For years the Office of Business Development & Equal Opportunity (OBD&EO) has spotlighted a different firm in this space. We want to continue that longstanding practice. If you are interested in highlighting your firm’s capabilities, experience, staff, recent projects, and other unique strengths then we want to hear from you!

To get the process started, please call Elaine Wright in the OBD&EO to request that your company be put on the list of firms to be “spotlighted” in future editions of News Alert. Elaine can be reached by telephone at (856) 968-2231 or by email at eawright@drpa.org.

Staff Announcements

Retirement

After more than 20 years of dedicated service, Kathleen “Kathy” Coyle Haas retired from DRPA, effective February 3, 2014. Kathy began her tenure at the DRPA in January 1994. From the start, she worked closely with staff in the Office of Business Development & Equal Opportunity. She participated in the development of the Authority’s M/W/DBE Programs and was always available to the
public to respond to questions. Kathy was known to many in the M/W/DBE community as someone on which they could count on to provide critical assistance. Kathy’s professionalism, strong work ethic, commitment to excellence and pleasant demeanor will be missed. We thank Kathy for her tireless dedication to the Authority, and, in particular, to the success of our non-discrimination programs.

We wish Kathy all the best in her retirement!

Transfer

Ronald Kelly, a long-tenured DRPA employee, has transferred to the Office of Business Development & Equal Opportunity. Ron, a Construction Contract Compliance Specialist at DRPA, since 2004, has worked on prevailing wage and other labor-related issues. As part of the OBD&EO team, Ron will continue to perform these important functions, and will also provide critical desk and site visit compliance oversight on federally and non-federally funded projects. Be sure to introduce yourself to Ron at the next Pre-Bid, Pre-Proposal, Pre-Construction, Kick-Off or status meetings. Ron can be reached at (856) 968-2105 or by email at rmkelly@drpa.org.

Other Staffing Updates

Thaddeus A, Abbott, III, also known as “TA3”, is providing critical administrative support to the Administrative Division. Thaddeus can be reached at (856) 968-2270 or by email at t_abbott@drpa.org.

Elaine Wright is providing important administrative support in the Office of Business Development & Equal Opportunity. Elaine can be reached at (856) 968-2231 or by email at eawright@drpa.org. Elaine will have primary responsibility for developing our quarterly newsletter.

Toni Proffitt Brown, remains the Chief Administrative Officer, with oversight responsibility for the DRPA’s MBE & WBE and DBE Programs. Ms. Brown continues to serve as the Authority’s Disadvantaged Business Enterprise Liaison Officer (DBELO), a designation required by federal DBE regulations. She can be reached at (856) 968-2270 or by email at tpbrown@drpa.org.

Website
www.drpa.org/obdeo

“WE VALUE DIVERSITY”
Pursuant to 49 CFR Part 26, recipients of federal DOT financial assistance are required to submit to the appropriate DOT operating administration for approval of the methodology and process used to establish their overall disadvantaged business enterprise (DBE) goal for federally-funded contracting opportunities. Under the rule, which took effect on March 5, 2010, recipients are required to submit an overall DBE goals (including proposed race-conscious and race-neutral goals) for review every three years.

Delaware River Port Authority (DRPA) proposed an overall DBE goal of 10% (8% race-conscious and 2% race-neutral). The proposed goal was advertised in area newspapers and on our website. Public comment meetings were held. In August 2013, the FTA advised that it concurs that the Authority’s DBE goal methodology meets the requirements set out in the DOT’s DBE regulations. Our DBE goal methodology for FY 2014, 2015, and 2016 will expire on September 30, 2016.

DRPA’s next updated DBE goal methodology for FYs 2017-2019 must be submitted to the FTA by August 1, 2016.
DBE Goal Approved for Fiscal Years 2014 through 2016

The Delaware River Port Authority received word in August 2013 that the U.S. Department of Transportation Federal Transit Administration concurs that the Disadvantaged Business Enterprise (DBE) Methodology for federal fiscal years 2014-2016 meets the requirements set out in the DOT’s DBE regulations. The DRPA's approved DBE goal methodology for FYs 2014-2016 will expire on September 30, 2016. DRPA is required to submit an updated DBE goal methodology for FYs 2017-2019 by August 1, 2016. The FTA Concurrence Letter Follows:

August 20, 2013

Toni Proffitt Brown, Chief Administrative Officer
Delaware River Port Authority
2 Riverside Drive
Camden, NJ 08101-1949

Re: DBE Goal for FYs 2014-2016- Review and Concurrence
Recipient ID: 1413; Delaware River Pmt Authority

Dear Ms. Brown:

This letter is to inform you that the Federal Transit Administration (FTA) has received Delaware River Port Authority’s (DRPA) Disadvantaged Business Enterprise (DBE) methodology and goal for FYs 2014-2016 on August 1, 2013. This submission is required pursuant to the Department of Transportation DBE regulations found at 49 C.P.R. Pa1t 26.

PTA has reviewed your DBE goal methodology for FYs 2014 through 2016, and we concur that it meets the requirements set out in the DOT’s DBE regulations. That said, DRPA should submit proof of publication of its DBE goal within thirty (30) days or by September 20, 2013.

Please plan to submit an updated DBE goal methodology for FYs 2017-2019 by August 1, 2016. Your DBE goal methodology will expire on September 30, 2016. If we do not receive all the required information by the time your DBE goal methodology expires, DRPA may experience delays in processing grants or draw-down restrictions.

If you have any questions regarding this concurrence, please do not hesitate to contact me directly at 215-656-7255 or via email at Michael.Riess@dot.gov.

Sincerely,

Michael Riess
Region 3 Civil Rights Officer

cc: Brigid Hynes-Cherin, FTA Regional Administrator
    Monica McCallum, FTA Civil Rights Regional Division Chief

“WE VALUE DIVERSITY”
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.

### 2014 Annual Contracts for DRPA

<table>
<thead>
<tr>
<th>Service Products</th>
<th>2nd Year Option or Bid Process</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1)</strong> One (1) Year Supply of Bottled Water for DRPA/PATCO Bridge Operations</td>
<td>2nd Year Renewal Option March 1, 2014</td>
</tr>
<tr>
<td><strong>2)</strong> One (1) Year Diesel, Unleaded &amp; Heating Fuel for DRPA/PATCO Fleet Operations</td>
<td>2nd Year Renewal Option March 1, 2014</td>
</tr>
<tr>
<td><strong>3)</strong> Annual Police Uniform Contract for DRPA/PATCO Public Safety</td>
<td>2nd Year Renewal Option March 1, 2014</td>
</tr>
<tr>
<td><strong>4)</strong> Two (2) Year Solid/Non-Hazardous Trash Removal Contract Bridge Operations</td>
<td>Year 2 of 2 March 1, 2014</td>
</tr>
<tr>
<td><strong>5)</strong> Three (3) Year Exterminating Contract Bridge Operations</td>
<td>Year 2 of 3 April 1, 2014</td>
</tr>
<tr>
<td><strong>6)</strong> Two (2) Year Hazardous Waste Removal Contract Bridge Operations</td>
<td>Year 2 of 2 April 1, 2014</td>
</tr>
<tr>
<td><strong>7)</strong> Annual Carhartt Outerwear Bridge Operations</td>
<td>Informal Request for Quotations May 1, 2014</td>
</tr>
<tr>
<td><strong>8)</strong> Annual Solvent Station &amp; Webril Cotton Pads Waste Removal Printing Services</td>
<td>Informal Request for Quotations June 1, 2014</td>
</tr>
<tr>
<td><strong>9)</strong> Annual Scrap Metal Disposal Bridge Operations</td>
<td>Informal Request for Quotations June 1, 2014</td>
</tr>
<tr>
<td><strong>10)</strong> One (1) Year Emergency Generator Maintenance Contract Bridge Operations</td>
<td>2nd Year Renewal Option June 1, 2014</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.

### 2014 ANNUAL CONTRACTS FOR PATCO

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<tr>
<td><strong>1)</strong> One (1) Year Diesel, Unleaded &amp; Heating Fuel for DRPA/PATCO Way &amp; Power</td>
<td>Contract Renewal Option March 1, 2014</td>
</tr>
<tr>
<td><strong>3)</strong> One (1) Year Exterminating Service Way &amp; Power</td>
<td>Informal, Request for Quotations March 1, 2014</td>
</tr>
<tr>
<td><strong>4)</strong> Two (2) Year Hydrogen Sulfide Control Treatment Way &amp; Power</td>
<td>Formal Bid Process May 1, 2014</td>
</tr>
<tr>
<td><strong>5)</strong> Two (2) Year Annual Track Geometry Way &amp; Power</td>
<td>Contract Renewal Option May 1, 2014</td>
</tr>
<tr>
<td><strong>6)</strong> One (1) Year Ultrasonic Testing Way &amp; Power</td>
<td>Informal, Request for Quotations May 1, 2014</td>
</tr>
<tr>
<td><strong>7)</strong> One (1) Year Exterminating Service Way &amp; Power</td>
<td>Informal, Request for Quotations June 1, 2014</td>
</tr>
<tr>
<td><strong>8)</strong> Two (2) Year Creosote Treated Wood Disposal Way &amp; Power</td>
<td>Contract Renewal Option June 1, 2014</td>
</tr>
</tbody>
</table>

### 2014 UPCOMING PURCHASES FOR DRPA/PATCO

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

- **RFP** - Janitorial Services for the DRPA’s Headquarters at One Port Center Proposals due no later than 1 p.m. EST on Wednesday, March 12, 2014.

- **Contract No. WW-18-2013** - Walt Whitman Bridge Toll Plaza Reconstruction Bids will be received during normal business hours at the office of the Director of Engineering/Chief Engineer, Delaware River Port Authority, One Port Center, Seventh Floor, 2 Riverside Drive, Camden, New Jersey 08101, until 2 p.m., local time, March 20, 2014.

- **RFQ** - Design Services for Commodore Barry Bridge Structural Rehabilitation Phase 2 Six (6) copies of the written Statements of Qualifications and U.S. Government Forms SF330 must be received by the Authority no later than 4:00 PM Local Time on Tuesday, March 25, 2014.

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

- **RFP** - PATCO Management Audit Mandatory pre-proposal teleconference at 2 p.m. local time on Friday, February 21, 2014, Proposals due by 4 p.m. local time on Friday, March 7, 2014.

“We VALUE DIVERSITY”
Upcoming Events

- Online, instructor-led training courses. Choose from over 45 courses in the following categories:
  - Start Your Own Business
  - Business Communication
  - Management & Leadership
  - Non-Profit & Grant Writing
  - Accounting & Finance
  - Computer Training
  - Marketing & Sales
  - Web Technology

  Dates: 3/19/14 ▶ 4/16/14 ▶ 5/21/14 ▶ 6/18/14

  New 6-week sessions begin monthly. To view the complete catalog and to enroll, visit www.ed2go.com/wbdc
  Cost: $99

- **JumpStart - Before You Start**, Prospective business owners learn how to move from employee to business owner.
  Time: 5:45 to 9:00 pm Cost: $35 Dates: 5/20/14 ▶ 10/9/14.

- **JumpStart - Market Research**, Prospective business owners are taught how to assess the feasibility of their business ideas.
  Time: 6:00 to 9:00 pm Cost: $35 Dates: 5/27/14 ▶ 10/16/14.


  Time: 6:00 to 9:00 pm Cost: $35 Dates: 3/4/14 ▶ 6/10/14 ▶ 10/30/14.

- **JumpStart - Business Launch**, Understand the legal, financial, insurance, employment and tax issues of starting a business.
  Time: 6:00 to 9:00 pm Cost: $35 Dates: 3/11/14 ▶ 6/17/14 ▶ 11/6/14.

  **Note:** The five JumpStart sessions can be taken individually or as a series. Series cost is $155.

- **NxLevel® for Business Start-ups**, A 10-module educational program designed for people who want to start a business, need the skills to test the feasibility of their business concept and create a business plan which acts as a blueprint for their start-up venture.
  Time: 6:00 to 9:30 pm Dates: 3/13/14 ▶ 9/16/14 ▶ 11/25/14, Call for more info.

- **Finding Your Funding**, Provides valuable information on financing options for your business.
  Time: 6:00 to 8:00 pm Cost: $10 Dates: 3/25/14 ▶ 6/19/14 ▶ 8/26/14 ▶ 12/3/14.

- **Listening to Your Business**, This workshop will take you through a series of activities to discover where your business is today and where you want it to be in three years. For WBENC certified enterprises only.
  Time: 9:30 am to 4:30 pm Cost: $150 Date: 7/15/14.

- **Listening to Your Business**, This workshop will take you through a series of activities to discover where your business is today and where you want it to be in three years.
  Time: 9:30 am to 4:30 pm Cost: $150 Date: 9/10/14

  Registration forms must be completed to attend all programs. Workshop fees are non-refundable.
  For more information: Call 215-790-9232, Fax 215-790-9231, Email info@womensbdc.org, or visit our website at www.womensbdc.org.

Discounted parking is available at LAZ Parking located on Juniper St. between Walnut & Locust Streets, one block East of Broad Street.

Contributions to the Women’s Business Development Center can be made directly to WBDC or through the United Way Donor Program. WBDC’s United Way Donor Code Number is 8607.

These programs are partially funded by the City of Philadelphia, Wells Fargo, and by a cooperative agreement with the U.S. Small Business Administration.

Reasonable accommodations for persons with disabilities will be made, if requested at least two weeks in advance. Call 215-790-9232 to make the arrangements.

“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:

⇒ June 30, 2014
⇒ September 30, 2014

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:

Thaddeus A. Abbott III, Temporary Executive Assistant at (856) 968-2270
Elaine A. Wright, Temporary Staff, OBD&EO at (856) 968-2231

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