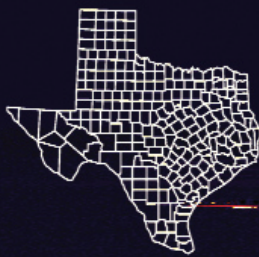


TxDOT



Road Lines

Vol. 1, 2008

Let's Do Business!

General Services Division - Business Outreach & Program Services

Same great service, new name and location! The Business Opportunity Programs Office (BOP) has been reorganized into the General Services Division and the TxDOT Office of Civil Rights. The former Education and Outreach Section of the BOP Office is now a part of the TxDOT General Services Division and has been renamed the Business Outreach & Program Services Branch. Though the name has been slightly changed the former Education & Outreach Section is still providing the same great services, information and programs.

If you are interested in doing business with TxDOT and would like assistance, please contact us at 512/374-5390 regarding the following programs:

Technical Assistance Program (TAP)

TAP provides free business development and technical industry training to highway construction Disadvantaged Business Enterprises (DBEs) to enhance the skills necessary to bid and perform on TxDOT contracts. Individualized, "hands on" technical assistance training in construction, bonding, bidding, accounting/financial management, business law/EEO, business management/marketing, computer, safety requirements, environmental and prequalification provides small businesses with a competitive edge when proposing and/or performing TxDOT projects.

Small Business Briefings

TxDOT conducts briefings around the state for small and minority-owned businesses providing contract opportunities and information on how to do business with TxDOT and with the state of Texas. The briefings provide general industry sessions that include specific information on how to do business in the construction, goods and services, information technology and professional engineering service industries. Breakout sessions cover small and minority-owned business certifications, resources for small business development, business marketing for state contracts as well as information on TxDOT toll projects. Each briefing also includes a contracting opportunities showcase, an industry networking session and a reception.

LINC (Learning, Information, Networking, Collaboration) Mentoring Program

LINC is a unique mentoring program in which TxDOT mentors small and minority businesses interested in doing business with TxDOT. There are four industry LINC programs, including: construction, goods and services, information technology and professional services

Program Objectives:

- Increase the number of small businesses bidding and performing on TxDOT contracts.
- Prepare DBEs, HUBs and SBEs to bid and perform on TxDOT contracts through technical assistance training.

- Introduce companies to TxDOT purchasing department personnel, key TxDOT staff and other public and private organizations.
- Provide program participants with business development assistance needed to grow and expand their businesses.

Texas Business Opportunity and Workforce Development Program (TBOWD)

TBOWD is a federally funded pilot project that utilizes community and industry business development resources and On-the-Job Training (OJT) programs to target the needs of underutilized DBE firms while supporting the needs of prime contractors and other highway construction industry partners. DBE and OJT supportive services and training is provided to expand the growth of DBE firms and to enhance the development of program participants' workforce, with the ultimate goal of expanding the number of minorities and women participating in the highway construction industry as contractors and journeymen.

DBE/HUB/SBE Industry Liaison

Industry meetings are held in various TxDOT districts around the state, which provides information about various programs and contract opportunities that are important for TxDOT, prime contractors, small businesses and industry partners.

Let's Do Business!

General Services Division - Business Outreach & Program Services

Specialized Workshops

In-depth workshops that provide an opportunity for small businesses to receive training on various business development and technical industry topics such as bonding, construction management, developing a Web site, developing a business plan, construction safety training and certification and business financial management. These workshops are announced throughout the year and registration is required.

BOP Quarterly Road Lines Newsletter

Quarterly newsletter that provides information relevant to the small business community. The newsletter features key information about

TxDOT contracting, as well as the following features: Message from the Director, DBE/HUB/SBE Feature Story, Industry Information, Calendar of Events, Frequently Asked Questions, Helpful Hints, District Feature Story, TxDOT on the Internet, Information Order Form.

One-on-One Vendor Appointment Program

TxDOT coordinates and arranges appointments between businesses interested in working with TxDOT and the appropriate agency purchasers and/or contract management employees. Contact us and a Business Opportunity Specialist will schedule a One-on-One Vendor Appointment for you.

The following contacts are available to assist you at the TxDOT Office of Civil Rights regarding TxDOT's DBE and HUB Programs:

Main Office

512/416-4700

Fax: 512/416-4711

Investigation Section

512/416-4776

Fax: 512/416-4784

Contract Compliance Section

512/416-4750

Fax: 512/416-4751

DBE Certification Section

512/486-5500

Fax: 512/486-5509

DBE Compliance Section

512/486-5501

Fax: 512/486-5515

TxDOT Outreach & Supportive Service Profile - Sandra Radosavljevic

Sandra Radosavljevic is a long-time TxDOT employee, with over 20 years experience at "The Big Road Company." She started her career as a summer hire on the yard crew, mowing lawns and trimming hedges at the TxDOTCamp Hubbard location in Austin. She was hired as a purchasing assistant in the General Services Division soon after earning her bachelor's degree from Southwestern University in Georgetown. About her success, Sandra says, "I've been fortunate to have had so many knowledgeable, ethical and enthusiastic role models and mentors throughout my career at TxDOT."

Sandra has held increasingly responsible positions, earning career ladder promotions. She was part of the Major Equipment Purchasing Group for over a decade, becoming purchasing supervisor overseeing purchases of equipment-related goods and services with an annual budget that often exceeded \$50,000,000.

Sandra was hired as purchasing manager for the General Services and Program Support Branch beginning in February 2005.

She has been an active member of the Texas Association of Public Purchasers, the local chapter of the National Institute of Governmental Purchasers, since 1994 and is currently the chapter secretary.

Throughout her career Sandra has been an enthusiastic supporter of HUBs and small businesses, participating in many forums, spot bid fairs, one-on-one LINC appointments and presenting at various events.

Sandra has been a presenter at some of TxDOT's 2007 and 2008 Small Business Briefings, most recently at the SBB event held in Ft. Worth.

During the Ft. Worth event, Sandra met many wonderful new potential vendors, as well as business owners who have already begun bidding and providing goods and services to TxDOT.

Sandra noted that Bernice Taylor, in particular, had a positive drive and energy that sparks enthusiasm in everyone around her. After meeting Sandra at the Ft. Worth SBB, Bernice followed up and made an appointment to discuss her biodegradable plastic bags, packing 'peanuts,' static free bubble wrap and other environmentally friendly packaging and mailing products with TxDOT purchasing staff.

At the meeting, Bernice provided more detailed information about her specific products (which fill an important niche in the market). TxDOT purchasing and recycling staff discussed many ideas with Bernice regarding marketing possibilities. She created a list of possible customers, as the group brainstormed ideas.

The list included HEB and Whole Foods (who have already announced

phase out or limited use of 'regular' plastic bags), Dell Computers (who uses tons of static free bubble wrap and has announced various environmental initiatives), the convention centers in Austin, Houston and other metro areas (whose attendees distribute thousands of bags at event registrations and trade shows), in addition to TxDOT and various other governmental entities.

This is an excellent example of a small, HUB vendor who completed TxDOT's LINC program, then helped herself answer the question, "Now what?" Bernice demonstrated superb initiative by searching out various companies who produce environmentally friendly products to fill an important need in a way that offers added benefits to her customers. She attended TxDOT's SBB event to learn more, and arranged a meeting with purchasing and other staff directly responsible for the products she offers.

As a result, Bernice now has a widely expanded list of potential customers and is working on a solid marketing plan to further grow her business. Congratulations and best wishes to Bernice for her ideas and initiative in making her business an even greater success.

This is the kind of outcome TxDOT hopes every small and HUB vendor can achieve, during and after participation in our formal outreach and education programs.

Taylor Packaging

A native of Houston, Texas, Bernice Williams worked as a customer service manager for many years. Her background in customer service allowed her to truly understand the importance of customer service. She believes in the hands on approach which consists of listening to her customer's needs and making sure their products are shipped properly and in a timely manner. She strives as the owner of Taylor Packaging to understand her customers' needs and in doing so she makes sure that each package is prepared and shipped to her customer's satisfaction.

Bernice Williams has been in business for seven years. One of her goals as the owner of Taylor Packaging is to make sure that all orders are prepared and packaged so that they arrive safely. Being that there are many other packaging companies, Bernice had to come up with creative ways to make her company stand out from other companies similar to her company. Achieving this goal became challenging, but she decided to be creative and made packaging creative, enjoyable and fun. Naturally, she started her own business selling packaging supplies and this was the way that she embarked on a new career as a small business owner.

Taylor Packaging began as a packaging supply distributor, specializing in packaging and warehouse/industrial supplies. Bernice noticed that there was a shift in consumer behavior aiming more towards environmentally friendly products. Recognizing this shift in

consumer behavior allowed Bernice to shift her business so that she could reach environmentally conscious consumers. She began providing biodegradable, compostable packaging products that aligned with today's environmentally conscious consumers.

The goal of Taylor Packaging is to provide a range of products that include items that are environmentally friendly/biodegradable/compostable while simultaneously providing clients with ways to meet the growing demand to reduce waste.



Taylor Packaging products include boxes, trash can liners, bubble wrap, peanuts, bags, burlap, merchandise, trade show material. Other items include, sand bags, mesh bags, etc.

Taylor Packaging has partnered with major manufacturing including Advance Excelsior, Heritage Bag, Gulf Coast Bag, Tharco and Southern Container. Mrs. Bernice Williams believes, "With all of our combined efforts we can really make a difference."

Please contact Taylor Packaging for all of your packaging supply needs! Bernice Williams, Taylor Packaging, 8802 La Porte Road, Houston, Texas 77012, 713/921-7877 phone number; 713/921-7878 fax number, sales@taylorpk.com taylorpackaging@sbcglobal.net www.taylorpk.com

Taylor Packaging is HUB/Hubzone/MBE/DBE/SDB/8a certified and a former participant in the TxDOT LINC Mentor Protégé Program.

LINC Program Technical Assistance and Networking Opportunities

Goods & Services LINC Program

Fort Worth - May 7, 21, 29, 2008

San Antonio - June 24, July 15, and July 23, 2008

Construction LINC Program

Fort Worth - May 8, May 22, May 28, and May 29, 2008

San Antonio - June 25, July 16, July 22, and July 23, 2008



For more information please call

512/374-5388

or complete the application at

<http://www.dot.state.tx.us/forms/bop.htm>

and fax it to

512/374-5391



Interested in finding a huge new marketplace? Look at TxDOT opportunities in Texas

*Printed courtesy of Mary Scott Nabers,
President/CEO of Strategic Partnerships*

Driving down any road or highway, one might be thinking about ways to grow a business. If so, it's highly possible the driver is sitting on top of the answer. Transportation in Texas is so large it offers almost every conceivable type of contracting opportunity for private sector partners.

The state of Texas has the largest transportation system in the country and every mile of roads and bridges must be designed, engineered, constructed and maintained. There are thousands of opportunities each year for all types of contracts.

Texas' more than 78,000 miles of highways have been highly visible lately. Rising costs and population growth have put transportation issues squarely in the spotlight. The state's roadways, vital to economic development as well as quality of life, have even had an impact on a number of political races in Texas.

The Texas Department of Transportation (TxDOT), the state agency responsible for the state's highway system, has a bi-annual budget of \$15 billion. Other agencies such as metropolitan planning organizations, regional mobility authorities, large cities, counties and other governmental entities also build and maintain thousands of miles of roads and bridges.

As a result, there is an abundance of diverse opportunities for outside contractors. The state contracts out billions of dollars each year for all types of work. Some of the opportunities include actual roadway construction and paving, pre-construction engineering, surveying, right of way acquisition, signage and roadway markings, maintenance and more. Many road projects have a public input component, opening up opportunities for public relations agencies, professional meeting planners and governmental relations consultants.

The public transportation sector in Texas is well funded for the next five years and contractors should not worry about a lack of opportunities. This work will continue even if the overall economy slips into recessionary times.

The primary source for information about upcoming opportunities related to highway projects is TxDOT. However, while the state agency manages some programs out of its headquarters in Austin, most local projects are handled through its 25 regional offices around the state. You can find information on opportunities on TxDOT's Web site, at www.dot.state.tx.us.

One area of particular interest is the state's aging system of bridges. Since the collapse of a bridge in Minneapolis, MN, last summer that caused multiple fatalities, federal, state and county officials in Texas have stepped up efforts to inspect and repair many of the state's 49,000 bridges. At the same time, federal officials have released millions of dollars of extra funds for bridge repairs.

TxDOT's regional offices also build and maintain transportation information systems, which include traffic monitoring networks, roadside information signs (announcing traffic delays and Amber alerts), camera systems, lane direction management systems and headquarters facilities to monitor traffic flow in the region. On the maintenance side, there are opportunities for spot paving, pothole repair, right of way mowing, landscaping and maintaining hundreds of rest stops.

While TxDOT has the primary responsibility for highway bridges, the state's 254 county governments also build and maintain thousands of bridges on smaller state and county roads. Related contract opportunities include engineering inspections, designs, repairs and consulting. TxDOT's report on the condition of state bridges is an excellent source of information and can be found online at <http://www.spartnerships.com/news/docs/ReportonTexasBridges.pdf>.

Another major source of information about upcoming opportunities is the state's network of metropolitan planning organizations (MPO) and regional mobility Authorities (RMA). The agencies work in tandem, with the MPOs finding and allocating the money and RMAs actually constructing the roads.

MPO/RMAs are considered to be progressive in looking at new methods of financing, including public private partnerships, pass-through toll financing and private bond sales. Toll roads offer several unique contracting opportunities, including toll collection systems, information management systems and public relations-advertising services.

Here are some current opportunities in the San Antonio, Houston, Austin and Dallas areas:

- **Ansley Phase 1** – The City of San Antonio is planning a \$1.6 million project to reconstruct the street between Commercial and Moursund by providing curbs, sidewalks, driveway approaches and drainage. The project will be let in February 2008 with a planned construction start date of May 2008.
- **Hays Street Bridge rehabilitation** – The City of San Antonio has budgeted approximately \$800,000 for a 2008 project to rehabilitate the historic Hays Street Bridge to serve as both a transportation and pedestrian facility. Construction on the project is scheduled to be advertised in April of 2008.
- **Bridge Assessment** – Bexar County plans a \$175,000 project to contract with a consultant in FY 2008 for an assessment of county bridges.
- **Widen Narrow Bridge** – The TxDOT San Antonio District plans to solicit proposals for a contractor for a \$1.27 million project to widen narrow bridge and approaches on IH-35 at IH-410 in 2008.

- Medical Center Intersection improvements – The City of San Antonio is implementing a \$25 million multi-phase project to improve Medical Center intersections. The city has a current solicitation out for the construction of Phases IV and V.
- U.S. 290 East – The Capital Area Metropolitan Transportation Authority will construct six tolled lanes on U.S. 290 East between U.S. 183 and Parmer Lane (FM 734) in 2008-2009. The \$504 million project will also construct access road lanes and a multi-level interchange at U.S. 183. Opportunities will involve engineering, right of way acquisition, utility relocation and actual construction.
- IH 45 Southwest – This project involves engineering work, right of way acquisition, utility relocation and construction of four tolled lanes and two access lanes on SH 45 between Loop 1 and FM 1626. This \$76-million project is scheduled to begin in late 2008 or early 2009.
- Travis County Bridge Replacements – In 2009, Travis County plans to replace Kimbro/Parsons Bridge and Jesse Bohls Bridge. Work will involve bridge design, construction and roadway realignment.
- Wyoming Springs Drive widening – The City of Round Rock will widen Wyoming Springs Drive between Bridgewater Boulevard and RM 620 from a two to four-lane divided roadway. The project is set for late 2008.
- Content Management System – The Harris County Toll Road Authority (HCTRA) has a current opportunity for a contractor to provide a custom content management system (CMS) software solution.
- Computerized Transportation Management System – The TxDOT Houston District is seeking a contractor to install a \$4.6 million computerized transportation management system on NASA Road 1 between FM 270 and SH 146. The work will begin in August.
- Road Bridge Replacement – The TxDOT Houston District will release two solicitations in July for replacement of bridges and approaches - on BS 146D at Little City Bayou and on FM 517 at Factory Bayou. The estimated value of the work is approximately \$4.6 million and \$161,000, respectively.
- IH 45 S widening project – The TxDOT Houston District plans to release a \$102 million solicitation in July for a contractor to widen a portion of IH 45 S between Nyack and Medical Center Blvd. The contract will also call for construction of two three-lane frontage roads and two High Occupancy Vehicle (HOV) lanes.
- Landscape Development – The TxDOT Houston District will solicit bids in July 2008 for a landscape development project on 7.2 miles of IH 610 from Beechnut to 0.5 miles east of FM 865. The current estimated value of this contract is \$995,513.

Mary Scott Nabers is president and CEO of Strategic Partnerships Inc., an Austin-based firm that specializes in public sector procurement. She can be reached at mnabers@spartnerships.com.

TxDOT's Newly Certified DBEs

Medcalf Builders Group

206 S. Austin Street
Denison, Texas 75020
Phone: 903-464-0070
Fax: 903-464-0078

Highway, Street and Bridge Construction

Texas Barricade & Signs, Inc.

P.O. Box 30699
Amarillo, Texas 79120
Phone: 806-372-1737
Fax: 806-372-5552

Electrical Contractors

H.T.S. Construction

325 Lasalle Ave
Waco, Texas 76706
Phone: 254-379-1459
Fax: 254-753-1742

Highway, Street and Bridge Construction, Electrical Contractors, Painting and Wall Covering Contractors, Truck Transportation, Landscaping Services

Clemente Construction Inc.

P.O. Box 656
San Augustine, Texas 75972
Phone: 936-275-6426
Fax: 936-275-3221

Poured Concrete Foundation and Structure Contractors, Highway, Street and Bridge Construction

Prime Eco Group, Inc.

P.O. Box 431
Wharton, Texas 77488
Phone: 979-532-1100
Fax: 979-531-8030

All Other Specialty Trade Contractors, All Other Miscellaneous Chemical Product and Preparation Manufacturing

Quality Road Boring, Inc.

P.O. Box 2609
Granite Shoals, Texas 78654
Phone: 830-598-2182
Fax: 830-598-2952

Water and Sewer Line and Related Structures Construction

Arnulfo M. Arizmendi Trucking

512 S. Farrar St
Uvalde, Texas 78801
Phone: 830-278-3870

Truck Transportation

Carmona Trucking

P.O. Box 5233
Uvalde, Texas 78802
Phone: 830-279-5542

Truck Transportation

Continued on page 6

TxDOT's Newly Certified DBEs *(Continued from page 5)*

Elissa Gonzalez Trucking

112 Greenbriar Lane
Uvalde, Texas 78801
Phone: 830-279-1001
Fax: 830-591-2312
Truck Transportation

J E Dehoyos Trucking

838 S Camp Street
Uvalde, Texas 78801
Phone: 830-279-0092
Truck Transportation

North Central Texas Transportation, Inc.

P.O. Box 820
Gainesville, Texas 76241
Phone: 940-665-5484
Fax: 940-665-6414
Truck Transportation

B & G Enterprises

1006 Bonner Drive
Killeen, Texas 76542
Phone: 254-634-9713
Fax: 254-501-6208
Gift, Novelty and Souvenir Stores

G & L Flowers Trucking

P.O. Box 6361
Tyler, Texas 75711
Phone: 903-526-4527
Fax: 903-526-4527
Truck Transportation

BMS Construction

Rt. 4, Box 1150
Dickinson, Texas
Phone: 281-337-3368
Fax: 281-337-6986
Residential Remodelers, Painting and Wall Covering Contractors

Minzenmayer Excavating, LLC

2001 FM 1331
Taylor, Texas 76574
Phone: 512-365-5190
Fax: 512-365-5190
Poured Concrete Foundation and Structure Contractors, Site Preparation Contractors, Truck Transportation

Work-R-Haulit Trucking

17233 Sandwick Dr.
Pflugerville, Texas 78660
Phone: 512-809-3021
Fax: 512-990-5301
Truck Transportation

Bulldog Trucking

6873 Hwy. 55
Uvalde, Texas 78801
Phone: 830-531-6625
Fax: 830-278-5388
Truck Transportation

Chavez Trucking

220 Pulliam
Uvalde, Texas 78801
Phone: 830-278-8650
Fax: 830-591-4623
Truck Transportation

Garcia's Trucking

5272 U.S. 90 Hwy W.
Uvalde, Texas 78801
Phone: 830-279-7026
Fax: 830-278-8463
Truck Transportation

Jose A. Gomez Trucking

112 Greenbriar Lane
Uvalde, Texas 78801
Phone: 830-279-1021
Truck Transportation

M.A. Garza Trucking

1025 S. Getty
Uvalde, Texas 78801
Phone: 830-278-2497
Fax: 830-279-5658
Truck Transportation

R. Arreola Trucking

P.O. Box 1323
Uvalde, Texas 78801
Phone: 830-278-7958
Truck Transportation

Roberto D. Morales Trucking

1101 W. Main Street
Uvalde, Texas 78801
Phone: 830-275-1956
Fax: 830-275-1272
Truck Transportation

RRR Trucking LLC

P.O. Box 222
Uvalde, Texas 78802
Phone: 830-486-7068
Fax:
Truck Transportation

Autumnwood Millwork LLC

6453 FM 1374
New Waverly, Texas 77358
Phone: 936-344-9784
Fax: 936-344-9786
Office Furniture (except Wood) Manufacturing

Valley Striping Corp

1616 E. Griffin Pkwy., #143
Mission, Texas 78572
Phone: 956-432-2444
Fax: 956-584-9509
Electrical Contractors

Porras Nance Engineering

1218 Whisper Hill
Laredo, Texas 78045
Phone: 956-568-3245
Fax: 956-473-9680
Engineering Services

Nationwide Fleet Installations

10125 Monaco Drive
El Paso, Texas 79925
Phone: 915-591-9506
Fax: 915-591-9506
Other Electronic Parts and Equipment Merchant Wholesalers

Puentes Concrete Contractors Corp

112 Palce Road
El Paso, Texas 79927
Phone: 915-858-1091
Fax: 915-858-2237
Highway, Street and Bridge Construction

P. Arreola Trucking

P.O. Box 681
Uvalde, Texas 78802
Phone: 830-279-4479
Truck Transportation

R.G. Trucking

5270 W. U.S. Hwy. 90
Uvalde, Texas 78801
Phone: 830-591-8714
Fax: 830-278-1972
Truck Transportation

Rolando Garza Trucking

302 W. Antonio
Uvalde, Texas 78801
Phone: 830-278-7421
Truck Transportation

S & G Trucking

4307 E. Hwy. 90
Uvalde, Texas 78801
Phone: 830-591-0860
Fax: 830-279-9575
Truck Transportation

Tri-Star Trucking, Inc.

P.O. Box 1043
Texarkana, Texas 75504
Phone: 903-585-2878
Fax: 903-585-2720
Truck Transportation

Dynser, Inc.

3221 E. Hwy. 90
Del Rio, Texas 78840
Phone: 830-703-8577
Fax: 830-703-8576
Water and Sewer Line and Related Structures Construction, Highway, Street and Bridge Construction, Site Preparation Contractors

Martich Professional Services, PLLC

4352 John B. Oblinger Dr.
El Paso, Texas 79934
Phone: 915-433-9254
Fax: 915-822-1299
Engineering Services, Environmental Consulting Services

Noe Tapia Concrete

8329 Leo Street
El Paso, Texas 79904
Phone: 915-755-0360
Fax: 915-755-0360
Highway, Street and Bridge Construction

TxDOT's Small Business Briefings

Texas Department of Transportation (TxDOT) in conjunction with the Associated General Contractors of Texas and other leading state agencies hosted Small Business Briefings throughout the state. These meetings were designed to provide information and training to small, minority and women-owned businesses.

Last year's briefings brought together more than 800 participants from both public and private sectors to discuss opportunities to do business with TxDOT and other public and private sector organizations. This year's briefings attracted over 1,200 participants. The briefings provided information on contracting opportunities, as well as technical business development, information to enhance and grow small businesses and networking opportunities with TxDOT staff, prime contractors and state agency representatives. Local and state leaders were available

and provided information on local and regional economic development initiatives.

One of the premier events of the Briefing Session, include the Contract Opportunities Showcase in which TxDOT and other state and private sector organizations awarded on the spot contracts to companies participating in the briefings.

The Small Business Briefings were held in the following cities: Beaumont on October 24 and 25, 2007; Corpus Christi on November 14 and 15, 2007; Fort Worth on February 20 and 21, 2008; San Antonio on March 25 and 26, 2008.

In Fiscal Year 2009, we plan to host more Small Business Briefings.

For more information about TxDOT's Small Business Briefings call

1-866/480-2518



Business Outreach & Program Services
125 E. 11th Street
Austin, Texas 78701-2483

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Cedar Valley College's TBOWD Program Celebrates One Year of Service

The Texas Business Opportunity and Workforce Development (TBOWD) Program received funding one year ago from the Federal Highway Administration, through a partnership agreement with the Texas Department of Transportation. For the last six months, Disadvantaged Business Enterprises (DBE's) have received training in various areas that will improve their business operations and further their opportunities to do business in the highway construction industry.

During the last six months, DBE firms have completed a Business Needs Assessment and have been provided with a Business Development Plan that outlines specific strategies that will assist their business in the areas of business management, workforce development, marketing, bidding and estimating, bonding, financial management and construction industry development.

As a result of established industry partnerships, program participants will also have access to plan rooms for obtaining bid proposals, bonding and lending services as well as networking and partnership opportunities with prime contractors and material suppliers.

"TBOWD brings a value add to DBE firms as well as to the highway construction industry. Our goal is to help reduce barriers that hinder small businesses from participating in contracting opportunities and we are well on our way to a very successful program! We have set very aggressive goals as part of the DBE program's performance measures and will continue to identify partnerships to expand business assistance and industry development in the Dallas/Fort Worth Region. The launch of the TBOWD pilot program is an extraordinary opportunity to introduce DBE's to an innovative approach to building capacity as a small business owner in the highway construction industry," states Adrienne Williams, Director of the TBOWD Program.

"We are very proud of the commitment and dedication of our DBE program participants. You will certainly be hearing more from:

A Plus Electric, Inc.
Brackens Mowing Services
Browns Construction
Browns Tractor Mowing

Goteck Enterprises
J. Higgins Trucking Company
JBA Landscape Maintenance
Lawn Patrol Services
Le Blanc Enterprises
Mitchell General Contracting
North American Electrical Contractors, Inc.
PAEE Engineering Company
Pinnacle Excavation

These companies are well on their way to industry success," added Williams.

For a TBOWD application and additional information about the Texas Business Opportunity and Workforce Development Program, please contact Adrienne Williams, TBOWD Director, at 972/860-5226 or via e-mail at awilliams1@dcccd.edu. Additional information is also available at www.dot.state.tx.us and at www.cedarvalleycollege.edu/CommunityMembers/TBOWD.

