

DBE FASTRAC

Volume 7, Issue 2

Tennessee Department of Transportation Civil Rights Office

Spring, 2009

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Construction Management Development Program

CMDP Online Training

Strategic Planning

Financial Management

Information Technology

Doing Business with TDOT

See page 3 for Registration
and Information.

See page 4 for 2009
Scheduled Letting Dates.

TDOT FEDERAL STIMULUS FUNDING PROJECTS BREAK GROUND WITH DBE PARTICIPATION ON THE RISE

On April 16, Governor Phil Bredesen joined TDOT Commissioner Gerald Nicely and other state officials in Gibson County to break ground on Tennessee's first transportation project funded with American Recovery and Reinvestment Act (ARRA) funds. Since President Obama signed the ARRA into legislation on February 17, TDOT has taken a fast, yet meticulous, approach in disbursing the \$572 million allotted for Highways and Bridges in an even manner across the state. As of the time of this writing, ten projects in ten different counties have already been awarded for contracting. Since all ARRA projects have DBE goals attached, ten different DBEs were able to secure a total of 24 subcontracting jobs for a combined amount of \$478,675.71.

As great as these numbers are for TDOT's DBEs, this is but a fraction of the jobs that are coming up for bid in the next few months. In the month of May alone, there will be 105 contracts in 67 counties with DBE Goals attached. One hundred four of these are a direct result of the funds made possible through the ARRA. The June letting, which is still

being finalized, is expected to be comparable in size to the May letting.

With the vast amount of upcoming projects requiring DBE participation, there is urgent need for DBEs to take action in making sure that they are ready to work on these projects. If your business has not been prequalified, please visit TDOT's Small Business Development Program webpage at: <http://www.tdot.state.tn.us/civil-rights/smallbusiness/> to fill out the prequalification forms as soon as possible. Prequalification is mandatory for all prime or sub-contractors in order to work on TDOT jobs.

Also, all DBEs wanting to be included on the Interested Parties List should contact Virgil WhiteOwl at Virgil.WhiteOwl@tn.gov prior to each letting. The names of those DBEs will then be posted online at the time of each letting.

Stimulus Recovery Websites:

www.tdot.state.tn.us/recovery/
www.fhwa.dot.gov/economicrecovery/
www.dot.gov/recovery

Scheduled Letting - June 12, 2009

*Watch for numerous opportunities available due to stimulus funding
and DBE participation goals!*

Meet...Rebecca Woods, Superior Traffic Control

One of the inherent qualities of a successful entrepreneur is to recognize an opportunity and pursue it. Rebecca Woods, president and founder of Superior Traffic Control, certainly qualifies. During graduate school, she took a job with a company installing construction safety equipment. When that company went out of business, she recognized a market and founded her own firm with the experience she had gained.

Ten years ago, Superior Traffic Control broke into the market and began to supply safety road construction equipment including orange drums, detour directionals and portable barrier rails as well as other signage. Located in Cordova, Tennessee just outside Memphis, Superior Traffic Control contracts 65% of its business to TDOT prime contractors. It also supplies numerous counties in Tennessee, Arkansas, and Mississippi. The firm has expanded by opening an office in Nashville and will open one in Chattanooga in the fall of 2009.

For the past three years, Superior Traffic Control has been a certified TDOT DBE. During the first year as a DBE, Superior Traffic



Rebecca Woods, President

Control took advantage of Construction Management Training and subsequently, has participated in Match-Making and developing relationships with prime contractors.

Ms. Woods emphasized that being a TDOT certified DBE opens doors and provides an introduction to good companies with contracts. However, she pointed out that once a firm has that exposure, it is up to the firm to prove itself.

When asked what advice Ms. Woods could offer other DBEs, she explained that quality work performance makes for longevity whereas low pricing is short-lived. She added prime contractors are looking for dependable sub-contractors that follow through with pleasant working relationships. The success of Superior Traffic Control also includes continuing education and training for her employees as well as going the extra mile with customer service.

Superior Traffic Control
9303 Cordova Park Road
Cordova, Tennessee 38018
901.737.9958

Welcome - New DBEs

Region 1

Gill Construction Support Services, LLC
 Andrea Gill
 Knoxville, Tennessee
 Construction Staking, Line Grades and
 Surveying

Region 3

AnMarc, Inc.
 Anthony Sensabaugh
 Nashville, Tennessee
 Professional, Scientific & Technical
 Service

Trinity III Mechanical, LLC
 John A. Hayes
 Hendersonville, Tennessee
 Plumbing, Heating & Air Conditioning

Varallo Public Relations, LLC
 Deborah Varallo
 Nashville, Tennessee
 Public Relations

Water Quality & Erosion Control of Tennessee
 Jean Matthews
 Nashville, Tennessee
 Environmental Consulting

Region 4

Wendy Goldstein Design
 Wendy Goldstein
 Paris, Tennessee
 Graphic Design Services

Recently Renewed DBEs

Region 1

B & B Lawn Services, LLC
 Baffin Harper
 Knoxville, Tennessee
 East Tenn Geosynthetics, LLC
 Peggy Plauger
 Knoxville, Tennessee
 E.L.C. & Company
 Ellen L. Clifton
 Seymour, Tennessee

IPS Chemicals
 De'Ossie Deon Dingus
 Knoxville, Tennessee

Marshall & Company
 Laura Marshall
 Knoxville, Tennessee

Production Components
 Ted Duke
 Clinton, Tennessee

W & W Engineering, LLC
 Cathy Walden
 Greenville, Tennessee

Region 2

C.J. Enterprises
 Carolyn Jones
 Chattanooga, Tennessee

Pecs Construction
 Timothy Pruett
 Decherd, Tennessee

Shrop Construction Company
 James Shropshire
 Chattanooga, Tennessee

TKM, Inc.
 Tammie Melton
 Celina, Tennessee

Region 3

Atlantic Surveying & Mapping
 Robin Jo Hamill
 Lebanon, Tennessee

cont. next page

TDOT CMDP Online Training

TDOT CMDP and TRAINING CLASSES are available online to TDOT certified DBEs 24/7.

The following classes are offered this quarter (April 2009 - June 2009).

Strategic Business Planning which includes:

- Developing strategies for taking advantage of the stimulus package opportunities
- Marketing Tips for developing relationships with Prime Contractors
- Developing a second level of management and Supervision for your company

Financial Management which includes:

- Understanding and interpreting Financial Statements for Banking, Borrowing and Bonding
- Accounting and Bookkeeping using Quick Books

Information Technology which includes:

- Essential Computer Concepts
- WindowsXP
- Browser and email essentials

How to Do Business with TDOT which includes:

- How to recertify and pre-qualify for bidding on TDOT contracts
- How to find necessary information on the TDOT Website
- How to get your company’s name on the Interested Parties List
- How to respond to request for letters of interest from Engineering Consultants

And much, much more...

PLEASE NOTE THAT CLASSES ARE NOW OPEN TO ALL COMPANY MANAGEMENT STAFF

For more information and registration, contact:

Franketta Guinn - Business Resource Group

Phone: 901.276.0157 or 866.765.4274

Email: frankettaguinn@bellsouth.net

Recently Renewed DBEs (cont.)

E & E Lawn Services, LLC
Eric T. Washington
Clarksville, Tennessee

G & M Associates
Greg Rice
College Grove, Tennessee

Hudson Construction Group, Inc.
Shelia A. Hudson
Nashville, Tennessee

K. S. Ware & Associates
Kathryn S. Ware
Nashville, Tennessee

MCD Transportation
Donna Wood
Smyrna, Tennessee

Reynolds & Reynolds
Janitorial Services, Inc
DeMarco Reynolds
Brentwood, Tennessee

Region 4

Airfield, ETC., Inc.
Stephanie Poole
Memphis, Tennessee

Brighter Days & Nites, LLC
Dorothy Sinclair
Memphis, Tennessee

Hess Environmental Services, Inc.
Connie Hess
Memphis, Tennessee

Matthews Contract Painting, Inc.
JoEvelyn Matthews
Memphis, TN

T.H.Y., Inc
Tech Tang
Memphis, Tennessee

WMC Contracting Co., Inc.
Dennis Garcia
Trenton, Tennessee

Out of State

D. Wilson Consulting Group, LLC
Deirdre D. Kyle
Jacksonville, Florida

KFH Group, Inc.
Sue Knapp
Bethesda, Maryland

Project Controls Group, Inc.
Marvin Woods
St. Louis, Missouri



Volume 7, Issue 2

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Civil Rights Office

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DBE Supportive
Services Program

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DBE CALENDAR

CMDP Training Online

April 2009 - June 2009

See page 3 for more details.

**Scheduled
2009 Letting Dates**

June 12

October 30

August 7

November TBA
(Litter & Removal)

September 18

December 11

*Be sure to check your e-mail for
additional TDOT DBE
notices and announcements*



Disadvantaged Business Enterprise
Supportive Services Program



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