

DBE FASTRAC

Volume 2, Issue 3

Tennessee Department of Transportation, Civil Rights Office

Summer 2006

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DBE Calendar

Schedule of Other Events

TDOT Bid Letting Dates 2006

October 27
December 8

TDOT ANNOUNCES NEW BOND GUARANTEE PROGRAM FOR DBEs

TDOT Commissioner Gerald Nicely and the Civil Rights Office, along with its Small Business Development Program, would like to introduce a program aimed at DBEs who have a desire to work on TDOT projects, but may be unable to secure the required bonding. The Bond Guarantee Program (BGP) was designed to provide the maximum opportunity for these DBEs to bid, participate and perform successfully on TDOT contracts.

David Neese, Manager of the TDOT-DBE Bond Guarantee Program, has experience with the state and also was employed in the private sector within the insurance industry. An advantage he brings is an orientation of legalities from working as a paralegal. The Bond Guarantee Program is available to qualified DBEs who have been denied a surety bond within the previous twelve (12) months and who have successfully completed, or been granted an exemption from, the Construction Management Development Program (CMDP). The CMDP assists applicants in the development of construction and business management skills through classroom training, on-the-job training, technical assistance and counseling.



Bond guarantees allow qualified applicants an equal opportunity to compete for TDOT projects, while significantly reducing the risk assumed by surety companies, who in turn provide assurance that the work will be completed. TDOT may guarantee 80-90% of a surety bond worth \$500,000 or less so long as the bond is provided by a pre-approved Surety.

DBEs, Small Businesses, Contractors, Underwriters and Agents interested in becoming affiliated with the program should call or visit the Website for more information. A Web page is currently under development, and should be posted on TDOT's Small Business Development Program Website soon.

TDOT would specifically like to thank the following parties for their contributions made toward the BGP: Main Street America Assurance Company, Travelers Bond and Spann Insurance, Inc. (Nashville, TN).

Contact Info:

Bond Guarantee Program
TDOT Civil Rights Office
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Nashville, TN 37243
www.tdot.state.tn.us/civil-rights/bgp
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BRG CONSTRUCTION PLANNING: PREPARING TO DO BUSINESS WITH TDOT

There are several steps involved in doing business with TDOT. One in particular is being able to bond a project. Surety bonds are mandated by law on most public works projects; the use of surety bonds on privately-owned construction projects is at the owner's discretion. TDOT falls in the public works category and therefore if you have not been

required to provide a bond on TDOT funded projects, it is just a matter of time before you will be asked the question, "Can you Bond this job?"

There are three types of Surety bonds.

- Bid Bond - Assures that the bid is submitted in good faith and the contractor will enter into

Register deadline for
TDOT - DBE Annual
Meeting on
September 19
(Form on page 4)

Meet...Dennis Garcia, President ~ WMC Construction

Dennis Garcia took advantage of his experience with a concrete product manufacturer and the availability of a 50-year-old company within the same industry that was already doing business with TDOT. In 2000, Garcia bought the successful business and founded WMC Construction located in Trenton, Tennessee. WMC provides curbs, gutters, sidewalks and medians for TDOT prime contractors. "Do your research" is a tip that Garcia offers to DBEs who are assessing which contracts to bid. He also suggests starting with smaller contracts and building experience.

It was steady growth and use of available assets and resources that supported WMC Construction in maintaining the business that Garcia acquired. Another factor that has contributed to WMC Construction's solid track

record with TDOT is supplying consistent quality performance that does not vary. On the subject of bonding, Garcia is highly supportive of the TDOT DBE Bond Guarantee Program. He said he did not have that type of break when he needed it five or six years ago.

"We struggled for three years with bonding," Garcia explained. "We had to work our way up. Sometimes the contractor had to carry the bond for us. Normally, you have to build a lot of experience to get a bond. It is 90% of getting the work."

When asked to offer a key factor that could make a difference for DBEs, Garcia emphasized that drawing on the resources provided by BRG is the "biggest shortcut" to doing successful business with TDOT. "Take advantage of all the resources available."



Dennis Garcia, President
WMC Construction

BRG Coordinates TDOT DBE-PRIME MATCHMAKER EVENT

You don't want to miss the best networking event of the year!

The Tennessee Department of Transportation, Office of Civil Rights Small Business Development Program, in conjunction with the Department of Economic and Community Development, Business Enterprise Resource Office, will host the first Matchmaker event for TDOT divisions, prime contractors and DBEs. It will be held at the DBE Annual Meeting on Tuesday, September 26, 2006, from 8:30 am to 3:00 pm at the Sheraton Hotel Downtown, Nashville. The main objective is to bring prime contractors and DBEs together to meet and discuss their mutual needs within the TDOT contracting system.

At FasTrac press time, the following had committed to participating in the Matchmaker event.

TDOT Divisions

- Civil Rights Office
- Construction
- Planning

- Design
- Purchasing

Prime Contractors

- Charles Blaylock & Sons, Inc
- Dement Construction
- Bell & Associates
- Ford Construction
- Lojac, Inc.
- Highways, Inc.
- Summers & Taylor

Disadvantaged Business Enterprises (DBE's)

- Charles H. Hill Contractors
- E. W. Moon, Inc
- Toles and Associates
- Brighter Days and Nights
- SMS Contractors
- Kimberly Inc
- Kim Willis
- Kathy Freeman Trucking, Inc
- Planet, Inc
- East Tennessee Mechanical Contractors
- Precise Concrete
- Jerry Young Construction

Preparing to Do Business...cont

the contract at the price bid and provide the required performance and payment bonds.

- Performance Bond - Protects the owner from financial loss should the contractor fail to perform the contract in accordance with its terms and conditions.
- Payment Bond - Assures that the contractor will pay specified subcontractors, laborers and materials suppliers associated with the project. Before a Surety underwrites a bond, the contractor undergoes a careful, rigorous and thorough process called *prequalification*.

Prequalification Checklist:

- An organizational chart – key employees and their responsibilities
- Detail resumes of key employees
- A business plan outlining the type and size of work sought, prospects for such work, the geographic area in which the company operates, and growth and profit objectives
- Current work in progress, as well as a history of the largest completed jobs
- Continuity or completion plan outlining how the business will continue in the event of the owner's death or disablement
- Evidence of a bank line of credit
- Letters of recommendation or reference

Business Resource Group, TDOT/DBE Supportive Services Contractor, is prepared to assist you in preparing your company for the Surety Bond process. For more information please call Carol Crawley at (901) 276-0157, Toll Free (866) 765-4274.

PARTNERSHIP NEWS

Tennessee ECD-Business Enterprise Resource Office (BERO)

The Business Enterprise Resource Office (BERO) in the Business Services Division of the state of Tennessee Department of Economic and Community Development (ECD) functions as the services arm to diversity businesses or small, minority and women-owned businesses. BERO Enterprise Specialists in the three Grand Divisions provide technical, financial and management information assistance to entrepreneurs and existing diversity businesses. BERO also works closely with the Governor's Office of Diversity



Ronald Wade
East Tennessee Division

Business Enterprise (Go-DBE) assisting small and minority businesses with state procurement opportunities.

BERO identifies resources through many partnering agencies:

- Tennessee Small Business Development Centers (TSBDC)
- Tennessee Valley Authority
- USDA Rural Development
- Women's Resource Centers

- Non-Profit Entrepreneur Training Programs
- Micro-Lending Programs
- Venture Capitalists

BERO also publishes and distributes

Establishing and Operating a Small Business in Tennessee, a resource manual for small business.

ECD-BERO conducts Tennessee Matchmaker conferences across the state and will participate in the TDOT-DBE Annual Meeting/Matchmaker event later this month.

For assistance, contact the BERO Enterprise Specialist in your Grand Division.

Ronnie Wade, East Tennessee
865.777.4043

Wisty Pender, Middle Tennessee
615.532.1926

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Tennessee Department of Transportation



DBE Supportive
Services Program

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— WELCOME! —
NEWLY CERTIFIED DBE FIRMS

Welcome to the Firms
Recently Certified as TDOT DBEs.

C. J. Enterprises

CD Steger Construction Inc

First Light Resources LLC

Sunago Builders Inc

Vega Concrete

Long's AAA Painting Contractor

M. K. Wilson & Associates Inc

JHM Enterprises

Rudek Cosntruction Services Inc

Progressive Engineering Group LLC

D. T. Read Steel Co Inc

Global Wireless Communication LLC

Heidi Stamm Public Affairs

Peggy Malone & Associates

Connetics Transportation Group Inc



2006 DBE ANNUAL MEETING
Registration Form - September 26, 2006
Sheraton Hotel, Nashville, TN
8:30am – 3:00pm



Please Check One:

Certified DBE Small Business Other _____

NOTE: YOU ARE ENCOURAGED TO SUBMIT YOUR APPLICATION BY SEPTEMBER 8th - SPACE IS LIMITED

Name of Firm: _____

Contact Person: _____

Address: _____

City/State/Zip: _____

Email Address (required to send confirmation): _____

Phone: _____ Fax: _____ Cell: _____

Please indicate any special medical/dietary restrictions you may have:

Firm's Primary Area of Work/Service _____

Payment must accompany registration. If you have questions please contact BRG at (901) 276-0157 or Toll-Free at (866) 765-4274 Fax: (901) 276-0159 Registration Fee: **\$25.00** Payable to Business Resource Group, LLC, P.O. Box 383301, Germantown, Tennessee 38183

Method of Payment:

Check Enclosed Money Order Enclosed



Disadvantaged Business Enterprise
Supportive Services Program



P.O. Box 383301
 Germantown, TN 38183
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