

OBD&EO **News Alert**

A Delaware River Port Authority/Port Authority Transit Corporation
Office of Business Development & Equal Opportunity Publication

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2006**



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OBD&EO**

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"Celebrating Women's History Month"

Small Business Matchmaking – Bringing Federal Contracting Opportunities to Eastern Pennsylvania

**By David Dickson, Director
SBA Philadelphia District Office**

Imagine being able to get on the calendar of a senior level executive for one of the leading local, state or federal agencies or large companies to make a pitch for your company to provide a product or service for that entity. Undoubtedly, an opportunity like this would change your business.

That's what Mary Hamill, president of Global-5 Inc. thought after securing two contracts totaling \$5.5 million dollars after attending the U.S. Small Business Administration's Business Matchmaking event in Orlando, Florida.

"I can't say enough about how helpful the SBA people have been, or how fortunate I was to attend the Business Matchmaking event," said Hamill. "They really want to help. They look out for small businesses, and if programs like this weren't in place, it would be difficult to even get the time of day from most of these companies and agencies."

Four regional Business Matchmaking events are planned for 2006. The kickoff will take place on February 13 in Oakland, Calif., followed by events in Houston (8/2), **Philadelphia (9/22)** and Miami (11/16).

Business Matchmaking is made possible by a cooperative agreement between the SBA and HP Small Business Foundation to provide opportunities for small businesses to have personal appointments with senior level government and corporate procurement officials to discuss potential contracting opportunities. Small businesses register for appointments through an on-line Matchmaking portal, which pairs small businesses or "sellers" with government or corporate executives or "buyers" based on the products and services provided by the small businesses and the needs of the buyers.

The appointments are usually 15 minutes in length. On average, small businesses can expect three to five appointments per session, but many small businesses can get as many as 10 appointments depending upon the availability of appointments. A maximum of two representatives from each participating small business may attend the program. The program's events also include networking and training sessions, which provide valuable insight on local financing options, guidance on

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contracting with the government, access to technology resources provided by HP, international trade and trends in technology and marketing.

Business Matchmaking, made possible through a co-sponsorship between the SBA, SCORE and HP, matches small businesses with buyers from the corporate sector as well as local, state and federal governments. Since its inception in 2003, Business Matchmaking has, through regional events held all across the country, generated more than 36,000 one-on-one appointments resulting in more than \$37 million in contracting opportunities for small businesses.

“Business Matchmaking has been a tremendous success over the past three years and I am very pleased to see the initiative continue to grow in 2006,” said SBA Administrator Hector V. Barreto. “We are fortunate to have partners such as SCORE and HP joining us in creating even more contracting opportunities in the public and private sectors for small businesses. Business Matchmaking, coupled with new initiatives such as the On-line Network, take us in that direction.”

“SCORE proudly supports this vital initiative to help small businesses reach new corporate and government markets,” said SCORE CEO Ken Yancey. “Last year, SCORE provided expert business advice to clients through face-to-face and on-line Business Matchmaking events. SCORE will continue to provide this vital service to America’s entrepreneurs.”

“HP is committed to empowering small businesses to achieve their vision and is proud to continue our involvement in the Business Matchmaking initiative,” said John Dayan, vice president of marketing and business development – Americas, Personal Systems Group, HP. “In addition to opening doors so small businesses can make connections with government agencies and corporations, HP is one of the largest procurers of goods and services at these events.”

Complete details on Business Matchmaking, including the 2006 schedule and the new On-line Network, may be found at www.businessmatchmaking.com.

About SBA

SBA, established in 1953, provides financial, technical and management assistance to help Americans start, run, and grow their businesses. With a portfolio of direct and guaranteed business loans and disaster loans worth more than \$59 billion, SBA is the nation’s largest single financial backer of small businesses. Last year, SBA and its resource partners offered management and technical assistance to more than 2.6 million clients.

SBA also plays a major role in the government’s disaster relief efforts by making low-interest recovery loans to both homeowners and businesses. America’s 25 million small businesses employ more than 50 percent of the private workforce, generate more than half the nation’s gross domestic product, and are the principal source of new jobs in the U.S. Economy.

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About SCORE

Since 1964, SCORE “Counselors to America’s Small Business” has assisted more than 7.2 million aspiring entrepreneurs and small business owners through counseling and business workshops. More than 10,500 volunteer business counselors in 389 chapters serve their communities through entrepreneur education dedicated to the formation, growth and success of small business. For more information about starting or operating a small business, call 1-800-634-0245 for the SCORE chapter nearest you. Or, visit SCORE on the Web at www.score.org.

About HP

HP is a technology solutions provider to consumers, businesses and institutions globally. The company’s offerings span IT infrastructure, global services, business and home computing, and imaging and printing. For the four fiscal quarters ended Oct. 31, 2005, HP revenue totaled \$86.7 billion. More information about HP (NYSE, Nasdaq: HPQ) is available at www.hp.com.

To learn more about the Business Matchmaking program and to see a complete schedule of events, please visit the Business Matchmaking Web site at: www.BusinessMatchmaking.com.

Celebrating Women’s History Month: The Future is Bright for Women Business Owners

By Ana Gallardo, *Women’s Business Ownership Representative*

SBA Philadelphia District Office

March is Women’s History Month, and it is a good time to examine the impact that women business owners have on the American economy. Women entrepreneurs are opening businesses at nearly three times the rate of all businesses, and revenues are increasing faster. America’s 9.1 million women-owned businesses employ 27.5 million people and contribute \$3.6 trillion to the economy - yet women continue to face unique obstacles in the world of business.

The U.S. Small Business Administration is working to level the playing field for women entrepreneurs, and the SBA’s Office of Women’s Business Ownership (OWBO) is a prime resource to help lead the way. The OWBO, promotes the growth of women-owned businesses through programs that address business training, technical assistance, provide access to capital, international trade and federal contracting opportunities. The OWBO is available on-line at www.onlinewbc.gov. The office provides information and support on issues that are specific to women-owned firms and helps find local sources for training, technical assistance, and financing.

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Nationally, SBA-backed lending to women was up 24 percent in 2005 and more women than ever are taking advantage of the excellent counseling and training opportunities available through SBA or one of our partner organizations such as the Small Business Development Centers (SBDC), Service Corps of Retired Executives (SCORE) and SBA-backed Women's Business Centers.

Women's Business Centers, founded in 1988, are community-based centers in nearly every state, the District of Columbia, and Puerto Rico. They offer a variety of innovative programs, including Internet training and courses in different languages. They help with business training and technical assistance, access to credit and capital, federal contracts, and international trade opportunities.

The SBA also provides on-line training, counseling and mentoring, as well as a wealth of links to relevant resources, available from the On-line Women's Business Center at www.onlinewbc.gov, a free, interactive, state-of-the-art web site at www.onlinewbc.gov that offers the best of the Women's Business Centers programs. The site receives nearly two million hits a month from around the world.

Local Women-Owned Business Success Stories:

Once Upon a Child - Judy Wilt operates a successful franchise retail store in Berks County that buys and sells gently used clothes, toys, furniture and bedding for children. She received assistance through SCORE, who assisted her with creating a business plan. In 2001, Judy also received an SBA guaranteed loan through Leesport Bank.

Sage Entertainment - Kim Fink owns a business based in Media, Delaware County that creates and teaches music enrichment programs. In 2002, Kim contacted the Women's Business Development Center. WBDC was able to assist her through the FastTrac class. FastTrac is a practical, effective business development program designed to help entrepreneurs grow their ventures and make them soar.

Gallagher & Gallagher - Daisy Gallagher runs a full-service marketing, advertising and public relations firm based in Stroudsburg, PA. Daisy started her business 15 years ago from her home on a part-time basis with the assistance of SCORE. In addition, Gallagher & Gallagher is SBA certified as a Historically Underutilized Business zone (HUB zone) business concern, which allows special access to federal contracting opportunities.

Each SBA district office has a designated specialist on women's business ownership with expertise in the full range of SBA programs and connections to outside resources available to women business owners.

If you have any questions about any of the SBA's programs please contact Ana Gallardo, Women's Business Representative at (215) 580-2707, or ana.gallardo@sba.gov.

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SAVE THE DATE!!!!

NJ COMPETITIVE PURCHASES “AVENUES OF OPPORTUNITY FOR SMALL BUSINESSES”



**Public & Private Sector Purchasing Fair
Wednesday, April 12, 2006 8:30 a.m. – 2:00 p.m.
Robert Meyner Reception Center, PNC Arts Center, Holmdel, NJ**

Don't miss this historic event! For the first time ever, small, women, and minority business owners will be able to submit “on-the-spot” competitive quotes to vie for commodity purchasing opportunities with over 16 public and private sector entities. The sponsors are NJ TRANSIT, NJ Sports and Exposition Authority, The Port Authority of NY&NJ, South Jersey Transportation Authority, Delaware River Port Authority, Rutgers The State University, NJ Turnpike Authority, and the Delaware River Joint Toll Bridge Commission.

In addition to purchasing opportunities, information will be available about certification, vendor registration, and pre-qualification with many public and private organizations in the state. This information will be provided by NJ Commerce & Tourism Commission, Newark Public Schools, County of Essex, Prudential, The Minority Supplier Development Council of NY&NJ, NJ Small Business Development Centers, NJ Department of Transportation, and Wachovia.

This is an “invitation” only event!!

For further information, please contact Ernest Williams of NJ TRANSIT via the Hotline at 973-491-8070 or via email at obd@njtransit.com

To submit a quote, firms must possess one of the following:

- Small Business Enterprise (SBE) Registration
- Disadvantaged Business Enterprise (DBE) Certification
- Minority/Women Business Enterprise (M/WBE) Certification

*Sharpen your pencils and be prepared to submit your quote at the first
NJ Competitive Purchases “Avenues of Opportunities for Small Businesses”*

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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 April 2006 .
One Year Supply, Bottled Water for DRPA/PATCO	2 nd year - This purchase will be up for competitive bid in October 2006 .
Summer/Winter Uniforms for Toll Collectors DRPA	Bid Process - This purchase will be up for competitive bid in April 2006 .
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 March 2006 .
Traffic Cones for DRPA	DRPA may exercise its 2 nd year option in August 2006 .
Trash Removal (Solid, Non-Hazardous) for DRPA	DRPA may exercise its 2 nd year option in March 2008 .
Office Paper Products for DRPA/PATCO	DRPA may exercise its 2 nd year option in May 2006 .
Hazardous Waste Removal for DRPA/PATCO	DRPA may exercise its 2 nd year option in March 2006 .

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

Service Products	Contract Status
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 2006 .
Exterminating Services DRPA/PATCO	DRPA/PATCO may exercise its 2 nd year option in March 2006 .
Weed Control for DRPA/PATCO	Bid Process - This purchase will be up for competitive bid in January 2007 .



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 Stephen Suder, Manager, Procurement, Records and Stores at (856) 968-2142.

Service Products	Expiration Date
Industrial Refuse Disposal Services for PATCO Lindenwold Maintenance Facility	December, 2006
Snow Removal Services for PATCO	December 2006
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 of PATCO Sprinkler Systems	May 2007

Upcoming Purchases for April - June 2006



for DRPA

Winter/Summer Work Clothing Re-Bid – Bridge Operations and Toll Department

Fuel Tank Monitoring, Management and Maintenance



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

Nothing to Report



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.

Other Events of Interest

The following workshops are all being held at the following location:

WOMEN'S BUSINESS DEVELOPMENT CENTER

1315 Walnut Street, Suite 1124

Philadelphia

For more information and/or to register call:

(215) 790-WBDC (9232) or Fax (215) 790-9231

Pre-registration is required

"ORIENTATION AND BUSINESS ASSESSMENT WORKSHOP"

on

Monday, April 3, 2006, from 6:00pm to 7:30pm

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 meeting other women business owners.

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“FINANCIAL ANALYSIS”

on

Monday, April 10, 2006, from 6:00pm to 9:00pm

Cost: \$35.00

“Financial Analysis” can be taken individually or as part of the Jumpstart workshop series. The workshop will teach participants how to determine start-up costs and how to project sales, cash flow and profit.

“THE BUSINESS PLAN”

on

Monday, April 17, 2006, from 6:00pm to 9:00pm

Cost: \$35.00

“The Business Plan” can be taken individually or as part of the Jumpstart workshop series. This workshop will teach participants the elements, applications, and contents of a good business plan.

“FINDING YOUR FUNDING”

on

Wednesday, April 19, 2006, from 6:00pm to 8:00pm

Cost: \$10.00

Participants will learn valuable information on financing options for their businesses.

“BUSINESS LAUNCH”

on

Monday, April 24, 2006, from 6:00pm to 9:00pm

Cost: \$35.00

“Business Launch” can be taken individually or as part of the Jumpstart workshop series. This workshop will help you understand the legal, financial, insurance, employment and tax issues of starting a business.

“FAST TRAC NEW VENTURE”

on

Thursday, May 4, 2006 through to Thursday, June 8, 2006, from 9:30am to 4:30pm A 10-module entrepreneurial training program designed to help you explore the profitability of your business idea through the development of a start-up business plan.

“ORIENTATION and BUSINESS ASSESSMENT WORKSHOP”

on

Thursday, May 11, 2006, from 6:00pm to 7:30pm

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.

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“MONEY TALKS”

on

Thursday, May 18, 2006, from 6:00pm to 8:00pm

Cost: \$10.00

It's never too late to learn how to manage personal and/or business Monday. Gain the knowledge and skill that are critical to personal and business success.

“ORIENTATION AND BUSINESS ASSESSMENT WORKSHOP”

on





Monday, June 5, 2006, from 6:00pm to 7:30pm

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.



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 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 edition of *News Alert* will be published on or about **Friday, June 30, 2006**

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:

(856) 968-2270 or (215) 218-3750 ext. 2270

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