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.

Table of Contents
Spotlight - Graphic Solutions .................................2 DRPA Annual Contract Listings ..........................3 PATCO Annual Contract Listings ..........................4 Outreach Event ..................................................4.5 Upcoming Events .............................................6.7 Information Corner ...........................................6 OBD & EO Information Corner

Spotlight - Graphic Solutions
Steven Riggs, founder, president and CEO of Graphics Solutions—an integrated marketing and design firm, was born and raised in Philadelphia, PA. Steven completed advanced studies in lithography and started his printing career at New Art Publication in West Philadelphia. Spending the next 15 years in the printing/marketing field, he advanced to more challenging roles and took on increasingly responsible positions, and eventually became Production Manager at a New Jersey printing establishment.

In 1994, Steven joined the team at Deluxe Corporation, where he progressed to Training Coordinator, IS09000/2000 Coordinator, Sr. Training Specialist and Lean Enterprise Training Consultant. In 1999, he established Graphics Solutions. This 10-year old, certified Minority Business Enterprise specializes in strategic communication planning, website development, visual communication, creative, video, photography and social media. The firm has successfully completed assignments for many clients such as the City of Philadelphia, University of Pennsylvania, Camden Coalition, Camden Children’s National Medical Center, Philadelphia Department of Public Health, and UnitedHealth Group.

In 2008, he established Graphics Solutions. This 10-year old, certified Minority Business Enterprise specializes in strategic communication planning, website development, visual communication, creative, video and photography, content development, internal and external signage, print collateral and promotional products. Graphics Solutions serves as a one-stop shop “where vision becomes reality” for its government, engineering, corporate, utility, nonprofit, medical and education sector clients. Steven has been honored as a Gloucester County Chamber of Commerce’s Small Business Person of the Year and as a South Jersey Biz magazine Outstanding Entrepreneur for his professional accomplishments. He’s also served as a board member of the YMCA of Gloucester County.

Outside of work, Steven enjoys spending time with family and serving in various leadership capacities at his church in Clayton, NJ. He and his wife of 32 years, Claire, reside in Franklinville, NJ, with daughter, Taryn, and twin sons, Jared and Justin.

Dr. Ronald M. Kelly, Editor-in-Chief

Ronald M. Kelly

Editor-in-Chief

Erin Watterson
Assistant Editor-in-Chief

EEO Specialist

DrPA is an equal employment opportunity employer

Designed & Printed by DRPA Printing Services

WE VALUE DIVERSITY

“IWE VALUE DIVERSITY”
**DRPA 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.

<table>
<thead>
<tr>
<th>Delaware River Port Authority</th>
<th>2nd Year Option or Bid Process</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Two (2) Year Supply of Bottled Water for DRPA/PATCO</td>
<td>Bridge Operations - All Bridges - One Port Center - PATCO 3rd Year Option November 1, 2018</td>
</tr>
<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>Bridge Operations - All Bridges Formal Bid Process February 1, 2019</td>
</tr>
<tr>
<td>4. Two (2) Year Solid/Non-Hazardous Trash Removal Contract</td>
<td>Bridge Operations - All Bridges 3rd Year Option February 1, 2020</td>
</tr>
<tr>
<td>5. Two (2) Year Contract - Movable Maintenance Platform</td>
<td>Bridge Operations - BFBB 3rd Year Option March 1, 2020</td>
</tr>
<tr>
<td>6. One (1) Year Diesel, Unloaded &amp; Heating Fuel For DRPA/PATCO</td>
<td>Bridge Operations - All Bridges Formal Bid Process March 1, 2019</td>
</tr>
<tr>
<td>7. Two (2) Year Emergency Generator and ATS Switch Maintenance Contract</td>
<td>Bridge Operations - All Bridges 3rd Year Option April 1, 2020</td>
</tr>
<tr>
<td>8. Three (3) Year Harris 800 MHz Radio System</td>
<td>Bridge Operations - All Bridges Formal Bid Process June 1, 2018</td>
</tr>
<tr>
<td>9. Two (2) Year Office Supply Contract for DRPA/PATCO</td>
<td>Bridge Operations - All Agencies 3rd Year Option July 1, 2019</td>
</tr>
<tr>
<td>10. Two (2) Year Contract for Cathodic Protection</td>
<td>Bridge Operations - All Bridges 3rd Year Option July 1, 2019</td>
</tr>
<tr>
<td>11. One (1) Year Annual Office Paper Contract</td>
<td>OPC/StoresroomPrint Shop/Br. Oper./Public SafetyToll/PATCO 3rd Year Option August 1, 2018</td>
</tr>
<tr>
<td>12. Two (2) Year Fuel Tank Maintenance &amp; Training</td>
<td>Bridge Operations - All Agencies, PATCO 3rd Year Option October 1, 2018</td>
</tr>
<tr>
<td>13. One (1) Year Motor Oils and Lubricants Contract</td>
<td>Fleet Operations 2nd Year Option October 1, 2018</td>
</tr>
<tr>
<td>14. Three (3) Year Weed Control for DRPA/PATCO</td>
<td>Bridge Operations - All Bridges - One Port Center - PATCO 2nd Year Option October 1, 2018</td>
</tr>
</tbody>
</table>

### “WE VALUE DIVERSITY”

Panelists include American Water, Delaware River Port Authority, Philadelphia Gas Works and others. They will review how WBENC Certified businesses can participate in the supply chain of these organizations, including what they need to do, know, and understand, in order to be ready for potential opportunities.

For more information call: (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit www.womensbdc.org

**“ORIENTATION and BUSINESS ASSESSMENT WORKSHOP”**

**Thursday, August 2, 2018 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.

**“Money Talks”**

**Thursday, August 16, 2018 from 5:45 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 Fax (215) 790-9231 or visit www.womensbdc.org

Participants will have their business and personal financial concerns and challenges addressed. Get straight answers from bankers about their services and products. Learn how financial service providers can help support and grow your business. Formulate priorities and action steps to increase your money management knowledge and skills.

**“MARKETING YOUR BUSINESS ONLINE”**

**Monday, August 20, 2018 from 5:45 to 8:00 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

Participants will learn about different strategies for online marketing, including branding, social media, and search engine optimization, compare social media networks and other online marketing channels to find the best way to reach your potential customers, and get answers to your questions from marketing and branding experts.

**“ORIENTATION and BUSINESS ASSESSMENT WORKSHOP”**

**Wednesday, September 5, 2018 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.

**Annual Awards Luncheon**

**Friday, September 14, 2018 ~ 11:00 am to 2:00 pm**

Union League of Philadelphia, Philadelphia, PA

Cost: $75.00 - Pre-registration is required

For more information call: (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit www.womensbdc.org

The Annual Awards Luncheon celebrates the success of the Women’ s Business Enterprise Council of PA-DE-sNJ and honors those corporations, government agencies and the women business enterprises that are making a difference by opening the doors of opportunity to women business owners.

**FastTrac NewVenture**

**Thursday, September 20, 2018 to Thursday, November 29, 2018 - 6:00 to 9:30 pm**

Women’s Business Development Center
1315 Walnut Street, Suite 1124, Philadelphia PA

Cost: $150.00 - Pre-registration is required

For more information call: (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit www.womensbdc.org
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 Jesse Mickel, (Acting) Purchasing Agent, at PATCO at (856) 772-6913.

**Upcoming Events**

**“ORIENTATION and BUSINESS ASSESSMENT WORKSHOP”**
Monday, June 4, 2018 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.

Doing Business with the Federal Government Webinar Series
from 2:00 to 4:30 pm on these upcoming dates:


For more information call (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit www.womensbdc.org

**“WE VALUE DIVERSITY” (continued on pg. 6)**

**“ORIENTATION and BUSINESS ASSESSMENT WORKSHOP”**
Saturday, June 23, 2018 from 9:45 to 11:30 am
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.

**Transportation and Utilities Workshop**
Delaware River Port Authority, Camden, NJ
Thursday, July 19, 2018 - 8:30 am - 12:30 pm
This workshop will discuss the intricacies of working with some of our regional, quasi-governmental agencies.
News Alert

Building Bridges to Elevate Your Business Outreach Event

May 9, 2018
One Port Center
Camden, NJ

The Office of Business Development & Equal Opportunity welcomed over 80 attendees on Wednesday May 9, 2018 to the DRPA headquarters at One Port Center. Attendees of the morning session were given information about the Capital Program and had the opportunity to network with Engineering Division staff members as well as other attendees. Suppliers and professional service providers attended the afternoon session and heard about the bid process as well as upcoming contracts and procurements and had the opportunity to network.

CEO John Hanson welcomes construction and engineering related firms to the event and explains the DRPA’s commitment to Stewardship, Service and Community and the shared values that drive events like this one.

LEARN ABOUT FUTURE OUTREACH EVENTS IN UPCOMING EDITIONS OF THE NEWS ALERT AND VIA OUR INSTANT E-ALERTS.
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 Jesse Mickel, (Acting) Purchasing Agent, at PATCO at (856) 772-6913.

### PATCO Annual Contract Listings

<table>
<thead>
<tr>
<th>Service Products</th>
<th>2nd Year Option or Bid Process</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1.</strong> Three (3) Year Uniform Rental</td>
<td>4th Year Renewal Option</td>
</tr>
<tr>
<td>Various Departments</td>
<td>April 1, 2018</td>
</tr>
<tr>
<td><strong>2.</strong> One (1) Year Diesel, Unleaded and Heating Fuel for Way &amp; Power</td>
<td>2nd Year Renewal Option</td>
</tr>
<tr>
<td><strong>3.</strong> One (1) Year Safety Vests</td>
<td>Request for Quotations</td>
</tr>
<tr>
<td>Various Departments</td>
<td>May 1, 2018</td>
</tr>
<tr>
<td><strong>4.</strong> Annual Year Winter Work Clothing</td>
<td>Request for Quotations</td>
</tr>
<tr>
<td>Various Departments</td>
<td>May 1, 2018</td>
</tr>
<tr>
<td><strong>5.</strong> Waste Can Liners</td>
<td>Formal Bid Process</td>
</tr>
<tr>
<td>Storeroom</td>
<td>May 1, 2018</td>
</tr>
<tr>
<td><strong>6.</strong> Three Year Snow Removal</td>
<td>4th Year Renewal Option</td>
</tr>
<tr>
<td>Way &amp; Power</td>
<td>February 1, 2021</td>
</tr>
<tr>
<td><strong>7.</strong> Two (2) Industrial Refuse, Removal,</td>
<td>3rd Year Renewal Option</td>
</tr>
<tr>
<td>Lindenwood Station Way &amp; Power</td>
<td>February 1, 2019</td>
</tr>
<tr>
<td><strong>8.</strong> Two (2) Industrial Refuse Removal,</td>
<td>3rd Year Renewal Option</td>
</tr>
<tr>
<td>Lindenwood Station Way &amp; Power</td>
<td>December 1, 2018</td>
</tr>
<tr>
<td><strong>9.</strong> Two (2) Year Hazardous Waste Removal Disposal &amp; Emergency Response Way &amp; Power</td>
<td>3rd Year Renewal Option</td>
</tr>
<tr>
<td><strong>10.</strong> Annual Uniform T - Shirts</td>
<td>Request for Quotations</td>
</tr>
<tr>
<td>Various Departments</td>
<td>March 1, 2019</td>
</tr>
<tr>
<td><strong>11.</strong> Two (2) Year Exterminating Service</td>
<td>Request for Quotations</td>
</tr>
<tr>
<td>Way &amp; Power</td>
<td>April 1, 2019</td>
</tr>
<tr>
<td><strong>12.</strong> Annual Rock Salt for DRPA/PATCO</td>
<td>State Contract</td>
</tr>
<tr>
<td>Bridge Operations - All Bridges PATCO</td>
<td>August 1, 2018</td>
</tr>
<tr>
<td><strong>13.</strong> Three (3) Year Weed Control Contract for DRPA/PATCO</td>
<td>4th Year Renewal Option</td>
</tr>
<tr>
<td>Bridge Operations - All Bridges PATCO</td>
<td></td>
</tr>
<tr>
<td><strong>14.</strong> Annual Magnetic Ticket Roll Stock</td>
<td>Formal Bid Process</td>
</tr>
<tr>
<td>Storeroom</td>
<td>August 1, 2018</td>
</tr>
<tr>
<td><strong>15.</strong> Two (2) Year Hydrogen Sulfide Control Treatment Way &amp; Power</td>
<td>September 1, 2018</td>
</tr>
<tr>
<td><strong>16.</strong> Annual Prescription Safety Glasses</td>
<td>Request for Quotations</td>
</tr>
<tr>
<td>Fare Collection, Car Equipment, Way &amp; Power</td>
<td>October 1, 2018</td>
</tr>
<tr>
<td>Storeroom</td>
<td></td>
</tr>
<tr>
<td><strong>17.</strong> Two (2) Year Industrial Refuse Removal, Lindenwood Station Way &amp; Power</td>
<td>3rd Year Renewal Option</td>
</tr>
</tbody>
</table>

---

**Online Training Classes**

- **ORIENTATION and BUSINESS ASSESSMENT WORKSHOP**
  - Monday, June 4, 2018 from 4:30 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.

- **Doing Business with the Federal Government Webinar Series**
  - from 2:00 to 4:30 pm on these upcoming dates:
    - Marketing Strategies: June 6, 2018
    - Maximizing Strategic Partnerships and Relationships: July 12, 2018
    - Introduction to Proposals: August 8, 2018
    - Pre-registration is required.
  - For more information call (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit www.womensbdc.org
  - This workshop will cover the following topics: Selling to the Federal Government; Certifications (WOSB, HUBZone, 8a); Marketing Strategies; Information Technology; Marketing; Maximizing Strategic Partnerships and Relationships; and Translating Federal Contracting “Government-ese.”

- **ONLINE TRAINING CLASSES**
  - New 6-week sessions begin monthly - These courses are ideal for existing or aspiring entrepreneurs and their employees.
  - Choose from over 70 courses in the following categories:
    - Start Your Own Business
    - Accounting & Finance
    - Business Communication
    - Computer Training
    - Web Technology
    - Management & Leadership
    - Marketing & Sales
    - Non-Pro & Grant Writing
  - Cost: $99.00 per course
  - For more information call: (215) 790-WBDC (9232) or email ed2go@womensbdc.org or visit www.womensbdc.org

**Finding Your Funding**

- **Decoding Your Financial Statements**
  - Tuesday, June 19, 2018 from 5:45 to 8:00 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
  - Our expert speakers will demonstrate how three basic financial statements can tell the story of a business, and our panel of financial experts will lead a roundtable on the value of the three basic financial statements: income statement, balance sheet, and a statement of cash flow.

---

**Transportation and Utilities Workshop**

- **Delaware River Port Authority, Camden, NJ**
  - Thursday, July 19, 2018 - 8:30 am - 12:30 pm
  - This workshop will discuss the intricacies of working with some of our regional, quasi-governmental agencies.
Panlists include American Water, Delaware River Port Authority, Philadelphia Gas Works and others. They will review how WBENC Certified businesses can participate in the supply chain of these organizations, including what they need to do, know, and understand, in order to be ready for potential opportunities.

For more information call: (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit www.womensbdc.org

**“ORIENTATION and BUSINESS ASSESSMENT WORKSHOP**

**ORIENTATION and BUSINESS ASSESSMENT WORKSHOP**

**Thursday, August 2, 2018 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.

**“Money Talks”**

**Thursday, August 16, 2018 from 5:45 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 Fax (215) 790-9231 or visit www.womensbdc.org

Participants will have their business and personal financial concerns and challenges addressed. Get straight answers from bankers about their services and products. Learn how financial service providers can help support and grow your business.

Formulate priorities and action steps to increase your money management knowledge and skills.

**“MARKETING YOUR BUSINESS ONLINE”**

**Monday, August 20, 2018 from 5:45 to 8:00 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

Participants will learn about different strategies for online marketing, including branding, social media, and search engine optimization, compare social media networks and other online marketing channels to find the best way to reach your potential customers, and get answers to your questions from marketing and branding experts.

**“ORIENTATION and BUSINESS ASSESSMENT WORKSHOP”**

Wednesday, September 5, 2018 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.

**Annual Awards Luncheon**

**Friday, September 14, 2018 – 11:00 am to 2:00 pm - Union League of Philadelphia, Philadelphia, PA**

Cost: $75 - Pre-registration is required

For more information call: (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit www.womensbdc.org

Participants will learn about different strategies for online marketing, including branding, social media, and search engine optimization, compare social media networks and other online marketing channels to find the best way to reach your potential customers, and get answers to your questions from marketing and branding experts.

Formulate priorities and action steps to increase your money management knowledge and skills.

**“WE VALUE DIVERSITY”**

**“WE VALUE DIVERSITY”**
**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.

---

**Table of Contents**

- Spotlight - Graphic Solutions
- DRPA Annual Contract Listings
- PATCO Annual Contract Listings
- Outreach Event
- Upcoming Events
- Information Corner

---

**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.

---

**News Alert**

June 2018

---

**Spotlight**

**Graphics Solutions** – an integrated marketing and design firm, was born and raised in Philadelphia, PA. Steven completed advanced studies in lithography and started his printing career at New Art Publication in West Philadelphia. Spending the next 15 years in the printing/marketing field, he advanced to more challenging roles and took on increasingly responsible positions, and eventually became Production Manager at a New Jersey printing establishment.

In 1994, Steven joined the team at Deluxe Corporation, where he progressed to Training Coordinator, IS09000/2000 Coordinator, Sr. Training Specialist and Lean Enterprise Training Coordinator. In 1996, he joined the insurance industry where he worked as an insurance agent. He often counsels and encourages families to pursue sound financial principles and debt-free living.

In 2008, he established Graphics Solutions. This 10-year old, certified Minority Business Enterprise specializes in strategic communication planning, website development, visual communication, creative, video and photography, content development, internal and external signage, print collateral and promotional products. Graphics Solutions serves as a one-stop shop “where vision becomes reality” for its government, engineering, corporate, utility, nonprofit, medical and education sector clients. Steven has been honored as a Gloucester County Chamber of Commerce’s Small Business Person of the Year and a South Jersey Biz magazine Outstanding Entrepreneur for his professional accomplishments. He’s also served as a board member of the YMCA of Gloucester County.

Outside of work, Steven enjoys spending time with family and serving in various leadership capacities at his church in Clayton, NJ. He and his wife of 32 years, Claire, reside in Franklinville, NJ, with daughter, Taryn, and twin sons, Jared and Justin.