The Lighting Practice (TLP) uses lighting to transform ordinary spaces into extraordinary, captivating and memorable places. TLP’s team of talented designers have created lighting strategies for notable projects throughout the US and abroad. Locally, the firm’s work includes Avenue of the Arts color changing façade lighting, Lenfest Plaza at the Pennsylvania Academy of the Fine Arts, Benjamin Franklin Parkway Facades and Sculptures, Fairmount Waterworks, Philadelphia City Hall, University of Pennsylvania’s Residential Street Lighting Masterplan, British Airways First Class Lounge at Philadelphia International Airport, Broad Street Façade of the Pennsylvania Convention Center, and the I-95 Girard Avenue Interchange Reconstruction.

The Lighting Practice was founded in 1989. The 23-year-old Philadelphia based firm is a leader in lighting design, specializing in sustainable lighting for public spaces and streetscapes, retail, healthcare, hospitality, corporate, and education environments.

(continued on page 2)
The firm is a certified Women’s Business Enterprise (WBE) and PAUCP certified Disadvantaged Business Enterprise (DBE).

For more information on The Lighting Practice, please visit www.thelightingpractice.com or contact Darcy C. Veneziale, Marketing Coordinator at the number listed above or via email at dveneziale@thelightingpractice.com. You can also follow them on Facebook at www.facebook.com/thelightingpractice

Benjamin Franklin Parkway
Philadelphia, PA
Photography by Tom Crane
Architect: Cope Linder Architects
Lighting Designer: The Lighting Practice

Pennsylvania Academy of the Fine Arts, Lenfest Plaza
Philadelphia, PA
Photography by Stephen Hoppe, The Lighting Practice
Architect: Saylor Gregg Architects
Landscape Architect: OLIN
Lighting Designer: The Lighting Practice

"WE VALUE DIVERSITY"
As the nation marks Veterans Day 2012, the U.S. Small Business Administration continues to build on its successful programs for America’s military veterans, helping tens of thousands of veterans each year with small business financing, comprehensive business training and counseling and access to federal contracts.

According to data from the U.S. Census Bureau veterans are successful small business owners. Nearly one in 10 small businesses nationwide are veteran-owned. Collectively, these 2.4 million small businesses employ almost 6 million Americans and generate more than $1 trillion in receipts. In the private sector workforce, veterans are 45 percent more likely than those with no active-duty military experience to be self-employed. SBA supports veteran business owners through entrepreneurial training and mentoring, access to capital, and business development opportunities through government contracts.

**Entrepreneurial Development**

This year SBA partnered with the Department of Veterans Affairs and the Department of Defense to develop a national entrepreneurship training program for transitioning service members as part of the new Transition Assistance Program. Operation Boots to Business: From Service to Startup was piloted with all four branches of the services in summer and fall 2012. The Boots to Business program will be rolled out during 2013 providing exposure to entrepreneurship training to all 250,000 service members who transition from active duty to civilian life each year.

In a closely related effort, SBA and Syracuse University continue to expand the success of the Entrepreneurship Boot Camp for Veterans with Disabilities program. The growing partnership between SBA and Syracuse University, now in its fourth year, provides training on how disabled vets can start and grow a small business, with programs targeted to service-disabled veterans who served in Iraq and Afghanistan and their family caregivers, women veterans, and National Guard and Reserve members and their families. Since 2009, the first year SBA partnered with Syracuse University, 434 service-disabled veterans have participated in the program.

(continued on page 4)
Participating schools include: Syracuse University, University of Connecticut, UCLA, Florida State University, Texas A&M University, Purdue University, Louisiana State University, and Cornell University.

SBA is also providing $2.6 million through a cooperative agreement over three years for two programs; Women Veterans Igniting the Spirit of Entrepreneurship (V-WISE), that focuses on training, networking and mentorship for women veterans, and Operation Endure & Grow, targets National Guard and Reserve component members, their families and partners.

**Access to Capital**

In FY 2012, SBA backed more than 3,200 loans supporting nearly $2.1 billion in financing to more than 2,800 Veteran-Owned Small Businesses (VOSBs) through its flagship 7(a) and 504 loan programs, including $118 million through the Patriot Express Loan program. Patriot Express loans offer many advantages to veterans and to SBA’s network of participating lenders nationwide. They feature one of SBA’s fastest turnaround times for loan approval and an enhanced guaranty and interest rate on loans up to $500,000 to small businesses owned by veterans, reservists and their spouses. Patriot Express loans can be used for most business purposes, including startup, expansion, equipment purchases, working capital, inventory or business-occupied real-estate purchases.

**Government Contracting**

The Service-Disabled Veteran-Owned Small Business Concern Procurement Program allows federal agencies to set acquisitions aside for exclusive competition among service-disabled veteran-owned small business concerns. Federal prime contracting dollars awarded to Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) increased for the fifth consecutive year to $11.2 billion, or 2.65 percent, in FY2011, up from $10.793 billion, or 2.50 percent, in FY2010.

Over the last year, SBA has created a series of online contracting courses called Government Contracting (GC) Classroom to help prospective and existing small businesses, including VOSBs and SDVOSBs, understand the basics about contracting with federal agencies. In addition, the Office of Veteran’s Business Development provides procurement training to SDVOSBs to help them take advantage of federal contracting opportunities under the Service-Disabled Veteran-Owned Small Business Concern Procurement Program.

SBA reaches out to veterans through its 68 SBA district offices, 15 Veterans Business Outreach Centers nationwide, more than 1,000 Small Business Development Centers, 110 Women’s Business Centers and some 12,000 SCORE volunteers, more than 40 percent of which are veterans. SBA also has numerous programs creating government contracting opportunities for VOSBs. For more information, visit [www.sba.gov/vets](http://www.sba.gov/vets) and [www.sba.gov/reservists](http://www.sba.gov/reservists).
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, Manager, Procurement & Stores, DRPA/PATCO at (856) 968-2163.

### 2012 Annual Contracts for DRPA

<table>
<thead>
<tr>
<th>Service Products</th>
<th>Contract Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>1) Trash Removal <em>(Solid, Non-Hazardous)</em> for DRPA</td>
<td>Bid Process - This purchase will be up for competitive bid in <strong>March 2013</strong>.</td>
</tr>
<tr>
<td>2) Emergency Generator Maintenance for DRPA</td>
<td>Bid Process - This purchase will be up for competitive bid in <strong>August 2013</strong>.</td>
</tr>
<tr>
<td>3) Lubricants for Bulk Storage Dispensing System for DRPA</td>
<td>Bid Process - This purchase will be up for competitive bid in <strong>January 2013</strong>.</td>
</tr>
<tr>
<td>4) Hazardous Waste Removal for DRPA / PATCO</td>
<td>DRPA may exercise its 3rd year option in <strong>July 2013</strong>.</td>
</tr>
<tr>
<td>5) Office Supplies Products for DRPA / PATCO</td>
<td>Bid Process - This purchase will be up for competitive bid in <strong>November 2012</strong>.</td>
</tr>
<tr>
<td>6) Unleaded Gasoline, Diesel Fuel, &amp; #2 Heating Oil for DRPA / PATCO</td>
<td>Bid Process - This purchase will be up for competitive bid in <strong>March 2013</strong>.</td>
</tr>
<tr>
<td>7) Fuel Tank Maintenance for DRPA / PATCO</td>
<td>DRPA may exercise its 2nd year option in <strong>January 2013</strong>.</td>
</tr>
<tr>
<td>8) Traffic Cones for DRPA</td>
<td>Bid Process - This purchase will be up for competitive bid in <strong>October 2013</strong>.</td>
</tr>
<tr>
<td>9) Moveable Maintenance Platform for Maintenance</td>
<td>Bid Process - This purchase will be up for competitive bid in <strong>May 2013</strong>.</td>
</tr>
<tr>
<td>10) Extermination Services for DRPA</td>
<td>Bid Process - This purchase will be up for competitive bid in <strong>April 2013</strong>.</td>
</tr>
<tr>
<td>11) Prescription Safety Glasses for DRPA</td>
<td>Bid Process - This purchase will be up for competitive bid in <strong>November 2012</strong>.</td>
</tr>
<tr>
<td>12) Measure to Fit Police Uniforms for DRPA / PATCO</td>
<td>Bid Process - This purchase will be up for competitive bid in <strong>January 2013</strong>.</td>
</tr>
<tr>
<td>13) One Year Supply Bottled Water for DRPA / PATCO</td>
<td>DRPA may exercise its 2nd year option in <strong>March 2013</strong>.</td>
</tr>
<tr>
<td>14) Office Paper Products for DRPA / PATCO</td>
<td>Bid Process - This purchase will be up for competitive bid in <strong>November 2012</strong>.</td>
</tr>
</tbody>
</table>
LIST OF ANNUAL CONTRACTS FOR PATCO

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 Susan Squillace, Manager, Procurement & Stores at (856) 968-2163.

<table>
<thead>
<tr>
<th>Service Products</th>
<th>Expiration Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rental of Uniforms, Uniform Lockers, Door &amp; Floor Mats, Laundry &amp; Cleaning ........</td>
<td>June 2015</td>
</tr>
<tr>
<td>Industrial Refuse Disposal Services for PATCO Lindenwold Maintenance Facility ....</td>
<td>September 2013</td>
</tr>
<tr>
<td>Pest Control and Exterminating at PATCO</td>
<td>May 2013</td>
</tr>
</tbody>
</table>

UPCOMING PURCHASES FOR 2013

For DRPA - 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.

(Nothing to Report)

For PATCO - 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.

(Nothing to Report)
The following events are being hosted by the Women’s Business Development Center (WBDC), 1315 Walnut Street, Suite 1116, Phila., PA 19107-4711

Pre-registration is required for all events listed, for more information please call (215)790-WBDC (9232) or fax (215)790-9231 or visit them on the web at: www.womensbdc.org.

Orientation and Business Assessment Workshop – When: Thursday, December 11, 2012, Time: 6:00 to 7:30 pm, Cost: Free - 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.

Finding Your Funding – When: Monday, December 3, 2012, Time: 6:00 to 8:00pm, Cost: $10.00 – Provides valuable information on financing options for your business.

“WE VALUE DIVERSITY”
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.

Don’t forget to visit OBD&EO’s web site at www.drpa.org/obdeo for contract opportunities and other important information.

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

Our next edition of the News Alert will be published on or about:


Fond Farwell

After 16 years at the Delaware River Port Authority, Urselle M. Garnett, an EEO Specialist in the Office of Business Development & Equal Opportunity and the Editor-in-Chief of our quarterly newsletter, has retired. Her retirement was effective November 23, 2012. Urselle was a valued member of the OBD&EO team, and was deeply committed to the success of the Authority’s non-discrimination programs. Her contributions will be missed. We wish Urselle all the best in her future endeavors.

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:

Kathleen Coyle Haas at (856) 968-2270

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