



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.

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.

Our next edition of *NewsAlert* will be published on or about **Friday, September 30, 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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**JUNE
2005**



Please Note that this issue of "News Alert" will be our last monthly edition. We will continue to publish our newsletter but it will be on a quarterly basis. Our website at <http://www.drpa.org/obdeo> will continue to be a great source for updated information. Please feel free to give us a call at (856) 968-2270 or (215) 218-3750 extension 2270 if we can be of assistance. Thank you for allowing OBD&EO to be of service.

SBA Announces Size-Standard Hearings

The Small Business Administration (SBA) has scheduled 11 public hearings around the country to get feedback from small business owners about restructuring size standards. The hearings are a follow up to a comment period which drew responses from more than 6,000 business owners on how to define a small business. Anyone interested in testifying at an upcoming hearing must pre-register with the SBA. To be eligible, the SBA must receive your registration at least five business days prior to a scheduled hearing. Your registrations can be e-mailed to hearings.sizstandards@sba.gov.

The SBA is seeking comments on a number of size-standard issues, including but not limited to:

- Approaches by which to simplify size standards
- Calculating business employment size
- Use of receipts to measure business size
- Establishing a separate set of size standards for federal procurements
- Establishing tiered size standards for subcategories of small businesses
- Grandfathering existing small businesses which might be large under revised standards

"WE VALUE DIVERSITY"

You can reach OBD&EO

by telephone at:

(856) 968.2270
or
(215) 218.3750,
ext. 2270

www.drpa.org/obdeo

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SBA Establishes New Unit to Assist Service-Disabled Entrepreneurs

The SBA recently established the Office of Federal Contract Assistance for Veteran Business Owners. The office has been charged with the responsibility of providing service-disabled entrepreneurs with a single point of contact for assistance in getting federal contracts. The new unit is located in the Office of Government Contracting & Business Development.



Agency Offers Online Courses

The SBA, in conjunction with Thomson Corporation, will offer three free online courses. The Ed2Go provides online instruction, which is taught through more than 1,000 community colleges. The six-week curriculum will focus on creating a successful business plan, customer service fundamentals, and creating an effective Web page. The first courses began on June 15. You may register for upcoming courses at www.sba.gov/training.



MARK YOUR CALENDAR

October 18, 2005

4th Annual Veterans Business Training and Outreach Conference
“Supporting Veterans Through Business”

Location:

The Conference Center at Penn State Great Valley
 30 East Swedesford Road
 Malvern, PA 19355-1443

- Learn about marketing to the Government.
- Hear success stories from Veterans who have profitably marketed to the government and prime contractors.
- Meet key government buyers, prime contractors and fellow veteran businesses to help establish your marketing portfolio.
- Attend a workshop on the new Veterans legislation, and its impact on business opportunities for Veterans.
- Learn the essentials of working with the Department of Defense.
- Learn how to create a teaming arrangement.

To be added to the Conference database please visit www.veteransconference.com and select Contact Us.

“WE VALUE DIVERSITY”

“FINANCIAL ANALYSIS”

on

Wednesday, July 27, 2005, from 6:00 p.m. to 9:00 p.m.

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

Cost: \$35.00

For more information or to register call:
 (215) 790-WBDC (9232) or Fax (215) 790-9231

The workshop will teach participants how to determine start-up costs and how to project sales, cash flow and profit.

“THE BUSINESS PLAN”

on

Wednesday, August 3, 2005, from 6:00 p.m. to 9:00 p.m.

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

Cost: \$35.00

For more information or to register call:
 (215) 790-WBDC (9232) or Fax (215) 790-9231

This workshop will teach participants the elements, applications, and contents of a good business plan.

“BUSINESS LAUNCH SERIES”

on

Wednesday, September 14, September 21 and September 28, 2005

From 6:00 p.m. to 9:00 p.m.

(must attend all three sessions)

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

Cost: \$75.00

For more information or to register call:
 (215) 790-WBDC (9232) or Fax (215) 790-9231

Learn how to register your business with the City of Philadelphia, State of Pennsylvania and federal government and what permits, licenses and insurance is needed. Learn about bookkeeping systems, contracts and human resource issues.

“WE VALUE DIVERSITY”

2005 Upcoming Events

Friday, July 8 - Look for DRPA Purchasing, Contract Administration, and Customer Service & Community Relations staff at the New Jersey Small Business Development Center 14th Annual Procurement EXPO held at the Raritan Valley Community College. To register please call (973) 353-1414.

Thursday, September 15 - Look for OBD&EO, DRPA Purchasing, Contract Administration, and Customer Service & Community Relations staff at the 6th Annual Delaware Procurement EXPO held at the University of Delaware Bob Carpenter Center, Newark, DE. For more information about the event or exhibitor opportunities, contact the DSBDC PTAC Program at (302) 571-5677.

Tuesday, September 20 - Look for OBD&EO, DPRA Purchasing, Contract Administration, and Customer Service & Community Relations staff at the Minority Supplier Development Council of PA-NJ-DE EXPO at the Tropicana Casino and Resort, Atlantic City, NJ. For more information about the event please call (215) 569-1005.

Other Events of Interest

"BEFORE YOU START"

on

Wednesday, July 13, 2005, from 5:30 p.m. to 9:00 p.m.

Women's Business Development Center
1315 Walnut Street, Suite 1124
Philadelphia
Cost: \$35.00

For more information or to register call:
(215) 790-WBDC (9232) or Fax (215) 790-9231

The workshop will help participants assess their risks, financial issues, and commitment; and evaluate their potential as entrepreneurs; and help them analyze their business skills and business ideas.

"MARKET RESEARCH"

on

Wednesday, July 20, 2005, from 6:00 p.m. to 9:00 p.m.

Women's Business Development Center
1315 Walnut Street, Suite 1124
Philadelphia
Cost: \$35.00

For more information or to register call:
(215) 790-WBDC (9232) or Fax (215) 790-9231

The Workshop will teach participants what market research is and how to use it to assess the potential of their business idea, and how to do their own market research.

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	DRPA may exercise its 2 nd year option in September 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 2 nd year option in March 2006 .
Emergency Generator Maintenance for DRPA	Bid Process - This purchase will be up for competitive bid in January 2006 .
Traffic Cones for DRPA	DRPA may exercise its 2 nd year option in August 2005 .
Trash Removal (Solid, Non-Hazardous) for DRPA	DRPA may exercise its 3 rd year option in September 2005 .
Office Paper Products for DRPA/PATCO	Bid Process - This purchase will be up for competitive bid in July 2005 .

List of Annual Contracts for DRPA (continued from page 3)

<u>Service Products</u>	<u>Contract Status</u>
Hazardous Waste Removal for DRPA/PATCO	DRPA may exercise its 2 nd year option in April 2007 .
Office Supplies for DRPA/PATCO	DRPA/PATCO may exercise its 2 nd year option in March 2006 .
Custom Made Police Uniforms for DRPA/PATCO	PATCO may exercise its 2 nd year option in March 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 August 2005 .
Exterminating Services DRPA/PATCO	DRPA/PATCO may exercise its 2 nd year option in February 2006 .
Weed Control for DRPA/PATCO	Bid Process - This purchase will be up for competitive bid in February 2006 .


List of Annual Contracts for

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.

<u>Service Products</u>	<u>Expiration Date</u>
Annual Inspection of PATCO Subway Emergency Lighting	June 2005
Industrial Refuse Disposal Services for PATCO..... Lindenwold Maintenance Facility	April 30, 2006
Snow Removal Services for PATCO.....	December 2006

List of Annual Contracts for PATCO (continued from page 4)

<u>Service Products</u>	<u>Expiration Date</u>
Landscaping Maintenance for PATCO	May 2007
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



Upcoming Purchases for July 2005

for DRPA

Office Paper for DRPA/PATCO

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

New and Unused 2005 Pneumatic Lift Truck, 6000 lb capacity
Mobile Traffic Speed Monitoring Trailer
Enclosed Cargo Trailer, 6' x 10'
Contract for Annual Inspection and Maintenance of the Subway Emergency Lighting UPS Units Installed in the PATCO Subway Stations.
Furnish and Install Transit Schedule Holders for PATCO Stations

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.