

# DBE FASTRAC

Volume 6, Issue 3

Tennessee Department of Transportation Civil Rights Office

Fall 2008

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## 2008 DBE ANNUAL MEETING

**Hosted by TDOT Civil Rights Office-Small Business Development Program**

TDOT DBEs, prime contractors and community partners are encouraged to attend and bring their staff to the 2008 DBE Annual Meeting. The focus this year is *Building Accountable Bridges of Opportunity*. One key "bridge" is the popular TDOT DBE/Prime Matchmaker where DBEs and primes meet to increase DBE participation in TDOT contracts. Strategic Training Workshops from the BRG Construction Management Development Program (CMDP) will be scheduled on Technology, Accessing Online Courses, Bidding, and Estimating. (See Computer Technology Exhibit, page 4.)

Nationally renowned leader and speaker Derek Young, the Nashville business executive turned inner-city youth crusader, educator, and past president of Bridges Academy, will be returning this year as the keynote speaker for the 2008 Annual Meeting Awards Luncheon. He will motivate participants to move forward, taking their businesses to the next level. (See Registration details, page 3.)

### TDOT Prime Contractors' Dean's List

The Tennessee Department of Transportation Civil Rights Office tracks the level of utilization of Disadvantaged Business Enterprises (DBEs) utilization by prime contractors. Last year the Civil Rights Office published its 1st Dean's List of Prime Contractors, which showed a high level of DBE utilization on highway projects in fiscal year 2006-2007. Please join TDOT's Civil Rights Office in recognizing the following prime contractors for their high level of commitment in utilizing DBEs.

10/1/06-09/31/07

Prime Contractors	# of Contracts	Contract Dollars Awarded	DBE Contract Dollars	% of DBE Contracts	FFY 06-07
Erby Contractors	1	\$1,689,020.66	\$1,689,020.66	100%	A+
Brighter Days & Night	1	\$110,185.34	\$110,185.34	100%	A+
Strawser, Inc	1	\$1,141,189.25	\$633,867.75	55.54%	A+
General Construction	1	\$2,133,266.32	\$666,798.25	31.25%	A+
Thomson & Thomson Inc	1	\$368,332.75	\$42,505.50	11.54%	A+
Ferrell Paving, Inc	1	\$730,058.63	\$83,781.60	11.48%	A+
King Construction Company	1	\$580,895.91	\$63,218.85	10.88%	A+
Rogers Group, Inc	4	\$19,914,092.48	\$2,088,310.91	10.49%	A+
Tennessee Asphalt Company	1	\$1,400,804.26	\$147,009.50	10.49%	A+
Highways, Inc	8	\$62,905,104.77	\$6,508,921.13	10.34%	A+
J.R Hayes Construction Co	1	\$13,176,895.88	\$1,347,610.72	10.23%	A+
CHW Landscaping Inc	1	\$1,279,036.59	\$128,146.00	10.00%	A+
Jamison Construction, LLC	1	\$2,518,593.90	\$217,489.90	8.64%	A+
Mid-State Construction Co	1	\$1,110,380.63	\$93,727.62	8.44%	A+
Bell & Associates	1	\$2,580,666.00	\$213,178.00	8.26%	A+
Thomas Construction Company	1	\$2,780,810.65	\$229,526.00	8.25%	A+
Tally Construction	3	\$9,631,299.40	\$789,277.80	8.19%	A+
Civil Constructors, Inc	1	\$3,515,484.58	\$286,549.95	8.15%	A+
Brown Builders, Inc	1	\$816,613.80	\$66,272.53	8.11%	A+
Simpson Construction Co	2	\$9,758,015.72	\$745,067.00	7.63%	A
Mountain States Contractor	4	\$41,677,956.23	\$2,890,040.12	6.93%	B
Dement Construction	3	\$5,998,246.80	\$414,175.78	6.90%	B
Greenstar, LLC	1	\$415,936.10	\$28,428.00	6.83%	B
S & W Contracting Co	1	\$97,429.50	\$6,292.00	6.46%	B
Concrete Structure, Inc	3	\$9,315,718.62	\$559,362.74	6.00%	B
Lehman-Roberts Company	1	\$1,736,043.63	\$103,908.00	5.99%	B
Summers-Taylor, Inc	5	\$7,211,752.06	\$421,544.24	5.85%	B
Charles Blalock & Sons, Inc	3	\$26,912,357.16	\$1,500,709.43	5.57%	B
Hoover, Inc	1	\$1,289,624.65	\$67,376.16	5.22%	B
APAC-Atlantic, Inc	1	\$964,522.71	\$49,030.00	5.08%	B
LoJac Enterprises, Inc3		\$4,453,682.0	\$223,019.00	5.00%	B

**REGISTER  
NOW!  
TDOT DBE  
2008  
Annual Meeting**

**September 23-24**

**Hotel Preston**

**Nashville, Tennessee**

**37217**

Registration details  
page 3

See page 4 for  
additional dates and events.

## Meet... Geoffrey Payne, Payne Steel Erectors, Inc.

The success that Geoffrey Payne has achieved with Payne Steel Erectors, Inc. is one of the more inspiring stories illustrating the opportunity our country offers. Born and raised in Calcutta, India, Mr. Payne left for boarding school in England at a young age and came to the United States at the age of 18. After many odd jobs, he eventually "landed" at the University of Missouri where he diligently applied his aptitude for math and science.

He graduated as an electrical engineer and was recruited to Los Angeles where he began a climb up the "corporate ladder." He traveled the world, provided services in major cities, such as Atlanta, and expanded his expertise to marketing. Despite his admirable accomplishment in corporate America, his desire to achieve as an entrepreneur was not diminished.

In 1983, Geoffrey Payne stepped out and founded his own firm, Payne Steel Erectors, Inc., and chose a favorite geography for location, Tennessee. The firm is headquartered north of Jackson in Kenton, Tennessee. Wisely, he pursued the opportunity to certify as a DBE and participated in all the educational services offered to improve chances for contracts.

Payne Steel Erectors provides many services to TDOT primes, including placing and tying reinforcing steel on bridges and roadways.

The company also furnishes concrete pre-stress beams along with other ancillary jobs required on contracts. There are 16 employees at Payne Steel Erectors, which contracts the majority of its business with the Tennessee Department of Transportation.

As a matter of advice to rising TDOT DBEs, Geoffrey Payne emphasizes working hard and smart by taking advantage of all the excellent services provided by BRG. He described the management of the Office of Civil Rights and the BRG Supportive Services Program for DBEs as extremely helpful and genuinely caring. As for Commissioner Nicely, Geoffrey Payne expressed respect for him as a "visionary who thinks outside the box." Mr. Payne should recognize that quality because his story is as a visionary, also.



*Geoffrey Payne, President & CEO Payne Steel Erectors, Inc.*

**Payne Steel Erectors, Inc.**  
**P.O. Box 247**  
**Kenton, Tennessee**  
**731-749-7991**

## WELCOME ~ TDOT Newly Certified DBEs

### Region 1

Tri-Cities Bilingual Consulting

### Region 3

Aerial Innovations of Tennessee, Inc.

### Out of State

L & L Worldwide, Inc.

Interstate Sealant & Concrete, Inc.

PACO Group, Inc.

Toni Levy & Associates, Inc.

All Traffic Data Services, Inc.

CSW Funding, LLC

B & R Project Management, Inc.

Double W Construction, LLC

## TDOT Certified DBE Renewals

### Region 1

ALH Construction

Cable Construction Co., Inc.

Southern Seeding, Inc.

Mills Landscaping

Hall Communications Inc

Lane Hauling & Excavating

Environmental Concepts of TN, Inc.

### Region 2

F & W Construction Co., Inc.

Kimberly, Inc.

KTL Contractors Corporation

### Region 3

Arnold Trucking & Leasing

American Custom Mfg

Elite Roofing Company

Geotek Engineering Co., Inc.

Mutual Contractors, LLC

Booker Engineering, Inc.

Fischbach Transportation Group, Inc.

### Region 4

AFRAM Corporation

Payne Steel Erectors

SMS Contractors, inc.

Tri-Star Food Service

### Welcome to the New Contract Compliance Officer 2

Stephanie D. Brooks has joined TDOT and began her position in April, 2008. Contact information is as follows:  
 Stephanie D. Brooks, MBA  
 Compliance Officer 2  
 TDOT- Civil Rights Office  
 505 Deaderick Street, Suite 1800  
 Nashville, Tennessee 37243  
 Telephone (615) 253-1068  
 Fax (615) 741-3169  
 Toll Free: 1-888-370-3647  
 Stephanie.D.Brooks@state.tn.us

### Out of State

Heidi Stamm Public Affairs

RLS & Associates, Inc.

MA Engineering Consultants

Logistical Transportation Co.

Navaid Lighting Associates, inc.

APMI Corporation

Colom Construction Co., Inc.

ReStl Designers, Inc.

Townes Construction Co., Inc.

B & E Jackson & Associates

Metro Petroleum, Inc.

Integrated Management Services

# 2008 DBE Annual Meeting Registration



## Registration Form



September 23-24, 2008  
Hotel Preston  
Nashville, Tennessee 37217

**Please Check One:**

- Certified DBE
- Small Business
- Other \_\_\_\_\_

**NOTE: YOU ARE ENCOURAGED TO SUBMIT YOUR REGISTRATION BY SEPTEMBER 12TH SPACE IS LIMITED**

Name of Firm \_\_\_\_\_

Contact Person \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

\_\_\_\_\_

Email Address (for confirmation purposes) \_\_\_\_\_

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 or fax 901-276-0159.

Registration Fee: \$49.00

**Method of Payment:**

- Check Enclosed     Money Order Enclosed

*Payable to Business Resource Group, LLC  
P.O. Box 383301  
Germantown, Tennessee 38183*



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Tennessee Department of Transportation  
Civil Rights Office

Toll Free: 888.370.3647



DBE Supportive  
Services Program

Toll Free: 866.765.4274  
info@businessresourcegroup.biz

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**You're Invited to Visit the DBE Annual Meeting  
Computer Technology Exhibit**

September 23rd and 24th

TDOT is encouraging all DBEs and meeting participants to assess their Internet capabilities with our Internet Technology (IT) experts. Assistance with accessing the World Wide Web and establishing e-mail addresses will be the focus of the Computer Technology Exhibit during the Annual Meeting. In an ongoing effort to streamline the Small Business Development Process, TDOT will be using the Internet even more in the future.

*All DBEs are encouraged to set up and provide an e-mail address for future communications.*

**2008 Remaining Scheduled Lettings**

SEPTEMBER 19

OCTOBER 31

NOVEMBER TBA

(Mowing and Litter Removal)

DECEMBER TBA



Disadvantaged Business Enterprise  
Supportive Services Program



P.O. Box 383301  
Germantown, TN 38183  
[www.businessresourcegroup.biz](http://www.businessresourcegroup.biz)

Postage

Mailing Label or Address