



DBE NEWSLETTER

"LET'S TALK BUSINESS"

Spring 2008



New Online Features Available To Locate DBE and SWAM Businesses

The Virginia Department of Minority Business Enterprise (DMBE) recently launched enhanced online features for business users to readily locate Disadvantaged Business Enterprise (DBE) and small, woman and minority (SWaM) firms. The new features allow online searches by National Institute of Government Purchasing (NIGP) Commodity Codes, SWaM type, zip code and alphabetically. The DMBE vendor search features offer a central location for prime contractors, state buyers and other users to efficiently locate vendors registered to do business in the Commonwealth, thereby enhancing opportunities for using small, women and minority-owned businesses in Virginia's procurement opportunities.

Customer service to vendors will also be enhanced by the DMBE Customer Care Specialist, now available to provide information about DBE and SWaM programs, to check the status of applications and to update vendor contact information for DBE and SWaM directories. To reach the DMBE's Customer Care Specialist, call (804) 786-1718 or the main DMBE number at (804) 786-5560. The Customer Care Specialist may also be reached by email at dmbe@dmbe.virginia.gov. The DMBE's Web site is at www.dmbe.virginia.gov.

For information about the Commonwealth's procurement activities with SWaMs, visit the DMBE Dashboard at www.bfountain.com/swam/dashboard.

Message from VDOT's Civil Rights Division Administrator,
Freddie L. Jones

Staff and partner commitments to Civil Rights goals have contributed to many successes. Virginia was recognized by the Federal Highway Administration (FHWA) for executing the nation's first Wounded Veterans Internship Program. The Business Opportunity and Workforce Development (BOWD) Center, also a FHWA initiative, has gotten off to a running start. Twenty-two Disadvantaged Business Enterprise (DBE) firms have committed to VDOT's small business utilization improvement.

We plan to maximize client interest in public-private initiatives, such as the "Mega Projects" identified in Northern Virginia and other transportation projects around the state. We continue to meet the challenges for business growth and look forward to another great year.



Governor Timothy M. Kaine and Secretary of Administration, Viola O. Baskerville oversee the VDOT Business Opportunity and Workforce Development Center (BOWD) partnership signing ceremony.

THE BUSINESS OPPORTUNITY AND WORKFORCE DEVELOPMENT (BOWD) CENTER IS OPEN

The BOWD Center officially opened its doors to 22 Disadvantaged Business Enterprise (DBE) firms in October 2007 to participate in an exciting new venture offered by VDOT to help grow businesses. The BOWD Center offers DBEs resources for bidding and estimating, financial management, marketing, bonding and loan packaging,

and additional types of assistance toward the goal of eventual self-sufficiency. In addition, at least 50 trainees, including employees of selected DBEs, will be enrolled in pre-apprenticeship programs or other workforce development programs to enhance sustained employment in the highway construction industry. The BOWD Center, funded by the Federal Highway Administration (FHWA), is a two-year pilot program that provides DBEs with business tools such as computers, a plan room, bid preparation software, a library, and dedicated staff.

BOWD participants have been involved in extensive training to prepare for upcoming contracting opportunities.



BOWD Center DBEs

- A & T Striping
- Belcher Consultants, Inc.
- Canterbury Enterprises, LLC.
- CHI Associates, Inc.
- Dwight Snead Construction
- Earth Environmental Consultants
- Elite Divers & Marine Service, Inc.
- J.D. Hauling
- Cephas Industries, Inc.
- HAULIT, Inc.
- HICO Services, Inc.
- K & M Enterprises, Inc.
- JIREH Construction, Inc.
- Lomax Trucking, Inc.
- PEMCCO, Inc.
- Precision Measurements, Inc.
- SAAD Consultants, Inc.
- Soft Tech Consulting, Inc.
- Team Henry Enterprises aka The Silty Lady
- Tony Wilson General Contractor
- Universal Adaptive Consulting Services, Inc.
- Valley Green Landscaping, Inc.

For additional information about the BOWD Center or the DBE firms listed here visit:

www.virginiadot.org/business/BOWD.asp
or contact:

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CHI ASSOCIATES

CUSTOMER SATISFACTION. This is the motto of CHI Associates and why its business continues to thrive since it was founded in 1974. “We conduct an in-depth analysis of projects to become familiar with the objectives, then apply state-of-the-art quality assurance by experienced managers, who ensure project completion according to schedule and within budget.”

CHI Associates participated in the SBA 8(a) Program and obtained contracts from the Department of Defense, Department of Transportation, Department of Commerce and Environmental Protection Agency. Graduating from the program in 1986, they diversified business interests and began working with VDOT in 1993 as a minority sub-contractor providing civil engineering services.

Today, Chi Associates provides services in hydrology/hydraulics analyses, storm water management, flood plain management, bridge scour, river mechanics and highway and bridge design. The latest technology and business trends are incorporated to business operations, all the way down to telecommuting for employees. The company has even patented software that allows programmers to solve system problems by remote. “I believe our strength is high-quality work, the good will that we have established, and being willing to change,” says Lotta Chi. CHI Associates is a partner of VDOT’s Business Opportunity and Workforce Development (BOWD) Center a member of the ATCS/CH2M Hill winning team for VDOT’s Mega Project.



L to R: Araz Gharangik, Lotta Chi, James Squire and Neil Huang

TRANSPORTATION CONFERENCE A SUCCESS

The 56th Virginia Transportation Conference was recently held at the Hotel Roanoke and Conference Center, hosted by the Virginia Department of Transportation, Virginia Department of Rail and Public Transportation, Virginia Department of Motor Vehicles, Virginia Port Authority, Virginia Department of Aviation, and the Virginia Tech Transportation Institute. The conference used plenary and panel discussions to help participants explore global impacts on transportation, economic impacts of prioritizing Investments and leveraging PPTAs, land-use and growth management, the U.S. role in transportation and other topics related to investments and economic benefit for Virginia’s transportation system, the nation and the world.



Participants from Nigeria, the Gambia, Yemen and other countries participated in the Institute for Public-Private Partnerships (IP3) Public-Private Partnerships Strategies and Methods Course sponsored by VDOT.

Supportive Services Available to DBEs

Certified DBEs are eligible to receive supportive services in areas such as legal assistance, marketing and accounting. For more information about these services and to request an application, contact Karen Feagin at the Business Opportunity and Workforce Development Center (BOWD) at (804) 662-9555 or by email at Karen.Feagin@VDOT.Virginia.gov



Date and Location

Activity

For more information

calendar 2008

January - April 2008 State-wide	Materials Certification Training	www.virginiadot.org/business/resources
February 28, 2008 Roanoke, VA	Transportation Construction Management Institute (TCMI) 20th Anniversary Banquet	rhmarsh@vt.edu or call: (540) 231-5182
March 26-29, 2008 Washington, DC	2008 Environmental Justice Conference Howard University School of Law	jrosenthall@msn.com or call (703) 624-2257
April 2-4, 2008 Hampton, VA	VTCA Spring Conference Transportation DBE Advisory Committee Meeting	www.vtca.org M.Esparza@VDOT.Virginia.gov or call (804) 786-2731
April 16-17 2008 Louisville, KY	TRANSP0 2008 Design-Build for Transportation Conference	www.designbuildtransportation.com/
April 24, 2008 Upper Marlboro, MD	Office of Small and Disadvantaged Business Utilization (OSDBU) Procurement Conference	www.fbcinc.com/osdbu/default.asp
May 4-6, 2008 Hampton, VA	Virginia Business Opportunity Fair (VBOF)	www.vmsdc.org/vmsdc/web/index.html
June-July 2008 Petersburg, VA Hampton, VA	Summer Transportation Institute Program	www.vsu.edu or www.hu.edu or ntsi.org
July 8, 2008 Charlottesville, VA	Transportation DBE Advisory Committee (TDAC) Meeting	M.Esparza@VDOT.Virginia.gov or call (804)786-2731
July 11-16, 2008 Indianapolis, IN	Conference of Minority Transportation Officials (COMTO) National Meeting and Training Conference	www.comto.org
September 20, 2008 Richmond, VA	Disadvantaged Business Enterprise (DBE) Picnic " Working Together"	www.virginiadot.org/business/buDBECommittee.asp

MEGA PROJECTS WORKSHOP DRAWS CAPACITY CROWD AND HIGH PRAISE

VDOT's recent "Partnering for Success" Disadvantaged Business Enterprise Workshop to prepare DBEs for the upcoming mega projects in Northern Virginia drew a capacity crowd and high praise from participants. Discussion topics included techniques for teaming with other DBEs, contractor pitfalls, prime contractor perspectives for getting the job done and other considerations for successful contracting.

Andrea L. Saad, President of SAAD Consultants, LLC and Andres Lunas (Lead Engineer) indicated that the day was very worthwhile, providing opportunities to learn, glean new ideas to think about and take advantage of beneficial

networking. "Terry Garrett's presentation (related to DBE partnering) instilled trust in me. We are getting a chance to level the playing field and I am excited about the liaisons that have been forged", said Mrs. Saad.

Workshop presenters included Kenneth Betz, Chief Engineer - Tavares Concrete Co. Inc., Joseph H. Kasimer, Esq. - Principal Kasimer & Annino P.C., Alex Roddey, Bonding Manager - BB&T, Terry Garrett, Founder and CEO Capitol Management & Information Engineering Services, Jeffrey Southard - Executive Vice President Virginia Transportation Construction Alliance and Mitch Lester, Project Director Fluor/TransUrban.



David Wang and Amrish Patel

Andrea Saad and Andres Lunas

Prescott Sherrod and Julie Cunningham

Northern Virginia Mega Projects represent an investment of more than \$7 billion to include:

- **Woodrow Wilson Bridge expansion** - the I-95/Telegraph Road interchange will widen I-95 and improve on- and off-ramp movements at Telegraph Road.
- **Dulles Corridor Metrorail Project** – Phase 1 is the extension of the existing Metrorail Orange Line to Wiehle Avenue in Reston. Work includes track construction, station construction, utilities relocation, and tunnel and bridge construction.
- **High Occupancy Toll (HOT) lanes on Interstate 495** – two lanes in each direction will be added outside the existing lanes of the Capital Beltway for about 14 miles between the American Legion Bridge and the Springfield Interchange.
- **High Occupancy Toll (HOT) lanes on I-95/395** – for 56 miles, one HOV/HOT lane will be added to existing HOV lanes, and two new HOT lanes will be built from Route 234 to Massaponax.
- **I-95 widening in Fairfax and Prince William counties** – for a distance of six miles, a fourth general-purpose lane will be added in each direction from Route 123 at the Occoquan River to Route 7100 (Fairfax County Parkway). Work also includes widening 10 bridges, including two over the Occoquan River; constructing 16 retaining walls; installing storm pipe; and installing eight sound barriers.
- **Base Realignment and Closure (BRAC)** – several proposed road projects are associated with this Congressional action that requires Fort Belvoir to accommodate more than 22,000 additional Department of Defense employees. Design and construction of the Fairfax County Parkway Extension through the Engineering Proving Grounds has been funded.

Materials Division Certification Schools 2008 Schedule

Aggregate Properties

Course topics: SuperPave and Stone Matrix Asphalt mix design; materials selection, test methods, and specifications.

Asphalt Field

Course topics: Hot Mix Asphalt placement, compaction, joints, density testing, specifications. Inspector and contractors responsibilities.

Asphalt Plant

Course topics: Components of asphalt, testing, sampling, aggregate proportioning, job mix formulas, mix design, specifications, responsibilities of the VDOT monitor and the producer's technician, automated data processing.

Asphalt Plant Mix Design

Course topics: SuperPave and Stone Matrix Asphalt mix design; materials selection, test methods, and specifications.

Surface Treatment

Course topics: Materials, equipment, proper placement procedures, specifications.

Slurry Surfacing

Course topics: Materials, equipment, proper placement procedures, specifications.

Central Mix Aggregate Plant

Topics include: testing of aggregates, job mixes, specifications, production sampling and stockpiling, automated data processing forms, pay quantities, titration, Quality Assurance, Modified Acceptance, Bonded Weigh Programs.

Concrete Plant

Instruction will cover: components of concrete, ACI Concrete Mix Design, moisture content and batch weight calculations, requirements for inspection of plant and equipment, responsibilities of producer's Quality Control Technician and VDOT Monitor, automated data processing.

Concrete Field

Subject matter includes components of concrete, field inspection and repair of hydraulic cement concrete structures, responsibilities of contractor's technician and VDOT inspector, automated data processing and specifications.

Pavement Marking

This course involves classroom instruction regarding layout and pre-marking, materials, application, quality control testing, visual inspection and troubleshooting of pavement markings and markers.

Soils & Aggregate Compaction

Course instruction covers nuclear density testing, one-point proctor and "Speedy" moisture. Also covered are construction and testing of embankments and subgrade, pipe installation, roller patterns and reports.

View course schedules and class requirements at: www.virginia-dot.org/business/resources/bu-mat-2008brochure.pdf



Upcoming: DBE Training on VDOT Forms and Project Management

Training to help DBEs better understand paperwork and processes will be available this spring through VDOT. The upcoming workshops will help businesses identify how and when to submit VDOT forms. Timely submission of completed forms is a very important aspect of highway project management, contributing to contract performance.

Workshop dates will be announced on VDOT's event page soon at www.virginiadot.org/business/events.asp.

VDOT forms are available online at: www.extranet.vdot.state.va.us/forms/.



Trainee Yamil Escobar, certified as a front end loader operator by W-L Construction. VDOT inspector Bill Broughman looks on.

Projected Advertisements

<i>Ad Date</i> (Targeted)	<i>State Project Number</i>	<i>Residency</i>	<i>Project Description</i>
3/1/08	EN00-192-134,C503	Mecklenburg	Downtown Clarksville Streetscape Improvements, C503
3/1/08	TS05-047-383,P101, N501	James City	Install new traffic signal
3/1/08	TS05-099-384,P101, N501	York	Install new traffic signal
3/1/08	0644-023-P21,N501	Culpeper	RTE 644-Widen & surface treat non-hardsurf. roadway
3/3/08	C1US-111-226,P101, M501		Install safety lighting on Falmouth Bridge
3/11/08	PM04-026-324,N501	Dinwiddie	Asphalt concrete overlay on I-85 (NB/SB)
3/11/08	0005-047-118,P101, R201, M501	James City	RTE 5-Intall RTL from NB RTE 615 onto EB RTE 5
3/11/08	PM07-002-351,N501	Albemarle	164 EBL Pavement overlay and guardrail upgrades
3/11/08	TS04-96A-013,C501	Fairfax	Install and modify traffic signals and ITS plant
3/11/08	TS05-96A-014,C501	Spotsylvania	Install and modify traffic signals and ITS plant
3/11/08	0077-010-110,C501	Bland	RTE 77 - Weigh station improvements
3/11/08	0650-044-314,P101, R201, C501, D643	Henry	RTE 650 - Reconstruction
3/11/08	0081-060-707,P101, N501	Montgomery	Extend NB Decel Lane @ Exit 128
3/11/08	BR02-962-373,N501		DST-WIDE Bridge planned prev. maint;STRS 4563,7782,10064,21729
3/11/08	BR02-962-374,N501		DST-WIDE Bridge planned prevmaint-10 STRS
3/11/08	1111-019-265,P101, N501	Charlotte	RTE 1111-Install sidewalk
3/18/08	PSGO-966-101,P133, N549		Reconstruction of signals
3/18/08	PSGO-966-101,P134, N550		Purchase equipment for uninterrupted Power Control
3/24/08	1550-099-RS,FY03	York	RTE 1550-Engineer. & Design of Brandywine Subdiv.
3/25/08	0734-038-P95,P101, N501, B648	Grayson	RTE 734-Bridge rehabilitation
3/25/08	0709-013-T63,	Buchanan	RTE 709 -Rural rustic
3/25/08	0706-013-R78,	Buchanan	Paving in Place (rural rustic)
3/25/08	0659-005-P81,P101, N501	Amherst	RTE 659-Rural rustic road (surface treat non-hardsurface)
3/25/08	0709-062-P81,P101, N501	Nelson	RTE 709-Rural rustic road (surface treat non-hardsurface)
3/26/08	0807-077-P14,N, N501	Pulaski	RTE 807-Reconstruct & surface treat non-hardsurface
3/28/08	0309-000-122,P101, C501	Arlington	Arlington County-sidewalks/other pedestrian improvements
3/30/08	EN02-325-127,P101, C501	King William	Town of West Point - River Trail & Historic Walk
3/30/08	EN01-024-155,P101, C501	Cumberland	Cumberland County Courthouse - Streetscape improv.
3/31/08	0643-053-305,C501	Loudoun	RTE 643-Widen from 2 lanes to 4 lanes (Rev sharing proj)
3/31/08	0643-053-305,C502	Loudoun	RTE 643-Widen from 2 lanes to 4 lanes (Rev sharing proj)
3/31/08	U000-110-133,P101, N501	Fairfax	Purchase Hybrid Vehicles - Falls Church
3/31/08	0811-009-299,C501	Bedford	RTE 811Construct left & right turn lanes
3/31/08	EN03-073-124,P101, C501	Prince Edward	Robert Russa Moton Museum
4/1/08	EN98-054-124,C503	Louisa	Trevilian Station Battlefield - Ogg Farm Pull Off - C503
4/1/08	0606-052-R16	Lee	Asphalt plant mix overlay for Route 606 in Lee County
4/1/08	0624-052-R17,	Lee	Asphalt plant mix overlay for Route 624 in Lee County
4/1/08	0058-052-X19,	Lee	Install left turn turn lanes on RT. 58
4/1/08	0023-084-X62,	Scott	Install left turn turn lane on RTE 23 NB
4/1/08	0023-084-X63,	Scott	Install right turn lane and guardrail on RT. 23
4/1/08	0023-084-X64,	Scott	Install right turn lane Route 23 NB
4/1/08	0023-084-X65,	Scott	Install right turn lane Route 23 NB
4/1/08	TS03-015-404,M501	Campbell	Install traffic signal @ intersection of RTE 460B,829,&1505
4/7/08	9999-053-292,P102, M502	Loudoun	RTE 9999-Construct park & ride facility off RTE 643
4/8/08	0744-058-P77,M501	Mecklenburg	RTE 744-Reconstruct & surface treat non-hardsurface road
4/8/08	0337-122-F14,R201, C502	Norf/Port/Ches(Rural)	RTE 337-Navy recreational facility
4/8/08	0264-122-186,P101, N501	Norf/Port/Ches(Rural)	Install type B, class VI pavement line markings on I-state
4/8/08	PM05-965-406,N501		Asphalt overlay with traffic safety items
4/8/08	0627-039-195,M501	Greene	RTE 627-Spot improvements
4/8/08	0263-085-106,P101, R201, N501	Shenandoah	RTE 263-Improve horizontal alignment & widen shoulders
4/8/08	0657-029-357,P101, RW201, C501	Fairfax	RTE 657-Widen to six lanes
4/8/08	U000-155-120,P101, R201, C501	Prince William	Wellington Road-Widen to provide 4 lanes
4/8/08	PM09-076-407,N501	Prince William	Interstate paving on I-95 in Prince William County
4/8/08	PM09-000-408,N501	Arlington	Paving on various primary routes in Arlington County
4/8/08	PM09-076-409,N501	Prince William	Guardrail upgrades in NOVA/Prince Wm and Arlington
4/8/08	BR01-097-331,C501	Wise	Rehab of str. 1053 on RTE 78 over Callahan Creek
4/8/08	BR01-052-334,C501	Lee	Rehab. of Str. 1031 on Rte 58 over Powell River & RTE 633

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VDOT ensures nondiscrimination and equal employment in all programs and activities in accordance with Title VI and Title VII of the Civil Rights Act of 1964. If you need more information or special assistance for persons with disabilities or limited English proficiency, contact VDOT's Civil Rights Division.

