Together we are world-class stewards of public transportation assets. Working collaboratively across all business units, we provide for the safe and efficient operation of transportation services and facilities in a manner that creates value for the public we serve.

As stewards of public assets, we are committed to building credibility, earning public trust and creating public value. DRPA is an equal employment opportunity employer.

Mission Statement

As stewards of public assets, we provide for the safe and efficient operation of transportation services and facilities in a manner that creates value for the public we serve.

Vision Statement

Together we are world-class stewards of public transportation assets. Working collaboratively across all business units, we operate, maintain, improve and protect transportation infrastructure for the benefit of the citizens we serve throughout the Greater Philadelphia Region. We are committed to building credibility, earning public trust and creating public value.

WE ARE HERE FOR YOU
Toni P. Brown, Chief Administrative Officer, Disadvantaged Business Enterprise
Liaison Officer (DBELO), Equal Employment Opportunity Officer (856) 968-2270

Michael Venuto, Chief Engineer (856) 968-2062

Richard Mosback, Director of Procurement (856) 968-2412

Rich Betts, Acting Manager, Procurement & Stores (856) 968-2160

Amy Ash, Manager, Contract Administration (856) 968-2084

WE VALUE YOUR FEEDBACK
Would you like to see us do something different? Maybe it’s an additional section in the News Alert, or maybe you would like to see enhancements to our Outreach Events. We are here for you. Our Outreach Events and News Alert format is based on your feedback. Please feel free to call Ron Kelly at (856) 968-2105 or email rmkelly@drpa.org with any suggestions you may have.

OBD&EO Information Corner

All interested subcontractors, subconsultants and suppliers are welcome to attend Pre-Bid and Pre-Proposal Meetings for DRPA projects, and briefly introduce yourselves to the contractors and consultants present. Information pertaining to these meetings is made available on our website at www.drpa.org/obdeo. Information on the project planholders and short-listed firms can be found on the Bids and Contracts section at www.drpa.org. For more information call OBD&EO at (856) 968-2270.

Batta Environmental Associates
6 Garfield Way
Newark, DE 19713
(302) 737-3376
www.BattaEnv.com

Batta Environmental Associates (Batta) is a certified MBE/DBE business that provides a wide range of environmental services. Core competencies include Industrial Hygiene, Geo-Environmental, Indoor Air Quality, Health and Safety, Site Assessments/Investigations, Analytical Laboratory Services, and Contaminated Water Treatment Technologies. Headquartered in Delaware, the organization also holds offices in Maryland, Pennsylvania, and The UAE, and maintains clients all over the world.

Batta was founded in 1982 as a small asbestos testing company. Since then the organization has grown and diversified to become the premier environmental consulting group in the Northeast. Batta maintains a fully accredited environmental laboratory for asbestos, lead, metals, mold, and more. The consulting division assists clients in the federal government, public sector, private sector, education and transportation industries, and more. Additionally, Batta’s water treatment filters are used by organizations all over the world. As Batta grows the company maintains a highly experienced and diverse staff, as well as constant focus on exceptional service for our clients and partners.

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— Designed & Printed by DRPA Printing Services —
Since its creation almost 35 years ago, BATTA has continued to provide more and more services to our clients every year. The organization’s most recent venture lies in water treatment technology. BATTA’s global partners have developed a new water filter system that removes both petroleum and heavy metals from water more efficiently than any other technology. These filters use a Thermally Treated Hydrophobic Peat to capture over 99.9% of petroleum and heavy metals in contaminated water. This process is environmentally friendly, very easy to maintain, and extremely cost-efficient. BATTA is proud to now be the sole provider of this revolutionary water treatment technology in the US, Canada, Mexico and the UAE.

As BATTA Environmental begins to move into new industries, the values that the organization was founded on remain the same. Providing value-added environmental engineering and consulting services performed by only the most qualified and experienced staff is, and will remain, the main objective of the team at BATTA Environmental.

For more information please visit www.BattaEnv.com

If you would like to be featured in The News Alert’s Spotlight section please contact Thaddeus Abbott at 856-968-2704 or t_abbott@drpa.org

1315 Walnut Street, Suite 1124, Philadelphia PA
Cost: $35.00 - Pre-registration is required
For more information call: (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit www.womensbdc.org

This workshop helps prospective business owners plan for growth and profitability. “The Business Plan” can be taken individually or as part of the JumpStart workshop series which runs on 5 Thursday nights from October 19 to November 16, 2017.

“ORIENTATION and BUSINESS ASSESSMENT WORKSHOP”
Monday, November 13, 2017 from 5:45 to 7:30 pm
Women’s Business Development Center
1315 Walnut Street, Suite 1124, Philadelphia PA
Cost: Free - Pre-registration is required
For more information call: (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit www.womensbdc.org

This workshop is designed for women interested in starting or growing a business. Participants will complete a business development survey tool, discuss their business needs, learn about WBDC resources, and meet other women business owners.

JumpStart: “Business Launch”
Thursday, November 16, 2017 from 6:00 to 9:00 pm
Women’s Business Development Center
1315 Walnut Street, Suite 1124, Philadelphia PA
Cost: $35.00 - Pre-registration is required
For more information call: (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit www.womensbdc.org

Understand the legal, financial, insurance, employment and tax issues of starting a business. “Business Launch” can be taken individually or as part of the JumpStart workshop series which runs on 5 Thursday nights from October 19 to November 16, 2017.

FINDING YOUR FUNDING
Thursday, December 7, 2017 from 6:00 to 8:00 pm
Women’s Business Development Center
1315 Walnut Street, Suite 1124, Philadelphia PA
Cost: $10.00
Pre-registration is required
For more information call (215) 790-WBDC (9232) or visit www.womensbdc.org

Provides valuable information on financing options for your business, including loans, lines of credit, leasing, and alternative financing.

ONLINE TRAINING CLASSES
New 6-week sessions begin monthly
These courses are ideal for existing or aspiring entrepreneurs and their employees
Choose from over 45 courses in the following categories:
* Start Your Own Business * Accounting & Finance * Business Communication * Web Technology * Management & Leadership * Marketing & Sales
* Non-Profit & Grant Writing
Cost: $99.00 per course
Date: New sessions begin
October 18, 2017
November 8, 2017
To view the complete catalog and to enroll, visit www.ed2go.com/wbdconline
For more information call: (215) 790-WBDC (9232) or email ed2go@womensbdc.org
or visit www.womensbdc.org
**Upcoming Events**

“ORIENTATION and BUSINESS ASSESSMENT WORKSHOP”
Thursday, October 5, 2017 from 5:45 to 7:30 pm
Women’s Business Development Center
1315 Walnut Street, Suite 1124, Philadelphia PA
Cost: Free - Pre-registration is required
For more information call: (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit www.womensbdc.org

This workshop is designed for women interested in starting or growing a business. Participants will complete a business development survey tool, discuss their business needs, learn about WBDC resources, and meet other women business owners.

JumpStart: “BEFORE YOU START”
Thursday, October 19, 2017 from 5:45 to 9:00 pm
Women’s Business Development Center
1315 Walnut Street, Suite 1124, Philadelphia PA
Cost: $35.00 - Pre-registration is required
For more information call: (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit us on the web at www.womensbdc.org

This workshop is designed for women interested in starting or growing a business. Participants will complete a business development survey tool, discuss their business needs, learn about WBDC resources, and meet other women business owners.

JumpStart: “Market Research”
Thursday, October 26, 2017 from 6:00 to 9:00 pm
Women’s Business Development Center
1315 Walnut Street, Suite 1124, Philadelphia PA
Cost: $35.00 - Pre-registration is required
For more information call: (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit www.womensbdc.org

The workshop will help participants assess their risks, financial issues, and commitment to evaluate their potential as entrepreneurs and help them analyze their business skills and business ideas. “JumpStart: Before You Start” can be taken individually or as part of the JumpStart workshop series which runs on 5 Thursday nights from October 19 to November 16, 2017.

JumpStart: “Financial Analysis”
Thursday, November 2, 2017 from 6:00 to 9:00 pm
Women’s Business Development Center
1315 Walnut Street, Suite 1124, Philadelphia PA
Cost: $35.00 - Pre-registration is required
For more information call: (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit www.womensbdc.org

The workshop will help participants assess their risks, financial issues, and commitment to evaluate their potential as entrepreneurs and help them analyze their business skills and business ideas. “JumpStart: Before You Start” can be taken individually or as part of the JumpStart workshop series which runs on 5 Thursday nights from October 19 to November 16, 2017.

JumpStart: “The Business Plan”
Thursday, November 9, 2017 from 6:00 to 9:00 pm
Women’s Business Development Center

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**National Native American Heritage Month**

November 2017
By Barbara Ryan Myers-Petersen, Customer Service Coordinator

“National Native American Heritage Month” is commonly known as “Native American Heritage Month” and provides all American citizens and elected representatives an opportunity to celebrate and honor the rich and diverse heritage of Native Americans. Neither Congress nor the President set a theme for “Native American Heritage Month”, allowing each individual agency and person to appreciate Native American culture in their own way.

The first “National Native American Heritage Month” was proclaimed by President George H.W. Bush in 1990 and celebrated that November. The road to this declaration took almost a century. At the turn of the 20th century, Dr. Arthur Caswell Parker was able to lobby the Boy Scouts to recognize a day for the “First Americans” from 1912-1915. Dr. Parker was a Native American from the Seneca tribe and a well-known anthropologist, historian, and author. He helped found a number of Native American organizations, including the Society for American Indians (SAI) and the National Congress of American Indians (NCAI) and worked to get all Native Americans U.S. citizenship.

Dr. Parker was not the only one lobbying for Native Americans. Reverend Red Fox James, made a 4,000 mile journey on horseback to the White House to ask President Woodrow Wilson to observe “Indian Day” in the spring of 1914. In 1915, he traveled on horseback again, going from state to state to get gubernatorial support to give all Native Americans U.S. citizenship. He received the endorsements of 24 Governors and presented them to President Wilson. In September of 1915, Reverend Sherman Coolidge, an Arapaho and a SAI founder, issued a statement calling for U.S. citizenship. In 1924, Congress extended U.S. Citizenship to all U.S. born American Indians who were not already citizens.

Starting in 1916, individual states celebrated the Native Americans for the first time when New York Governor Charles S. Whitman declared “American Indian Day” as the second Sunday in May. In 1919, Illinois joined several other states, including Massachusetts, in recognizing the fourth Friday in September as “American Indian Day”. California Governor Ronald Regan also recognized the fourth Friday in September as “American Indian Day” in 1968, and in 1998 it was declared a state holiday. In 1989, South Dakota proclaimed Columbus Day as “American Indian Day”, making it a state holiday.

President Gerald Ford declared October 10-16, 1976 as “Native American Awareness Week”, making it the first federal observance of Native American heritage. In 1983, President Regan declared May 13 as “American Indian Day” and from 1986 until 1990, “American Indian Week” was proclaimed at various times with different dates.

After the first “National Native American Heritage Month”, President Bush proclaimed November 1991, and every November thereafter, as “Native American Heritage Month”. To reinforce the importance of honoring Native Americans, every President since Bush has signed a proclamation declaring November as Native American Heritage Month, even though it is not legally necessary.

Celebrating Native American Heritage Month is important to the American people because it celebrates Native Americans and diversity. As Gunnery Sgt. Curtis Bradley, Equal Opportunity Advisor for MCB Hawaii, noted it is “a time to recognize everyone of Native American heritage and [their] achievements and accomplishments. It’s a heritage that can [not] be forgotten. Remembering the individual heritage makes us great, because everyone has something different.”

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COMMUNITY OUTREACH

DRPA - Finalist in Women’s Business Enterprise Council “Corporation of the Year Award” for Diversity Efforts

On Friday, September 15, 2017 the DRPA and PATCO were represented at an awards luncheon at the Philadelphia Union League by CAO Toni P. Brown, Ann DuVall, Project Manager, Erin Watterson, EEO Specialist, Thaddeus Abbott III, Administrative Coordinator and Amy Ash, Manager, Contracts Administration. The luncheon was hosted by the Women’s Business Enterprise Council (WBEC) and honored women business enterprises (WBEs) and the firms that make it a priority to do business with them.

Among the awards given was the WBE Corporate Done Deals Award, which is awarded to companies that report the highest spend and the most transactions with WBEC – certified WBEs in fiscal year 2016. DRPA was considered for this award with spending during the award period of 2016 of $1,318,210.96. While DRPA did not have the highest spend or the most ‘Done Deals’ with WBEC certified WBE companies, we are proud of our ongoing efforts in support of equal opportunity in contracting and purchasing.

Also awarded was the WBEC Partner of the Year Award, which is a prestigious honor for a company that not only reports high spend with WBE members, but is a positive example of mentorship, outreach efforts and improvement. I am pleased to report that although the Authority did not win this year, we were named as a top 3 finalist for the WBEC Partner of the Year Award. The Board and staff’s commitment to the Shared Values of “Diversity & Inclusion” and “Continuous Improvement” make it possible for the Authority to be back in the running and considered among equals with influential and impactful firms in the community.

(continued from page 8)

an information technology “help desk” support services company could be mentored by a telecommunications support services firm.

This type of partnership avoids the natural concern about competitors, and each of you gains new breadth to go after larger contracts as a team.

Such a team can be considered a small business if you develop an approved joint venture agreement. The joint venture also can adopt the socioeconomic character of the small business partner if it is in SBA’s new All-Small Mentor-Protégé program or SBA’s 8(a) Business Development Program Mentor-Protege Program.

Consider 8(a) graduate mentors

Here is another example of a possible mentor: a company that has recently graduated or is about to graduate from the 8(a) program.

Such a company still may be a small business, but, if it has been successful in the 8(a) program, it has contacts and insight that will help you.

What 8(a)-certified companies are about to graduate? That’s a difficult question, but Set-Aside Alert has a solution. Our sister website 8(a) Sources (sba8a.com) has a list of 8(a)-certified companies, which displays their program graduation dates. Set-Aside Alert also publishes a comprehensive 8(a) company list. (Contact us at brspubs@sba8a.com for a list sample and price information.)

Contacting mentor prospects

Whom should you try to reach at the prospective mentor firm to get a discussion started? If it’s a small firm, you should go right to the CEO or vice president. Their commitment is necessary to make a mentor-protégé arrangement work, so seek their buy-in at the outset.

If you are approaching a larger firm, look for a vice president or executive in sales, subcontracting, HR, contract administration or business development, depending on the size of the prospective firm. These are the people who understand the potential value of such an arrangement and can sell it up the organization chart.

Negotiating a good deal

Most company executives have never done a mentoring agreement before. It is incumbent upon you to explain what each partner is going to get out of the deal: (a) what you are bringing to the table, and (b) what you expect to get from the mentor.

Prepare a white paper describing how the program works, including the potential for joint ventures if that is in your plan. Develop a briefing presentation to convince the mentor’s executive team of the value to their company, and the potential for increased profits for both of you.

Engaging a mentor is a sales job on our part, so approach it like you are going after a new major customer.

Tom Johnson is the publisher of Set-Aside Alert. He may be reached at tjohnson@setasidealert.com

On Friday, September 15, 2017 the DRPA and PATCO were represented at an awards luncheon at the Philadelphia Union League by CAO Toni P. Brown, Ann DuVall, Project Manager, Erin Watterson, EEO Specialist, Thaddeus Abbott III, Administrative Coordinator and Amy Ash, Manager, Contracts Administration. The luncheon was hosted by the Women’s Business Enterprise Council (WBEC) and honored women business enterprises (WBEs) and the firms that make it a priority to do business with them.

From left: Ann DuVall, Erin Watterson, Toni P. Brown, Amy Ash and Thaddeus A. Abbott
Column: Finding a Mentor, Part 2
by Tom Johnson, publisher, Set-Aside Alert

In the June 9 issue, we discussed some of the factors you should consider before embarking on a search for a mentor.

First among these factors is establishing your objectives for getting into the mentor-protégé program. Your objectives should guide your search for an appropriate mentor. A key question is whether your mentor should have federal contracting experience.

**Federal contracting experience**

If you are looking for help with proposal writing or government business development, you need a mentor with government contracting experience.

A mentor can be a small, mid-sized or large firm. The question is whether that firm possesses the skills or expertise or connections you need to improve your chances of success in winning federal contracts. Many small and mid-sized firms have learned to manage their business development and proposal writing teams for success.

**Narrow your ‘GovCon’ search**

If you want a mentor experienced in federal contracting in a specific industry or at a certain government agency or bureau, you can search USASpending.gov to identify those companies.

Narrow your search to those specific parameters, using the Advanced Data Search link at the top of the home page. Review several fiscal years in order to get a sense of how the firm has grown in that market.

**Mentors outside of ‘GovCon’**

On the other hand, if you are seeking assistance in establishing administrative systems or financial systems, you might consider looking for a mid-sized company with little or no federal contracting experience.

In fact you might find a mentor who will be anxious to learn from you on how to play the government market. Since the mentor may not be a current government contractor, where do you go to identify such a company?

Try attending local meetings of the National Contract Management Association, Society for Human Resource Management, Associated General Contractors or similar business associations.

Ask around to identify some of the best-managed companies in the group. Note who is asked to speak at workshops or conferences. Check the list of the Top 100 companies in your area or industry.

**Complementary industries**

Also, it is advisable to search for a mentor firm in a complementary industry. For example, ask around to identify some of the best-managed companies in the group. Note who is asked to speak at workshops or conferences. Check the list of the Top 100 companies in your area or industry.

Most annual procurement for goods (non-professional services) at the DRPA are usually for periods of one (1) year with an option to renew for an additional year. At the end of the first year, assuming the vendor’s performance has been satisfactory, a DRPA Purchasing staff member will contact the vendor to request pricing information for the second year. If all conditions are in the best interest of the DRPA, the DRPA will exercise its option for a second year renewal with the vendor. At the end of the second year, the contract will be rebid on a competitive basis. If you are interested in pursuing any of the contracts identified below, please call Rich Betts, Acting Manager of Procurement & Stores, at DRPA at (856) 968-2160.

### Delaware River Port Authority

<table>
<thead>
<tr>
<th>Service Products</th>
<th>2nd Year Option or Bid Process</th>
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<tbody>
<tr>
<td>1. Three (3) Year Elevator Maintenance Contract</td>
<td>Renewal Year Option</td>
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<tr>
<td>2. One (1) Year Contract for AC Grade Hot Liquid Asphalt - Bridge Operations - All Bridges</td>
<td>Bid Process January 1, 2018</td>
</tr>
<tr>
<td>3. Two (2) Year Hazardous Waste Removal Contract</td>
<td>Renewal Year Option</td>
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<tr>
<td>Bridge Operations - All Bridges</td>
<td>January 1, 2017</td>
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<tr>
<td>4. Two (2) Year Solid/Non-Hazardous Trash Removal Contract - Bridge Operations - All Bridges</td>
<td>Bid Process February 1, 2018</td>
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<tr>
<td>5. Two (2) Year Movable Maintenance Platform</td>
<td>Renewal Year Option</td>
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<tr>
<td>Bridge Operations - BFB</td>
<td>February 1, 2018</td>
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<tr>
<td>6. One (1) Year Diesel, Unloaded &amp; Heating Fuel For DRPA/PATCO - Fleet Operations</td>
<td>Renewal Year Option March 1, 2017</td>
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<tr>
<td>7. Two (2) Year Emergency Generator and ATS Switch Maintenance Contract - Bridge Operations - All Bridges</td>
<td>Bid Process April 1, 2018</td>
</tr>
<tr>
<td>8. Three (3) Year Harris 800 MHz Radio System DRPA/PATCO - Public Safety</td>
<td>Renewal Year Option June 1, 2017</td>
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<tr>
<td>9. One (1) Year Office Supply Contract for DRPA/PATCO</td>
<td>Bid Process July 1, 2018</td>
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<tr>
<td>DRPA/PATCO - All Departments</td>
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<tr>
<td>10. Two (2) Year for Cathodic Protection</td>
<td>Renewal Year Option</td>
</tr>
<tr>
<td>DRPA - BFB</td>
<td>July 1, 2018</td>
</tr>
<tr>
<td>11. One (1) Year Annual Office Paper Contract</td>
<td>Bid Process</td>
</tr>
<tr>
<td>OPC/Storeroom/Print Shop/Br. Oper./Public Safety/Toil/PATCO</td>
<td>August 1, 2017</td>
</tr>
<tr>
<td>12. Two (2) Year Fuel Tank Maintenance &amp; Training</td>
<td>Renewal Year Option</td>
</tr>
<tr>
<td>Bridge Operations - All Bridges, PATCO</td>
<td>October 1, 2018</td>
</tr>
<tr>
<td>13. One (1) Year Motor Oils and Lubricants Contract</td>
<td>Bid Process October 1, 2017</td>
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<tr>
<td>Fleet Operations</td>
<td></td>
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<tr>
<td>14. Two (2) Year Supply of Bottled Water for DRPA/PATCO</td>
<td>Bid Process November 1, 2017</td>
</tr>
<tr>
<td>Bridge Operations - All Bridges, OPC &amp; PATCO</td>
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</tr>
<tr>
<td>15. Three (3) Year Weed Control Contract for DRPA/PATCO</td>
<td>Year 2 of 3 November 1, 2017</td>
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</table>

**“WE VALUE DIVERSITY”**

(continued on page 9)
LIST OF ANNUAL CONTRACTS

For your information, we are providing you with a list of annual contracts for PATCO, along with their expiration dates. If you are interested in pursuing any of these contracts, please contact Thomas J. Zamorski, Purchasing Agent, at PATCO at (856) 772-6914.

<table>
<thead>
<tr>
<th>Port Authority Transit Corporation</th>
<th>Service Products</th>
<th>2nd Year Option or Bid Process</th>
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<tbody>
<tr>
<td>1. Three (3) Year Uniform Rental</td>
<td>Various Departments</td>
<td>Renewal Year Option January 1, 2018</td>
</tr>
<tr>
<td>2. One (1) Year Diesel, Unleaded and Heating Fuel for DRPA/PATCO</td>
<td>Way &amp; Power</td>
<td>Bid Process April 1, 2017</td>
</tr>
<tr>
<td>3. Two (2) Year Hazardous Waste Removal Disposal and Emergency Response</td>
<td>Way &amp; Power, Equipment</td>
<td>3rd Year Option June 1, 2018</td>
</tr>
<tr>
<td>4. Two (2) Year Hydrogen Sulfide Control Treatment</td>
<td>Way &amp; Power</td>
<td>Bid Process May 1, 2017</td>
</tr>
<tr>
<td>5. Two (2) Year Annual Track Geometry</td>
<td>Way &amp; Power</td>
<td>3rd Year Option May 1, 2017</td>
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<tr>
<td>6. One (1) Year Magnetic Ticket Roll Stock</td>
<td>Storeroom</td>
<td>Bid Process May 1, 2018</td>
</tr>
<tr>
<td>7. One (1) Year Waste Can Liners</td>
<td>Storeroom</td>
<td>Bid Process November 1, 2016</td>
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<tr>
<td>8. Three (3) Year Snow Removal</td>
<td>Way &amp; Power</td>
<td>4th Year Option September 1, 2017</td>
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<tr>
<td>10. Two (2) Year Industrial Refuse Removal, Stations</td>
<td>Lindenwold Station</td>
<td>Bid Process December 1, 2016</td>
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</tbody>
</table>

There are no Upcoming Purchases at this time.

UPCOMING PURCHASES

Questions regarding these or any other purchases should be directed to Rich Betts, Acting Manager of Procurement & Stores at (856) 968-2160 or (215) 218-3750 ext. 2160.

Questions regarding these or any other purchases should be directed to Thomas J. Zamorski, PATCO Purchasing Agent at (856) 772-6914 or (215) 992-4600 ext. 6914.

To see our complete 2016 Year End Summary Report visit http://www.drpa.org/obdeo/index.html.

Look for the 2017 Year End Summary Report in early 2018!

Payments Made to M/W/D/SBEs from January - June 2017

Each year the Office of Business Development & Equal Opportunity (OBDE&O) compiles all the dollars paid to certified M/W/D/SBEs and VOBs with whom we do business. Since 1994 the Authority has paid over $323 million to these companies through construction and design contracts, construction management services, GEC Task Orders, professional services contracts and other procurement. Below you will find the recorded number of dollars that have been paid during the first two quarters of 2017 to M/W/D/SBEs who have done work for the Authority as a prime contractor or subcontractor in a construction or design contract. Since the Authority regularly awards large, multi-year contracts, the amount paid in 2017 includes payments made on contracts awarded prior to 2017.

To see our complete 2017 Year End Summary Report visit [link].

Payments made to M/W/D/SBEs

January - June 2017

- MBE
- WBE
- DBE/SBE

Paid in 2017
- MBE: $4,089,717
- WBE: $1,531,135
- DBE/SBE: $3,380

Awarded in 2017
- MBE: $1,668,337
- WBE: $4,001,830
- DBE/SBE: $9,101,225

Look for the 2017 Year End Summary Report in the first quarter of 2018!
LIST OF ANNUAL CONTRACTS

For your information, we are providing you with a list of annual contracts for PATCO, along with their expiration dates. If you are interested in pursuing any of these contracts, please contact Thomas J. Zamorski, Purchasing Agent, at PATCO at (856) 772-6914.

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</tr>
<tr>
<td>6. One (1) Year Magnetic Ticket Roll Stock Storeroom</td>
<td>Bid Process</td>
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<td>Bid Process</td>
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<td>8. Three (3) Year Snow Removal Way &amp; Power</td>
<td>4th Year Option</td>
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<td>10. Two (2) Year Industrial Refuse Removal, Stations Lindenwold Station Way &amp; Power</td>
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UPCOMING PURCHASES

Questions regarding these or any other purchases should be directed to Rich Betts, Acting Manager of Procurement & Stores at (856) 968-2160 or (215) 218-3750 ext. 2160.

Questions regarding these or any other purchases should be directed to Thomas J. Zamorski, PATCO Purchasing Agent at (856) 772-6914 or (215) 992-4600 ext. 6914.

“WE VALUE DIVERSITY”

Ben Franklin Bridge to Shine Bright in October, November, and December for Special Causes

October 9th The Ben Franklin Bridge will have Orange lighting to celebrate Columbus Day.
October 10-13 The Ben Franklin Bridge will have Red & White lighting to celebrate the Ronald McDonald House Birthday.
October 14th The Ben Franklin Bridge will have Purple lighting to honor the Camden County Candle Light Vigil.
October 31st The Ben Franklin Bridge will have Orange lighting to celebrate Halloween.
November 11th The Ben Franklin Bridge will have Red/White/Blue lighting to celebrate Veteran’s Day.
November 23-29 The Ben Franklin Bridge will have Orange & Yellow lighting to celebrate Thanksgiving.
December 7th The Ben Franklin Bridge will have Red/White/Blue lighting to commemorate Pearl Harbor Day.
December 12-20 The Ben Franklin Bridge will have Blue & White lighting to celebrate Hanukkah.
December 25th The Ben Franklin Bridge will have Red & Green lighting to celebrate Christmas.
December 26-27 The Ben Franklin Bridge will have Red/Green/Yellow lighting to celebrate Kwanza.
December 31-January 1 The Ben Franklin Bridge will have Red & Green lighting to celebrate New Year.

Payments Made to M/W/D/SBEs from January - June 2017

Each year the Office of Business Development & Equal Opportunity (OBDE&O) compiles all the dollars paid to certified M/W/D/SBEs and VOBs with whom we do business. Since 1994 the Authority has paid over $323 million to these companies through construction and design contracts, construction management services, GEC Task Orders, professional services contracts and other procurement. Below you will find the recorded number of dollars that have been paid during the first two quarters of 2017 to M/W/D/SBEs who have done work for the Authority as a prime contractor or subcontractor in a construction or design contract. Since the Authority regularly awards large, multi-year contracts, the amount paid in 2017 includes payments made on contracts awarded prior to 2017.

To see our complete 2016 Year End Summary Report visit http://www.drpa.org/obdeo/index.html.

Look for the 2017 Year End Summary Report in the first quarter of 2018!

Payments made to M/W/D/SBEs

<table>
<thead>
<tr>
<th>Service Products</th>
<th>Payments Made to M/W/D/SBEs from January - June 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>MBE</td>
</tr>
<tr>
<td>Renewal Year Option</td>
<td>$3,089,717</td>
</tr>
<tr>
<td>Bid Process</td>
<td>$4,001,830</td>
</tr>
<tr>
<td>May 1, 2017</td>
<td>$4,001,830</td>
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<td>May 1, 2018</td>
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<td>November 1, 2016</td>
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<tr>
<td>September 1, 2017</td>
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<tr>
<td>December 1, 2017</td>
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<tr>
<td>December 1, 2018</td>
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<td>December 1, 2019</td>
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<td>December 1, 2020</td>
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<tr>
<td>December 1, 2022</td>
<td>$4,001,830</td>
</tr>
</tbody>
</table>

“WE VALUE DIVERSITY”
Column: Finding a Mentor, Part 2
by Tom Johnson, publisher, Set-Aside Alert

In the June 9 issue, we discussed some of the factors you should consider before embarking on a search for a mentor.

First among these factors is establishing your objectives for getting into the mentor-protégé program. Your objectives should guide your search for an appropriate mentor.

A key question is whether your mentor should have federal contracting experience.

Federal contracting experience

If you are looking for help with proposal writing or government business development, you need a mentor with government contracting experience.

A mentor can be a small, mid-sized or large firm. The question is whether that firm possesses the skills or expertise or connections you need to improve your chances of success in winning federal contracts. Many small and mid-sized firms have learned to manage their business development and proposal writing teams for success.

Narrow your ‘GovCon’ search

If you want a mentor experienced in federal contracting in a specific industry or at a certain government agency or bureau, you can search USASpending.gov to identify those companies.

Narrow your search to those specific parameters, using the Advanced Data Search link at the top of the home page. Review several fiscal years in order to get a sense of how the firm has grown in that market.

Mentors outside of ‘GovCon’

On the other hand, if you are seeking assistance in establishing administrative systems or financial systems, you might consider looking for a mid-sized company with little or no federal contracting experience.

In fact you might find a mentor who will be anxious to learn from you on how to play the government market.

Since the mentor may not be a current government contractor, where do you go to identify such a company?

Try attending local meetings of the National Contract Management Association, Society for Human Resource Management, Associated General Contractors or similar business associations.

Ask around to identify some of the best-managed companies in the group. Note who is asked to speak at workshops or conferences. Check the list of the Top 100 companies in your area or industry.

Complementary industries

Also, it is advisable to search for a mentor firm in a complementary industry. For example,

ANNUAL CONTRACT LISTINGS

Most annual procurement for goods (non-professional services) at the DRPA are usually for periods of one (1) year with an option to renew for an additional year. At the end of the first year, assuming the vendor’s performance has been satisfactory, a DRPA Purchasing staff member will contact the vendor to request pricing information for the second year. If all conditions are in the best interest of the DRPA, the DRPA will exercise its option for a second year renewal with the vendor. At the end of the second year, the contract will be rebid on a competitive basis. If you are interested in pursuing any of the contracts identified below, please call Rich Betts, Acting Manager of Procurement & Stores, at DRPA at (856) 968-2160.

Delaware River Port Authority

<table>
<thead>
<tr>
<th>Service Products</th>
<th>2nd Year Option or Bid Process</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Three (3) Year Elevator Maintenance Contract</td>
<td>Renewal Year Option January 1, 2018</td>
</tr>
<tr>
<td>2. One (1) Year Contract for AC Grade Hot Liquid Asphalt</td>
<td>Bid Process January 1, 2017</td>
</tr>
<tr>
<td>3. Two (2) Year Hazardous Waste Removal Contract Bridge Operations - All Bridges</td>
<td>Renewal Year Option February 1, 2018</td>
</tr>
<tr>
<td>4. Two (2) Year Solid/Non-Hazardous Trash Removal Contract - Bridge Operations - All Bridges</td>
<td>Bid Process February 1, 2018</td>
</tr>
<tr>
<td>5. Two (2) Year Movable Maintenance Platform Bridge Operations - All Bridges</td>
<td>Renewal Year Option March 1, 2017</td>
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<tr>
<td>6. One (1) Year Diesel, Unleaded &amp; Heating Fuel For DRPA/PATCO - Fleet Operations</td>
<td>Renewal Year Option March 1, 2017</td>
</tr>
<tr>
<td>7. Two (2) Year Emergency Generator and ATS Switch Maintenance Contract - Bridge Operations - All Bridges</td>
<td>Bid Process April 1, 2018</td>
</tr>
<tr>
<td>8. Three (3) Year Harris 800 MHz Radio System DRPA/PATCO - Public Safety</td>
<td>Renewal Year Option June 1, 2017</td>
</tr>
<tr>
<td>9. One (1) Year Office Supply Contract for DRPA/PATCO/Washington Dr Canal Bridge Operations - All Departments</td>
<td>Bid Process DRPA/PATCO - All Departments July 1, 2017</td>
</tr>
<tr>
<td>10. Two (2) Year for Cathodic Protection DRPA - BF Bridge Operations - All Bridges</td>
<td>Renewal Year Option July 1, 2018</td>
</tr>
<tr>
<td>11. One (1) Year Annual Office Paper Contract OPC/Storeroom/Print Shop/Bridge Operations/Public Safety Toll/PATCO</td>
<td>Bid Process August 1, 2017</td>
</tr>
<tr>
<td>12. Two (2) Year Fuel Tank Maintenance &amp; Training Bridge Operations - All Bridges, PATCO</td>
<td>Renewal Year Option October 1, 2017</td>
</tr>
<tr>
<td>14. Two (2) Year Supply of Bottled Water for DRPA/PATCO Bridge Operations - All Bridges, OPC &amp; PATCO</td>
<td>Bid Process November 1, 2017</td>
</tr>
<tr>
<td>15. Three (3) Year Weed Control Contract for DRPA/PATCO</td>
<td>Year 2 of 3 Bridge Operations - All Bridges, PATCO November 1, 2017</td>
</tr>
</tbody>
</table>
COMMUNITY OUTREACH

DRPA - Finalist in Women’s Business Enterprise Council
"Corporation of the Year Award" for Diversity Efforts"

On Friday, September 15, 2017 the DRPA and PATCO were represented at an awards luncheon at the Philadelphia Union League by CAO Toni P. Brown, Ann DuVall, Project Manager, Erin Watterson, EEO Specialist, Thaddeus Abbott III, Administrative Coordinator and Amy Ash, Manager, Contracts Administration. The luncheon was hosted by the Women’s Business Enterprise Council (WBEC) and honored women business enterprises (WBEs) and the firms that make it a priority to do business with them.

Among the awards given was the WBE Corporate Done Deals Award, which is awarded to companies that report the highest spend and the most transactions with WBEC – certified WBEs in fiscal year 2016. DRPA was considered for this award with spending during the award period of 2016 of $1,318,210.96. While DRPA did not have the highest spend or the most ‘Done Deals’ with WBEC certified WBE companies, we are proud of our ongoing efforts in support of equal opportunity in contracting and purchasing.

Also awarded was the WBEC Partner of the Year Award, which is a prestigious honor for a company that not only reports high spend with WBE members, but is a positive example of mentorship, outreach efforts and improvement. I am pleased to report that although the Authority did not win this year, we were named as a top 3 finalist for the WBEC Partner of the Year Award. The Board and staff’s commitment to the Shared Values of “Diversity & Inclusion” and “Continuous Improvement” make it possible for the Authority to be in the running and considered among equals with influential and impactful firms in the community.

Consider 8(a) graduate mentors

Here is another example of a possible mentor: a company that has recently graduated or is about to graduate from the 8(a) program.

Such a company still may be a small business, but, if it has been successful in the 8(a) program, it has contacts and insight that will help you.

What 8(a)-certified companies are about to graduate? That’s a difficult question, but Set-Aside Alert has a solution. Our sister website 8(a) Sources (sba8a.com) has a list of 8(a)-certified companies, which displays their program graduation dates. Set-Aside Alert also publishes a comprehensive 8(a) company list. (Contact us at brspubs@sba8a.com for a list sample and price information.)

Contacting mentor prospects

Whom should you try to reach at the prospective mentor firm to get a discussion started? If it’s a small firm, you should go right to the CEO or vice president. Their commitment is necessary to make a mentor-protégé arrangement work, so seek their buy-in at the outset.

If you are approaching a larger firm, look for a vice president or executive in sales, subcontracting, HR, contract administration or business development, depending on the size of the prospective firm. These are the people who understand the potential value of such an arrangement and can sell it up the organization chart.

Negotiating a good deal

Most company executives have never done a mentoring agreement before. It is incumbent upon you to explain what each partner is going to get out of the deal: (a) what you are bringing to the table, and (b) what you expect to get from the mentor.

Prepare a white paper describing how the program works, including the potential for joint ventures if that is in your plan. Develop a briefing presentation to convince the mentor’s executive team of the value to their company, and the potential for increased profits for both of you.

Engaging a mentor is a sales job on our part, so approach it like you are going after a new major customer.

Tom Johnson is the publisher of Set-Aside Alert. He may be reached at tjohnson@setasidealert.com

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**“ORIENTATION and BUSINESS ASSESSMENT WORKSHOP”**

**Thursday, October 5, 2017 from 5:45 to 7:30 pm**

Women's Business Development Center  
1315 Walnut Street, Suite 1124, Philadelphia PA  
Cost: Free - Pre-registration is required  
For more information call: (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit [www.womensbdc.org](http://www.womensbdc.org)

This workshop is designed for women interested in starting or growing a business. Participants will complete a business development survey tool, discuss their business needs, learn about WBDC resources, and meet other women business owners.

**JumpStart: “BEFORE YOU START”**

**Thursday, October 19, 2017 from 5:45 to 9:00 pm**

Women's Business Development Center  
1315 Walnut Street, Suite 1124, Philadelphia PA  
Cost: $35.00 - Pre-registration is required  
For more information call: (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit the web at [www.womensbdc.org](http://www.womensbdc.org)

The workshop will help participants assess their risks, financial issues, and commitment; evaluate their potential as entrepreneurs; and help them analyze their business skills and business ideas. “JumpStart: Before You Start” can be taken individually or as part of the JumpStart workshop series which runs on 5 Thursday nights from October 19 to November 16, 2017.

**JumpStart: “Market Research”**

**Thursday, October 26, 2017 from 6:00 to 9:00 pm**

Women's Business Development Center  
1315 Walnut Street, Suite 1124, Philadelphia PA  
Cost: $35.00 - Pre-registration is required  
For more information call: (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit [www.womensbdc.org](http://www.womensbdc.org)

The workshop will help prospective business owners how to assess the feasibility of their business ideas. “Market Research” can be taken individually or as part of the JumpStart workshop series which runs on 5 Thursday nights from October 19 to November 16, 2017.

**JumpStart: “Financial Analysis”**

**Thursday, November 2, 2017 from 6:00 to 9:00 pm**

Women's Business Development Center  
1315 Walnut Street, Suite 1124, Philadelphia PA  
Cost: $35.00 - Pre-registration is required  
For more information call: (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit [www.womensbdc.org](http://www.womensbdc.org)

The workshop provides prospective business owners financial basics critical to business success. “Financial Analysis” can be taken individually or as part of the JumpStart workshop series which runs on 5 Thursday nights from October 19 to November 16, 2017.

**JumpStart: “The Business Plan”**

**Thursday, November 9, 2017 from 6:00 to 9:00 pm**

Women's Business Development Center

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**WE VALUE DIVERSITY**

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**CELEBRATING DIVERSITY**

**National Native American Heritage Month**  
**November 2017**

By Barbara Ryan Myers-Peterson, Customer Service Coordinator

“National Native American Heritage Month” is commonly known as “Native American Heritage Month” and provides all American citizens and elected representatives an opportunity to celebrate and honor the rich and diverse heritage of Native Americans. Neither Congress nor the President set a theme for “Native American Heritage Month”, allowing each individual agency and person to appreciate Native American culture in their own way.

The first “National Native American Heritage Month” was proclaimed by President George H.W. Bush in 1990 and celebrated that November. The road to this declaration took almost a century. At the turn of the 20th century, Dr. Arthur Caswells Parker was able to lobby the Boy Scouts to recognize a day for the “First Americans” from 1912-1915. Dr. Parker was a Native American from the Seneca tribe and a well-known anthropologist, historian, and author. He helped found a number of Native American organizations, including the Society for American Indians (SAI) and the National Congress of American Indians (NCAI) and worked to get all Native Americans U.S. citizenship.

Dr. Parker was not the only one lobbying for Native Americans. Reverend Red Fox James, made a 4,000 mile journey on horseback to the White House to ask President Woodrow Wilson to observe “Indian Day” in the spring of 1914. In 1915, he traveled on horseback again, going from state to state to get gubernatorial support to give all Native Americans U.S. citizenship. He received the endorsements of 24 Governors and presented them to President Wilson. In September of 1915, Reverend Sherman Coolidge, an Arapaho and a SAI founder, issued a statement calling for U.S. citizenship. In 1924, Congress extended U.S. Citizenship to all U.S. born American Indians who were not already citizens.

Starting in 1916, individual states celebrated the Native Americans for the first time when New York Governor Charles S. Whitman declared “American Indian Day” as the second Sunday in May. In 1919, Illinois joined several other states, including Massachusetts, in recognizing the fourth Friday in September as “American Indian Day”. California Governor Ronald Regan also recognized the fourth Friday in September as “American Indian Day” in 1968, and in 1998 it was declared a state holiday. In 1989, South Dakota proclaimed Columbus Day as “American Indian Day”, making it a state holiday.

President Gerald Ford declared October 10-16, 1976 as “Native American Awareness Week”, making it the first federal observance of Native American heritage. In 1983, President Regan declared May 13 as “American Indian Day” and from 1986 until 1990, “American Indian Week” was proclaimed at various times with different dates.

After the first “National Native American Heritage Month”, President Bush proclaimed November 1991, and every November thereafter, as “Native American Heritage Month”. To reinforce the importance of honoring Native Americans, every President since Bush has signed a proclamation declaring November as Native American Heritage Month, even though it is not legally necessary.

Celebrating Native American Heritage Month is important to the American people because it celebrates Native Americans and diversity. As Gunnery Sgt. Curtis Bradley, Equal Opportunity Advisor for MCB Hawaii, noted it is “a time to recognize everyone of Native American heritage and [their] achievements and accomplishments. It’s a heritage that can [not] be forgotten. Remembering the individual heritage makes us great, because everyone has something different.”
Since its creation almost 35 years ago, BATTA has continued to provide more and more services to our clients every year. The organization’s most recent venture lies in water treatment technology. BATTA’s global partners have developed a new water filter system that removes both petroleum and heavy metals from water more efficiently than any other technology. These filters use a Thermally Treated Hydrophobic Peat to capture over 99.9% of petroleum and heavy metals in contaminated water. This process is environmentally friendly, very easy to maintain, and extremely cost-efficient. BATTA is proud to now be the sole provider of this revolutionary water treatment technology in the US, Canada.

As BATTA Environmental begins to move into new industries, the values that the organization was founded on remain the same. Providing value-added environmental engineering and consulting services performed by only the most qualified and experienced staff is, and will remain, the main objective of the team at BATTA Environmental.

For more information please visit www.BattaEnv.com

If you would like to be featured in The News Alert’s Spotlight section please contact Thaddeus Abbott at 856-968-2704 or t.abbott@dpla.org

For more information call: (215) 790-WBDC (9232) or visit www.womensbdc.org

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This workshop helps prospective business owners plan for growth and profitability.

“The Business Plan” can be taken individually or as part, of the JumpStart workshop series which runs on 5 Thursday nights from October 19 to November 16, 2017.

“ORIENTATION and BUSINESS ASSESSMENT WORKSHOP”
Monday, November 13, 2017 from 5:45 to 7:30 pm
Women’s Business Development Center
1315 Walnut Street, Suite 1124, Philadelphia PA
Cost: Free - Pre-registration is required
For more information call: (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit www.womensbdc.org

This workshop is designed for women interested in starting or growing a business. Participants will complete a business development survey tool, discuss their business needs, learn about WBDC resources, and meet other women business owners.

JumpStart: “Business Launch”
Thursday, November 16, 2017 from 6:00 to 9:00 pm
Women’s Business Development Center
1315 Walnut Street, Suite 1124, Philadelphia PA
Cost: $35.00 - Pre-registration is required
For more information call: (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit www.womensbdc.org

Understand the legal, financial, insurance, employment and tax issues of starting a business. “Business Launch” can be taken individually or as part of the JumpStart workshop series which runs on 5 Thursday nights from October 19 to November 16, 2017.

FINDING YOUR FUNDING
Thursday, December 7, 2017 from 6:00 to 8:00 pm
Women’s Business Development Center
1315 Walnut Street, Suite 1124, Philadelphia PA
Cost: $10.00
Pre-registration is required
For more information call (215) 790-WBDC (9232) or visit www.womensbdc.org

Provides valuable information on financing options for your business, including loans, lines of credit, leasing, and alternative financing.

ONLINE TRAINING CLASSES

New 6-week sessions begin monthly
These courses are ideal for existing or aspiring entrepreneurs and their employees
Choose from over 45 courses in the following categories: * Start Your Own Business * Accounting & Finance * Business Communication * Web Technology * Management & Leadership * Marketing & Sales * Non-Profit & Grant Writing
Cost: $99.00 per course
Date: New sessions begin October 18, 2017
To view the complete catalog and to enroll, visit www.ed2go.com/wbdconline
For more information call: (215) 790-WBDC (9232) or email ed2go@womensbdc.org or visit www.womensbdc.org
Together we are world-class stewards of public transportation assets. Working collaboratively across all business units, we are striving every day to demonstrate our commitment to being World Class Stewards who are customer-focused. As stewards of public assets, we provide for the safe and efficient operation of transportation services and facilities in a manner that creates value for the public we serve.

WE ARE HERE FOR YOU
Toni P. Brown, Chief Administrative Officer, Disadvantaged Business Enterprise Liaison Officer (DBELO), Equal Employment Opportunity Officer (856) 968-2270
Michael Venuto, Chief Engineer (856) 968-2062
Richard Mosback, Director of Procurement (856) 968-2412
Rich Betts, Acting Manager, Procurement & Stores (856) 968-2160
Amy Ash, Manager, Contract Administration (856) 968-2084

WE VALUE YOUR FEEDBACK
Would you like to see us do something different? Maybe it’s an additional section in the News Alert, or maybe you would like to see enhancements to our Outreach Events. We are here for you. Our Outreach Events and News Alert format is based on your feedback. Please feel free to call Ron Kelly at (856) 968-2105 or email rmkelly@drpa.org with any suggestions you may have.

Mission Statement
As stewards of public assets, we provide for the safe and efficient operation of transportation services and facilities in a manner that creates value for the public we serve.

Vision Statement
Together we are world-class stewards of public transportation assets. Working collaboratively across all business units, we operate, maintain, improve and protect transportation infrastructure for the benefit of the citizens we serve throughout the Greater Philadelphia Region. We are committed to building credibility, earning public trust and creating public value.

DRPA is an equal employment opportunity employer

OBD&EO Information Corner
All interested subcontractors, subconsultants and suppliers are welcome to attend Pre-Bid and Pre-Proposal Meetings for DRPA projects, and briefly introduce yourselves to the contractors and consultants present. Information pertaining to these meetings is made available on our website at www.drpa.org/oobde. Information on the project planholders and short-listed firms can be found on the Bids and Contracts section at www.drpa.org. For more information call OBD&EO at (856) 968-2270.

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As stewards of public assets, we provide for the safe and efficient operation of transportation services and facilities in a manner that creates value for the public we serve.

Vision Statement
Together we are world-class stewards of public transportation assets. Working collaboratively across all business units, we operate, maintain, improve and protect transportation infrastructure for the benefit of the citizens we serve throughout the Greater Philadelphia Region. We are committed to building credibility, earning public trust and creating public value.