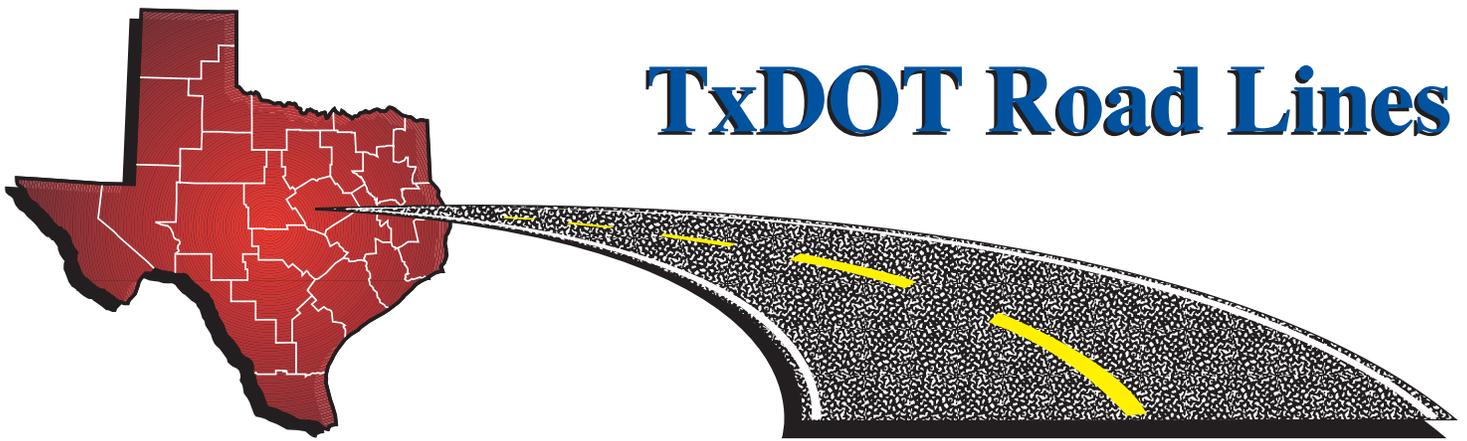


TxDOT Road Lines



UNDERSTANDING THE NEW DBE PROGRAM

Brief History

The Disadvantaged Business Enterprise (DBE) Program was originally instituted by regulation in 1980 under the authority of Title VI of the Civil Rights Act of 1964. In 1983, President Reagan signed the first statutory DBE program, which applied primarily to small firms owned and controlled by minorities involved in federally funded highway and transit programs. In 1987, Congress and President Reagan extended the program to cover airports as well as to include firms owned and controlled by women. The program was reauthorized under President Bush.

Over the years, the original 1980 program was amended several times to reflect statutory amendments and to respond to specific program issues. Occasionally there was a lack of uniformity in interpretation of the rule by the various recipients of federal funds. These actions resulted in a patchwork quilt of regulations, which sometimes created

confusion and inconsistency. In 1992, the U. S. Department of Transportation (DOT) issued a Notice of Proposed Rule-making (NPRM) intended to address these issues and streamline the program. DOT received 600 comments on the NPRM.

In 1995 the Supreme Court issued its opinion in *Adarand v. Peña* requiring that all federal affirmative action programs be narrowly tailored to serve a compelling government interest. Following the Court's decision, the Clinton Administration launched a government-wide review of affirmative action and DOT began the process of further modifying the DBE regulations to respond to the courts. In 1997, DOT issued a Supplemental Notice of Proposed Rule-making (SNPRM) proposing further changes in the DBE rule. DOT received 300 comments on the SNPRM.

In 1998, Congress fully debated the need for the DBE program during their deliberations

on the Transportation Equity Act. During the floor debates, members of Congress had lengthy discussions about the DBE program and the relevant constitutional issues. In the end, both houses of Congress voted to defeat amendments offered to repeal the DBE statute and the program was reauthorized for an additional six years.

After giving careful consideration to all of the public comments, the relevant court decisions, and the issues raised during the congressional debates, DOT issued the new DBE rule. The first goal of the new rule, just like the old program, is to level the playing field for small disadvantaged businesses. In addition, the new rule contains substantial changes to respond to the issues raised by the courts, program participants and Congress. Finally, the new rule streamlines the DBE program and seeks to improve program administration.

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Attention Public Notice

Disadvantaged Business Enterprise Goals

Fiscal Year 2000

In accordance with Title 49, Code of Federal Regulations, Part 26, recipients of federal-aid funds authorized by the Transportation Equity Act for the 21st Century (TEA 21) are required to establish DBE programs. Section 26.45 requires the recipients of federal funds, including the Texas Department of Transportation (TxDOT), to set overall goals for DBE participation in DOT assisted contracts. As part of this goal-setting

process, the TxDOT is publishing this notice to inform the public of the proposed overall goals, and to provide instructions on how to obtain copies of documents explaining the rationale for each goal.

The proposed Fiscal Year 2000 DBE goals are 11.9% for highway design and construction, 12.4% for aviation and 8.6% for public

continued on page 3

From the Director



James Dossett

As we embark on the third issue of our newsletter, I would like to take this opportunity to emphasize the services offered to you, our customers, by the Business Opportunity Programs Section (BOP) and remind you

that these are your programs. As with many things, what you get out of the programs may depend on how much you participate in them. I encourage you to attend the regional DBE/Historically Underutilized Business (HUB) Liaison Committee meetings. Take advantage of the opportunity to meet and network with TxDOT staff. This is one way to find out about

current and future projects, and the requirements for submitting bids. Another area where you can provide some positive input is this newsletter. Let us know if you would like to see an article on a particular subject. Submit a question for the Frequently Asked Questions column; if you had the question, chances are others do too. When public hearings are held that affect your industry and the department, attend them and make your comments known. If you cannot attend, submit your comments in writing. To get started on your road to success, we've reprinted the list of District and Headquarter contact people.

These are just a few ways you can shape your future and TxDOT's, by participating rather than by watching from the sidelines. Remember, these are your programs and we need your help to make them work. To help these programs is to help yourself.

Understanding The New DBE Program
(continued from page 1)

Highlights of Changes to DBE Program

- ◆ Recipients (TxDOT is a recipient of federal funds) are now required to develop and maintain a bidders list. The list is intended to be a count of all firms that are participating, or attempting to participate, on DOT-assisted contracts.
- ◆ All recipients are required to include a provision in their contracts requiring prime contractors to make prompt payments to subcontractors, DBE and non-DBE alike.
- ◆ Recipients are required to set the overall annual DBE goal based on availability of ready, willing and able DBE's to participate.
- ◆ The recipient is required to meet the maximum feasible portion of its overall goal by using race-neutral means of facilitating DBE participation.
- ◆ Recipient is required to use contract specific goals to meet any portion of the overall goal not met through race-neutral means.
- ◆ If recipient determines that the apparent successful bidder/offeror has failed to make a good faith effort to meet the contract goal, the bidder/offeror must be given an opportunity for administrative reconsideration by an official who did not take part in the original determination.
- ◆ Only the value of the work actually performed by DBEs counts toward DBE goals. Work that a DBE subcontracts to a non-DBE does not count toward DBE goals.
- ◆ A DBE trucking operation must own and operate one fully licensed, insured and operational truck used on the contract. The DBE may lease trucks from another DBE firm and receive credit for the total value of work performed by the leased trucks. A DBE who leases trucks from a non-DBE is entitled to credit only for the fee or commission it receives as a result of the lease arrangement.
- ◆ A regular dealer of material may supplement their own distribution equipment with a long-term lease agreement and not on an ad hoc or contract-by-contract basis.
- ◆ DBE applicants have the burden of proof regarding group membership, ownership and control standards by a preponderance of evidence.
- ◆ DBE applicants must submit a statement of Personal Net Worth that does not exceed \$750,000.
- ◆ Recipients throughout the State are required to agree on a Unified Certification Program (UCP). The UCP must provide one-stop shopping for firms applying for DBE certification, such that an applicant is required to apply only once for a DBE certification that will be honored by all recipients in the State. UCP will be operational by 2003.
- ◆ A firm's certification is now valid for three years. However, each firm must inform the recipient in writing of any changes that would affect its eligibility and must submit an annual affidavit that no changes have taken place. ➤

DBE/HUB PROFILE:

G & T PAVING COMPANY

Contributed by G & T Paving Company

Abel Gonzales, owner of G & T Paving Company, credits God and family for his company's success. Gonzales has taken his family paving business to its 30th Anniversary with measurable production and pride. What started as a modest construction business with three employees in 1969, now employs 65 with an estimated 150 pieces of machinery. A successful multi-construction corporation, G & T Paving also incorporated RML Hauling & Milling, Inc., to address roadway construction and truck hauling operations. Gonzales' family businesses also develop residential and commercial sites.

A certified DBE/HUB, he is one of the states' first Hispanics qualified to bid as a general contractor with TxDOT, currently permitted to contract up to \$34 million. "My goal and that of my family's is to set an example for other DBEs and HUBs," Gonzales shares. "If you do your best and treat your employees right, they will go out of their way to make things right". Gonzales instills this in his family who work in the businesses and share his working and personal beliefs. "One must be a positive role model for your family, the employees,

and those you partner with," he recommends.

G & T Paving's most recent TxDOT project included upgrading FM 802 in Brownsville to a five-lane curb and gutter project with sidewalks, and new signalization at an estimated cost of over \$3 million. The company has also successfully completed construction projects in San Benito, Harlingen, and Brownsville. In the private sector, the company has partnered with various school districts and county entities in the Rio Grande Valley and major businesses such as Albertsons Grocery Stores.

"Respect, respond, and recognize is what I tell my family and employees," comments Gonzales. "If you respect each other and the public, if you always respond to their requests, and if you always remember to recognize their efforts, you will receive the same." Gonzales believes a successful business does not happen overnight and by one person. It takes a team and Gonzales strives to have a team that works for the betterment of all. ➤



You Are Invited - DBE Seminars

New DBE Program requirements go into effect on October 1, 1999. In order to provide information regarding the new requirements, TxDOT, in conjunction with the Associated General Contractors, Highway Heavy Branch and the DBE/HUB Liaison Committee, is hosting eight DBE Seminars across the State of Texas. The seminars will begin with a buffet luncheon from 11:30 a.m. to 12:45 p.m. Registration for the seminars will be held from 12:00 noon to 1:00 p.m. and the seminar is scheduled from 1:00 p.m. to 5:00 p.m. At the following locations:

Date	Location
October 26, 1999	Hyatt Regency Austin 208 Barton Springs Road Austin, Texas
October 27, 1999	Holiday Inn Select Love Field 3300 W. Mockingbird Lane Dallas, Texas
October 28, 1999	Holiday Inn Airport 6655 Gateway West El Paso, Texas
November 2, 1999	Holiday Inn Express 3001 E. Business I-20 Odessa, Texas
November 3, 1999	Holiday Inn Civic Center (Hotel & Towers) 801 Avenue Q Lubbock, Texas
December 9, 1999	Radisson Hotel (formerly Howard Johnson) 2843 Loop 323 West Northwest Tyler, Texas
December 14, 1999	Westin Oaks 5011 Westheimer Houston, Texas
December 15, 1999	Best Western Palm Aire 415 S. International Blvd. Weslaco, Texas

If you are interested in attending one of the seminars, please contact Eugenia Humphries at (512) 703-5829 or E-mail: ehumphr@mailgw.dot.state.tx.us.

Attention Public Notice
(continued from page 1)

transportation. The proposed goals and goal-setting methodology for each is available for inspection between the hours of 8:00 a.m. and 5:00 p.m., Monday through Friday, beginning August 27, 1999 in the office of the Texas Department of Transportation, Construction Division, Business Opportunity Programs Section, 105 West Riverside Drive, Austin, Texas 78704.

The department will accept comments on the DBE goals for 45 days ending October 11, 1999. Comments can be sent to Cynthia F. Gonzales, Construction Division, BOP Section, 125 E. 11th St., Austin, Texas 78701; (512) 703-5837; Fax: (512) 703-5803; Email: cgonza3@mailgw.dot.state.tx.us. 📍

CONGRATULATIONS!

Newly Certified as DBEs

T&T Drilling

4120 M.L.K., Blvd, Lubbock, TX 79404
Water Well Drilling & Environmental Sampling

Hummingbird Construction

RT 1 Box 479-3 Circle, Killeen, TX 76547
PO Box 10297, Killeen, TX 76547
Minor Structures

Gulf Energy Supply Company

13910 Champion Forest Drive, Suite 212
Houston, TX 77069
Manufacturing Asphalt

Geotechnical and Environmental Resources

10615 Shadow Wood Drive, Houston, TX 77043
Engineering

Hal Enterprises

2348 Marion Street, North Bend, OR 97459
Environmental and Safety Training

The 5125 Company

213 E Tom Landry, Mission, TX 78572
Concrete Paving & Minor Structures

Earth Moving Tandems

8702 Little Geronimo, San Antonio, TX 78066
PO Box 67, Riomedina, TX 78066
Hauling

D&C Trucking

2710 Woody Road, Lamesa, TX 79331
Hauling

Raul Regalado & Associates

1006 Southlake Hills Dr., South Lake, TX 76092
Management Consulting (Aviation)

JS Constructors, Inc

1507 Windsor Forest Trail, Roanoke, TX 76244
PO Box 862, Keller, TX 76244
Water & Sewer Line Drainage

Lift Station & Pump Station

Griego Dragline, Inc
Rt. 4, Box 233, Hereford, TX 79045
Hauling, Material, Supplier of Caliche

Chica & Associates

595 Orleans, Suite 508, Beaumont, TX 77701
Engineering

L.M. Equipment Company

349 McBride Lane, Corpus Christi, TX 78408
Asphalt Paving

M-5 Trucking

9462 Brushy Point, San Antonio, TX 78250
Hauling

Smiley's Trucking

825 Westfall, San Antonio, TX 78210
Hauling

Construction Admin

1529 N.E. 9TH Street
Oklahoma City, OK 73117
Construction/Management

JRM Contracting

2016 Catherine Street, Benton, AR 72018-0119
Hauling, Landscaping

Kramer Associates

580 Utica Avenue, Boulder, CO 80304-0775
Aviation Planning and Marketing

Deleon Partners, Ltd

6209 Lost Creek, Corpus Christi, TX 78413
Aviation Fuels
Manufacturing of Oil and Natural Gas
Regular Dealer of Fuels, Propane and Marine Fuel

T & T Engineering, Inc

1806 W. Stassney Lane, Austin, TX 78745
Engineering

Complete Emergency Maintenance

1402 Corinth Street, Suite 118
Dallas, TX 75215
Traffic Control Devices: Striping & Raised Buttons

ZJM Engineers, Inc.

7501 Woodbridge, Garland, TX
PO Box 451447, Garland, TX 75045
Engineering

Brigido Torres Paint

185 Segovia Way, Pflugerville, TX 78660
Painting, Traffic Control Devices:
Pavement Materials, Thermal Plastic Striping

New DBEs Truck Owner Operators

Ortiz Hauling Jose

PO Box 194, Knippa, TX 78870

Roberts, Clyde

7722 Pipers View, San Antonio, TX 78251

Salinas, David

5650 Grissom Road, Apt.2017
San Antonio, TX 78238

Gonzalez, Oswaldo M.

111 Hills Dale , San Antonio, TX 78227

McCauley, Devoid

5927 Lake Pine Street, San Antonio, TX 78222

Maldonado, Hermengildo G.

1423 Saenz, San Antonio, TX 78214

Moreno, Martin

7230 Shadow Ridge, San Antonio, TX 78250

Villegas, Ralph

303 Loy, San Antonio, TX 78228

Escobar, Crescencio

324 Florencia Avenue, San Antonio, TX 78228

Sanchez, Richard C.

6271 Deer Valley, San Antonio, TX 78242

Gomez, Jr. Guadalupe

1706 Santa Fe Trail Drive
San Antonio, TX 78232

Escobar, Marco

203 Bogue, San Antonio, TX 78228

District DBE/HUB Coordinators:

HOUSTON DISTRICT

Rick McAlpine



Rick McAlpine is candid and clear about his new Wednesday policy: "I am making it easier for DBE/HUBs to do business with the state." McAlpine has set aside each Wednesday to meet with representatives from DBE/HUB Businesses in the Houston area. "I take some of the uncertainty out of dealing with the state," he says. McAlpine explains that when he meets with persons from generally smaller companies, they are often reluctant to do business with TxDOT, an agency they perceive as an enormous bureaucracy with resources that could overwhelm small or new companies. By scheduling meetings one-to-one, McAlpine reduces anxiety about doing business with TxDOT and persuades smaller companies that TxDOT is a good customer.

Rick McAlpine has been in Houston less than six months, but he has already made an impact on the way the District does business. As the Purchasing and Materials Manager for the Houston District, he is confident that the Houston District can be a model for the state program. Clearly the largest district in the state in terms of purchases, Houston's enormous purchase power is something McAlpine would like to see distributed through a larger purchasing base, including HUBs.

TxDOT actively solicits bids from DBE/HUBs. Three bids are required on standard purchases between \$2,000 and \$15,000. Of the three bids, one must be from a woman owned HUB company, a second bid must be from a minority owned HUB business. By investing just an hour with each company, McAlpine feels he can make the state bidding process less formidable.

McAlpine, a native of San Antonio, graduated from Trinity University and left Texas to work in New York City for the J.C. Penney Company. After 10 years on the Avenue of the Americas, McAlpine was ready to move home. He then went to work in the General Service Division of TxDOT in Austin. After ten years in Austin, he moved home to San Antonio for 4-and-a-half years and then to Houston. Moving to Houston was an opportunity McAlpine felt he could not pass up.

Since his arrival in Houston, McAlpine says there have been only three days when it did not rain. "But who's counting," he asks?

PHARR DISTRICT

Debra Parr



Debra Parr knew when she started working for the department 18 years ago that she was going to do all she could to help others. She realized that a challenging task such as this could be accomplished only if she could learn as much as she could about purchasing and procurement.

Her starting position as a clerk would create an environment where she would have to start learning the basics. Debra's commitment and determination to learn paid off. Her learning experiences would afford her the opportunity to become the district's first certified purchaser in 1997.

Debra's commitment to help others was put to the test when TxDOT's purchasing policy incorporated HUB standards. Her appointment as HUB coordinator gave her the opportunity to help minority and women-owned businesses establish a working relationship with the department. She has assisted approximately 100 businesses in establishing HUB certification through the Texas General Service Commission (GSC).

Continuing to help others, Debra inputs purchases of services to an On-Line Contracting Center that establishes bid information for vendors from different agencies. "It's a win-win situation," stated Parr, "we assist vendors and purchasers in networking with each other in obtaining business opportunities."

Currently, Debra is a member of the South Texas Minority Business Opportunity Center Sub-Committee, a networking group that assists minority businesses reach certification. She also participates in the McAllen Chamber of Commerce's Annual Business Expo and the Economic Opportunity Forums sponsored by the GSC.

Debra's commitment and dedication, she believes, has been beneficial not only to her but also to the department and to DBE/HUB businesses in the area. The success of the DBE/HUB programs in the district was recognized when the Pharr District received the 1996 and 1997 Business Opportunity Symposium Series Award for their use of HUBs and DBEs.

Debra's philosophy is "If I can help one business to succeed, then I feel like I've done my job".

Frequently Asked Questions

Regarding
Disadvantaged Business Enterprises (DBEs)
&
Historically Underutilized Businesses (HUBs)

How long does it take to get certified as a DBE?

The certification review process can take up to 90 days from the date the Department receives all of the required documents. Included in this process is an on-site review of all new applicants. DBE certification is now valid for three (3) years, if no significant changes occur in the DBE business.

I understand the BOP office is arranging one-on-one appointments for vendors with various TxDOT buyers. What's this about and how can I get an appointment?

In order to increase the participation of small businesses (DBEs and HUBs) with TxDOT, the BOP Section has taken the initiative to introduce these businesses to TxDOT buyers by arranging "One-on-One" appointments. This generally results from BOP staff meeting business representatives at forums, workshops, and Liaison meetings where they complete a Business Profile Form that provides specific information regarding products and services they wish to market to TxDOT. BOP reviews the profile and arranges appointments with the appropriate TxDOT buyers. If you are interested in a "One-on-One" appointment, contact the BOP Section's Education and Outreach Branch at (512) 703-5826.

Are DBE's allowed to subcontract?

Yes, for federally-funded contracts, as long as the DBE performs at least 30% of the work with his/her own forces. However, for contracts let after October 1, 1999 the only amount creditable toward a contract's DBE goal is the amount performed by the DBE or subcontracted to a DBE. For state-funded contracts, HUBs may subcontract up to 75% of the work of their contract to a HUB and/or non-HUB and still receive credit for 100% of the contract.

What's the difference between a manufacturer and a material supplier?

The material supplier work category has three types; Manufacturing, Regular Dealer and Commissions & Fees. A manufacturer makes the item(s) from scratch, such as building barricades from lumber or blending materials to create ready-mix concrete. Regular dealers stockpile or warehouse items and resell them on a regular basis to customers, or distribute the item(s) with their own equipment or equipment leased on a long term agreement. Equipment cannot be leased on an ad hoc or contract-by-contract basis. A material supplier for commissions and fees buys and sells items, but does not gain physical control of the item(s).

As a DBE/HUB hauling firm, do I get credit for hauling and for the materials being hauled?

On federally-funded contracts, you receive credit only for hauling. If you are DBE certified as a manufacturer or as a regular dealer you also receive credit for the materials being hauled.

For state-funded contracts, you receive credit for hauling and for the materials as long as your firm is directly involved in the haul and payment for the materials.

Why do I have to submit personal net worth information to get certified as a DBE?

In the new DBE rules, issued by the DOT, individuals applying for DBE certification must provide documents supporting their claim of economic disadvantage. To accomplish this, DOT established a Personal Net Worth (PNW) requirement. Applicants must complete and submit as part of the DBE certification application a PNW form. If the owner(s) show a personal net worth above \$750,000 ("hard cap"), they are ineligible.

TEXAS DEPARTMENT OF TRANSPORTATION DISTRICT CONTACTS

DISTRICT	TELEPHONE SERVICES	PROFESSIONAL	MAINTENANCE	COMMODITIES/ GOODS & SERVICES	CONSTRUCTION
ABILENE 4250 N. Clack P O Box 150 79604	915-676-6802	Cody Parkhill	Martin Turentine	Allen Morgan	Paul Hoelscher
AMARILLO 5715 Canyon Dr. 79110 P O Box 2708 79105	806-356-3200	John White	Joyce Davis	Alvin Kabetzke	Tom Nagel
ATLANTA 701 E. Main P O Box 1210 75551	903-796-2851	David Williams	Charles Russell	Robert Jones	James Joslin
AUSTIN 7901 IH-35 N P O Drawer 15426 78761	512-832-7000	Patsy Warren	Leslie Miller	Paul Goertz	Danny Stabeno
BEAUMONT 8350 Eastex Freeway	409-892-7311	Karen Davis	Will Swearingen	Vickie Duke	Will Swearingen
BROWNWOOD 2495 Texas 183 N 76802	915-646-2591	Elias Rmeili	Tina Crelia	Earla Pallette	Kathy Kunkel
BRYAN 1300 N Texas Ave. 77803	409-778-9714	Don Werth	Craig Hogan	Lonnie Brothers	Craig Hogan
CHILDRESS 1700 Ave. F NW P O Box 900 79201	940-937-2571	Darwin Lankford	Bart Sherrill	Ross Butler	Gene Garcia
CORPUS CHRISTI 1701 S Padre Island P O Box 9907 78469	361-808-2300	Pat Norrell	Bob Blackwell	Rex Godsby	Mario Garza
DALLAS 4777 US 80 E, Mesquite P O Box 133067, Dallas 75313	214-320-6100	Charles Tucker	Gary Charlton	Fred Gober	Jim Hunt
EL PASO 212 N. Clark Dr. P O Box 10278 79994	915-774-4200	Mark Logenbaugh	Robert Tejada	Dennis Evans	Phil Vickers
FORT WORTH 2501 SW Loop 820 P O Box 6868 76115	817-370-6500	Sam Swan	Vicki Webb	Janice Jennings	John Rosson
HOUSTON 7721 Washington Ave. P O Box 1386 77251	713-802-5000	Elvia Cardinal	Charles Burks	Lyna Stoerner	Walter Torres
LAREDO 1817 Bob Bullock Loop 78043	956-712-7400	Jo Ann Garcia, P.E.	Rosa Trevino, P.E.	Salvador A. Mercado, P.E.	Fitzgerald Sanchez, P.E.

LUBBOCK 135 Slaton Hwy. P O Box 771 79408	Steve Warren	Andrew Chavez	Dennis Morgan	John Rantz
LUFKIN 1805 N Timberland Dr. 75901	Mike Offield	Walter Hearnberger	David Pitts	Walter Hearnberger
ODESSA 3901 US 80 E 79761	Gary Law	Carolyn Yarbrough	Ray Harris	Pam Brown
PARIS 1365 N. Main St. 75460	Steve Ekstrom	Jan Barnes	Niki Mathews	Wayne Clement
PHARR 600 US 83 W Express P O Drawer EE 78577	Janice Kolberg	Chano Falcon	Medardo Salinas	Rosendo Garcia
SAN ANGELO 4502 Knickerbocker Rd. 76904	George (Rudy) Herrmann	Dennis Wilde	Charlie Jones	Victor Pinon
SAN ANTONIO 4615 NW Loop 410 P O Box 29928 78229-092878284	Judy Friesenhahn	Jim Shiller	Jim Parker	Edward Stephen
TYLER 2709 W Front St. 75702-7712	Sonja Swinson	Shelli Thomas	Terry Frick	Sherri Ralston
WACO 100 S Loop Dr. P O Box 1010 76703	Reggie Richardson, P..E.	Kathy Hartin	Bruce Baker	Russel Lenz, P..E.
WICHITA FALLS 1601 SW Parkway 76302	Grace Davis	Julia Smith	Leona Morgan	Julian Martinez
YOAKUM 403 Huck St. P O Box 757 77955	Billy Goodrich, P..E.	Jocelyn Bolom	J. T. Byrnes	Sherry Hutchinson

AGENCY PURCHASING CONTACTS

COMMODITIES	SERVICES	INFORMATION SYSTEMS	MAINTENANCE CONTRACTS	PRIME/SUBCONTRACTING	GENERAL INFORMATION
Ron Eberhardt, CPPO	Karen Lewis, CPPO, C.P.M.	Rudy Gomez, CPPO	Carol Whittenbaugh	Business Opportunity Programs	Gerl Bartel
512-416-2063	512-416-2027	512-416-2052	512-416-3222	Pat Merrill	512-416-2047
512-416-2152 - FAX	512-416-2152 - FAX	512-416-2269 - FAX	512-416-2652 - FAX	512-703-5826	512-416-2861 - FAX
			512-703-5857 - FAX		
PRINTING	OFFICE SUPPLIES	FURNITURE	HWY MAINTENANCE MAT'L'S	NON-ENGINEERING	PROFESSIONAL SERVICES
Al Fairchild, CPPB	Georgene DeVine, CPPO	Ann Morrow, CPPB	Elaine Campbell, CPPB	CONSULTANT SERVICES	Mohammad Farhoud
512-416-2806	512-416-2839	512-416-2039	512-416-2068	Anna Isbell	512 - 416-2322
512-416-2861 - FAX	512-416-2861 - FAX	512-416-2269 - FAX	512-416-2152 - FAX	512-416-2417	512-416-2292 - FAX
				512-416-2536 - FAX	

1999 Calendar of Events

	Date	Time	Event	Location	Telephone
October	6		Forum: Representative Dawnna Dukes District 50, "Small Business Summit"	Austin-Austin Community College, Eastview Campus	(512) 463-0506
	6 & 7	1:00 p.m.	TxDOT Letting	Austin-200 E. Riverside, Rm. 101	(512) 416-2540
	6	2-5 p.m.	DBE Certification Workshop	Austin-150 E. Riverside, Rm. 1B1	(512) 703-5826
	20 & 21		Forum: MEDWEEK 99 Conference	McAllen-Embassy Suites Hotel, 1800 S. 2nd	
	21	11:30-6 p.m.	Forum: Austin Hispanic Chamber of Commerce "La Feria '99"	Austin-Palmer Auditorium	(512) 476-7502
	26	11:30-12:45 p.m. 1-5 p.m.	Luncheon & DBE Seminar	Austin-Hyatt Regency Austin, 208 Barton Springs Road	(512) 703-5829
	27	11:30-12:45 p.m. 1-5 p.m.	Luncheon & DBE Seminar	Dallas-Holiday Inn Select Love Field, 3300 W. Mockingbird Lane	(512) 703-5829
	28	11:30-12:45 p.m. 1-5 p.m.	Luncheon & DBE Seminar	El Paso-Holiday Inn Airport, 6655 Gateway West	(512) 703-5829
November	2	11:30-12:45 p.m. 1-5 p.m.	Luncheon & DBE Seminar	Odessa-Holiday Inn Express, 3001 E. Business I-20	(512) 703-5829
	3	11:30-12:45 p.m. 1-5 p.m.	Luncheon & DBE Seminar	Lubbock-Holiday Inn Civic Center (Hotel & Towers), 801 Ave. Q	(512) 703-5829
	4-6		Forum: 4th Annual Hispanic Contractors Association de Tejas State Convention and Business Hardhat Expo	Houston-Radisson Hotel Astrodome	(713) 426-0003
	9 & 10	1:00 p.m.	TxDOT Letting	Austin-200 E. Riverside, Rm. 101	(512) 416-2540
	9	2-5 p.m.	DBE Certification Workshop	Austin-150 E. Riverside, Rm. 1B1	(512) 703-5826
December	3	10-3:30 p.m.	Statewide Liaison Meeting	Austin-125 E. 11th St., Hearing Rm.	(512) 703-5826
	7 & 8	1:00 p.m.	TxDOT Letting	Austin-200 E. Riverside, Rm. 101	(512) 416-2540
	7	2-5 p.m.	DBE Certification Workshop	Austin-150 E. Riverside, Rm. 1B1	(512) 703-5826
	9	11:30-12:45 p.m. 1-5 p.m.	Luncheon & DBE Seminar	Tyler-Radisson Hotel, 2843 Loop 323 West Northwest	(512) 703-5829
	14	11:30-12:45 p.m. 1-5 p.m.	Luncheon & DBE Seminar	Houston-Westin Oaks, 5011 Westheimer	(512) 703-5829
	15	11:30-12:45 p.m. 1-5 p.m.	Luncheon & DBE Seminar	Weslaco-Best Western Palm Aire, 415 S. International Blvd.	(512) 703-5829
January	4 & 5	1:00 p.m.	TxDOT Letting	Austin-200 E. Riverside, Rm. 101	(512) 416-2540
	4	2-5 p.m.	DBE Certification Workshop	Austin-150 E. Riverside, Rm. 1B1	(512) 703-5826



Successful Project Scheduling:

Scheduling for any project is extremely important since this sets the tone for how the project will be successfully completed. It gives a timeline showing critical paths and milestone dates for everyone. It also is a tool and guideline for the TxDOT personnel, utility companies, contractors' employees, subcontractors, and material suppliers. This schedule allows each responsible party to plan ahead, organize, and complete each activity involved in their portion on the project in a timely and cost efficient manner.

Submitted by Durwood Greene Construction Co., Stafford, Texas



Visit the Web!

U.S. DOT Web Page

Information on the new DBE rules can be accessed by using the internet. The U.S. DOT created a Web page for this purpose. In order to locate this site, go to <http://osdbuweb.dot.gov/programs/dbe/dbe.htm>

For additional information on this subject or any other questions you may have, please complete the order form in this newsletter.



Visit TxDOT's Website

to find out about aviation contracts. Click on Business then Aviation Information.

What is the Texas Marketplace?

The Texas Marketplace is an Internet site that offers a one-stop shop of invaluable resources for your business. As more businesses begin to access the Internet, Texas Marketplace is one place you will want to bookmark.



At Texas Marketplace you can:

- List your company free in the Business Directory <http://www.texas-one.org/market/biz/index.htm>
- Place an advertisement free to buy or sell commodities <http://www.texas-one.org/htadm/mpbiz>
- Locate bids from state, federal and local governments that exceed \$25,000 <http://www.marketplace.state.tx.us/1380/sagency.cfm>
- Search a centralized, HUB database <http://www.texas-one.org/market/compdirs.htm#srchub>

If you have additional questions, contact:

Texas Department of Economic Development
Texas Marketplace, Internet Services Group
P.O. Box 12728, Austin, Texas 78711-2728
E-mail comments to: comments@texas-one.org

Or

The Business Opportunity Programs Section
512-703-5826

Visit TxDOT Website
<http://www.dot.state.tx.us>

TxDOT Road Lines

James Dossett, Editor

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: 5,000.

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Design and Publishing

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

Order Form

- DBE Certification Application
- DBE Certification Application for Truck Owner/Operator
- Precertification Application (for professional service contracts: <http://www.dot.state.tx.us>)
- Bidder's Questionnaire (for maintenance and construction projects - no financial statement required)
- Prequalification Application (for maintenance and construction projects - requires audited financial statement)
- Plan Room request form
- HUB Application (<http://www.gsc.state.tx.us>)
- TxDOT's DBE/HUB Program Rules
- Technical Assistance information
- DBE/HUB Liaison Committee information
- List of TxDOT districts and purchasers
- Other: please specify _____

Please send the items indicated above to:

Please type or print.

Do you have a comment or a question for the Frequently Asked Questions column?

Name _____

Company _____

Address _____

City, State & Zip _____

Phone # _____

Did You Know?

The Next Step - Internet Bidding

The Electronic Bidding System (EBS) will soon become a reality at TxDOT. The 75th Legislative Session, in 1997, passed a law allowing TxDOT to receive bids electronically. Under the leadership of Thomas Bohuslav, Director of TxDOT's Construction Division, this project has been successfully developed.

Companies affected by the new system will be those submitting bids at letting in Austin, or in other words, companies bidding on state-let construction and maintenance contracts. It's important to emphasize EBS will change only the method used to submit bids; all requirements for qualifying to submit bids remain the same.

After exploring various options available for electronic bidding it was decided to use the World Wide Web (www) and link it with TxDOT's computer system. EBS will allow qualified bidders to enter their bid prices for an individual project via the Internet. The bids will be stored until the day and time of bid opening, at which time they are reviewed and the apparent low bidder is determined.

The system will contain several security features, the most important being the use of digital signatures. At the time a bidder is

qualified to bid, TxDOT will issue a Digital Certificate to the bidder. The Digital Certificate contains the information necessary for the electronic signature which identifies a company, thereby allowing them to submit bids via the Internet. A certification company will be awarded a contract to provide the Department with the Digital Certificates and other services.

The advantages to the companies submitting bids are significant. The primary advantage will be a reduction and possible elimination of bidding errors. The EBS System will provide an advanced editing and validation feature to ensure that all the required information is submitted. Several other advantages are obvious. Because companies submit bids electronically, travel time to the Construction Division in Austin to attend a

bid opening is eliminated. The contractor will view letting results via the Internet the evening of letting on TxDOT's Web Page. Currently, letting results are available on TxDOT's Web Page (<http://www.dot.state.tx.us>).

Scott Nichols, Director of the Prequalification and Proposal Issuance Branch of the Construction Division, has been working on the EBS development since its inception. Nichols and

David Debo, Information System Division's Project Manager, are committed to ensuring the workability of electronic bidding for construction and state maintenance projects. Nichols stated "the goal is to have it available for public testing by January 1, 2000."

Companies interested in this new system may request additional information from the Construction Division by calling 512-416-2540.



NO POSTAGE
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IN THE
UNITED STATES



BUSINESS REPLY MAIL

FIRST-CLASS MAIL PERMIT NO. 175 AUSTIN, TX

POSTAGE WILL BE PAID BY ADDRESSEE

BUSINESS OPPORTUNITY PROGRAMS SECTION
CONSTRUCTION DIVISION
TEXAS DEPARTMENT OF TRANSPORTATION
125 E 11TH ST
AUSTIN TX 78701-9525



FACT NOTE:

Twenty two (22) DBE firms that were previously certified as DBEs have been "graduated" from TxDOT's DBE Program due to Personal Net Worth (PNW).

The PNW requirement is part of the U.S. Department of Transportation's newly revised DBE Program.

Individuals who consider themselves as economically disadvantaged must have a PNW of less than \$750,000. This amount excludes DBE business assets and the DBE owner's personal residence. Assets included are other businesses owned, rental and investment property, stocks and bonds, retirement funds, household furniture and contents, etc. Jointly owned assets, such as property acquired during a marriage, are divided in half and so are the joint liabilities.

Statewide DBE/HUB Liaison Committee

Adalberto "Beto" Camarillo, Chair



Beto Camarillo is TxDOT's DBE/HUB Liaison Committee Chair. The Liaison Committee, through the Business Opportunity Programs Section, works with TxDOT staff to insure participation of DBEs and HUBs in doing business with TxDOT. The committee was formed three years ago. The first year, according to Mr. Camarillo, the committee got to know each of the delegates as well as the department's staff. As he stated, "We knew our obstacles but did not know how to ask for remediation and from whom. We spoke two different languages at the time and we spent a fair amount of time learning each other's language. It was a learning process."

When asked what his goal was for this committee, he was quick to reply, "my goal is for the small DBE/HUB to become prime contractors with the Texas Department of Transportation."

A dynamic self-made man best describes Mr. Camarillo. He arrived in San Antonio at the age of 26 with only \$5 in his pocket and had a job within 24 hours of his arrival in his adopted country. Within a week, he had brought his growing family to San Antonio. It is not at all strange to learn that his philosophy in life is "to make things happen."

Through the years, he has "made things happen." From that inauspicious beginning, he went on to become the President and co-owner of Poznecki-Camarillo & Assoc. Inc., one of the largest Hispanic owned Engineering/Surveying firms in South Texas. He is also co-owner of Structural, Civil and Surveying, Inc., targeting large government funded projects.

Mr. Camarillo explained that even though great strides have been made in the language, ethnicity or gender barriers, there is still a misconception of the goals of the DBEs/HUBs. Both the Department and the committee must find ways to make positive changes. He knows of various reasons why the misunderstandings still exist: due to technicalities and different interpretations of the law.

There is always more work to be done, "to make things happen". His goal for the DBE/HUB Liaison Committee and the TxDOT is for communication to improve to the point that DEB/HUB businesses move from sub-contractor status to prime contractors and eventually to "graduate" from the program.

James Bellamy, Vice-Chair



James Bellamy, principal partner of Bellamy-North & Associates and Bellamy Design Drafting Services has served on the Liaison Committee, as a delegate for Region 1, since its inception in 1996. "The primary function of the Liaison Committee is to assist TxDOT in achieving its annual DBE/HUB utilization goals," states Mr. Bellamy.

The Liaison Committee is helping to eliminate barriers which limit access and reduce initiative for many DBE/HUB entrepreneurs attempting to do business with TxDOT. By presenting issues, asking questions, and making suggestions, the Liaison Committee has helped bring greater understanding between the DBE/HUB business community and TxDOT. Through these efforts, DBE/HUBs have moved into equitable business relationships with TxDOT.

James Bellamy grew up in Waynesboro, Virginia. He is the third son of a family of nine children (5 boys & 4 girls). His father, now 79, a retired auto mechanic and mother, 72, a retired nurse continue to be two of the most influential persons in his life. After completing high school James attended college at American University and the University of the District of Columbia in Washington, D.C. studying engineering design and graduated with a BA in Design Technology.

James relocated to Houston in 1981 and started Bellamy Design Drafting Services in 1982. One of his first successes came as he negotiated contracts with CAE-Link in support of the NASA Shuttle Training System Upgrade. Other contracts included BDDS support services with area Architectural-Engineering consultants on projects for the City of Houston, TxDOT and the Houston Independent School District.

The partnership of Bellamy-North & Associates was formed in 1996 and is precertified for TxDOT Engineering Consulting in seven categories. The categories are Route Studies & Schematic Design, Minor and Major Bridge Layouts, Minor and Major Roadway Design and Basic Hydraulic Design. The firm is currently seeking opportunities to team with experienced TxDOT consultants.

Mr. Bellamy is convinced the DBE/HUB Liaison Committee can and will make a difference in serving both the DBE/HUB business community and TxDOT. Bellamy-North & Associates is actively pursuing consulting projects with TxDOT. We are inspired by the climate of change initiated by TxDOT's BOP Section. The entrepreneurial spirit is alive and well in the office of Bellamy-North & Associates.

ELECTION FOR DBE/HUB LIAISON DELEGATES

The State of Texas is divided into eight regions and each region elects two delegates to serve on the DBE/HUB Liaison Committee. The delegates must be owners of certified DBE and/or HUB firms. Their function is to preside at regional and statewide DBE/HUB Liaison meetings and provide information to the DBE/HUB business community. Delegates are elected to serve a two year term.

If you are interested in being considered for one of the delegate positions, please attend the regional DBE/HUB Liaison meeting in the appropriate region. The regions and election dates are as follows:

Region 1 - (Beaumont, Bryan and Houston Districts) Feb. 29, 2000, 3:00 to 5:00 p.m., 7721 Washington Ave., Main Conference Rm., Houston, TX, (713) 802-5076

Region 2 - (Dallas, Fort Worth, Paris, Waco and Wichita Falls Districts) Feb. 29, 2000, 3:00 to 5:00 p.m., 4777 East Hwy. 80, Dallas

Rm., Dallas, TX., (214) 320-4481

Region 3 - (Austin, San Antonio and Yoakum Districts) Feb. 15, 2000, 3:00 to 5:00 p.m., 4615 NW Loop 410, Training Rm., Bldg. #2, San Antonio, TX., (210) 615-1110

Region 5 - (Amarillo, Childress and Lubbock Districts) Feb. 23, 2000, 3:00 to 5:00 p.m., 5715 Canyon Dr., Main Conference Rm., Amarillo, TX., (806) 356-3256

Region 6 - (El Paso District) Feb. 24, 2000, 3:00 to 5:00 p.m., 212 North Clark, Main Conference Rm., (915) 774-4341

Any owner of a certified DBE and/or HUB firm is eligible to nominate themselves and/or be nominated as a candidate for election. Each candidate will be allowed to make a five minute presentation at the above listed regional meetings as to why they would like to serve as a delegate. For additional information please contact Pat Merrill, (512) 703-5821.

TxDOT
Business Opportunity Programs

Phone & Fax Numbers

AC 512

	Phone	Fax
Main Number	703-5826	703-5857
Certification & Audit	703-5830	703-5842
Goal Setting & Data Reporting	703-5828	703-5842
Compliance & Complaints	703-5829	703-5803
Education & Outreach	703-5826	703-5804

FREE PLAN ROOM SERVICES

Did you know that the Texas Department of Transportation offers Plan Room Services, through the Texas Engineering Extension Service (TEEX), to certified DBEs and HUBs?

Call **(800) 962-3413** to receive:

- ☞ Copies of construction plans
- ☞ Bidders (plan holders) lists
- ☞ Letting results and low bidders
- ☞ Bid tabulations

Each DBE/HUB firm is allowed, free of charge, 4,800 copies per year. For additional copies, a nominal fee is charged.

Attention DBEs and HUBs
who are working on or bidding on TxDOT projects:

FREE

Training and Assistance is available to help you in your business!
Ask for "Technical Assistance" information.



Business Opportunity Programs Section
Texas Department of Transportation
125 E. 11th Street
Austin, Texas 78701-2483