

DBE FASTRAC

Volume 2, Issue 1

Tennessee Department of Transportation, Civil Rights Office

Spring 2006

In This Issue

Deborah Luter	1
CMDP Program	1
Meet a TDOT DBE	2
Announcements	3
Partnership News	3
New Certified DBEs	3
DBE Calendar	4

**Mark Your
Calendar and
Save This Date!
TDOT DBE
Annual
Meeting
Sept. 26, 2006**

**Come join this
event and make
sure you are in
this year's photos!**

*Check Page 2 for all
the information on the
BRG DBE Supportive
Services Training
Programs.*

*Schedule for all TDOT
Regional DBE Meetings
on Page 4.*

FROM THE SMALL BUSINESS DEVELOPMENT PROGRAM DIRECTOR: *An Update on UCP*



*Deborah Luter,
SBDP Director*

The Small Business Development Program (SBDP) is making plans to fully implement the Uniform Certification Program (UCP). This UCP is a program mandated by the U. S. Department of Transportation (USDOT) to ease the burden on small businesses seeking certification as a DBE. The State of Tennessee Uniform Certification Program (SOTUCP) is comprised of fifteen partners from across the state. These partners include state transportation entities that are direct recipients of USDOT funds and meet certain minimum qualifications. The list includes:

**Chattanooga Area Region
Transportation Authority
Chattanooga Metropolitan Airport Authority
Clarksville Transit System
Jackson Airport Authority
Jackson Transit Authority**

**Knoxville Area Transit
Memphis Area Transit Authority
Memphis Shelby County Airport Authority
Metropolitan Knoxville Airport Authority
Metropolitan Nashville Airport Authority
Metropolitan Transit Authority
Regional Transportation Authority
Smyrna Airport
Tennessee Department of Transportation
(TDOT)
Tri-Cities Airport**

Several years ago, the USDOT required all recipients of USDOT funds to enter into an agreement to provide "one-stop shopping" to DBEs seeking certification. This "one-stop shopping" provision allows firms to certify only once as a DBE with our partners, and the certification will be accepted throughout the state. Recipients across the state and

cont. page 3

BRG Business Development Training

Business Resource Group provides support services for the TDOT SBDP DBE Program. Business Development Services is a very important part of the Supportive Services Program for DBEs, helping DBEs grow and expand their businesses to successfully participate in TDOT projects.

The training and CMDP consist of three modules of workshops and seminars to assist DBEs with developing and improving skills in business planning, business operations, financial management, marketing, bidding and estimating, and project management. TDOT's leadership is committed to eliminating disparities that prevent minorities and women-owned businesses from participating in highway and road work. TDOT is committed to directing a new emphasis on leveling the playing field in the TDOT construction process.

Franketta Guinn,
President & CEO of
Monguinn Enterprises
and partner with

Business Resource Group, LLC is Training Coordinator and Marketing Administrator for the DBE Supportive Services Program. Ms. Guinn is an EMBA graduate of the University of Memphis Fogelman College of Business and Economics and has more than two decades of experience in management and business development. Please contact her at Business Resource Group at (901) 276-0157 or toll free at (866) 765-4274.

(Schedules and Locations Page2)



Meet... Kimberly Danson, President ~ Kimberly, Inc.

Making the decision to re-train herself was the factor that earned Kimberly Danson and her company, Kimberly, Inc., a unique position in the TDOT DBE contracting arena. After leaving a previous partnership and attending classes in erosion control at the University of Tennessee, Ms. Danson founded a new company and changed her career course.

In June, 2004 Kimberly, Inc. located in Sparta, Tennessee was certified as a TDOT DBE specializing in erosion control as well as silt fencing and right of way markers.

Kimberly, Inc. has ten employees who attend technical seminars and certification courses to maintain their expertise in the soil erosion field. Upgrading skills of employees is a priority for Ms. Danson, as well as her own training.

One factor about the TDOT DBE program that impresses Ms. Danson is the professionalism of the prime contractors and their respect for her as a non-traditional company owner. She also emphasized that the qualities of providing excellent service, being honest, and selecting good people as employees constitute a successful TDOT DBE.

After being a certified DBE for two years, Ms. Danson's goals are to become a prime contractor and to perform well in the Knox County, SmartFix contract which is currently the largest in the state of Tennessee. She also looks forward to participating in the BRG Supportive Services Construction Development Management Program (CDMP) scheduled in May, 2006.



 **KIMBERLY, INC.**
Certified DBE
Silt & Erosion Control

DBE ANNOUNCEMENTS

Business Development Workshops

Business Resource Group (BRG) will be conducting one day workshops in all TDOT Regions for training in Business Development and Construction Management Development. The workshop series will address a variety of skills designed to improve DBE business performance and success. Among the area to be covered are:

- Bidding and Estimating
- Business Planning
- Financial Management
- Marketing Strategies
- Operations Management
- Organizational Management
- Project Management
- Safety and Risk Management

All DBEs are encouraged to attend.

VideoConferencing Workshop Locations:

Region 1

University of Tennessee,
Knoxville ITES C
40 Communications Building
Circle Park
Knoxville, TN 37996

Region 2

University of Tennessee
Chattanooga Fletcher 205
615 McCallie Avenue
Chattanooga, TN 37403

Region 3

University of Tennessee Center
for Industrial Services/ Institute for
Public Service
193 E. Polk Avenue, Suite C
Nashville, TN 37210

Region 4

LeMoyne Owen College
Hollis F. Price Library
807 Walker Avenue
Memphis, TN 38126

Business Resource Group has partnered with LeMoyne Owen College, a HBCU in Memphis, and UTCIS, Knoxville to offer workshops via videoconferencing in all four TDOT regions.

The class schedule is as follows:

Strategies for Negotiating	Thursday May 4	5 pm—8 pm, CST
Licensure & Legal Agreements		6 pm—9 pm, EST
Doing Business with TDOT	Thursday May 11	5 pm—8 pm, CST 6 pm—9 pm, EST
Project Management	Thursday May 18	5 pm—8 pm, CST 6 pm—9 pm, EST
Bidding & Estimating	Thursday May 25	5 pm—8 pm, CST 6 pm—9 pm, EST
General Construction	Thursday June 1	5 pm—8 pm, CST
Contracting and Subcontracting		6 pm—9 pm, EST

Regions 1 & 2 are on Eastern Standard Time.

Regions 3 & 4 are on Central Standard Time.

PARTNERSHIP NEWS

Meeting with TDOT Division of Aeronautics

Overseeing 70 GA (General Aviation) Airports throughout the state of Tennessee is a rewarding challenge for James Williams, Project Manager and DBE Liaison Officer for the TDOT Division of Aeronautics. Not only does he supervise all Planning and Design for the state's GA airports, he also monitors the bidding activities in the areas of seeding and mulching, soil testing, asphalt and concrete paving, excavation, grading, and surveying.

To support the success of DBE contracting, Mr. Williams maintains close contact with consulting engineers and prime contractors to assess their efforts to solicit DBEs. "A good faith effort" is the

standard to meet and exceed for the contractors utilized by Mr. Williams. They are accountable for recognizing DBE participation goals, providing ample notification of bidding, and emphasizing location, time, and dates bids will be awarded. Mr. Williams' recommendations for DBEs interested in projects at GA airports are:

- 1. Show up at pre-bid meetings.** DBEs are rarely present, and it would be advantageous for them to introduce themselves and make their expertise known.
- 2. Research the requirements of a project before bidding.** Some DBEs do not dig deep enough for details to allow for

variables and thereby underbid their services. Going back to a prime contractor after underbidding may affect the DBE's award to contract.

3. Set goals to grow into prime contractor status. The DBEs who focus on growing their firms to the capability of being prime contractors not only create more independent success, but they also serve as role models for other DBE firms.

4. Participate in DBE Supportive Service training when at all possible. DBEs that make business training a priority have a better opportunity to grow into prime contractors.

UCP Update...cont.

participating agencies should witness an increase in DBE participation on all transportation projects. With TDOT as the lead agency, the UCP has been developed and is currently in the implementation phase.

The UCP will ensure an efficient and consistent certification process for all participants. An added benefit is the reliable DBE information that will be made available to internal and external stakeholders through the enhanced DBE directory.

Because this directory will house information collected from all federal recipients across the state, participating agencies should witness an increase in DBE participation on all transportation projects. As progress with this new area regarding UCP continues, we will keep you apprised of the developments.

Best regards,




TDOT Small Business Development Program Staff

— WELCOME! —

NEWLY CERTIFIED DBE FIRMS

January 2006 - April 2006

Kirby Salton
Salton Fox
Construction Co. Inc.
 3811 Contractors Place
 Memphis, TN 38115

Nico De Leon
NXL Construction Company, Inc.
 114 East Cary Street
 Suite 200
 Richmond, VA 23219

Visanji T. Gala
Gala Engineering, Inc.
 7975 Stage Hills Boulevard
 Memphis, TN 38133

Yovette L. Drake
UCG Associates, Inc.
 10 S. Riverside Plaza
 Suite 1800
 Chicago, IL 60606

Lori L. Miller
Keystone Specialty
Services, LLC
 P.O. Box 310
 Caryville, TN 37714

Sue F. Knapp
KFH Group, Inc.
 4920 Elm Street
 Suite 350
 Bethesda, MD 20814

Juan R. Self
Self Tucker Architects, Inc
 505 Tennessee Street,
 Suite 101
 Memphis, TN 38103

Henry T. White
Coastline Consulting Services, Inc.
 23 East Charlton Street
 Suite 1A
 Savannah, GA 31401

Linda Blount
A-1 Pavement Marking, Inc.
 238 North Bivens Road
 Monroe, NC 28110

Ronnie E. Rogers
Corporate Security
 3023 Linden Avenue
 Knoxville, TN 37914



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TDOT DBE CALENDAR

Letting Dates 2006

June 2 September 1
July 14 October 27
December 8

BRG, LLC DBE Regional Meetings

Region IV May 9
Region III May 15
Region II May 17
Region I May 16



Disadvantaged Business Enterprise Supportive Services Program



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