

OBD&EO News Alert

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

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“Celebrating Women’s History Month”

SPOTLIGHT

CAM Consulting Group LLC

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www.cam4consulting.com



Claudia Monte founded CAM Consulting Group LLC, a full-service strategic consulting and training firm, in 1993 to assist organizations and their most important resource – **people** – achieve success. Since that time, their highly-experienced consultants have worked with a diverse base of clients in the public, private, military, legal, judicial, and education sectors. CAM, a certified small, women-owned business, has worked with the management and staff of DRPA and PATCO delivering management, diversity, and customer service programs to positive feedback.

CAM applies a strategic approach when consulting with organizations to help them achieve productive outcomes. Comprehensive services include facilitating and documenting the strategic planning process, conducting organizational needs assessments, designing employee and/or customer questionnaires, conducting focus groups, facilitating retreats and meetings, and writing and updating personnel and procedure manuals. In addition, targeted training programs are offered for executive through staff and production levels in interactive formats in the following areas: *Leadership and Management; Communication and Presentation; Ethics and Values; Customer Service and Teamwork; Self-Development; and Business Writing.* For individuals needing personalized attention, business coaches are available.

An innovative venture for the firm is their **Women’s Leadership Retreat...Developing the Leader Within** series. Held at a beautiful oceanfront location, the retreat concept was organized in response to

“WE VALUE DIVERSITY”

(continued on page 2)

requests from professional women for a way to step back from their busy lives and assess their current and future directions. Educational and wellness sessions along with time for reflection, networking, and fun are part of the agenda. Retreats are scheduled for 2007 on January 28-30, May 6-8, and October 7-9. Please see the announcement in this bulletin and on the DRPA website for details about the upcoming spring retreat.

For more information, please visit www.cam4consulting.com. To speak with them directly, please call Claudia Monte or Bob Pointon, Marketing Director, at 609-291-1937.

U.S. Small Business Administration Regulatory Fairness Board Hearing Set For April 17 In Philadelphia

Philadelphia, PA – Small business owners, community leaders and representatives of trade associations concerned about excessive enforcement of federal rules can voice their complaints at a U.S. Small Business Administration Regulatory Fairness Board Hearing in Philadelphia, PA on **Tuesday, April 17, 2007 from 9:30 a.m. to noon**. The hearing will be held at **the U.S. Court House, 601 Market Street, Ceremonial Court Room, Philadelphia, PA 19106**.

SBA National Ombudsman Nicholas Owens, members of the SBA's Region III Regulatory Fairness Board, and representatives of federal regulatory agencies will hear comments and complaints about regulatory enforcement and compliance. *"One of the biggest concerns small business owners face is unfair enforcement of federal regulations. They also worry about telling their stories because they fear retaliation by federal agencies,"* Owens said. *"Small business owners want to play by the rules and comply with federal regulations,"* he added, *"and we want to encourage federal regulators to assist business owners with compliance rather than go straight to the penalty stage."*

This forum offers small business owners a chance to express their concerns about federal compliance practices in the SBA's Philadelphia District.

Comments and complaints presented during the hearing will be directed to the appropriate federal regulatory agency. This information will also be shared with federal officials in the Ombudsman's annual report to Congress, and with managers of federal regulatory agencies to assist them with their enforcement actions.

The National Ombudsman's authority to respond to comments on compliance issues is limited to federal regulatory enforcement matters and does not include concerns about obtaining federal contracts, regulations in general, or securing guaranteed loans.

The hearing is open to the public. Those wishing to testify should contact the Joe McDevitt at (215) 580-2706 or by email at joseph.mcdevitt@sba.gov before the hearing. Should a small business owner or representative be unable to attend, written testimony may be sent in advance of the hearing to be included in the public record.

Comments and concerns about federal enforcement actions can be addressed directly to SBA's Office of the National Ombudsman at 1-888-734-3247 (REGFAIR). For more information about the National Ombudsman and this hearing, you may visit the National Ombudsman's Web site at www.sba.gov/ombudsman.

ALLIANCE Mid-Atlantic Small Business Procurement Fair Trump Taj Mahal, Atlantic City, NJ

The Delaware River Port Authority participated in this year’s Mid-Atlantic Small Business Procurement Fair sponsored by ALLIANCE. The procurement fair took place on March 6, 2007, in Atlantic City, NJ. ALLIANCE sponsors similar fairs across the country, with stops in Atlanta, GA, San Jose, CA, and Grapevine, TX.

The Mid-Atlantic expo was a great networking and matchmaking opportunity for all attendees. Matchmaking sessions began in the morning at 9:00 and ended at 4:00 pm. Individual sessions were scheduled in 15 minute intervals. Throughout the expo, participants were able to visit the exhibitor booths. Some of this year’s exhibitors included the African American Chamber of Commerce, the Delaware River Port Authority, Johnson & Johnson, IBM Corporation, AstraZeneca Pharmaceuticals, Bellia Office Furniture and the Pennsylvania Minority Business Development Center.

Breakout workshops were held throughout the day, and provided attendees with an opportunity to receive practical tips on “growing their businesses.” The first instructional session — *Roadmap to Successful Government Contracting* — was an introductory workshop on doing business with the government. Participants also received helpful guidance on how to get certified, what types of certifications are required and how to find out what the government is buying.

Another breakout session — *You Are Certified... Now Start Selling to the Government* — informed participants on what to do after the certification process is complete. Participants learned how to market themselves to government agencies and also learned what they can and cannot do under federal guidelines.

Congratulations to the organizers of this very well organized and well attended event! The Delaware River Port Authority was pleased to participate.



Susan Squillace, Purchasing Agent, DRPA, helping Expo attendee



Tom Zamorski, Purchasing Agent, PATCO, at DRPA Matchmaking table



Participating Agency, Delaware River Bay Authority

PROCUREMENT FAIR



Participating Agency, Minority Supplier Development Council

“WE VALUE DIVERSITY”

\$ 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.

List of Annual Contracts for DRPA

Service Products	Contract Status
Summer/Winter Work Clothing for DRPA	DRPA may exercise its 2 nd year option in July 2007 .
One Year Supply, Bottled Water for DRPA/PATCO	Bid Process - This purchase will be up for competitive bid in October 2007 .
Summer/Winter Uniforms for Toll Collectors DRPA	DRPA may exercise its 3 rd year option in August 2008 .
Lubricants for Bulk Storage Dispensing System for DRPA	DRPA may exercise its 2 nd year option in January 2008 .
Emergency Generator Maintenance for DRPA	DRPA may exercise its 2 nd year option in April 2007 .
Traffic Cones for DRPA	Bid Process - This purchase will be up for competitive bid in June 2007 .
Trash Removal (Solid, Non-Hazardous) for DRPA	DRPA may exercise its 2 nd year option in March 2008 .
Office Paper Products for DRPA/PATCO	Bid Process - This purchase will be up for competitive bid in August 2007 .
Prescription Safety Glasses for DRPA	Bid Process - This purchase will be up for competitive bid in September 2007 .

List of Annual Contracts for DRPA *(continued from page 4)*

Service Products	Contract Status
Office Supplies for DRPA/PATCO	Bid Process - This purchase will be up for competitive bid in April 2007 .
Custom Made Police Uniforms for DRPA/PATCO	Bid Process - This purchase will be up for competitive bid in April 2007 .
Unleaded Gasoline & Automotive Diesel Fuel for DRPA/PATCO #2 Heating Oil for PATCO	Bid Process - This purchase will be up for competitive bid in April 2007 .
Hazardous Waste Removal for DRPA/PATCO	DRPA may exercise its 2 nd year option in May 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 2007
Snow Removal Services for PATCO	December 2007
Landscaping Maintenance for PATCO	May 2007
Pest Control and Exterminating at PATCO	May 2007
Annual Inspection and Service on PATCO	May 2007
Fire Alarm Monitoring System	
Annual Inspection and Service of PATCO	May 2007
Sprinkler Systems	

Upcoming Purchases for January - March 2007

for DRPA

Unleaded Gasoline & Automotive Diesel Fuel for DRPA & PATCO
Exterminating Services for DRPA & PATCO



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

Ultrasonic Testing of Rails
Procurement and Delivery of Special "Guarded Running Rail"



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.



2007 Upcoming Events

DRPA Presents: *Managing an Effective Safety Program - A Workshop for Small Businesses* - co-hosted by Maryann McBride of Occupational Safety Services, Inc.

At this workshop participants will learn the elements necessary for achieving a safe and healthy workplace as required by the OSHA standards.

The following will be highlighted: Management Commitment Goals, Objectives, & Policies Training & Recordkeeping Requirements, Inspections & Accident Investigations & What to Expect in an OSHA Inspection

Thursday, April 26, 2007, 8:00am - 11:00am
Delaware River Port Authority One Port Center, 2 Riverside Drive
Board Room 11th floor
Camden, NJ 08101

Breakfast will be served - Seating available for the first 65 people only...register now!! Contact Kathy Coyle Haas - 856-968-2270 or Urselle M. Garnett - 856-968-2266

"WE VALUE DIVERSITY"

The following events are being hosted by the
**Women's Business Development Center
(WBDC)**

April 11, May 2, & June 7, 2007 – Orientation and Business Assessment Workshop – a workshop designed for women interested in starting or growing a business – 6:00pm – 7:30pm
Cost: FREE

April 18, 2007 – Finding Your Funding – participants will learn valuable information on financing options for their businesses – 6:00pm – 8:00pm
Cost: \$10.00

May 9, 2007 – Before You Start – this workshop will help participants assess their risks, financial issues, and commitment; and evaluate their potential as entrepreneurs; and help them analyze their business skills and business ideas – 6:00pm – 9:00pm
Cost: \$35.00

May 16, 2007 – Market Research – this 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 – 6:00pm – 9:00pm
Cost: \$35.00

May 23, 2007 – Financial Analysis – this workshop will teach participants how to determine start up costs and how to project sales, cash flow and profit – 6:00pm – 9:00pm
Cost: \$35.00

May 27, 2007 – The Business Plan – this workshop will teach participants the elements, applications, and contents of a good business plan – 6:00pm – 9:00pm
Cost: \$35.00

June 13, 2007 – Business Launch – this workshop will help you understand the legal, financial, insurance, employment and tax issues of starting a business – 6:00pm – 9:00pm
Cost: \$35.00

Registration is required for all programs listed above. For more information contact:
The Women's Business Development Center
215-790-WBDC(9232) or fax: 215-790-9231

"WE VALUE DIVERSITY"



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 29, 2007**
 - **Friday, September 28, 2007**
 - **Friday, December 28, 2007**

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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SAVE THE DATE!!!!

2nd ANNUAL NJ COMPETITIVE PURCHASES

“AVENUES OF OPPORTUNITY FOR SMALL BUSINESSES”



Public and Private Sector Purchasing Fair

Tuesday, May 15, 2007 8:30 a.m. – 12:00 p.m.

New Jersey Institute of Technology (NJIT), Newark, NJ 07102

History has repeated itself again! Small, disadvantaged, women, and minority business owners will be able to submit 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, NJ Turnpike Authority, County of Essex, Newark Public Schools, and the City of Newark.

In addition to purchasing opportunities, information will be available about certification, vendor registration, and pre-qualification with many public and private entities in the state. This information will be provided by NJ Commerce & Tourism Commission, The Port Authority of NY&NJ, The Minority Supplier Development Council of NY&NJ, NJ Small Business Development Centers, and Wachovia. The New Jersey Commerce, Economic Growth and Tourism Commission will be available to provide on-site registration to small businesses.

This is an “invitation” only event!!

For further information contact Anthony Miller, NJ Transit at 973-491-8072 or amiller@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 second NJ Competitive Purchases
“Avenues of Opportunities for Small Businesses”*