

May 2004

# OBD&EO *News Alert*

Delaware River Port Authority  
Office of Business Development & Equal Opportunity Publication

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## **Federal DBE Program:**

*from the Desk of DRPA's*

*DBELO . . .*

*Toni P. Brown, Esq.*

Launch of the Pennsylvania Unified Certification Program

The Delaware River Port Authority is pleased to announce the launch of the Pennsylvania Unified Certification Program (PA UCP) in accordance with the United States Department of Transportation's (U.S. DOT) Disadvantaged Business Enterprise (DBE) Regulation, 49 CFR Parts 26 & 23. Under the DBE Regulation, all recipients of funds from the Federal Aviation Administration (FAA), Federal Highway Administration (FHWA) and Federal Transit Administration (FTA) in each state are required to create and implement a Unified Certification Program (UCP) for the certification of disadvantaged businesses. PA UCP Task Force members have met over the past two years to develop and implement Pennsylvania's Unified Certification Program.

Formal approval of the PA UCP Agreement was received from the US DOT on January 20, 2004. The PA UCP Agreement outlines how Pennsylvania's UCP will operate and function. Any recipient of Federal Aviation, Federal Transit, or Federal Highway's funds who have over \$250,000 in contracting opportunities must belong to the PA UCP and use the PA UCP DBEs for their program. Based on funding, entities may or may not participate from year to year.

A process was undertaken to combine all of the existing databases and include those firms that met the standards for certification under 49 CFR, Parts 26 and 23. DBEs now are certified by the PA UCP instead of having a certification from a specific agency. Prospective DBEs can select from any of the following five agencies, know as Certifying Participants (CPs) to obtain certification:

1. Allegheny County M/W/DBE Department
2. Pennsylvania Department of Transportation (PENNDOT)
3. Port Authority of Allegheny County
4. Southeastern Pennsylvania Transportation Authority (SEPTA)
5. City of Philadelphia, Minority Business Enterprise Council

The PA UCP provides “one-stop shopping” for certification of DBE applicants. One-stop shopping means that a DBE applicant will only file one application and go through one certification review to achieve certification that will be recognized by all recipients of Federal Aviation, Federal Highway, and Federal Transit funds in Pennsylvania. Once certified by the PA UCP, all recipients of FAA, FHWA, or FTA funds in Pennsylvania will recognize that certification. Mandatory reciprocity among the CPs is a component of the Unified Certification Program within Pennsylvania. This process saves time and time translates into money saved for DBE applicants. DBEs can also go directly online to the website and download certification applications and instructions.

It is expected that there will be increased opportunities for all firms who participate in the PA UCP because of the impact of mandatory reciprocity for all FAA, FHWA, and FTA funds. In the past, firms had to go through an arduous process of becoming certified by individual federal aid recipients and this diverted resources from business opportunities due to the voluminous certification paperwork required by each agency.

Prime contractors will find ease of use with one PA UCP DBE web-based directory to locate DBEs certified by the PA UCP for all projects funded by FAA, FHWA, or FTA. Firms can be found on the PAC UCP website, [www.paucp.com](http://www.paucp.com) by their North American Industry Classification system (NAICS) code. In addition, firms can be located within the PA UCP website by name, and type of work performed. This will enable primes and other organizations to more quickly access information specific to their needs.

For more information, please contact Michael Schirmer, Director of DBE Supportive Services, Cheyney University of Pennsylvania, P.O. Box 527, Cheyney, PA 19319-0200 or at (610) 399-2206.



## What is Business Matchmaking?

The U.S. Government is the largest procurer of goods and services in the world. It spends more than \$240 billion each year. Its statutory goal is to award at least 23% of those dollars or \$55 billion to small businesses. In FY 2003 the federal government exceeded that goal by awarding \$65.5 billion in prime contracts to small businesses. More than 80% of those small business contracts go to businesses located within 50 to 60 miles of the nation's capital.

The Business Matchmaking Initiative is a partnership between the SBA and Hewlett-Packard (HP) that creates face-to-face meetings between small business owners and public and private sector procurement representatives in an effort to award more contracts to small businesses. As we all know, much of business is based on relationships, and that is why the matchmaking program works. The program allows small businesses to meet with decision makers that they otherwise would never have access to. The SBA's Philadelphia District Office is hosting the following matchmaking event at the Adams Mark Hotel on City Line Avenue in Philadelphia:

### **"Prepare to Meet the Buyers" - July 22<sup>nd</sup> 2004**

This half day event will prepare the small business owner to meet with contracting representatives from both public and private sector organizations. Learn:

- \* How to register to receive contract solicitations
- \* What to bring when meeting with buyers
- \* How to walk away with contracts.

Go to [www.BusinessMatchmaking.com](http://www.BusinessMatchmaking.com) to register **FREE** for this workshop. Following your attendance at the workshop, you'll be provided advance, priority registration for the Business Matchmaking procurement event **"Meet the Buyers" on August 17<sup>th</sup> & 18<sup>th</sup>, 2004.** ***"Meet the Buyers"*** will provide small businesses the chance to meet with over 100 representatives of major federal, state, county and city agencies along with dozens of America's leading corporations to discuss current and future contracting opportunities. There's never been a better time for small business to deal with large corporations and government agencies. Changes in federal law coupled with incentives to big business have made it easier for your company to participate in this huge marketplace. These workshops are for those who have started going after government and large corporate business and also for those anxious to begin. Registration is free and is based on a first come, first serve basis as space is extremely limited. Register at [www.BusinessMatchmaking.com](http://www.BusinessMatchmaking.com). Click on the "Business Matchmaking Philadelphia" button on the left hand navigation bar. For questions, please call Business Matchmaking customer service, 1-888-404-5524. **Philadelphia Local Contact Person: Diane Disepio at (215) 580-2756; email:diane.disepio1@sba.gov.**

## Celebrating the 40th Anniversary of Title VII

The U.S. Equal Employment Opportunity Commission, in cooperation with the American Bar Association/Equal Employment Opportunity Committee, the District of Columbia Bar/Labor & Employment Law Section, the Georgetown University Law Center, and the Lawyers' Committee for Civil Rights Under Law, is pleased to host a series of panel discussions that will examine the enactment and enforcement of Title VII of the Civil Rights Act of 1964, which prohibits discrimination in employment on the bases of race, color, national origin, religion, and sex. These discussions will bring together many of the leading judges, lawyers, and activists involved in the passage of Title VII and its amendments and the litigation of the landmark cases interpreting Title VII and establishing the guidelines for proving workplace discrimination.

The group is pleased to present three panels that will discuss: the initial impact of Title VII and the development of the principles used to establish discrimination; efforts to enlarge the scope of Title VII and extend its protections to women and other minority groups; and making Title VII more effective through amendments that added damages and the right to jury trials. The discussions will be held:

June 22, 23, and 30, 2004  
9:00 a.m. to 12:00 p.m.  
Moot Court Room  
Georgetown University Law Center  
600 New Jersey Avenue, NW  
Washington, DC.

Please use the 2nd Street entrance.

***All sessions are free and open to the public. No reservation or pre-registration is required.***

Most annual procurement for goods and services (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 contract identified below, please call Susan Squillace, Purchasing Agent at (856) 968-2163.

### **List of Annual Contracts for DRPA**

#### **Services Products**

#### **Contract Status**

Summer/Winter Work  
Clothing for DRPA

DRPA may exercise its 3rd year option in  
**September 2004.**

One Year Supply, Bottled Water  
for DRPA/PATCO

DRPA may exercise its 2nd year option in  
**September 2004.**

Summer/Winter Uniforms  
for Toll Collectors for DRPA

DRPA may exercise its 3rd year option in  
**September 2004.**

Lubricants for Bulk Storage  
Dispensing Systems for DRPA

Bid Process - This purchase will be up for  
competitive bid in **November 2004.**

Exterminating Service for DRPA/PATCO

Bid Process - This purchase will be up for  
competitive bid in **January 2005.**

Weed Control for DRPA/PATCO

Bid Process - This purchase will be up for  
competitive bid in **January 2005.**

Emergency Generator Maintenance  
for DRPA

DRPA may exercise its 2<sup>nd</sup> year option in  
competitive bid in **March 2005.**

**List of Annual Contracts for DRPA**

(continued from page 5)

**Services Products**

Traffic Cones for DRPA

Trash Removal (Solid, Non-Hazardous)  
for DRPA

Office Paper Products  
for DPRA/PATCO

Prescription Safety Glasses  
for DRPA/PATCO

Hazardous Waste Removal for  
DRPA/PATCO

Office Supplies for DRPA/PATCO

Custom Made Police Uniforms  
for DRPA/PATCO

Unleaded Gasoline & Automotive  
Diesel Fuel for DPRA/PATCO  
#2 Heating Oil for PATCO

**Contract Status**

Bid Process - This purchase will be up for  
competitive bid in **March 2005**.

DRPA may exercise its 2<sup>nd</sup> year option in  
**September 2004**.

DRPA may exercise its 2<sup>nd</sup> year option in  
**June 2004**.

Bid Process - This purchase will be up for  
competitive bid in **June 2004**.

DRPA may exercise its 2<sup>nd</sup> year option in  
**March 2005**.

Bid Process - This purchase will be up for  
competitive bid **March 2005**.

Bid Process - This purchase will be up for  
competitive bid in **May 2005**.

Bid Process - This purchase will be up for  
competitive bid in **August 2004**.

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.

**List of Annual Contracts for PATCO**

<b><u>Service Product</u></b>	<b><u>Expiration Date</u></b>
Refuse Disposal at various PATCO Stations	December 31, 2004
Industrial Refuse Disposal Service for PATCO's Lindenwold Maintenance Facility	April 30, 2006
Ultrasonic Rail Testing	March 31, 2005

**Upcoming Purchases for June**

***for DRPA***

Nothing to Report.

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

***for PATCO***

Replace & Install Front Street Substation Batteries  
PATCO M&W Yard Construction Waste/Debris Clean-up  
Twenty (20) Machined Axles for PATCO Transit Cars  
Infrared Scanning and Oil Testing for PATCO Electrical Equipment  
Fire Alarm Monitoring System for Lindenwold Maintenance Facility and 6 substations

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.



## Mark Your Calendar . . .

**Thursday, July 8, 2004 - Orientation and Business Assessment Workshop**, sponsored by the Women's Business Development Center, 1315 Walnut Street, 5<sup>th</sup> Floor, Philadelphia, PA, from 6:00 p.m. - 7:30 p.m. There is no fee for this workshop. For more information and/or to register, please call (215) 790-9232.

**Monday, July 19, 2004 - Money Talks**, sponsored by the Women's Business Development Center, 1315 Walnut Street, 5<sup>th</sup> Floor, Philadelphia, PA, from 6:00 p.m. - 8:00 p.m. There is no fee for this workshop. For more information and/or to register, please call (215) 790-9232.

### SAVE THESE DATES!

**Tuesday, September 15, 2004 - The 5<sup>th</sup> Annual Delaware Procurement EXPO,**  
**Dupont Country Club, Newark DE.**  
Space is available for Exhibitors. Exhibitors, Sponsors, attendees, please contact  
Lisa McGinnis at ( 302 ) 571-1555.

**Sunday, September 19 - Tuesday, September 21, 2004 -**  
**The Minority Supplier Development Council of PA-NJ-DE EXPOppportunity 2004**  
**Tropicana Resort & Casino, Atlantic City, NJ**  
**"Gold Rush for Success"**

**Please call Ebony E. Bell for any additional information at 215.569.1005 Ext. 10**

L Don't forget to check out OBD&EO's website. Our web address is [www.dpra.org/obdeo](http://www.dpra.org/obdeo).

L Look for upcoming issues of *News Alert* to be mailed on:

Friday, June 25, 2004

Friday, July 30, 2004

Friday, August 27, 2004