



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

Editor -in- Chief
Ronald M. Kelly
Contract Compliance

Assistant Editor -in- Chief
Erin Watterson
EEO Specialist

OBD & EO Staff

You can reach the Office
of Business Development
& Equal Opportunity
by telephone at:
(856) 968.2270

www.drpa.org/obdeo

Staff Contributors:

TONI P. BROWN
Chief Administrative Officer &
Disadvantaged Business Enterprise
Liaison Officer (DBELO) & EEO Officer

ANN DUVAL
Project Manager

THADDEUS A. ABBOTT III
Administrative Coordinator

BREASIA WALLS
Summer Intern

Table of Contents

Spotlight CCI Consulting	1
National Disability Independence Day.....	2
Legal Services Outreach.....	3
Elevate your Business.....	4,5
Chamber of Commerce Award.....	6,7
Payments at a Glance.....	7,8
2016 Year Report Lead In	8
Bridge Lighting/We need your Help.....	9
DRPA Annual Contract Listings.....	10
PATCO Annual Contract Listings.....	11
Set-Aside Alert.....	12,13
WBDC Upcoming Events	14,15
Information Corner	16

Spotlight

CCI Consulting
721 Arbor Way Suite 180
Blue Bell, PA 19422
(610) 941-4455

Clients trust **CCI Consulting**, a Certified Women's Business Enterprise, to address their human capital challenges including executive search, providing coaching for leaders, developing teams and organizations, ensuring HR compliance, and assisting organizations to transition employees to next steps in their careers. CCI's expert consultants develop solutions tailored to your organization's talent management concerns while providing the highest level of service and responsiveness to ensure continuous communication throughout the duration of any engagement. **CCI** has provided consulting services to various private sector employers ranging from small businesses to Fortune 500 firms across multiple industry segments since 1988. Additionally, as a GSA contract holder, CCI's talent management solutions are valued in the public sector.



CCI offers local experts with a global reach. With offices across Pennsylvania, New Jersey, and Delaware, **CCI Consulting** is the largest privately-held human capital management consulting firm in the Delaware Valley. Through its equity ownership in Career Partners International, a worldwide partnership of over 70 talent management and career transition firms, you gain access to more than 270 offices in over 45 countries.

To support the DRPAs efforts to ensure that the Authority's organizational and reporting structures are set up in a way that allows the Authority to meet its transportation mission and vision, the Authority had issued a request for proposal to perform an analysis of the Authority's organizational structure, recruiting, hiring and retention practices, employee performance evaluation systems and compensation and benefits from both a structure and competitive position. **CCI Consulting** worked closely with the leadership team to deliver the solutions and analysis within budget and the established timeframe.

CELEBRATING DIVERSITY

National Disability Independence Day

July 26, 2017

To honor the signing of the Americans with Disabilities Act (ADA), **Disability Independence Day** is celebrated every year on June 26th. The ADA was signed on June 26, 1990, by then-President George W. Bush and Disability Independence Day has been celebrated ever since. The signing of the ADA provides protection from employment discrimination and assures better access to facilities, goods, services, transportation and telecommunications for people with disabilities.

The ADA provides protections to the disabled in the area of employment discrimination and calls for access for the disabled in schools, transportation and public and private places that are open to the public. The law was designed to make sure individuals with disabilities have the same rights and privileges as those individuals who are not disabled. The Act calls for accommodations such as ramps and accessible bathroom stalls.

The ADA gives civil rights protections to individuals with disabilities similar to those protections provided, under Title VII of the Civil Rights Act of 1964, to individuals based on race, color, sex, national origin, age and religion which are all considered protected classes. There are five (5) sections that comprise the ADA: (1) accommodations; (2) employment; (3) transportation; (4) state and local government services; and (5) telecommunications.

An amendment to the ADA, the Americans with Disabilities Act Amendment Act (ADAAA), was signed into law in 2008 and became effective on January 1, 2009. The Amendment changed the way a disability was defined. The Amendment applies to all five sections of the ADA.

The ADAAA amended not only the ADA, but other disability nondiscrimination laws at the Federal level of the United States as well.

By Breasia Walls, 2017 DRPA Summer Intern. Breasia is a senior at Rowan University majoring in Law & Justice.

1st Diversity Outreach Event for Legal Services



Event attendees networking with DRPA Legal Department, DRPA Executive staff and each other.



DRPA Chief Executive Officer (CEO) & President of PATCO **John T. Hanson** spends time speaking with the attendees at the event.

On June 15, 2017, the Delaware River Port Authority's Legal Division hosted its first Diversity Outreach Event for Legal Services. The event was held at the DRPA's headquarters, One Port Center, which is located in Camden, New Jersey. Regional law firms were invited to One Port Center to obtain information on how to do business with the Authority. Over 30 attendees had the opportunity to receive information about the Authority and its legal service opportunities and network with DRPA and PATCO staff and each other.

Opening remarks were made by DRPA Chief Executive Officer & President of PATCO, **John T. Hanson**, and Deputy Chief Executive Officer **Maria Wing**. The opening remarks were followed by a review of the Authority's award-winning non-discrimination programs by Chief Administrative Officer **Toni P. Brown**. CAO

Brown is also the DRPA's Disadvantaged Business Enterprise Liaison Officer (DBELO) and EEO Officer. DRPA General Counsel **Raymond Santarelli** explained how to do business with the DRPA's Legal Division and introduced members of the Legal Division's staff. After the presentations, attendees were given the opportunity to participate in a Question & Answer session and to network with DRPA staff and each other. Before leaving, guests were asked to complete and turn in an evaluation form. When asked the question, "What did you like about the event?" attendees responded, "The event was very welcoming and informative," and survey responses included a note about, "*The team's clear commitment to diversity*". Attendees also expressed that they would like the DRPA legal team to host more events like this in the future. Based upon feedback, the event was a success.

"WE VALUE DIVERSITY"

May 9, 2017 DRPA OBD&EO Outreach Event, “Building Bridges to Elevate Your Business”



On behalf of the Board and staff, Delaware River Port Authority Chief Administrative Officer Toni P. Brown, welcomes the attendees at the OBD&EO's May 9, 2017 Outreach Event.

On Tuesday, May 9, we welcomed more than 60 attendees to One Port Center for an outreach event entitled “Building Bridges to Elevate Your Business.” This was the third installation of this outreach series hosted by the Office of Business Development & Equal Opportunity (OBD&EO) in collaboration with staff from the Engineering Division and the Purchasing and Contract Administration Departments. To accommodate as many companies and schedules as possible, we hosted morning and afternoon sessions.

The morning session focused on contractors and engineering consultants to help ‘elevate their businesses’ through the specific information provided by Chief Engineer Michael Venuto and the Engineering Division staff. Chief Engineer Venuto reviewed the DRPA and PATCO Capital Program with team members John Viniski, Manager, Planning & Design, Len Rustam, Engineering Program Manager and Vijay Pandya, Manager, Construction & Maintenance. Questions about upcoming DRPA projects were answered and networking occurred.



Pictured above is the support team that assisted with the special event. Back row from left to right: Erin Watterson, EEO Specialist, Ron Kelly, Compliance and Thaddeus A. Abbott, III, Administrative Coordinator. Front row left to right: Ann DuVall, Project Manager and Laura Sadler Hunter, Customer Service Coordinator.

“WE VALUE DIVERSITY”



Delaware River Port Authority Chief Engineer **Michael Venuto** outlines the Authority's 5-year DRPA Capital Program for the attendees and answers questions.

During the afternoon session, vendors and suppliers had the opportunity to learn about the procurement and contracting process from Susan Squillace, Manager, Procurement & Stores and **Amy Ash**, Manager of Contracts Administration. **Thomas Zamorksi**, Purchasing Agent, and **Richard Betts**, Purchasing Specialist, were also available to answer questions for vendors and suppliers in attendance.

The format of this event was in response to the positive feedback received from previous event attendees. The event was shared via the Authority's social media accounts, the March 2017 News Alert issue and to subscribers in multiple instant e-alerts. A press release was shared with members of the media prior to the event.

The event organizers, EEO Specialist **Erin Watterson**, Compliance Specialist **Ron Kelly**, Project Manager **Ann DuVall**, Administrative Coordinator **Thaddeus Abbott III**, worked collaboratively under the direction of Chief Administrative Officer **Toni P. Brown**.

They were supported by **Mike Williams**, Acting Manager, Corporate Communications & Community Relations and **Laura Sadler Hunter**, Customer Service Coordinator. The event supports the goals of the Board's Diversity & Inclusion Subcommittee, and the Authority's new Shared Values of "Community Stewardship" and "Collaboration".

COMMUNITY OUTREACH



On April 20, 2017, DRPA CAO **Toni P. Brown** participated as a panelist at The State of Black New Jersey Conference hosted by the African American Chamber of Commerce of New Jersey.



Pictured above third from left seated at the table: DRPA CAO **Toni P. Brown** provided her insights on the panel.



Above photo third from left: DRPA Chief Administrative Officer **Toni P. Brown** was one of several participants. She is pictured here with Chamber colleagues and panelists.

"WE VALUE DIVERSITY"

DRPA Team attends June 6, 2017 WTS Philadelphia DBE Expo at The International House in Philadelphia.



Pictured above from left to right: **Richard J. Mosback Jr.**, Procurement Director; **Amy Ash**, Contract Administrator; **Erin Watterson**, EEO Specialist; **Brigitte Kordzian**, Senior Engineer; **Ron Kelly**, Compliance

2016 Year End Summary Report - Delaware River Port Authority's 2016 Payments At-a-Glance

The DRPA's Office of Business Development & Equal Opportunity (OBD&EO) has compiled its 2016 Year End Summary Report, a summary of awards and payments to Disadvantaged, Minority and Women-Owned Vendors, Contractors and Consultants. DRPA's 2016 payments at-a-glance can be seen in the visuals below and in our most recent Summary Report. The entire report can be found on our website at www.drpa.org. (From the DRPA home page, click on the "Doing Business" tab, double-click on "Office of Business Development & Equal Opportunity," and click on "2016 Year End Summary Report").

Since 1994, the year the Authority implemented its non-discrimination programs, we have paid more than \$323 million to certified M/W/DBEs & VOBs.

This success would not be possible without the support of the Board of Commissioners, led by Chairman **Ryan T. Boyer** and Vice Chairman **Jeffrey Nash**, along with support from DRPA Chief Executive Officer & President of PATCO **John T. Hanson**.

The OBD&EO also receives steadfast support from our partners in the Engineering Division, Purchasing Department and Contracts Administration Department.

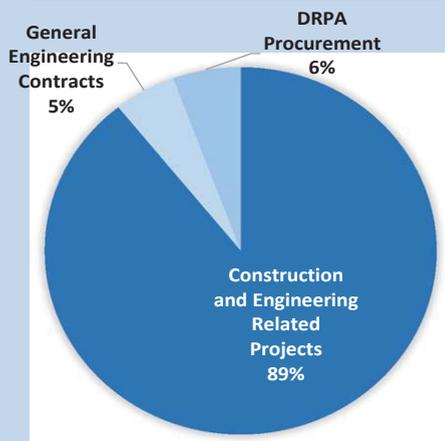
We are proud to advise that in 2016, **\$16,204,248.31** was paid to MBEs, WBEs/DBEs, SBEs & VOBs for a percentage of total dollars paid of **25%**.

DELAWARE RIVER PORT AUTHORITY 2016 SPENDING AT -A - GLANCE

The following chart can be found on our website www.drpa.org ● Doing Business ● Office of Business Development & Equal Opportunity ● Year End Summary Reports. Here you will find in depth reports on awards and payments to Disadvantaged, Minority and Women-Owned Vendors, Contractors and Consultants. The numbers compiled in these reports are a direct result from compliance efforts such as site visits, phone calls to subcontractors confirming payments listed on the Monthly Payment Status Reports, and attending Progress Meetings on projects.

YEAR	Total Dollars Available*	Total Dollars Paid to MBEs WBEs / DBEs SBEs and VOBs	Percentage of Total Dollars Paid to MBEs WBEs / DBEs SBEs and VOBs
2016	\$63,802,348.41	\$16,204,248.31	25%
2015	\$71,424,999.44	\$6,526,951.72	9.14%

2016 Year End Summary of Spending



Total Dollars Paid to M/W/D/SBE and VOBs in 2016



*This total does include construction contracts, engineering-related services, purchase orders and P-card purchases. The total does not include expenditures such as payroll and insurance premiums, among others professional services.

Ben Franklin Bridge to Shine Bright in July, August, and September for Special Causes

July 5-12 The Ben Franklin Bridge will have YELLOW lighting for the “Sunshine Foundation Crown Lights Awareness Campaign.”

August 4 The Ben Franklin Bridge will have GREEN lighting for “Light it up Green for Muscular Dystrophy.”

Sept 1-4 The Ben Franklin Bridge will have RED/WHITE/BLUE lighting for Labor Day Weekend.

Sept 11 The Ben Franklin Bridge will have RED/WHITE/BLUE for the Commemoration of 9/11.

Sept 24-25 The Ben Franklin Bridge will have ORANGE lighting for the MS 150 Bike Ride.



WE NEED YOUR HELP



The Office of Business Development & Equal Opportunity (OBD&EO) is looking for disadvantaged, minority, women-owned, and small businesses with whom we have done business in the recent past who are interested in recording a brief video testimonial for our use in future outreach events. We are seeking any feedback you may have about your experience doing business with the DRPA, interaction with staff in the OBD&EO or elsewhere in the Authority, or the services we provide. Participants can be representatives from construction, engineering, or other consulting firms, professional service providers or suppliers.

We have scheduled two days in August, **August 4 and August 9, 2017**, on which we will welcome interested parties to our headquarters at One Port Center, 2 Riverside Drive, Camden, New Jersey. If needed, we will add additional days. If you have any questions or would like to participate in this effort, please contact DRPA Summer Intern **Breasia Walls** at B_walls@drpa.org or 856-968-2232 to make an appointment.

ANNUAL CONTRACT LISTINGS

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 **Rich Betts**, Acting Manager of Procurement & Stores, at **DRPA** at (856) 968-2160.

Delaware River Port Authority

Service Products

2nd Year Option or Bid Process

- | | |
|--|--|
| 1. Three (3) Year Elevator Maintenance Contract
<i>Bridge Operations - All Bridges</i> | Renewal Year Option
<i>January 1, 2018</i> |
| 2. One (1) Year Contract for AC Grade Hot Liquid Asphalt - <i>Bridge Operations - All Bridges</i> | Bid Process
<i>January 1, 2017</i> |
| 3. Two (2) Year Hazardous Waste Removal Contract
<i>Bridge Operations - All Bridges</i> | Renewal Year Option
<i>February 1, 2018</i> |
| 4. Two (2) Year Solid/Non-Hazardous Trash Removal Contract - <i>Bridge Operations - All Bridges</i> | Bid Process
<i>February 1, 2018</i> |
| 5. Two (2) Year Movable Maintenance Platform
<i>Bridge Operations - BFB</i> | Renewal Year Option
<i>March 1, 2017</i> |
| 6. One (1) Year Diesel, Unleaded & Heating Fuel For DRPA/PATCO - <i>Fleet Operations</i> | Renewal Year Option
<i>March 1, 2017</i> |
| 7. Two (2) Year Emergency Generator and ATS Switch Maintenance Contract - <i>Bridge Operations - All Bridges</i> | Bid Process
<i>April 1, 2018</i> |
| 8. Three (3) Year Harris 800 MHz Radio System DRPA/PATCO - <i>Public Safety</i> | Renewal Year Option
<i>June 1, 2017</i> |
| 9. One (1) Year Office Supply Contract for DRPA/PATCO
<i>DRPA/PATCO - All Departments</i> | Bid Process
<i>July 1, 2017</i> |
| 10. Two (2) Year for Cathodic Protection
<i>DRPA - BFB</i> | Renewal Year Option
<i>July 1, 2018</i> |
| 11. One (1) Year Annual Office Paper Contract
<i>OPC/Storeroom/Print Shop/Br. Oper./Public Safety/Toll/PATCO</i> | Bid Process
<i>August 1, 2017</i> |
| 12. Two (2) Year Fuel Tank Maintenance & Training
<i>Bridge Operations - All Bridges, PATCO</i> | Renewal Year Option
<i>October 1, 2018</i> |
| 13. One (1) Year Motor Oils and Lubricants Contract
<i>Fleet Operations</i> | Bid Process
<i>October 1, 2017</i> |
| 14. Two (2) Year Supply of Bottled Water for DRPA/PATCO
<i>Bridge Operations - All Bridges, OPC & PATCO</i> | Bid Process
<i>November 1, 2017</i> |
| 15. Three (3) Year Weed Control Contract for DRPA/PATCO
<i>Bridge Operations - All Bridges, PATCO</i> | Year 2 of 3
<i>November 1, 2018</i> |

LIST OF ANNUAL CONTRACTS

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, at **PATCO** at (856) 772-6914.

Port Authority Transit Corporation	
Service Products	2nd Year Option or Bid Process
1. Three (3) Year Uniform Rental <i>Various Departments</i>	Renewal Year Option <i>January 1, 2018</i>
2. One (1) Year Diesel, Unleaded and Heating Fuel for DRPA/PATCO - Way & Power	Bid Process <i>April 1, 2017</i>
3. Two (2) Year Hazardous Waste Removal Disposal and Emergency Response - Way & Power, Equipment	3rd Year Option <i>June 1, 2018</i>
4. Two (2) Year Hydrogen Sulfide Control Treatment <i>Way & Power</i>	Bid Process <i>May 1, 2017</i>
5. Two (2) Year Annual Track Geometry <i>Way & Power</i>	3rd Year Option <i>May 1, 2017</i>
6. One (1) Year Magnetic Ticket Roll Stock <i>Storeroom</i>	Bid Process <i>May 1, 2018</i>
7. One (1) Year Waste Can Liners <i>Storeroom</i>	Bid Process <i>November 1, 2016</i>
8. Three (3) Year Snow Removal <i>Way & Power</i>	4th Year Option <i>September 1, 2017</i>
9. Two (2) Year Industrial Refuse, Removal, Stations <i>Way & Power</i>	Bid Process <i>December 1, 2016</i>
10. Two (2) Year Industrial Refuse Removal, Stations Lindenwold Station <i>Way & Power</i>	Bid Process <i>December 1, 2016</i>

UPCOMING PURCHASES



Questions regarding these or any other purchases should be directed to **Rich Betts, Acting Manager of Procurement & Stores** at (856) 968-2160 or (215) 218-3750 ext. 2160.

- There are no Upcoming Purchases at this time



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

- There are no Upcoming Purchases at this time



What you need to know before you search for a mentor

by Tom Johnson, publisher, *Set-Aside Alert*

Interest in mentor-protégé programs is growing significantly. After only eight months, more than 180 companies have set up mentor-protégé agreements under SBA's new All-Small Mentor-Protégé Program. There is still substantial interest in the several other programs managed by the Department of Defense and other agencies.

The question we hear frequently at networking and matchmaking events is, "How do I find a mentor?"

It's a tough question, but one that should be approached systematically and analytically. Scanning a database of companies is not the best place to start. Here are some suggestions for approaching the task.

Establish your objectives

Why do you think a mentor relationship would be good for your company? Are you looking to:

- Gain skills you don't have
- Get free support to establish in-house administrative procedures and systems, say in accounting, payroll or human resources
- Beef up your proposal writing and business development effort
- Gain financial capacity, perhaps with increased bonding levels or operating capital
- Team on a specific contract, perhaps through a joint venture
- Link with a graduating small business to become its successor
- Get access to the mentor's training program or courses or one-on-one training support
- Get access to the mentor's customer agency contracts and reputation

Think through these and the many other objectives you might have, write them down and prioritize them in concert with your entire management team.

Correlate your objectives with a mentor's objectives

It is often said that a mentor-protégé arrangement is like a marriage. In order for the arrangement to be successful, it has to have value for both parties. What will you offer to the arrangement that makes it worthwhile for the mentor?

- Skills the mentor does not have, such as cybersecurity expertise or subject matter expertise
- Access, perhaps through an existing contract, to agencies or buying offices where the mentor is not already a familiar name with a known reputation
- Facilities the mentor does not have, such as training rooms or geographical advantages
- Certifications or clearances, such as CMMI III or DCAA compliance or approved SCIF
- Lower costs, including low overhead rates
- Rapid ramp-up capabilities

Every mentor-protégé arrangement is a two-way street. Review what you have to offer and ask yourself what that is worth to a mentor. Be able to explain to potential mentors what your company is bringing to the table, as well as what you expect from the mentor.

Understand the constraints

Along with the current excitement about the All-Small program, there are numerous other mentor-protégé programs in existence in the federal arena. Each of these programs operates with a different set of constraints.

Obviously, the main constraints are the eligibility requirements that determine which set of small businesses are eligible to qualify as protégés. Some programs are specifically for companies in the SBA's 8(a) Business Development Program; others are agency-specific. Some place limits on the acceptability of the larger business as a mentor.

Two of the most important constraints deal with the number of protégés a mentor can have, and the number of mentors a protégé can have. If a mentor is limited to only two protégés, and already has two, save your effort and find another candidate. If you can only have one mentor, you will need to be sure that a candidate is willing and able to meet all your objectives, or whether you will accept someone who can fulfill most if not all criteria.

Another key constraint is the allowable term. Mentor-protégé agreements may be limited to one, two or three years, or may have no fixed term length.

Can you achieve your objectives in an arrangement that is limited to one year? Alternatively, would you be disadvantaged in the marketplace by tying yourself to an agreement that continued long after you had achieved your desired results?

Other considerations

As you evaluate your objectives and options, there are several additional factors to keep in mind.

Affiliation describes the possibility that you will lose your small business status by engaging with a large business; it is certainly a situation you want to avoid. The SBA 8(a) mentor-protégé status is generally exempt from affiliation, as is the Defense Dept.'s mentor-protége program, but other agency programs do not share that exemption. The new All-Small program is generally exempt from affiliation and is suitable for non-8(a) companies.

Another factor revolves around the creation of joint ventures. Parties to a mentor-protégé agreement often decide to work together on a specific contract. The parties may team as a joint venture, or create a prime-sub relationship. Such joint ventures may qualify for affiliation exemptions if carefully documented and the protégé does not become overly dependent on or indebted to the mentor. Cover your bases carefully.

In a future column, we will discuss the next step – finding potential mentors.

Reprinted with permission from Set Aside Alert. Tom Johnson can be reached at tjohnson@setasidealert.com.

Upcoming



Events

~presents~

“ORIENTATION and BUSINESS ASSESSMENT WORKSHOP”

Monday, July 10, 2017 from 5:45 to 7:30 pm

Women's Business Development Center

1315 Walnut Street

Suite 1124, Philadelphia, PA

Cost: Free

Pre-registration is required

For more information call:

(215) 790-WBDC (9232) or Fax (215) 790-9231 or visit www.womensbdc.org

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.

ONLINE TRAINING CLASSES

New 6-week sessions begin monthly

These courses are ideal for existing or aspiring entrepreneurs and their employees

Choose from over 45 courses in the following categories:

* Start Your Own Business * Accounting & Finance * Business Communication * Web Technology *

Management & Leadership * Marketing & Sales

* Non-Profit & Grant Writing

Cost: \$99.00 per course

Date: New sessions begin: July 12, 2017 - August 16, 2017 - September 13, 2017

To view the complete catalog and to enroll, visit www.ed2go.com/wbdconline

For more information call:

(215) 790-WBDC (9232) or email ed2go@womensbdc.org or visit www.womensbdc.org

“ORIENTATION and BUSINESS ASSESSMENT WORKSHOP”

Tuesday, August 1, 2017 from 5:45 to 7:30 pm

Women's Business Development Center

1315 Walnut Street

Suite 1124, Philadelphia, PA

Cost: Free

Pre-registration is required

For more information call:

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

or visit www.womensbdc.org

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.

“Money Talks”

Tuesday, August 8, 2017 from 6:00 to 8:00 pm
 Women’s Business Development Center
 1315 Walnut Street
 Suite 1124, Philadelphia, PA

Cost: \$10.00 - Pre-registration is required, For more information call:
 (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit www.womensbdc.org

It’s never too late to learn how to manage personal and/or business money. Gain the knowledge and skills that are critical to personal and business success.

Event on: Thursday, September 7, 2017 from 5:45 to 7:30 pm
 For further information call: (215) 790-WBDC (9232)

“ORIENTATION and BUSINESS ASSESSMENT WORKSHOP”

Thursday, September 7, 2017 from 5:45 to 7:30 pm
 Women’s Business Development Center
 1315 Walnut Street, Suite 1124, Philadelphia, PA

Cost: Free - Pre-registration is required, For more information call:
 (215) 790-WBDC (9232) or Fax (215) 790-9231 or visit www.womensbdc.org

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.

Event starts on: Tuesday, September 19, 2017 from 6:00 to 9:30 pm
 Event ends on: Tuesday, November 21, 2017
 For further information call: (215) 790-WBDC (9232)

FastTrac NewVenture

Tuesday, September 19, 2017 to Tuesday, November 21, 2017
 6:00 to 9:30pm

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

Series Cost: \$350.00 - Pre-registration is required by Friday, February 24, 2016
 For more information call:

(215) 790-WBDC (9232) or Fax (215) 790-9231
 or visit www.womensbdc.org

A 10-module entrepreneurial program designed for people who want to start a business plan. Participants evaluate their business concept, create a business plan and develop key business skills necessary to launch a new enterprise.

“Listening to Your Business”

Wednesday, September 27, 2017 from 9:30 am to 4:30 pm
 Women’s Business Development Center
 1315 Walnut Street, Philadelphia, PA 19107.

Cost: \$150.00

Pre-registration is required

For more information call: (215) 790-WBDC (9232) or visit www.womensbdc.org

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. This workshop is targeted to business owners who have three or more years experience running their business.

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.

WE ARE HERE FOR YOU

If there is anything we can help you with, or any information we can provide, exemplary customer service is our highest priority. Please don't hesitate to contact us for assistance at any time:

Ron Kelly, Compliance (856) 968-2015

Erin Watterson, EEO Specialist (856) 968-2273

Michael Venuto, Chief Engineer (856) 968-2062

Richard Mosback, Director of Procurement (856) 968-2412

Rich Betts, Acting Manager, Procurement & Stores (856) 968-2160

Amy Ash, Manager, Contract Administration (856) 968-2084

Toni P. Brown, Chief Administrative Officer, Disadvantaged Business Enterprise Liaison Officer (DBELO), EEO Officer (856) 968-2270

WE VALUE YOUR FEEDBACK

Would you like to see us do something different? Maybe it's an additional section in the News Alert, or perhaps you would like to see enhancements to our outreach events. Our Outreach Events and News Alert format is based on your feedback. Please feel free to call Ron Kelly, Compliance, Office of Business Development & Equal Opportunity (OBD&EO) at (856) 968-2105 or email Ron at rmkelly@drpa.org with any suggestions you may have.



IS YOUR 'ELEVATOR PITCH' READY?

You are welcome to attend pre-bid and pre-proposal meetings to learn more about bid and proposal opportunities. If you do attend be sure to introduce yourself to the OBD&EO staff member at the meeting (or the project engineer) and get ready to give your two-minute elevator pitch to those who are present.

Mission Statement

As stewards of public assets, we provide for the safe and efficient operation of transportation services and facilities in a manner that creates value for the public we serve.

Vision Statement

Together we are world-class stewards of public transportation assets. Working collaboratively across all business units, we operate, maintain, improve and protect transportation infrastructure for the benefit of the citizens we serve throughout the Greater Philadelphia Region. We are committed to building credibility, earning public trust and creating public value.