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From the Small Business Development Program Director

On the second Sunday in March, clocks were set ahead one hour at 2:00 am standard time. On the first Sunday in November, the process is reversed and clocks are set back one hour. These dates were established by Congress and allow us to use less energy in lighting our home by taking advantage of the longer and later daylight hours. In other words, someone thought it would be a “good idea” for this change to occur.



For small businesses to remain viable in today’s economy, they also need to be continually thinking up new and better ideas directed towards change. At the inception of a company, there should be a business plan to map out the goals, plans and general direction of the business. During the life cycle of the business, they also need to have a succession plan to prepare their business to survive should uncertainties occur.

Recently, the Civil Rights Office Small Business Development Program (SBDP) conducted a survey designed to help gauge why some Disadvantaged Business Enterprises (DBEs) receive contracts over other equally – qualified DBEs. There was a 42% response rate from the questionnaire. (We will now consider the comments received to better address any barriers to overcome this under-utilization.)

The Civil Rights Office SBDP is also currently in the process of selecting a new contractor to provide supportive services for TDOT-certified DBEs. The Contractors function will be to “increase the total number of minority businesses active in the highway program and contribute to the growth an eventual self-sufficiency of individual minority businesses so that such businesses may achieve proficiency to compete, on an equal basis, for contracts and subcontracts” (Code of Federal Regulations, 23 CFR § 230.202).

Finally , I want to reiterate to all DBEs that time spent in the program will always be faced with challenges; working with the government is a challenge in itself. As entrepreneurs you have the ability to make things happen for yourselves, when the playing field is leveled and you have a good idea. Just like Daylight Saving Time, a good idea combined with the right information helps to achieve success when planning.

Thanks for all your efforts
Deborah Luter

TDOT 2010 DBE GOAL

In an effort to reach a level playing field, TDOT examined its program and local markets then determined the amount of participation DBEs would be expected to achieve in the absence of present and past effects of discrimination. The department is required to project portions of the overall goal through two (2) measures; projects with goals, race-conscious and projects without goals, race neutral. When the two were combined for FFY 2009 the overall annual goal was set at 8.90%. TDOT will spend the remainder of the year attempting to meet this overall goal. All State Department of Transportations (DOTs) across the nation have to submit to the Federal Highway Administration (FHWA) their projection annually in August.



Becoming certified as a DBE will provide greater exposure for work opportunities on state projects. The names of all certified DBEs appear in the DBE directory. The directory is widely disseminated to state departments, local governments, contractors and the public. Prime contractors use the DBE directory as a basic resource for soliciting participation on projects. If a firm is NOT certified, a prime contractor cannot receive credit toward achievement of the DBE participation goal by using that firm.

Welcome—New DBEs

Region 1

The EC Corporation
Orlindo Baldonado
Knoxville, TN
General Contractor

T & M Specialties, Inc.
Karen Jarnigan
Powell, TN
Distributor of Division 10 Architectural
Specialties

Region 2

Summit Concrete & Construction
Samuel Petty
Chattanooga, TN
Poured Concrete Foundations and Structures
Contractor

Region 3

Ace Contractors, Inc.
Chandan Chaudhuri
Antioch, TN
Construction (mainly concrete & asphalt);
Remodeling work (framing, roofing & grading)

Medusa Concrete Pumping Company, Inc.
Melanie Harvey
Franklin, TN
Pump Concrete for Commercial and Residential
Projects

R & M Contractors, Inc.
Robert Crutchfield
Lebanon, TN
Underground Utilities, Drilling, Blasting

Region 4

Jenkins Excavating & Landscaping
Robert H. Jenkins
Milan, TN
Dozer Backhoe; Top-soil (all types: gravel, mulch,
field, sand); Cleaning land, Building Driveways,
Digging Ponds; Landscaping; General Freight
Trucking

Systems Integration & Logistics, LLC
Luther Speight, III
Memphis, TN
Software Design, Implementation, Data Manage-
ment and Staff Augmentation

American Recovery and Rehabilitation Act (ARRA) Update

On February 17, 2009, President Barack Obama signed into law a stimulus package to help revitalize the United States Economy. Part of this package includes the American Recovery and Rehabilitation Act (ARRA), which provides funding for highways and bridges, transit, rail and aviation projects. TDOT immediately took a fast, yet meticulous, approach at dispersing the \$572 plus million it was allotted for Highways and Bridges in an even manner across the state. On April 16, 2009, Tennessee 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 ARRA funds.

Due to rapid influx of new road construction contracts, DBEs were strongly advised to make sure their business had been prequalified through TDOT and their DBE certification was up to date so as not to miss out on any of the opportunities. Three Meetings were rapidly planned and held across the state so as to have informative question and answer sessions with DBEs on TDOTs plans for the stimulus money. Two meetings were in part webcasted with TDOT Headquarters staff, and one meeting was able to have Headquarters staff in person. Over 125 DBEs were able to come to these meetings, showing how ready and willing the DBEs are to acquire new contracts.

As of December 11, 2009, \$6,359,758 had already been paid to TDOT's DBEs from an estimated \$35,927,562 total awarded in stimulus money.



Recently Recertified DBEs

Region 1

B & B Lawn Services, LLC
 Baffin Harper, Sr.
 Knoxville, TN
 Erosion Control, Commercial Landscaping and Mowing, Traffic Control

East Tennessee Mechanical Contractors, Inc.
 Mark Deathridge
 Knoxville, TN
 Concrete, Curb and Gutter, Driveway, Sidewalks, Small Culverts, Earthwork, General Contracting, Steel Erection, Masonry, Steel or Timber Bridges

Engineering Construction Services
 Telena Moore
 Oliver Springs, TN
 Construction and Engineering Services

Environmental Safety & Health, Inc.
 William Garibay
 Knoxville, TN
 Construction, Demolition, Asbestos, Lead Based Paint, Environmental, Safety, Industrial Hygiene

Lynn Sanford Construction, LLC
 Mary L. Forrester
 Maryville, TN
 General Construction Contractor, Hydro-seeding, Landscaping, Sodding, Seeding and Erosion Control, Weatherization, Tie Rebar, Concrete Construction (flatwork, pour and form), Precast Beams and Beam Erection

Marshall & Company
 Laura Marshall
 Kingsport, TN
 Architectural Services

Region 2

Carder and Evans Trucking, LLC
 Courtney Carder
 Dayton, TN
 Trucking/Hauling

England Striping, Inc.
 Judith England
 Crossville, TN
 Pavement Markings

Flasher & Barricade Services a.k.a. Women's Work, LLC
 Mary Evans Swope
 Chattanooga, TN
 Traffic Control, Equipment Rental and Sales

J. M. Hanner Construction Company
 Jerry Hanner
 Chattanooga, TN
 Concrete and Barrier Walls, Building, Moving, Demolition, Guardrail and Fence

Pecs' Construction
 Timothy Pruett
 Decherd, TN
 Asphalt Paving, Trucking and Light Concrete Work (concrete curbing, sidewalks), Silt Fencing, Chain Link Fencing, Erosion Control, Traffic Control, Supplier of Liquid Asphalt and Aggregate Stone

Shrop Construction Company
 James Shropshire
 Chattanooga, TN
 General Contracting (residential, commercial/public), Building, Moving and Demolition

Region 3

CD Steger Construction, Inc.
 Cliff Steger
 Brentwood, TN
 General Construction

Hambrick Trucking
 Troy Hambrick
 Columbia, TN
 Trucking and Hauling

Hudson Construction Group, Inc.
 Shelia A. Hudson
 Nashville, TN
 General Construction

K. S. Ware & Associates, Inc.
 Kathryn S. Ware
 Nashville, TN
 Geotechnical Engineering, Soil Analysis, Materials Testing and Environmental Consulting, Construction Stakes, Lines and Grades Line Item 105M01, and Information Technology Applications

McFall Seed and Sod
 Jackie McFall
 Columbia, TN
 Landscaping, Sodding, Seeding, Erosion Control, Mulch, Hydroseeding

MultiModal Research
 Liza M. Joffrion
 Nashville, TN
 Consulting in Transportation and Public Policy

Panther Construction
 LaDevia Davis
 Nashville, TN
 Waterproofing, Stucco, Building Cleaning, Restoration and Exterior Thermal Systems, Exterior Finish Systems, and Texture Coatings

T & T Steel Erectors
 Vivian L. Thomas
 Wartrace, TN
 Placement of Reinforcing Steel

Trinity III Mechanical, LLC
 John A. Hayes
 Hendersonville, TN
 Plumbing, Heating and Air Conditioning Contractors

Region 4

Ace Underground
 Timothy Dye
 Brighton, TN
 Directional Boring

Damron Trucking
 Lee Damron
 Counce, TN
 Trucking/Hauling (rock, gravel and asphalt)

Hess Environmental Services, Inc.
 Connie Hess
 Memphis, TN
 Environmental Consulting

Powers Hill Design, LLC
 Nisha Powers
 Memphis, TN
 Civil Engineering Design and Consulting Services

SMS Contractors, Inc.
 George Sanders
 Memphis, TN
 General Construction (specializing in trucking, clearing and grubbing, rip-rap, structural steel, coating and painting, demolition, drainage systems, masonry, temporary barricade, sidewalks, ditch paving and box culverts)

Scheduled 2009-2010 Letting Dates

APRIL 30

JUNE 11

AUGUST 6

SEPTEMBER 17

OCTOBER 29

NOVEMBER TBA

(MOWING & LITTER REMOVAL)

DECEMBER 10

CRO WEBSITE

We would like to remind you to visit The Civil Rights Office website. The address is www.tn.gov/TDOT/Civil-Rights. It contains information about all three program areas of the Civil Rights Office which include Affirmative Action, Title VI and Small Business Development. It is also possible to link to other state and federal web sites through this web site. Additionally, you can find contact information for the Civil Rights Office at this web address. We encourage you to check it out today and often!

MISSION OF THE SMALL BUSINESS DEVELOPMENT PROGRAM

The Mission of the Division of Small Business Development is to assist and encourage business opportunities for Small and Disadvantaged Business Enterprises (DBEs) participating in federally funded projects in the highway construction and transportation industries.

SMALL BUSINESS DEVELOPMENT PROGRAM TEAM

Deborah Luter, Director

David Neese, Bond Guarantee Program Manager/
Small Business Development Coordinator

Stephanie Brooks, Contract Compliance Officer

Sherri Mays, Contract Compliance Officer

Ross Webb, Contract Compliance Coordinator

Virgil WhiteOwl, Contract Compliance Coordinator