

Upcoming Purchases for June 2005

for DRPA

Hazardous Waste Removal Services - DRPA & PATCO
Replacement of Automatic Transfer Switches
Wilton Direct Drive Drill Press
Flusher Truck Renovation
Flair Mower

Questions regarding these or any other **DRPA** Purchases should be directed to Susan Squillace (DRPA Purchasing) at (856) 968-2163 or (215) 218-3750 ext. 2163.

for PATCO

Replace Existing Lindenwold Computer Room Air Conditioning Unit
Oil Testing and Repair of Electrical Equipment at PATCO Sub-stations
Annual Inspection/Maintenance of PATCO Subway Emergency Lighting UPS Units

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

☞ Don't forget to check out the OBD&EO's link on DRPA's web site. Our address is www.drpa.org/obdeo

☞ For upcoming events visit the **Other Events of Interest** section of our website.

☞ Look for the upcoming editions of *News Alert* to be mailed on:

Friday, May 27, 2005 ● **Friday, June 24, 2005** ● **Friday, July 29, 2005**

Office of Business Development & Equal Opportunity

Mission Statement:

A group of committed individuals dedicated to pursuing equal employment and contracting opportunities for everyone.

Questions or comments concerning OBD&EO's *News Alert* may be directed to:
at (856) 968-2270 or (215) 218-3750 ext. 2270

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Social Security Reform is Good for Small Business

By Hector V. Barreto

Administrator, U.S. Small Business Administration

For all Americans, and especially the employees and owners of small businesses and those who are self employed, strengthening Social Security will be paramount to continued economic prosperity.

The Social Security system has served our citizens well for many years. It is, as President Bush has said, one of our country's "great moral successes." But we are no longer the America of the 1930's. Our commitment to the values that conceived social security remains strong. But our demographics have changed.

In 1950, there were 16 workers paying into the system for every person collecting benefits. Already that number has plummeted to 3.3. And by the time today's 20 year olds retire, it will drop to 2 workers for every beneficiary.

In 2008, the first of over 75 million baby boomers will begin to retire, putting added strain on the

system. In 2017, Social Security will begin paying out more than it takes in. And in 2041, Social Security will be bankrupt. If we don't act soon, we'll have three choices: massive government borrowing, severe benefit cuts, or drastically higher taxes.

If you own or are employed by a small business, none of those options are likely to appeal to you. Anything that has a devastating impact on the economy affects small businesses first and foremost. Massive government borrowing can have the unintended side effect of siphoning capital away from small businesses. Severe benefit cuts would disproportionately impact entrepreneurs and those employed by small businesses, because they are often without access to private pensions. And if you are a small business, drastically higher taxes could make the difference between ending the year in the red and ending it in the black.

You can reach OBD&EO

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(856) 968.2270

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(215) 218.3750,
ext. 2270

www.drpa.org/obdeo

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"WE VALUE DIVERSITY"

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President Bush understands this and he has made it clear that all options are on the table for strengthening Social Security, with the exception of raising the payroll tax rate. The Social Security payroll tax rate has been raised 20 times since 1937, seven times between 1978 and 1990 alone. Not only have these rate hikes not solved the problems facing Social Security, but every tax increase has deeply negative consequences on worker's take home income and on our economy as a whole.

The President envisions enacting comprehensive Social Security reform that will turn that promise into real assets that each American can own in his or her name. Voluntary personal accounts will allow younger workers to create a nest egg for retirement that can never be taken away by the government.

The importance of personal accounts is

amplified by the limited retirement savings options for the self employed. The current double payroll tax puts small business retirement plans out of reach for many. But voluntary personal accounts make retirement assets a real possibility for those who would otherwise rely heavily on Social Security. And through personal ownership, the accounts ensure that your money can not be spent on other government programs instead of on your retirement.

We must fix Social Security in a way that benefits America's 25 million small businesses. The best way to do that is to let all Americans participate in the American dream by becoming owners of their own future.

Hector V. Barreto was a small business owner and is now the 21st Administrator of the Small Business Administration.

SBA Expands Matchmaking Initiative

By John F. Fleming, Public Information Officer

U.S. Small Business Administration, Philadelphia District Office

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The U.S. Government is the largest procurer of goods and services in the world. It spends more than \$240 billion each year. Its statutory goal is to award at least 23% of those dollars or \$55 billion to small businesses. In FY 2003 the federal government exceeded that goal by awarding \$65.5 billion in prime contracts to small businesses.

There's never been a better time for small businesses to deal with large corporations and government agencies. Changes in federal law, coupled with incentives to big business, and SBA's procurement programs have made it easier for small businesses to participate in this huge marketplace.

"WE VALUE DIVERSITY"

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List of Annual Contracts for PATCO (continued from page 6)

<u>Service Products</u>	<u>Expiration Date</u>
Pest Control and Exterminating at PATCO	May 2007
Annual Inspection and Service on PATCO Fire Alarm Monitoring System	May 2007
Annual Inspection and Service on PATCO Sprinkler Systems	May 2007

Announcement

Please be advised that Akisha Jones, EEO Specialist, is no longer with the Delaware River Port Authority. Akisha was a valued member of our office, and her commitment to the success of our programs and energetic personality will certainly be missed. She is pursuing a different career path, and we wish her the best in her future endeavors.

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 meeting is made available on our website at www.drpa.org/obdeo. Starting April 1, 2005, information on the project planholders and short-listed firms, is listed on the Bids and Contracts section at www.drpa.org. For more information call OBD&EO at (856) 968-2270.
-  If you are interested in having your company spotlighted in our monthly newsletter, please fax a one-page article or profile on your business to (856) 968-2272. We will be sure to include the article in the next issue. Any questions please call us.

"WE VALUE DIVERSITY"

List of Annual Contracts for DRPA *(continued from page 5)*

Service Products

Contract Status

Hazardous Waste Removal
for **DRPA/PATCO**

Bid Process - This purchase will be up for competitive bid in **April 2005**.

Office Supplies for **DRPA/PATCO**

PATCO may exercise its 2nd year option in **March 2006**.

Custom Made Police Uniforms
for **DRPA/PATCO**

PATCO may exercise its 2nd year option in **April 2006**.

Unleaded Gasoline & Automotive
Diesel Fuel for **DRPA/PATCO**
#2 Heating Oil for **PATCO**

Bid Process - This purchase will be up for competitive bid in **September 2005**.

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, **PATCO** at (856) 772-6914 or Stephen Suder, Manager, Procurement, Records and Stores at (856) 968-2142.

List of Annual Contracts for PATCO

Service Products

Expiration Date

Annual Inspection of PATCO Subway
Emergency Lighting UPS Units

June 2005

Industrial Refuse Disposal Services for **PATCO**
Lindenwold Maintenance Facility

April 30, 2006

Snow Removal Services for **PATCO**

December 2006

Landscaping Maintenance for **PATCO**

May 2007

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The newest SBA procurement program is Business Matchmaking. It is a public private sector contracting initiative made possible through a cooperative agreement between the SBA and HP (Hewlett Packard). Business Matchmaking has emerged as one of the most successful initiatives ever undertaken by the SBA.

Matchmaking events provide a unique opportunity for small businesses to present product and service solutions to buyers through prescheduled one on one appointments with procurement managers.

The events are NOT just an opportunity to trade business cards, as is the case with traditional trade shows. Instead it is a REAL chance for small businesses to meet with public and private organizations for procurement opportunities.

SBA/HP Business Matchmaking events have so far created more than 23,000 one on one appointments between small business owners throughout the country and purchasing representatives from federal, state and local government agencies along with dozens of the country's largest corporations resulting in more than \$26 million in contract for small businesses.

In 2005, the SBA/HP Business Matchmaking initiative expanded into Online Business Matchmaking. In January 2005, online training workshops were held in Phoenix, AZ; Tampa, FL; Albuquerque, NM; Kansas City, MO; and Denver, CO.

The actual online Matchmaking began in March 2005 in the above mentioned cities. Small business owners will be guided into appointments with buyers from state, local and federal government agencies as well as large corporations who have agreed to deal directly with pre qualified smaller firms on procurement opportunities.

Online Business Matchmaking will be rolled out nationwide in 2006 and is expected to reach tens of thousands of small businesses who have not previously had access to similar procurement opportunities.

During 2005, SBA will also conduct four major regional face to face Business Matchmaking events in Nashville, Los Angeles, Milwaukee, and Washington, DC. More information on the national events can be found at www.businessmatchmaking.com.

The Philadelphia District Office will be heavily involved in the Washington, DC event, and locally we continue to participate with our resource partners in matchmaking events.

For more information on all of the SBA's programs and initiatives, go to the SBA's Web site at www.sba.gov or contact the SBA district office in your area.

Delaware 2005 Procurement EXPO

On September 15, 2005, The University of Delaware Small Business Development Center The Procurement Technical Assistance Center (PATCO) of Delaware in cooperation with MBNA America, AstrazZeneca, Connectiv, Dad Behring, Delaware River Port Authority, Visa, The Business Ledger and the Metropolitan Wilmington Urban League, are presenting Delaware's Sixth Annual Delaware Procurement EXPO at the University of Delaware's Bob Carpenter Center. This full-day event is designed to help small and mid-size businesses in the area better understand the procurement needs and processes of local, state and federal government agencies, as well as corporations.

The 2005 Procurement EXPO will feature government exhibitors from Delaware, Pennsylvania, New Jersey, Maryland and the District of Columbia. Major corporations, from the surrounding states who are seeking qualified small business suppliers will also be in attendance to discuss their business opportunities. In addition, there will be local small business exhibitors, some of whom will be looking for teaming partners to bid on large contracts.

The cost to attend this one day event is \$40. There will be one special training session during the EXPO that will be offered to small business exhibitors only. The training will be conducted by Mirinda Jackson from MJA, Inc. on GSA Federal Supply Schedules. The small business exhibitor package will cost \$200 and include exhibit space, meals for two and 1 ticket to the GSA Training. The EXPO will include continental breakfast, lunch and *an invitation* only wine and cheese reception. For further information about the Delaware Procurement EXPO 2005 and related events, please contact us at the Delaware Small Business Development Center in Wilmington at (302) 571-1555 or (800) 222-2279.

*The PTAC of Delaware is a program of the Delaware Small Business Development Center Network which provides management and technical assistance to Delaware businesses. The Delaware SBDC provides current business information, training programs and business advisory services at three locations throughout Delaware. Most services are free. Areas of assistance include business research, loan packaging, feasibility analysis, technology development funding, business valuation, marketing and financial analysis, and helping businesses locate and bid on government contracts. The Delaware SBDC Network is a partnership program with the U.S. Small Business Administration and the Delaware Economic Development Office and University of Delaware Alfred Lerner College of Business and Economics.

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 Susan Squillace, Purchasing Agent, at (856) 968-2163.

List of Annual Contracts for DRPA

Service Products

Contract Status

Summer/Winter Work
Clothing for DRPA

Bid Process - This purchase will be up for competitive bid in **November 2005**.

One Year Supply, Bottled Water
for DRPA/PATCO

Bid Process - This purchase will be up for competitive bid in **November 2005**.

Summer/Winter Uniforms
for Toll Collectors DRPA

Bid Process - This purchase will be up for competitive bid in **November 2005**.

Lubricants for Bulk Storage
Dispensing System for DRPA

DRPA may exercise its 2nd year option in **March 2006**.

Emergency Generator Maintenance
for DRPA

DRPA may exercise its 2nd year option in **May 2005**.

Traffic Cones for DRPA

DRPA may exercise its 2nd year option in **August 2005**.

Trash Removal (Solid, Non-Hazardous)
for DRPA

DRPA may exercise its 2nd year option in **September 2005**.

Office Paper Products for DRPA/PATCO

Bid Process - This purchase will be up for competitive bid in **June 2005**.