



# DOT Biz Journal

The official publication of the U.S. Department of Transportation's Office of Small and Disadvantaged Business Utilization

[www.osdbu.dot.gov](http://www.osdbu.dot.gov)

## From the Desk of the Director

Welcome to the summer edition of *DOT Biz Journal*! We at the U.S. Department of Transportation have been working hard to continue to ensure the right tools and resources are in place to help small businesses in the transportation community. In this edition, we will highlight a number of activities that have recently taken place as well as new projects that are underway that can help you sustain and grow your business.



In addition, we are pleased to announce in this edition that DOT earned for its second consecutive year an "A" rating from the Small Business Administration for our efforts in promoting small business contracting opportunities. This is an accomplishment that we are extremely proud of and worked hard achieve.

This edition also highlights the success of the TIGER Grant Program. DOT recently announced a third round of funding in the amount of \$527 million. This is in part due to the notable achievements obtained during the previous two rounds of funding. These new funds will provide innovative transportation projects that will create jobs and have a significant impact within the nation.

The Small Business Vendor Day, which focused on information technology is also featured. The event emphasized DOT's commitment to small businesses and approach to technology. The Secretary Ray LaHood also spoke about DOT's efforts to continue this dialogue with small businesses via the FastLane blog, Facebook page, and Twitter feed.

I hope you find this information helpful as you navigate your business to achieving its goals. The Office of Small and Disadvantaged Business Utilization continues to work on your behalf to provide opportunities and technical assistance.

**Brandon Neal, Director**  
Office of Small and Disadvantaged  
Business Utilization (OSDBU)

## Small Businesses Turn Out for DOT Vendor Day

*Focus on the Development of Cloud Computing within the Federal Government*

Earlier this summer, the DOT OSDBU hosted "*Consider I.T. Done: What Cloud Computing Can Do For Your Small Business*," a small business day focused on information technology. Partnering with the office of DOT Chief Information Officer Nitin Pradhan, this event showcased technology procurement opportunities at the Department and brought in experts from tech giants Google, Microsoft, Amazon, and Salesforce who provided information on the development of cloud computing.

"At DOT, there are many procurement opportunities for IT businesses. We want to make sure small businesses are aware of what's available *continued on page 2*



Secretary LaHood addresses IT Vendor Day crowd

## DOT Receives "A" Rating from Small Business Administration for the Second Consecutive Year

Earlier this summer, the U.S. Small Business Administration (SBA) released the Small Business Procurement Scorecard for all agencies reflecting each of their contracting accomplishments for Fiscal Year (FY) 2010. DOT OSDBU is pleased to announce that the Department received an "A" rating for its FY 2010 small business efforts. This is the second consecutive year DOT has received an "A" rating for its small business contracting achievements and reflects the Department's ongoing commitment to providing the small business community the greatest access to Federal contracting opportunities. This achievement also helps to ensure that DOT's procurement officers have the information and tools needed to connect with these innovative small businesses. *continued on page 5*

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OSDBU Director Brandon Neal introduces DOT CIO Nitin Pradhan and Computer World's Patrick Thibodeau.

and how to go after those contracts,” said OSDBU Director Brandon Neal during his remarks. Mr. Neal added that over the last two years, OSDBU has made a strong effort to make their services available to small businesses all across the country. Mr. Neal reported that recently OSDBU had hosted a conference call with all 50 states and the District of Columbia Departments of Transportation to discuss issues and challenges facing small businesses and to share ideas and best practices on how to assist this community in learning about transportation opportunities at the state and local level.

During the general session, Computerworld Senior Writer Patrick Thibodeau addressed the crowd of over 300 and shared his expertise on technology in the Federal government. Secretary LaHood offered keynote remarks, emphasizing DOT’s commitment to small businesses in helping the Department to meet its information technology needs. The Secretary also spoke about DOT’s efforts to continue this dialogue with small businesses via his FastLane blog, Facebook page, and Twitter feed.

The event program included break-out sessions led by facilitators from Salesforce, Microsoft, Google, Amazon, and the US General Services Administration. In addition, small business specialists from DOT modal administrations as well as regional technical assistance providers from OSDBU’s Small Business Transportation Resource Centers met one-on-one with attendees.

**New Staff Member Joins OSDBU**

The OSDBU is pleased to welcome our newest staff member, Mark Antoniewicz to the team. Mr. Antoniewicz serves as the Special Assistant to the Director of OSDBU. In this capacity he is responsible for managing Director Neal’s daily schedule, reviewing staff assignments and assisting with special projects. Prior to joining OSDBU, he worked at the Department of Veterans Affairs, Office of Information Technology and previously served in the Office of U.S. Senator Frank Lautenberg in Washington D.C. Mark earned a B.A. in Political Science and International Relations from the University of Connecticut and grew up in Madison, Wisconsin.



Mark Antoniewicz

**STLP Continues to Add Participating Lenders**

The DOT’s Short Term Lending Program (STLP) continues to grow its list of participating lenders who are available to provide funds to help companies working on transportation-related projects meet their short-term costs of performing on the contract. In July, two more banks joined the program – Seedco Financial and Virginia Heritage Bank. The addition of these two financial institutions helps expand the coverage of the STLP to more small businesses across the country.

**Seedco Financial – Alabama**  
505 North 20th Street, Suite 1525  
Birmingham, AL 35203

Melanie Bouyer  
Business Services Specialist  
Phone: (205) 715-2710  
Fax: (205) 715-2711  
Email: Melanieb@seedco.org

[www.seedcofinancial.org](http://www.seedcofinancial.org)

**Virginia Heritage Bank**  
11166 Fairfax Boulevard  
Fairfax, VA 22030

J. Blair Horne Jr.  
Commercial Relationship Officer  
Phone: (703) 230-1518  
Cell: (703) 772-5276  
Fax: (703) 230-3005

[www.virginiaheritagebank.com](http://www.virginiaheritagebank.com)

For more information on the STLP and a full list of participating lenders, visit: [www.osdbu.dot.gov/financial/stlp.cfm](http://www.osdbu.dot.gov/financial/stlp.cfm)

## OSDBU Co-Hosts Los Angeles Small Businesses Vendor Day with U.S. Representative Bass



OSDBU Director Brandon Neal speaks to participants at LA Small Business Day

On July 21st, OSDBU and the office of U.S. Representative Karen Bass hosted the Los Angeles Small Business Day. This event featured remarks from Representative Bass and OSDBU Director Brandon Neal and included panels on “Access to Capital” and “How to Contract with the Government.” In addition, an exhibit hall hosted one-on-one sessions with representatives from agencies such as Caltrans, US Dept. of Commerce, Los Angeles International Airport, LA Metro, and the Port of Los Angeles. Over 250 people attended the half day event held at FAME Assistance Corporation downtown.

“Southern California has so many transportation opportunities for small businesses, and DOT wants to make sure those businesses have the contracting, financial, and technical assistance they need to compete,” said OSDBU Director Brandon Neal during the event. This Small Business Day is one of several that have been held or are planned in cities all across the country. Visit the OSDBU’s calendar of events for upcoming conferences and vendor days near you.



Participants in Conference Exhibit Hall

## Secretary LaHood Announces \$527 Million in Funding for New Round of Popular TIGER Grant Program

On June 30, 2011, U.S. Transportation Secretary Ray LaHood announced that \$527 million will be available for a third round of the highly successful TIGER (Transportation Investment Generating Economic Recovery) competitive grant program, which funds innovative transportation projects that will create jobs and have a significant impact on the nation, a region or a metropolitan area.

“Through the TIGER program, we can build transportation projects that are critical to America’s economic success and help complete those that might not move forward without this infusion of funding,” said Secretary LaHood. He added that these competitive grants also empowers local communities to create jobs and build the transportation networks they need in order to accommodate transportation needs in the future.

States, cities, local governments, and other partnerships and groups will have until this fall to prepare their applications for the popular TIGER program, which has funded high-impact projects including

roads, bridges, freight rail, transit buses and streetcars, ports, and bicycle and pedestrian paths.

The previous two rounds of the TIGER grant program provided \$2.1 billion to 126 transportation projects in all 50 states and the District of Columbia. Demand for the program has been overwhelming, and during the previous two rounds, the Department of Transportation received more than 2,500 applications requesting more than \$79 billion for transportation projects across the country.

Projects will be selected based on their ability to contribute to the long-term economic competitiveness of the nation, improve the condition of existing transportation facilities and systems, improve energy efficiency and reducing greenhouse gas emissions, improve the safety of U.S. transportation facilities and improve the quality of living and working environments of communities through increased transportation choices and connections. The Department will also focus on projects that are expected to quickly create and preserve jobs and spur rapid increases in economic activity.

For more information, please visit [www.dot.gov/tiger/](http://www.dot.gov/tiger/).

## California Allocates \$825 Million to Create Jobs and Improve Transportation Across the State

In late June, the California Transportation Commission (CTC) allocated \$825 million in new funding to 92 highway, transit, and rail projects that will strengthen California's economy and upgrade the state's vast transportation system. Transportation projects in California are providing jobs and improving mobility for people and businesses throughout the state.

Two notable design-build projects in Los Angeles County received \$526 million in allocations: the Gerald Desmond Bridge (\$470 million) and the Interstate 10/Interstate 605 Direct Connector (\$56 million). Design-build streamlines a project by overlapping design and construction to speed up construction and potentially reduce costs.

For more information on these and other planned projects, many of which will have opportunities for the small business community, visit the CALTRANS web site at: [www.dot.ca.gov/](http://www.dot.ca.gov/).

### Other highlights of the allocations include:

**ALAMEDA COUNTY** - \$49 million from the State Highway Operations Preservation Program (SHOPP) to construct a new truck climbing lane and rehabilitate pavement on Interstate 580 in Livermore

**ORANGE COUNTY** - \$16 million to repave and repair 82 lane miles of pavement on Interstate 5 in San Juan Capistrano and Mission Viejo to improve safety and provide motorists a smoother ride.

**SUTTER COUNTY** - \$13 million from State Highway Operation and Protection Program (SHOPP) to rehabilitate 21.6 lane miles of State Highway 113 near Woodland, from the Yolo County line to Sutter Causeway Bridge to improve ride quality, prevent further deterioration of road surface, minimize the costly roadway repairs and extend the pavement life.

**MENDOCINO COUNTY** - \$9.9 million for a project to repave about 20 miles of Route 128 from near Boonville to the Sonoma County Line.

**MENDOCINO COUNTY** - \$9 million for a project that will replace the Greenwood Creek Bridge on Route 1 near Elk with a wider bridge that will include a protected pedestrian walkway.

**LAKE COUNTY** - \$6.1 million for a project to repave about 3 miles of Routes 29 and 53 in Lower Lake

**SAN DIEGO** - \$4 million for a project that will construct four miles of double track on the Los Angeles-San Diego Rail Corridor.

**SACRAMENTO** - \$4 million for a project that will construct a four-mile light rail extension from Meadowview Road to Cosumnes River College.

## MDOT Appropriates Federal Funding for Local Projects in North Mississippi

In July, the Mississippi Department of Transportation (MDOT) announced that more than \$15 million in Federal funding was made available to local officials for use by the Metropolitan Planning Organizations (MPOs) throughout the state. The money is made available through the Federal Surface Transportation Program (STP) for Federal fiscal year 2011. The surface transportation program provides flexible funding that may be used for Federal-aid eligible routes, bridges, or transit projects.

Following approval by the Mississippi Transportation Commission, funds will be made available to the state's MPOs based on population and project need. Mississippi has four MPO areas responsible for prioritizing and overseeing local transportation improvements in their geographical area. The MPO representing the DeSoto County Area in Northern Mississippi will receive \$1,533,500.

"The funding will aim to improve the safe and efficient movement of people and goods while providing a safe intermodal transportation network as well as strengthen the economy by providing jobs in the area.

In the southern part of the state, the Gulf Regional Planning Commission will receive \$5,599,498.00 and Hattiesburg MPO which includes Petal, Forrest and Lamar will receive \$919,049. "This funding will aid in future economic expansion and help to meet some of the state's transportation needs," said Wayne Brown, Southern District Transportation Commissioner.

Visit the Mississippi State Department of Transportation at [www.gomdot.com](http://www.gomdot.com) for more details.

This announcement of funds for road, bridge, and transit improvements across the state is a great opportunity for the small business transportation community to participate in these projects.

## West Central SBTRC has a New Home

This summer, the operation of Denver-based West Central Small Business Transportation Resource Center (SBTRC) was taken over by the Colorado Contractors Association (CCA). The West Central SBTRC will continue to offer the same programs as before, but with an improved and expanded level of service to the small business community thanks to CCA's network and expertise. OSDBU welcomes the staff of the CCA and looks forward to a strong relationship in the future. For more information, contact:

**Lavonna Stathes, Project Director  
West Central SBTRC**

6880 S. Yosemite Court, Suite 200  
Centennial, CO 80112

Phone: 303-290-6611

Fax: 303-290-9141

Email: [lsthates@ccainfo.org](mailto:lsthates@ccainfo.org)

### DOT RECEIVES "A" RATING FROM SBA...

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The annual SBA Scorecard rates Federal agency performance in meeting the prime and subcontracting small business goals for small and small disadvantaged businesses, women-owned small businesses, HUBZone small businesses and service disabled veteran-owned small businesses (SDVOSB). Procurement goals for Federal agencies may vary because the SBA negotiates individual goals with each Federal procuring agency. SBA rates 24 agencies on each of the individual goals established by Congress and gives a numerical score to each agency based on how many of the five goals were met or surpassed. This scorecard helps to measure the progress that Federal agencies are making to ensure small business opportunities remain an integral part of their acquisition process and to ensure continuing support of the small business community.

DOT was one of thirteen agencies to receive an "A" rating for their small business procurement efforts. As a result of efforts to engage SDVOBs through the use of outreach, set-asides, and training by the department, the percentage of prime contracts to this small business group increased by almost 40% from the previous year.

"We're extremely proud to earn an "A" rating from SBA for small business contracting. It takes a dedicated team, led by Secretary LaHood, the modal administrators, small business specialists, and our regional staff to achieve this level of success," remarked Brandon Neal, OSDBU Director.

In its remarks on the scorecard, SBA reported that DOT for FY 2010 prime contracting saw an increase over FY 2009 in Small Disadvantaged Business and Service-Disabled Veteran Owned Small Business.

To review the FY 2010 small business procurement scorecard for DOT and other Federal agencies, visit the following link: [www.sba.gov/content/small-business-procurement-goaling-scorecards](http://www.sba.gov/content/small-business-procurement-goaling-scorecards)

# calendar

### SEPTEMBER 6-9

**America's Small Business Development Center 31st Annual Conference**  
San Diego CA

<http://asbdc-us.org/conference/conference.html>

### SEPTEMBER 7-9

**2011 National HUBZone Conference**  
Washington, DC

[www.hubzonecouncil.org/clubportal/ClubStatic.cfm?clubID=528&pubmenuoptID=29484](http://www.hubzonecouncil.org/clubportal/ClubStatic.cfm?clubID=528&pubmenuoptID=29484)

### SEPTEMBER 13

**2011 Albany Matchmaker & Expo**  
Albany, NY

[www.sba.gov/about-sba-info/15648](http://www.sba.gov/about-sba-info/15648)

### SEPTEMBER 13-15

**Native American & Veteran Small Business Conference & Trade-show**  
Tulalip, WA

[www.nativeptac.org/slider/native-american-veteran-conference-and-tradeshow](http://www.nativeptac.org/slider/native-american-veteran-conference-and-tradeshow)

### SEPTEMBER 18-21

**32nd U.S. Hispanic Chamber of Commerce National Convention & Business Expo**  
Miami Beach, FL

[www.usbccconvention.com](http://www.usbccconvention.com)

### SEPTEMBER 26-28

**28th FAA Central Region Airports Conference**  
Kansas City, MO

[www.event-plans.com/faa\\_central/](http://www.event-plans.com/faa_central/)