

OBD&EO

News Alert

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Office of Business Development & Equal Opportunity Publication

December
2009

Celebrating Religious Differences Awareness Month

SPOTLIGHT

Arbill

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CONTENTS

Spotlight	1,2
Veterans Employment	2
Small Business Lending	3
DRPA Annual Contracts	4
PATCO Annual Contracts	5
Upcoming Purchases	6
COBRA Subsidy	6
Calendar of Events	7
Information Corner	8

Arbill is a leading North American manufacturer and distributor of industrial safety products, safety-related services, and safety training programs with 65 years of experience in making people safer every day. Led by President and CEO Julie Copeland, Arbill is also an award-winning Women’s Business Enterprise (WBE)-certified business headquartered right here in Philadelphia.

Arbill supplies top-selling products in personal protective equipment such as gloves, goggles, footwear, respiratory protection, and protective clothing; as well as facilities maintenance, fall protection, first-aid, and material handling products to keep an organization’s workers safe. In addition, Arbill has manufactured and sold its own proven TruLine brand for more than 30 years allowing the company to provide customers with customized options that are both competitively priced and rigorously tested for quality.

While many distributors can provide businesses with safety products, Arbill has differentiated itself from the competition by partnering with customers to build a culture of safety across their organization – developing an enterprise-wide Safety Blueprint specifically tailored to an organization’s strategies and operational needs. Arbill goes beyond a one-dimensional product solution to offer best-in-class Environmental Health & Safety (EH&S) Services comprised of training, consulting services, and safety programs that couple product and services – such as Arbill’s EasyRx Prescription Safety Eyewear and Safety Footwear Services – that help increase compliance and standardization company wide. Led by the industry’s most knowledgeable and respected instructors, Arbill’s EH&S Training Services go far beyond standard courses to provide a full range of compliance-related consulting services with a variety of flexible formats.

“WE VALUE DIVERSITY”

(continued from page 1)

Some of Arbill's 2009 achievements include: Arbill was named Best of Philadelphia for Industrial Supplies by the U.S. Commerce Association, Arbill's President & CEO received the Women's Business Enterprise (WBE) Leadership Award from the PA-DE-sNJ Chapter of the Women's Business Enterprise Council, and Arbill was named one of the Top 500 Women Owned Businesses in the United States by DiversityBusiness.com.

For more information about Arbill's products and services, please visit www.arbill.com or contact Donna Brown, Business Development Manager, at 215-501-8241 or dbrown@arbill.com.

INTERAGENCY COUNCIL ON VETERANS EMPLOYMENT TO PUBLISH PLAN TO INCREASE HIRING OF VETERANS BY FEDERAL AGENCIES

The Interagency Council on Veterans Employment held its first meeting to discuss ways of expanding the participation of veterans in the nation's federal workforce. The council's goal is to transform the federal government into a model of veterans' employment.

A draft strategic plan was discussed, which the council agreed to publish in January 2010. Additionally, the council agreed to use the fiscal year 2008 *Report on the Hiring of Veterans in the Federal Government* as a baseline by which to measure progress. A veterans' employment office is required to be set up in most federal agencies by March 2010.

"At the U.S. Department of Labor, we are unwavering in our commitment to furthering the president's order to expand job opportunities for veterans in federal employment, and I am looking forward to working with Secretary Shinseki, Director Berry and our colleagues across the administration to make this initiative a success," said Secretary Solis.

Increase Hiring of Veterans

"Veterans have shown their worth and value to our nation through their peerless leadership and dedication to nearly impossible tasks under the most austere of conditions," said Secretary Eric K. Shinseki. "We must create opportunity, and our efforts must be about recognition of their worth. This effort must be about preparing veterans for the next phase of their lives."

"We are excited to have this council operational so quickly. While we owe the men and women of our armed forces a debt we can never fully repay, one thing we can do is help them find work when they lay the uniform down. Keeping their skills and dedication in the federal family isn't just right," said Office of Personnel Management Director John Berry. "They are valued, experienced and trained, so it makes good business sense, as well. This initiative will build on the government's position as a leading employer of veterans."

The Interagency Council on Veterans Employment was established under President Obama's Executive Order on the Employment of Veterans in the Federal Government, which was signed into law on Nov. 9. The council's next meeting is scheduled for March 2010.

ADDITIONAL FUNDING FOR SBA RECOVERY LENDING PROGRAMS WILL SUPPORT \$4.5 BILLION IN SMALL BUSINESS LENDING

AGENCY PLANS TO RESTART RECOVERY LOAN APPROVALS BY DEC. 28

The SBA estimates the **additional** funding will support \$4.5 billion in small business lending. New approvals of loans with the higher guarantee and reduced fees made possible by ARRA are expected to begin by Dec. 28. Loan applications from borrowers who chose to be placed in the SBA's Recovery Loan Queue will be funded first, followed by new loan approvals beginning on or before Dec. 28.

As part of ARRA, SBA received \$730 million, which included \$375 million to increase the SBA guarantee on 7(a) loans to 90 percent and to waive borrower fees on most 7(a) and 504 loans. More information about the waived fees can be found [here](#). The funds for these programs were exhausted on Nov. 23.

SBA created the Recovery Loan Queue as part of its transition back to pre-ARRA lending on Nov. 23 because previously approved loans are sometimes canceled or never disbursed for a variety of reasons. Eligible small businesses, in consultation with their lender, could choose to be placed in the queue for possible approval of an ARRA loan if funding became available.

Additional Funding for SBA Recovery

Currently there are 1,069 loans totaling almost \$530 million in the Recovery Loan Queue.

The extension included in the DOD bill authorizes the higher guarantee levels through Feb. 28, 2010. The fee relief is authorized until this additional funding is exhausted or the end of the fiscal year, whichever comes first. As was the case in November, SBA will transition into a queue system as the funds start to wind down in order to ensure the maximum simulative effect of the programs and disbursement of funds.

For non-ARRA 7(a) or 504 loans funded during the transition period, this extension does not provide a retroactive guarantee or waived fees. Loans that were funded under non-ARRA terms cannot be canceled and resubmitted to take advantage of the ARRA extension provisions.

This extension does not affect other SBA ARRA programs, including the America's Recovery Capital (ARC) loan program or the agency's microloans. ARRA funding still remains for both of those programs.

\$ LIST OF ANNUAL CONTRACTS FOR DRPA \$

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.

2010 ANNUAL CONTRACTS FOR DRPA

<u>SERVICE PRODUCTS</u>	<u>CONTRACT STATUS</u>
Trash Removal (Solid, Non-Hazardous) for <u>DRPA</u>	DRPA may exercise its 3 rd year option in <i>May 2010.</i>
Emergency Generator Maintenance for <u>DRPA</u>	DRPA may exercise its 2 nd year option in <i>January 2010.</i>
Lubricants for Bulk Storage Dispensing System for <u>DRPA</u>	DRPA may exercise its 2 nd year option in <i>December 2010.</i>
Hazardous Waste Removal for <u>DRPA/PATCO</u>	DRPA may exercise its 2 nd year option in <i>May 2010.</i>
Office Supplies Products for <u>DRPA/PATCO</u>	DRPA may exercise its 2 nd year option in <i>August 2010.</i>
Unleaded Gasoline, Diesel Fuel, & #2 Heating Oil for <u>DRPA/PATCO</u>	DRPA may exercise its 2 nd year option in <i>June 2010.</i>
Fuel Tank Maintenance for <u>DRPA/PATCO</u>	DRPA may exercise its 2 nd year option in <i>June 2010.</i>
Traffic Cones for <u>DRPA</u>	DRPA may exercise its 3 rd year option in <i>June 2010.</i>
Moveable Maintenance Platform Maintenance	DRPA may exercise its 3 rd year option in <i>September 2010.</i>

LIST OF ANNUAL CONTRACTS FOR DRPA *(continued from page 4)*

<u>SERVICE PRODUCTS</u>	<u>CONTRACT STATUS</u>
Extermination Services for <u>DRPA</u>	Bid Process - This purchase will be up for bid in July 2010 .
Prescription Safety Glasses for <u>DRPA</u>	Bid Process - This purchase will be up for bid in July 2010 .
Made to Measure Police Uniforms for <u>DRPA/PATCO</u>	Bid Process - This purchase will be up for bid in January 2010 .
One Year Supply Bottled Water for <u>DRPA/PATCO</u>	DRPA/PATCO may exercise its 2 nd year option in December 2010 .
Office Paper Products <u>DRPA/PATCO</u>	DRPA/PATCO may exercise its 2 nd year option in July 2010 .



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.

<u>SERVICE PRODUCTS</u>	<u>EXPIRATION DATE</u>
Industrial Refuse Disposal Services for PATCO Lindenwold Maintenance Facility	July 2011
Landscaping Maintenance for PATCO	December 2009
Pest Control and Exterminating at PATCO	May 2010

UPCOMING PURCHASES FOR 2010

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



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.



PRESIDENT OBAMA EXTENDS COBRA SUBSIDY

President Obama on December 21, 2009, signed the Department of Defense Appropriations Act of 2010 (P.L. No. 111-118). The spending bill extends and expands the COBRA subsidy program that was first enacted under the 2009 American Recovery and Reinvestment Act (ARRA) and extends expanded unemployment benefits through February 28, 2010.

The original COBRA subsidy under ARRA provides for a 65% subsidy for COBRA continuation premiums for workers who have been involuntarily terminated from September 1, 2008 to December 31, 2009. ARRA provided for nine months of subsidized COBRA benefits. Under the new legislation, involuntarily terminated workers are now eligible to receive the subsidized COBRA benefits for a total of 15 months. With the extension, workers who are involuntarily terminated between September 1, 2008 and February 28, 2010 will be eligible for the subsidies.

THE FOLLOWING EVENTS ARE BEING HOSTED BY THE WOMEN'S BUSINESS DEVELOPMENT CENTER:

Orientation and Business Assessment Workshop – This workshop is designed for women interested in starting or growing a business. When: Wednesday, January 6, Tuesday, February 2, & Wednesday, March 3, 2010, Time: 6:00pm – 7:30pm, **Cost:** Free

Money Talks – 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. When: Thursday, January 28, 2010, Time: 6:00pm – 8:00pm, **Cost:** \$10

JumpStart: '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, February 8, 2010, Time: 5:30pm – 9:00pm, **Cost:** \$35

JumpStart: 'Market Research' – The workshop will teach prospective business owners how to assess the feasibility of their business ideas. When: Monday, February 22, 2010, Time: 6:00pm – 9:00pm, **Cost:** \$35

JumpStart: 'Financial Analysis' – The workshop provides prospective business owners financial basics critical to business success. When: Monday, March 1, 2010, Time: 6:00pm – 9:00pm, **Cost:** \$35

FastTrac NewVenture – 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. When: Tuesday, March 9, 2010 through Tuesday, May 18, 2010, Time: 6:00pm – 9:30pm, **Series Cost:** \$340

JumpStart: 'The Business Plan' – This workshop helps prospective business owners plan for growth and profitability. When: Monday, March 15, 2010, Time: 6:00pm – 9:00pm, **Cost:** \$35

JumpStart: 'Business Launch' – Understand the legal, financial, insurance, employment and tax issues of starting a business. When: Monday, March 22, 2010, Time: 6:00pm – 9:00pm, **Cost:** \$35

Pre-registration is required for all events listed. For more information call (215)790-9232 or visit www.womensbdc.org



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
 - March 31, 2010
 - June 30, 2010
 - September 30, 2010

HAPPY HOLIDAYS!!!

FROM THE OFFICE OF BUSINESS DEVELOPMENT & EQUAL OPPORTUNITY

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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