

OBD&EO **News Alert**

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

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2008**



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www.drpa.org/obdeo

CONTENTS

<i>Spotlight</i>	1
<i>Policy Statement</i>	2
<i>New EDA FASTSTART</i>	3
<i>Summary of Purchases</i>	4,5
<i>DRPA Annual Contracts</i>	6
<i>PATCO Annual Contracts</i>	7
<i>Upcoming Purchases</i>	8
<i>Upcoming Events</i>	9,10
<i>Avenues for Small Business</i>	11
<i>Information Corner</i>	12

“Celebrating Women’s History Month”

SPOTLIGHT Contractor Solutions, LLC

18 Compass Rose Way
Newark, DE 19702
(609)722-1922



Contractor Solutions LLC is a single member, minority owned company that began operations in April of 2002. The company’s core purpose is to build the capacity of small and medium size construction companies to compete and succeed profitably in a highly competitive industry.

The company’s owner, Bill Brooks, is a retired executive with Prudential Financial and former New Jersey Director of the Regional Alliance for Small Contractors. Early outreach and training activities that targeted minority, women and small contractors focused on a broad spectrum of subject matter related to construction: contract law, marketing, estimating, operating a small construction company and construction financial management. But, it was financial management and such related disciplines as job costing (including change order management), job budgeting, cost control and building strong financial statements that ends up having the most impact on building profits and capacity.

Managing the business by the numbers became the mantra for Contractor Solutions. Using data and educational materials generated by the Construction Financial Management Association, Contractor Solutions has helped its many clients in recent years to focus their performance on “industry best practices,” including growing their companies at a steady and controlled pace.

Contractor Solutions’ clients have included the New Jersey School Construction Corporation, Turner Construction Company, The Hunter Roberts Construction Group, Surety Bond Associates, Greater Newark Business Development Consortium and hundreds of small and medium size construction companies.

Now headquartered in Delaware, Contractor Solutions works mainly with umbrella groups in New Jersey, Pennsylvania and Delaware.

“WE VALUE DIVERSITY”

Delaware River Port Authority Policy Statement (26.1, 26.23)

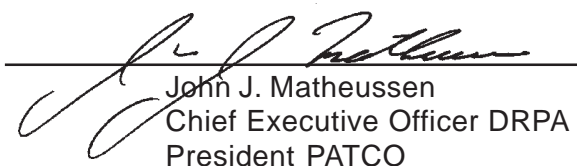
The Delaware River Port Authority (DRPA) opposes unlawful discrimination of any kind. The DRPA is an Equal Employment Opportunity Employer/Contractor, and is firmly committed to providing equal employment and business opportunities for all persons.

The Delaware River Port Authority receives Federal financial assistance from the Department of Transportation, Federal Transit Administration (FTA), and as a condition of receiving this assistance, the Delaware River Port Authority has signed an assurance that it will comply with 49 CFR Part 26. Accordingly, the Delaware River Port Authority has established a Disadvantaged Business Enterprise program in accordance with regulations of the U.S. Department of Transportation (DOT), 49 CFR Part 26. Our program is narrowly tailored in accordance with applicable law.

Toni P. Brown, Deputy Chief, Business Development & Equal Employment Opportunity & Personnel at the Delaware River Port Authority, has been delegated to serve as the Disadvantaged Business Enterprise Liaison Officer (DBELO) for the Delaware River Port Authority. As the DBELO, Ms. Brown is responsible for implementing all aspects of the Delaware River Port Authority's DBE program. Implementation of the DBE program is accorded the same priority as compliance with all other legal obligations incurred by the Delaware River Port Authority in its financial assistance agreements with the Department of Transportation.

The Delaware River Port Authority has disseminated this policy statement to its Board of Commissioners and all appropriate departments throughout our agency. We distribute our policy statement to the DBE and non-DBE business communities that perform work on DOT-assisted contracts or who may have an interest in performing work for us in the future. We include the statement in all bid and proposal documents, and also distribute copies of it to the bidders and proposers at all pre-bid/pre-proposal meetings for FTA-assisted projects. The statement is published in our quarterly newsletter, and can be found on our website. Information about our DBE program may also be obtained by contacting the Delaware River Port Authority's Office of Business Development & Equal Opportunity at (856) 968-2270 or (215) 218-3750, extension 2270. You may access the Office of Business Development & Equal Opportunity's link directly at www.drpa.org/obdeo.

The Delaware River Port Authority is a member of the Pennsylvania Unified Certification Program (PAUCP) and the New Jersey Unified Certification Program (NJUCP). For more information on both UCP's please visit www.paucp.com and www.njucp.net



John J. Matheussen
Chief Executive Officer DRPA
President PATCO

New EDA FASTSTART for Small Business Product Enhances State Support for Small-Business Growth

(Reprinted with permission from Glenn J. Phillips)

Credit-worthy companies operating in the state for at least one year may now be eligible for low-interest, fixed-asset financing up to \$300,000 through a new product unveiled by the New Jersey Economic Development Authority (EDA). Loan approvals will be based partially on guarantor credit scores and the product will be promoted largely through the EDA's strong partnership with New Jersey banks.

The new financing program, called FastStart for small business, supports Governor Jon S. Corzine's Economic Growth Strategy to nurture the growth of small businesses, particularly those owned by women and minorities. Loans and guarantees available with this product are intended to meet real estate or equipment needs.

Other underwriting criteria will also be used to evaluate loan applications, such as the applicant's financial history, lien positions and real estate market value. Prospective borrowers will also benefit from an expedited review and approval process that can shorten the time between application and closing.

Borrowers of low-interest EDA funding under this program have the option of choosing a

fixed rate indexed to the five-year Treasury rate or a variable rate indexed to the Prime Rate. It is anticipated that many of the borrowers for this product will work with their existing banks to enhance their current lending relationship.

The creation of this new product complements action taken by the EDA last fall when it approved significant changes to increase exposure on its existing direct loan and guarantee programs. Maximum limits were raised to \$1.25 million for fixed asset loans and \$750,000 for working capital loans as well as to \$1.5 million for both fixed asset loan and working capital loan guarantees.

Previous limits were \$750,000 and \$500,000 for fixed asset and working capital loans, respectively, and \$1 million for guarantees. The EDA said its decision to increase its loan and guarantee limits would enable it to be a more meaningful partner to the banking community in financing transactions and help more businesses grow, leading to the creation of more jobs.

To learn more about the FastStart for small business product or other programs and services of the EDA, contact EDA Customer Care at CustomerCare@njeda.com or (609) 777-4898.

DRPA 4th Quarter 2007 - Summary of Purchase Orders

The following MBE and WBE vendors were successful in their efforts
to compete for DRPA purchase orders:

<p>A & A Glove & Safety Co (MBE) Janitorial Supplies \$1,097.50</p> <p>Ace Fasteners Co., Inc. (WBE) Fasteners \$3,047.38</p> <p>Advantage Lighting & Electrical Supply (MBE/WBE) Electrical Supplies \$1,347.36</p> <p>Alliance Supply Inc. (WBE) Janitorial Supplies \$2,495.00</p> <p>Atlas Flasher and Supply Co., Inc. (MBE/WBE) Safety Supplies, Solar Tech Silent Sentinel, 25 Lights Solar Arrow \$7,071.40</p> <p>Attronica Computers (MBE) Computer Equipment \$9,454.00</p> <p>BDF Industrial Fasteners (MBE) Fasteners \$106.70</p>	<p>Camden Computers Inc. (WBE) Computer Repairs & Maintenance \$7,000.00</p> <p>Campbell Engineering Support Service (WBE) Rental of Aerial Lift \$39,625.00</p> <p>Engineered Fasteners (WBE) Miscellaneous Hardware \$249.48</p> <p>Executive Business Solutions (WBE) Office Supplies \$8,224.53</p> <p>503 Corp (MBE) Janitorial Supplies/Misc. Hardware \$2,804.53</p> <p>Graves Uniforms (WBE) Uniforms \$1,783.71</p> <p>Griffith Electric Supply (WBE) Electrical Supplies \$4,728.50</p>
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Ideas Unlimited Corp.**(MBE)**

Office Supplies

\$599.94

Irvine Fire protection**(WBE)**Fire Extinguisher Annual
Maintenance Contract

\$12,600.00

Jan Communications Inc.**(WBE)**

Office Supplies

\$143.40

Joan Stevens**(WBE)****c/o Kaesar and Blair, Inc.**

Advertising Specialties

\$3,712.50

Landsman Uniform**(WBE)**

Uniforms

\$216.00

Laser Supply**(WBE)**

Equipment Repairs

\$5,000.00

Merrett Hardware & Supplies**(MBE)**

Miscellaneous Hardware

\$340.80

Multifacet, Inc.**(MBE)**

Automotive Supplies

\$597.60

Perfect Image Cartridge Solutions**(WBE)**

Office Supplies

\$2,743.00

Quality Ribbon**(WBE)**

Toll & Toll Accounting Supplies

\$1,257.00

Red Hot Promotions**(WBE)**

Advertising Specialties

\$4,102.00

Red the Uniform Tailor**(WBE)**

Uniforms

\$56,930.00

Scott Testing**(WBE)**

Time & material to Troubleshoot & Repair

\$7,170.00

Sissco**(WBE)**

Annual Movable Maintenance

Platform/Repair Service

\$33,710.00

Software House International**(MBE)**

Computer Equipment

\$7,286.00

Sterling Computers**(MBE/WBE)**

Computer Equipment

\$1,110.35

Tektron**(WBE)**

Scan Portable Radio & Accessories

\$3,537.00

This and That Uniforms**(WBE)**

Uniforms

\$2,391.98

\$ UPCOMING PURCHASES \$

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.

2008 Annual Contracts for DRPA

Service Products

Contract Status

Trash Removal (Solid, Non-Hazardous) for DRPA	DRPA may exercise its 3 rd year option in May 2010 .
Emergency Generator Maintenance for DRPA	DRPA may exercise its 2 nd year option in March 2009 .
Lubricants for Bulk Storage Dispensing System for DRPA	Bid Process - This purchase will be up for competitive bid in May 2008 .
Hazardous Waste Removal for DRPA/PATCO	DRPA may exercise its 2 nd year option in May 2008 .
Office Supplies Products for DRPA/PATCO	DRPA may exercise its 2 nd year option in May 2008 .
Unleaded Gasoline, Diesel Fuel, & #2 Heating Oil for DRPA/PATCO	DRPA may exercise its 2 nd year option in June 2008 .
Fuel Tank Maintenance for DRPA/PATCO	Bid Process - This purchase will be up for competitive bid in May 2008 .
Traffic Cones for DRPA	Bid Process - This purchase will be up for competitive bid in June 2008 .
Moveable Maintenance Platform Maintenance	Bid Process - This purchase will be up for competitive bid in June 2008 .

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

Service Products	Contract Status
Extermination Services for DRPA	Bid Process - This purchase will be up for competitive bid in July 2008 .
Prescription Safety Glasses for DRPA	Bid Process - This purchase will be up for competitive bid in September 2008 .
Made to Measure Police Uniforms for DRPA/PATCO	DRPA/PATCO may exercise its 3 rd year option in September 2009 .
One Year Supply Bottled Water for DRPA/PATCO	DRPA/PATCO may exercise its 2 nd year option in January 2009 .
Office Paper Products for DRPA/PATCO	Bid Process - This purchase will be up for competitive bid in November 2008 .



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	April 2008
Landscaping Maintenance for PATCO	December 2008
Pest Control and Exterminating at PATCO	April 2008

Upcoming Purchases

for April - June 2008

for DRPA

Nothing to Report

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.

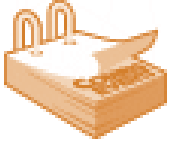
for PATCO

Tile Replacement on PATCO Station Platforms
Replace Chair Lift at PATCO Center Tower

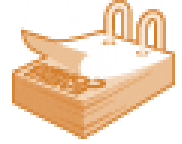
Questions regarding these or any other **PATCO** Purchases should be directed to Thomas J. Zamorski (PATCO Purchasing) at (856) 772-6914 or (215) 992-4600 ext. 6914.

The Delaware River Port Authority is pleased to report that its' 2008 Disadvantaged Business Enterprise (DBE) goal of 10% (8% race-conscious and 2% race neutral) and methodology were approved on February 13, 2008 by the Federal Transit Administration.





2008 Upcoming Events



The following workshops will be hosted by
THE WOMEN'S BUSINESS DEVELOPMENT CENTER (WBDC)

Family Child Care Entrepreneur Program – an entrepreneurial training program designed to help you explore and understand the realities of running a profitable family childcare business. –
When: Saturdays, April 5 – May 31, 2008, 9:00am – 4:00pm

Cost – \$59

Orientation and Business Assessment – this workshop is designed for women interested in starting or growing a business. – **When:** Monday, April 7, 2008, 6:00 – 7:30pm, Thursday, May 1, 2008, 6:00 – 7:30pm, Thursday, June 5, 2008, 6:00 – 7:30pm

Cost – FREE

Finding Your Funding – provides valuable information on financing options for your business. –
When: Monday, April 14, 2008, 6:00 – 8:00pm

Cost - \$10

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. -

When: Thursday, May 8, 2008, 8:00am – 12:00 noon

Cost - \$35

Before You Start – the workshop will help participants assess their risks, financial issues, and commitment; evaluate their potential as entrepreneurs; and help them analyze their business skills and business ideas. **When:** Monday, May 12, 2008, 5:30 – 9:00pm

Cost - \$35

Market Research – 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. **When:** Monday, May 19, 2008, 6:00 – 9:00pm

Cost - \$35

FasTrac Growth Venture - A 10-module entrepreneurial training program that helps established businesses boost profits and increase growth and develop a viable business plan and vision for success. **When:** Thursdays, May 29 – June 26, 2008, 9:30am – 4:00pm

Cost - \$525

WBDC Workshops continued...

Financial Analysis – the workshop will teach participants how to determine start-up costs and how to project sales, cash flow and profit. **When:** Monday, June 2, 2008, 6:00 – 9:00pm

Cost - \$35

The Business Plan – this workshop will teach participants the elements, applications, and contents of a good business plan. **When:** Monday, June 9, 2008, 6:00 – 9:00pm

Cost - \$35

Business Launch – this workshop will help you understand the legal, financial, insurance, employment and tax issues of starting a business. **When:** Monday, June 16, 2008, 6:00 – 9:00pm

Cost - \$35

Family Child Care Business Forum – the Business Forum is designed for family child care providers who want to continue to strengthen their business and their professional development.

When: Monday, June 30, 2008, 6:30 – 8:30pm

Cost - \$5

**All events listed above require pre-registration, for more information call:
(215)790-WBDC (9232) or Fax (215)790-9231**

Cam Consulting Group, LLC presents – **Women’s Leadership Retreat..Power of Positive Engagement** at the Jersey Shore from June 1-3, 2008. Give yourself the gift of educational sessions, wellness activities, quiet reflection and fun by spring’s refreshing sea. For more information please contact Claudia Monte or Diane Allen at CAM Consulting Group, LLC at (609)-291-1937 or www.cam4consulting.com

NJ 3rd Annual Competitive Purchases
“AVENUES OF OPPORTUNITY FOR SMALL BUSINESSES”

Public & Private Sector Purchasing Fair
 Atlantic Cape Community College, Atlantic City Center
 1535 Bacharach Blvd., Atlantic City, NJ 08401
 Friday, April 25, 2008 8:30 a.m. - 2:00 p.m.

THIS UNIQUE PROCUREMENT EXPO IS OPEN TO:

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

On-site Request for Quote (RFQ) packages will be available only to representatives who attend this business fair

If you are a S/M/W/DBE!

You don't want to miss our 3rd Annual Competitive Purchases "Avenues of Opportunities" where small, women, and minority business owners will be able to submit a competitive request for quotations "RFQ" to vie for commodity purchasing opportunities with over 16 public and private sector entities. The sponsors are NJ TRANSIT, The Port Authority of NY&NJ, South Jersey Transportation Authority, Delaware River Port Authority, Wachovia, New Jersey Turnpike Authority, Hudson County OMWBE, UMDNJ and the Delaware River Joint Toll Bridge Commission

Available On-Site:

Request for Quotes, Keynote Speakers, Vendor Registration with various State Agencies & Networking Opportunities.

For more information call us or click on the links below to:

Download [Registration form](#), [Get Directions](#) to Atlantic Cape Community College or [Spanish Flyer](#)

The total amount awarded to S/M/W/DBE Business that participated in last year's Fair was \$107,776.01. Click here [view pictures and testimonials from previous year Event.](#)

In addition to Purchasing Opportunities; Purchasing Representatives & Supplier Diversity Coordinators from the following Agencies will be available to provide Minority/Women/Small Business Technical Assistance, Minority/Woman Business Certification Application Assistance & On-Site SBE Registration: NJ Commerce Commission, Mayor's Office of Affirmative Action, The Minority Supplier Development Council of PA-NJ-DE, NJ Small Business Development Centers, NJ Department of Transportation, Newark Public Schools, County of Essex, City of Newark, Atlantic City Convention & Visitors' Authority and Wachovia Bank.

This is an “invitation” only event!!

To be added to the Vendor Registration List, please complete registration form and Email to Lorraine Holston at njpurchfair@njsbdc.com or call (732) 750-5300 ext 8640



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 of *News Alert* will be published on or about
 - **Friday, June 27, 2008**
 - **Friday, September 26, 2008**
 - **Friday, December 26, 2008**

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) 968-2266 or (215) 218-3750 ext. 2266

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