

OBD&EO News Alert

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



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Spotlight

Matrix New World Engineering, Inc.

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Matrix New World Engineering, Inc. (*Matrix*) was launched in 1990 as primarily an environmental consulting firm serving the public sector. In 2001, Matrix's leaders Jayne Warne, PE (*President*) and Dennis Petrocelli, PG (*Senior Vice President*) decided to set the company on a new path. They started diversifying services to include civil engineering and land development support. Matrix also opened an office in Goodyear, AZ, to manage the Remediation, Operations and Maintenance of the North Superfund Site in Phoenix. In March of 2010, Matrix was one of a handful of New Jersey companies invited to the Gulf of Mexico to participate in wildlife rescue during what became the largest oil spill in history. This led Matrix to open offices in Mobile, Alabama, and Baton Rouge, LA, to deal with on-going work in the Gulf.

Matrix has worked on iconic projects such as the Statue of Liberty pedestal where Matrix utilized a new technology – High Definition 3D laser scanning to survey the interior of the monument's pedestal and base, recording millions of data points in the time it would take to record mere hundreds with traditional survey methodology; the New Jersey Transit Hoboken Ferry Terminal Improvements project that included the rehabilitation and modernization of the intermodal transportation hub for ferries, trains, buses and the PATH subways and for which Matrix provided construction management and oversight services; and the Port Authority of NY & NJ/New Jersey Transit Access to Regions Core among others where Matrix provided environmental services related to the preparation of a draft-Environmental Impact Statement (*EIS*) for this ARC project.

Today, Matrix is among the region's largest woman-owned business engineering and environmental services firm working on a wide range of infrastructure, building and environmental projects for public and private-sector clients throughout the United States.

This NJ-based company has offices in the Northeast as well as Alabama, California, Louisiana, and Arizona. The company provides environmental, geotechnical, and civil engineering, spill response support, land surveying and construction management services.

Matrix New World Engineering, Inc. is certified as a woman-owned business enterprise (*WBE*), disadvantaged business enterprise (*DBE*) and a small business enterprise (*SBE*) through various state and federal agencies.

“WE VALUE DIVERSITY”

SBE Element Added to Disadvantaged Business Enterprise Programs

The federal Department of Transportation recently amended federal regulations concerning Disadvantaged Business Enterprise Programs. Specifically, at 49 CFR § 26.39, grant recipients are required to incorporate an SBE Element, which makes a good faith effort to foster small business participation. The SBE Element gives small businesses, with annual gross receipts up to \$22.41 million, the opportunity to participate in DRPA's federally-assisted contracting and procurement opportunities. To be eligible for considerations as an SBE, firms must be independently owned and operated, be a small business according to SBA size standards, organized for profit, and not dominant in their field, be 51% owned and controlled by one or more economically disadvantaged individuals whose personal net worth does not exceed \$1.32 million and whose three-year average gross receipts do not exceed \$22.41million.

Grantees were advised that the SBE Program Element must include an element to structure contracting requirements to facilitate competition by small business concerns, taking all reasonable steps to eliminate obstacles to their participation, including unnecessary and unjustified bundling of contract requirements that may preclude small business participation in procurements as prime contractors or subcontractors.

Grantees were required to submit the element to the appropriate DOT operating administration (*in the Authority's case, the Federal Transit Administration*) by February 28, 2012.

As part of this program element we were permitted to include the following strategies, among others:

- ▶ 1) Establishing a race-neutral small business set-aside for prime contracts under a stated amount (*e.g., \$1 million*).
- ▶ 2) In multi-year design-build contracts or other large contracts (*e.g., for "megaprojects"*) requiring bidders on the prime contract to specify elements of the contract or specific subcontracts that are of a size that small businesses, including DBEs, can reasonably perform.
- ▶ 3) On prime contracts not having DBE contract goals, requiring the prime contractor to provide subcontracting opportunities of a size that small businesses, including DBEs, can reasonably perform, rather than self-performing all the work involved.
- ▶ 4) Identifying alternative acquisition strategies and structuring procurements to facilitate the ability of consortia or joint ventures consisting of small businesses, including DBEs, to compete for and perform prime contracts.
- ▶ 5) To meet the portion of the overall goal the Authority projects to meet through race-neutral measures, ensuring that a reasonable number of prime contracts are of a size that small businesses, including DBEs, can reasonably perform.

We recently received word that our Small Business Participation Element was approved on September 17, 2012 by the Federal Transit Administration.

Stay tuned for additional information about our new program element.

Obama Administration Announces \$40 Million Initiative To Challenge Businesses To 'Make It In America'

(Reprinted with permission from the Dept. of Labor)

The Obama administration today announced a \$40 million multi-agency competition, the Make it in AmericaChallenge, to accelerate the trend of insourcing, where companies are bringing jobs back and making additional investments here in America. The competition, which is being funded by the U.S. Department of Commerce's Economic Development Administration and National Institute of Standards and Technology Manufacturing Extension Partnership and the U.S. Department of Labor's Employment and Training Administration, will build upon the administration's bottom-up approach to strengthening the economy and creating jobs by partnering with state, regional and local economies.

The announcement builds on the administration's efforts to encourage companies — large and small, foreign and domestic, manufacturers and services firms — to increase investment in the United States. The president's plan includes eliminating tax incentives for companies that ship jobs overseas and providing tax credits for companies that bring jobs back, investing in American workers to ensure they have the skills they need, modernizing infrastructure and taking action to ensure that American businesses and workers are competing on a level playing field.

“Departments of Commerce and Labor partner to help companies create jobs, invest in America.”

and services United States. nating tax in-overseas and that bring jobs to ensure they ing our infra-that American ing on a level

The national competition announced today will help provide the critical infrastructure, strategic planning, capacity building, technical assistance and workforce skills training necessary for American communities to be the desired home for more businesses.

The challenge is expected to give out approximately 15 awards, depending on the number of eligible applications.

To be eligible for an award, projects must encourage insourcing through onshoring of productive activity by U.S. firms, fostering increased foreign direct investment or incentivizing U.S. companies to keep their businesses and jobs here at home, as well as train local workers to meet the needs of those businesses.

A federal funding opportunity will be published by early 2013, which will provide detailed guidelines for submitting an application, including the deadline.

SBA Increases Support For Hispanic Entrepreneurs Pilot Partnership With The U.S. Hispanic Chamber Of Commerce To Help Small Business Owners

(Reprinted with permission from the Small Business Administration)

The U.S. Small Business Administration and the U.S. Hispanic Chamber of Commerce (*USHCC*) are teaming together on a pilot program in eight states to broaden the impact of the agency's programs among Hispanic entrepreneurs.

The new pilot program between the SBA and the USHCC will help widen the agency's outreach efforts and connect Hispanic small business owners and entrepreneurs with local lenders and business counseling to help them grow and create more jobs. The pilot partnership will launch programs with Hispanic chambers in four cities and statewide programs in four states: Austin, Texas; El Paso, Texas; Nashville, Tenn.; Philadelphia, Pa.; Florida; California; Ohio; and Utah.

The pilot program follows a memorandum of alliance between the SBA and the USHCC, signed in May. The agreement allows both organizations to help Hispanic entrepreneurs achieve their goals through education of business start-up opportunities, and will work to increase lending within the Hispanic business community.

The aim of the partnership is to help increase access to lending and counseling for Hispanic small businesses, widen participation of small Hispanic-owned businesses in SBA's procurement programs, and spread awareness of SBA's programs and services among Hispanic-owned small businesses.

Today the SBA is helping thousands upon thousands of Hispanic small business owners reach that potential. Since 2009, SBA has supported more than 12,000 loans worth \$4.4 billion to Hispanic-owned small businesses, with nearly \$1 billion in lending in 2012 alone. Over the same period, SBA has trained and counseled more than 532,000 Hispanic-owned small businesses through its network of district and field offices, and resource partner network, including Small Business Development Centers, Women's Business Centers and SCORE. SBA also has helped Hispanic-owned businesses secure \$32.7 billion of prime contracts from the federal government, providing a major revenue base. The national alliance will also help to forge stronger relationships among SBA district offices, local USHCC chambers chapters and SBA resource partners, and strengthen efforts to help even more Hispanic-owned small firms succeed, and expand the reach of SBA's program and services.



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. At the end of the 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, Manager, Procurement & Stores, DRPA/PATCO at (856) 968-2163.

2012 Annual Contracts for DRPA

<u>SERVICE PRODUCTS</u>	<u>CONTRACT STATUS</u>
1) Trash Removal (<i>Solid, Non-Hazardous</i>) for DRPA	Bid Process - This purchase will be up for competitive bid in March 2013 .
2) Emergency Generator Maintenance for DRPA	DRPA may exercise its 2 nd year option in June 2012 .
3) Lubricants for Bulk Storage Dispensing System for DRPA	DRPA may exercise its 2 nd year option in November 2012 .
4) Hazardous Waste Removal for DRPA / PATCO	DRPA may exercise its 3 rd year option in July 2013 .
5) Office Supplies Products for DRPA / PATCO	Bid Process - This purchase will be up for competitive bid in October 2012 .
6) Unleaded Gasoline, Diesel Fuel, & #2 Heating Oil for DRPA / PATCO	Bid Process - This purchase will be up for competitive bid in March 2013 .
7) Fuel Tank Maintenance for DRPA / PATCO	DRPA may exercise its 2 nd year option in January 2013 .
8) Traffic Cones for DRPA	Bid Process - This purchase will be up for competitive bid in October 2013 .
9) Moveable Maintenance Platform Maintenance.....	DRPA may exercise its 2 nd year option in December 2012 .
10) Extermination Services for DRPA	Bid Process - This purchase will be up for competitive bid in April 2013 .
11) Prescription Safety Glasses for DRPA	Bid Process - This purchase will be up for competitive bid in October 2012 .
12) Measure to Fit Police Uniforms for DRPA / PATCO	Bid Process - This purchase will be up for competitive bid in October 2012 .
13) One Year Supply Bottled Water for DRPA / PATCO	DRPA may exercise its 2 nd year option in March 2013 .
14) Office Paper Products for DRPA / PATCO	Bid Process - This purchase will be up for competitive bid in October 2012 .

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 Susan Squillace, Manager, Procurement & Stores at (856) 968-2163.

<u>SERVICE PRODUCTS</u>	<u>EXPIRATION DATE</u>
Rental of Uniforms, Uniform Lockers, Door & Floor Mats, Laundry & Cleaning.....	June 2015
Industrial Refuse Disposal Services for PATCO Lindenwold Maintenance Facility.....	September 2013
Pest Control and Exterminating at PATCO.....	May 2013

Upcoming Purchases for 2012

For DRPA - 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.

(Nothing to Report)

For PATCO - 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.

(Nothing to Report)



Betsy Ross Bridge



Ben Franklin Bridge



Port Authority Transit Corp.



Walt Whitman Bridge



Commodore Barry Bridge

“WE VALUE DIVERSITY”

The following events are being hosted by the
Women's Business Development Center (WBDC),
1315 Walnut Street, Suite 1116,
Phila., PA 19107-4711

*Pre-registration is required for all events listed, for more information please call
(215)790-WBDC (9232) or fax (215)790-9231 or visit them on the web at www.womensbdc.org.*

Orientation and Business Assessment Workshop – When: Tuesdays, October 9, November 6, 2012, and Thursday, December 11, 2012, **Time:** 6:00 to 7:30 pm, **Cost: Free**
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.

JumpStart: BEFORE YOU START – When: Tuesday, October 23, 2012, **Time:** 5:45 to 9:00 pm, **Cost:** \$35.00 - 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.

JumpStart: MARKET RESEARCH – When: Tuesday, October 30, 2012, **Time:** 6:00 to 9:00pm, **Cost:** \$35.00 – The workshop will teach prospective business owners how to assess the feasibility of their business ideas. 'Market Research' can be taken individually or as part of the JumpStart workshop series which runs on 5 Tuesday nights, from October 23 – November 27, 2012.

JumpStart: Financial Analysis – When: Tuesday, November 13, 2012, **Time:** 6:00 to 9:00pm, **Cost:** \$35.00 – The workshop provides prospective business owners financial basic critical to business success. 'Financial Analysis' can be taken individually or as part of the JumpStart workshop series which runs on 5 Tuesday nights, from October 23 – November 27, 2012.

JumpStart: The Business Plan – When: Tuesday, November 20, 2012, **Time:** 6:00 to 9:00pm, **Cost:** \$35.00 – This workshop helps prospective business owners plan for growth and profitability. 'The Business Plan' can be taken individually or as part of the JumpStart workshop series which runs on 5 Tuesday nights, October 23 – November 27, 2012.

JumpStart: Business Launch – When: Tuesday, November 27, 2012, **Time:** 6:00 to 9:00pm, **Cost:** \$35.00 – Understand the legal, financial, insurance, employment and tax issues of starting a business. 'Business Launch' can be taken individually or as part of the JumpStart workshop series which runs on 5 Tuesday nights, from October 23 – November 27, 2012.

Finding Your Funding – When: Monday, December 3, 2012, **Time:** 6:00 to 8:00pm, **Cost:** \$10.00 – Provides valuable information on financing options for your 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.

- ☞ 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 the *News Alert* will be published on or about:

▶ December 28, 2012

▶ March 30, 2013

▶ June 30, 2013

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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