163
Hauling

J B C Company

301 West Avenue
Levelland, TX 79336
806-894-1856
Material Suppliers

L. S. Gallegos & Associates, Inc.

9137 E. Mineral Cir., Ste. 220
Englewood, CO 80112
Consulting, Professional Support Services,
Professional Staffing & Recruitment

L & W Enterprise

P.O. Box 674
Jasper, TX 75951
409-489-9922
Minor Structures, Painting, Traffic Control
Devices & Landscaping

L. Tyson Construction

12209 Lucky Oaks
San Antonio, TX 78233
210-967-0534

Lopez, Mario A.

623 Venice
San Antonio, TX 78201
210-342-0645
Truck Owner - Operator

Machado, Jose C.

13642 Coleridge St.
San Antonio, TX 78217
210-364-6292
Truck Owner-Operator

Maldonado, Julian S.

1419 Leal Street
San Antonio, TX 78207
210-431-0377
Truck Owner - Operator

ERO International, L.L.P.

200 S. 10th Street
McAllen, TX 78501
Professional Services

Marquez & Sons

P.O. Box 1006
Hereford, TX 79045
806-364-8104
Earthwork, Base & Sub-base, Minor
Structures, Hauling & Material Suppliers

Martinez, David S.

111 Westknoll Drive
San Antonio, TX 78227
210-674-0611
Truck Owner-Operator
Asphalt

Pacific Electric

219 - A S. El Paso St.
El Paso, TX 79901
915-630-3466
Illumination, Traffic Control Devices,
Underground & Utility Work

Pnue-Rock Transportation, Inc.

P.O. Box 5450
Bryan, TX 77805
979-542-9515
Hauling

Rangel, Juan

202 W. Jewell Street
San Antonio, TX 78226
210-435-4507
Truck Owner - Operator

Rodriguez, Gilbert

P.O. Box 11
Campbellton, TX 78008
830-579-4772
Truck Owner - Operator

Romo, Rene H.

110 Avant Avenue
San Antonio, TX 78210
210-534-3736
Truck Owner - Operator

Trevino, Eduardo

2324 W. Huisache Ave.
San Antonio, TX 78201
210-732-3556
Truck Owner - Operator

Zambrana Engineering, Inc.

2324 Marconi Avenue
St. Louis, MO 63110
Urban Planning & Environmental/
Ecological Services

Access Remodeling & Construction Co., Inc.

609 Octavia Street
El Paso, TX 79902
Earthwork, Base & Subbase, Fencing,
Landscaping, Minor Structures, Painting,
Rest Areas, Underground & Utility Work 

Hidalgo County Construction Industry Tour



TxDOT's James Dossett, Behrooz Badiozzamani, Rosendo Garcia, Efrem Casarez

The program started with a reception co-hosted by the McAllen Hispanic Chamber of Commerce. TxDOT and UT System were joined by the South Texas Community College in presenting multi-million dollar contracting opportunities. The following morning Rep. Flores addressed the general contractors and staff before they conducted the site visits. He stressed the important impact that local subcontractor and supplier participation makes on the local and state economy.



UT Staff

our bid proposals. Now they will know first hand what our capability and level of service we can deliver", stated Hector Maldonado - President of Rio Grande Steel in Edinburg.

Thanks to the following General Contractors for their participation and commitment to the DBE and HUB programs: Vaughn Construction, B.F.W. Construction, C.F. Jordan, SpawGlass, Zachry



J-III Concrete, UT, TxDOT & Prime Contractors

Building and high-way construction firms joined a co-operative effort between TxDOT and the University of Texas System

Office of Facilities Planning and Construction and State Representative Kino Flores, District 36. The prime firms were given an opportunity to meet interested subcontractors and suppliers and to actually tour their facilities in early January.



UT's Linda Phipps, and Prime Contractors

Local companies that participated were

Alpha Masonry, 5125 Company, Limon Masonry, J-III Concrete, McAllen Sheetmetal and Rio Grande Steel. "Having the opportunity to showcase our operations and meet one-on-one with the general contractors will make a big difference when they review

Construction, Centex Zachry Alliance, Navales Enterprises Inc.



TxDOT's Elma Henriken, Pat Espericueta of the 5125 Company, UT's Alma Colleli, Prime Contractors



Tour Bus - TxDOT, UT, Contractors

Let us introduce you and your business to the appropriate purchaser and/or contract manager at TxDOT. Through our "One-on-One Business Appointment Program" we will set an appointment for you. Contact us at our toll free number 866-480-2518 and ask for an appointment!

Growing Pains of the TUCP

Continued from page 1

assigned agency in the county in which their business is located.

If, for example, a business was certified as a DBE by the City of Austin and had a business mailing address of Bertram in Burnet County, then that firm would now be the certification responsibility of TxDOT. If it wanted to continue to be serviced by the City of Austin then its business mailing address would need to be changed to nearby Williamson County. If, for example, a DBE was certified by TxDOT and was located in northern Montgomery County it would now be the responsibility of the City of Houston. If that firm wanted

TxDOT to continue to service its DBE certification then the business address would need to change to nearby Grimes, San Jacinto, or Walker counties.

DBE firms certified by more than one agency will still follow the TUCP geographical list for DBE Program servicing. So even if your firm is certified by the City of Austin, City of Houston, South Central Texas Regional Certification Agency and TxDOT, but you are located in Stephenville (Erath County) then your servicing DBE agency is the North Central Texas Regional Certification Agency in Arlington.

The TUCP allows a DBE Program applicant to submit one application with one agency and gain statewide DBE certification. The TUCP applications should be on the Internet soon and by late spring all six DBE certification servicing agencies will have access to online data input into the TUCP Internet Directory.

The good news is that you deal with only one agency and are recognized statewide as a certified DBE by not only the six certifying agencies in the TUCP but also by more than 50 other entities that have agreed to be part of the TUCP. Texas one-stop DBE Program certification is here! 

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, Kleberg, 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: Darrell Richmond P.O. Box 1088 Austin, TX 78767-1088 Phone: 512-974-7600	Mailing address: Lamont Taylor 5658 Bear Lane Corpus Christi, TX 78405 Phone: 361-289-2712	Mailing address: George Edwards 611 Walker 20th Floor Houston, TX 77002 Phone: 713-837-9005 Fax: 713-837-9050	Mailing address: John Kelly 616 Six Flags Dr. Suite 216 Arlington, TX 76011 Phone: 817-640-0606 Fax: 817-640-6315	Mailing address: Benjamin Sumpter 301 South Frio Suite 310 San Antonio, TX 78207 Phone: 210-227-4722 Fax: 210-227-5712	Mailing address: R.D. Brown TxDOT 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

LUBBOCK

March 24-25, 2003

9:00am - 4:00pm

West Texas Economic Development Summit

Sponsored by: Texas Tech University

Marketplace Lubbock

Texas Department of Transportation and Texas Building and Procurement Commission

Lubbock Convention Center

For more information contact Lorenzo "Bubba" Sedeno or Dale Garcia at

Texas Tech University HUB Operation Office

(806) 742-4440

WE WERE THERE IN 2002!



Beaumont Economic Opportunity Forum - From left to right: Congressman Nick Lampson-Dist. 9, State Rep. Joseph Deshotel, Beaumont City Councilman Bo Alfred, Beaumont Fire Chief Michael Bertrand



BOSS Conference



Beaumont Economic Opportunity Forum sponsored by Rep. Joseph Deshotel



TAAACC Conference: Berdell Collins-BOP, Rev. Jessie Jackson



GSD, Austin District Purchasing HUB Vendor Fair



National Hispanic Construction Conference - Austin



Economic Opportunity Forum - Houston

WE WERE THERE IN 2002!



Award presentation to TxDOT from AAACC



National Hispanic Construction Conference



Dallas Economic Opportunity Forum:
John Wiley Price, Dallas County
Commissioner and HUB Reps



Liaison Meeting: Pat Merrill-BOP,
David McHugh-Austin District,
Sil Romero-Director of Purchasing



Austin DBE/HUB/SBE Liaison Meeting



University of Texas Economic
Opportunity Forum: Bubba Sedeno -
Tx Tech, Annette Smith - U.T.,
James Dossett - BOP Director



Dallas Economic Opportunity Forum, Dallas
District Purchasing Staff and BOP Staff



Houston District

Williams: Communication Opens Doors With HUB Programs

Debra A. Williams

Hard work doesn't always go unheralded. A letter from Gerald Johnson of Smarketing Business Systems of Houston recently commended the efforts of the Houston Texas Department of Transportation purchasing staff through his business correspondence with Purchaser III Debra A. Williams, who has worked in the Houston headquarters for eight years.

Williams, like her colleagues in Houston's district purchasing office, utilizes her unique ability to work with and often educate vendors and bidders who possess varying levels of knowledge or experience in maximizing their business relationship with TxDOT. The secret to success, she says, is clear communication. Building a strong rapport with vendors who don't fully understand the importance of timeliness, cost efficiency, product cross-referencing and being thorough in identifying their available resources is her top priority as is promoting programs such as the HUB program.

Both a Certified Professional Public Buyer (CPPB) through the National Institute of Governmental Purchasers and a Certified Texas Purchasing Manager (CTPM), Williams joined TxDOT with six years of experience as a buyer on the Texas Southern University purchasing staff. The ability to explain in layman's terms to businesses how to maximize their supply-and-demand

potential with entities even beyond TxDOT is a valuable resource she knows only too well. "It not only opens doors for them to do business with us, but it increases business with other state agencies," Williams said.

Rick McAlpine, purchasing materials administrator, said that work ethic remains a positive force on his productive staff. "Debra really works well with people," McAlpine said. "She genuinely cares about what they do."

Williams monitors the requests each day of employees for everything from basic office supplies to furniture before placing electronic orders and advertising for bids or awarding local suppliers. One example of how she has to address special-needs requests is for employees with physical limitations, for example. She has to convey those needs when addressing specifications to prospective vendors.

Another of her responsibilities is helping maintain equality for minority and underutilized businesses, which she finds both encouraging and rewarding. "I try to help up-and-coming businesses like the HUB program get their feet off the ground and provide them an opportunity in the market," she continued. "We need products and they sell products so I explain to them how we both can benefit." McAlpine concurred in agreement: "Debra gives them a fighting chance." 🗺️

HOUSTON

April 8 & 9, 2003

Government Procurement Connections 2003

Sponsored by:

City of Houston, State of Texas, Houston Federal Executive Board, Metropolitan Transit Authority, Houston Independent School District, Houston Minority Business Council and The Department of Veterans Affairs Office of Small and Disadvantaged Business Enterprises

**George R. Brown Convention Center
Tuesday, April 8th - Appreciation Reception - TBA
Wednesday, April 9th - 6:00am-4:00pm**

For information contact:

Sheree McCarty at (713) 837-9049

Laredo District



Armando Sanchez

Service to his nation and that of the traveling public at-large is a call to duty Armando Sanchez has answered most of his adult life.

Armando once again, a servant of the traveling public, recently rendered roadside assistance to Pat Merrill and Berdell Collins of TxDOT's Business Opportunity Programs Section, Construction Division on their recent business trip to Laredo. Pat and Berdell had a tire blowout 26 miles north of Laredo on Interstate Highway IH-35. Armando happened to be working in the IH-35 Callahan Interchange, came along in his TxDOT bucket truck and rendered the necessary assistance. Once in Laredo, District Director of Maintenance Rosa Treviño, P.E. made sure Pat and Berdell's vehicle was equipped with a new tire for their return trip to Austin. Needless to say, Pat and Berdell were extremely appreciative of their efforts.

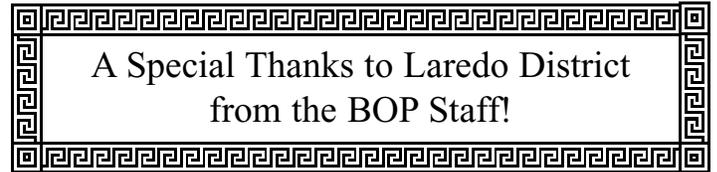
Armando, affectionately called "Mando" by his co-workers, is an eight-year employee of the Texas Department of Transportation, Laredo District where he serves as a district communications/maintenance electronics specialist and supervisor for a three-man crew. Mando is a traffic signals system technician with the Laredo District Transportation Operations section.

His duties include installing and inspecting maintenance traffic systems, and construction of illumination and traffic control devices in the eight county District. He is very familiar with all roadways.

Prior to TxDOT, Armando was employed with AT&T for two years, and in October of 1994 he began his tenure with TxDOT. Sanchez is a 22-year veteran and retiree of the United States Army. During his more than two decade tour of duty, Armando proudly served our country as a member of the 2nd Armored Division based in Ft. Hood in Killeen, Texas where he ascertained a vast amount of experience in communications and a specialty in electronics.

During his Army career, Mando's active duty assignments include being stationed in Germany, Turkey, Greece, Belgium and Fort Hood in Killeen, Texas. The highlight of his career was his involvement in the 1991 Desert Storm campaign where he saw military action in Kuwait City. One notable thing about living in a desert environment Mando says, "There are flies everywhere." Sanchez retired in 1993 with the rank of Sergeant First Class. He enlisted in 1970.

Mando states that Fort Hood is the largest military training installation in the world spanning approximately eighty miles in diameter. 



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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Contributors

Martha Arnold, R.D. Brown, Efrem Casarez, Berdell Collins, Cynthia Gonzales, James A. Johnson, Raul Leal, Betsy Paez, Tamela Saldana

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:

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Company _____

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City, State & Zip _____

Phone # _____

e-mail _____

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

Let us hear from you.



Arita Nicholas

BNE Fine Printing

A Houston printing company attracts national attention

BNE Fine Printing is one of about a half dozen minority owned commercial printing companies in the United States. These are companies that are capable of handling huge capacities for Fortune 500 companies.

In less than two years of operation, BNE has won nearly a dozen awards for "Best Printing" in several categories. They have been cited by Printing Industries of America for winning first place for its quality printing of brochures, booklets and posters. BNE's owner, Arita Cousins Nicholas, said "we are very young, but we're long on experience." We spent millions of dollars on state-of-the-art equipment, including 6-color 40 inch presses.

Nicholas and her husband, Bob, started the company with their personal savings and an SBA loan. She credits her staff of 15 experienced craftsmen for the company's reputation for quality. Nicholas said, "Our first objective was to hire some of the best people in the industry, and we succeeded." She said, "We are now building for the future."

Part of BNE's mission is to create an intern program for "at risk kids." Nicholas said, "Our way of giving back to the community is to give hope to young people who are not likely to go to college." Minorities are practically non-existent in the printing industry. BNE's goal is to open the door to a career path in the industry, "while creating an employment pool for our future," Nicholas said. "It beats depending on handouts from the government," she said.

BNE Fine Printing is building up an impressive list of major clients, including Continental Airlines, Shell Oil Company, Bank of America and Waste Management, just to mention a few. Nicholas said, "We're anxious to add TxDOT to that list. Don't let anybody kid you, it's a struggle building a new company, but we're confident that God is guiding our steps."

Contact information: BNE Fine Printing,
3558 East T.C. Jester, Houston TX
77018; Phone (713) 682-0682,
Fax (713) 688-2522. 

FACT NOTES:

Passenger aviation is BIG in Texas! According to the FAA enplanement reports for CY 2001, which was released in November 2002, there are 419 airports in the U.S.A. with a minimum of 10,000 passenger boardings. Of the 50 busiest U.S. passenger airports, six are in Texas. The Dallas/Fort Worth International Airport is the fourth busiest with 25,610,562 passenger boardings in CY 2001.

This was a decrease of about 2.7 million from CY 2000. Most U.S. airports showed a passenger boarding decrease for the first year in history, due primarily to the terrorist attacks of September 11, 2001. D/FW has more than 7,000 weekly flights.

The nation's ten busiest airports were Atlanta-Hartsfield, Chicago-O'Hare, Phoenix (AZ), Denver (CO), Las Vegas (NV), San Francisco (CA), Houston-Bush [which saw the lowest decrease among the top ten] and Minneapolis-St. Paul (MN). The busiest airport not to have an annual decrease in passenger boardings was Charlotte-Douglas (NC) which ranked 20th in the U.S.

Other "primary" airports in Texas (by passenger boarding rank) are:

Houston-William P. Hobby
Austin-Bergstrom International
Dallas Love Field
San Antonio International
El Paso International
Lubbock International
Harlingen-Valley International
Midland International
Amarillo International
Corpus Christi International
McAllen Miller International
Killeen Municipal
College Station-Eastwood Field
Laredo International
Beaumont/Port Arthur-Southeast
Brownsville/South Padre Island
Waco Regional
Abilene Regional
Wichita Falls Municipal-Sheppard
San Angelo Regional/Mathis Field
Houston-Ellington Field
Longview-Gregg County
Victoria (with 15,638 boardings)

Hopefully, CY2002 or CY2003 will exceed the CY2000 numbers and air travel will continue to grow in the United States of America. 



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AUSTIN TX 78701-9525



Navales Enterprises, Inc.

Gloria Navales, President of Navales Enterprises, Inc. (N-E-I), recalls the “very humble beginnings” of her business. N-E-I began operations in 1987 in a small spare bedroom serving as an “office” while the garage was a warehouse. The company started as a custodial business and slowly expanded to incorporate facility/property management and maintenance. It was this expansion that allowed N-E-I to diversify and become a thriving business in the construction and maintenance industry as well as a major contender in other management arenas, serving various federal government agencies across the U.S.

One sure way to succeed in life is to surround yourself with good people. Gloria Navales has done just that! Opportunities have been made available through such people as the DBE/HUB Coordinators with the Texas Department of Transportation and the University of Texas System, as well as other state agencies.

When Navales attended her first Hispanic Contractors Association (HCA) meeting in San Antonio, it was to become a very important event for her. Her first impression was so positive and rewarding that she soon became an active member of the organization. In 2002, she became Chair for the San Antonio Chapter of HCA and she is now serving as Treasurer for the 2003 State HCA Board.

N-E-I has executed work on federal government contracts throughout Texas including Corpus Christi, San Angelo, San Antonio, and Del Rio. However, it was not until a TxDOT’s BOP official explained the difference between State and Federal regulations did Navales come to know the benefits of being HUB and DBE certified through the State. At an HCA General Membership meeting, Navales was introduced to the HUB Program and was strongly encouraged to obtain the appropriate certification. With the assistance of the TxDOT BOP Section and San Antonio District officials Navales received her HUB certification. Being HUB certified made it possible for her to expand participation across the state.

Currently N-E-I has six different certifications including DBE and HUB. Navales actively promotes DBE/HUB certification “because

it works!” and it will “maximize their opportunities” and “introduce new business prospects”. The DBE/HUB certification is an “enhancement to a good business plan”.

Navales has dedicated part of her life to helping others and incorporated these principles in her business practices. These efforts earned her recognition from the Small Business Administration and in 1997 she was awarded the “SBA Minority Small Business Advocate of the Year”.

Without a doubt, N-E-I has come a long way from its origins. In her experiences as a minority, woman-owned business, Navales encountered many trials and tribulations. N-E-I has persevered due to Navales’ commitment to quality, a desire to help others, a strong work ethic, a vision to excel, and a dedication to customer service.

Navales is very grateful for the opportunities she has received and for the assistance that others have offered. For example, Zachry Construction Corp. acts as a Mentor to N-E-I, providing invaluable knowledge and training, while supporting N-E-I as they strive to achieve a higher level of success.

Most of all, Navales is eternally appreciative of her staff. Their hard work, loyalty, and dedication, especially that of Alva Martinez (Vice President-Contract Administration), have established a solid foundation for N-E-I.

Contact information: Gloria Navales, President; Alva Martinez, Vice President-Contract Administration; Navales Enterprises, Inc. 115 East Travis St., Suite 1500 San Antonio, Texas 78205-1636. Email: glorianavales@n-e-i.net Phone: 210/227-2778 ext. 13 Fax: 210/227-2779. 🇺🇸



Gloria Navales & Alva Martinez

AUSTIN

April 22, 2003

HUB Annual Vendor Fair

Hosted by:

The University of Texas System & The University of Texas at Austin

Frank Erwin Center from 9:00am - 4:30pm

For Information contact:

Annette Smith at (512) 471-2850

TXDOT

Business Opportunity Programs

Phone & Fax Numbers

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	Phone	Fax
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Goal Setting & Data Reporting	486-5500	486-5519
Compliance & Complaints	486-5510	486-5519
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TxDOT engineering plan sets for construction and state-let maintenance projects are on the TxDOT web site. To get to plans online:

Go to www.dot.state.tx.us

Click the e-Business > Plan Information

Click the Plans Online link.

If you should need assistance with this site, please call 1-888-900-7322 or e-mail us at plansol@dot.state.tx.us

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 Information Technology Purchasers, and Information Technology 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 information technology 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.



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