

February 2011



INROADS

Paving the Way for Montana's Disadvantaged Business Enterprises



Montana Department of Transportation
DBE Program
Civil Rights Bureau
P.O. Box 201001
Helena, MT 59620-1001

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2011 MDT Needs Assessment Analysis

In order to determine barriers to DBEs participation in federal-aid highway construction projects and to identify services to best increase their participation, the Montana Department of Transportation (MDT) DBE Supportive Services program conducted a web-based needs assessment survey in early February 2011.

We received 104 responses with 51 DBEs participating. In the past year, approximately half of the respondents bid on MDT projects and half did not. Most who did work on MDT projects worked on them as a subcontractor.

Some barriers that were mentioned in the survey were: Size of company, out-of-state contractors, preference for local firms that might not be experts but are hired anyway, inconsistency in interpretation of specs from district to district and between the prime and the state, no requirement for DBE set-asides, excessive paperwork and bonding.

70.4% of the respondents indicated that they are working for government agencies other than MDT.

Most certified DBEs rated their experience with Supportive Services as "Very Satisfied". Some mentioned that more networking would be helpful, more trainings in other locations, DBE set asides, visit DBEs more frequently, bid assistance and keeping communication lines open.

Supportive Services will continue to work on more opportunities to network. If your firm does not see training in your location, contact Shannon, she may be able to offer an alternative AND we do reimburse for travel for highway related firms. DBE set asides will most likely never be an option, however, the MDT DBE program did propose a race conscious goal this year which would create project specific goals. MDT is awaiting approval for that proposal. Shannon does visit DBEs at least once a year and contacts them via phone as often as possible. Supportive Services is also looking to get someone to train on bidding contracts this spring. Communication lines are always open in the DBE program, please don't ever hesitate to contact either Wendy or Shannon regarding any issues, if we don't know the answer, we will get it for you!

Several respondents indicated that in order for them to diversify their business, they would need more capital, more marketing experience, more exposure, more networking and more training. The DBE program has prepared the Statement of Work for the next federal fiscal year to include funding for marketing grants, funding for consultants that can assist with marketing, funding for networking opportunities and additional funding for training for DBEs.

Most respondents indicated that their current financial situation is average which is an improvement over last year's survey.

It appears that most of the needs that were assessed last year remain the same as last year with continued focus on funding and training.

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Bid and Contracting Opportunities

MONTANA DEPARTMENT OF TRANSPORTATION
MDT holds two bid lettings each month.

Proposed for letting March 2011

UPN/UNIT	PROJECT ID	FINANCIAL DISTRICT	PROJECT DESIGNATION	TYPE OF CONSTRUCTION	LENGTH MILES
6606 000	STPP 6-1(120)16	1	SLIDE E OF NOXON	RECONSTRUCITON-WITHOUT ADDED CAPACITY	0.2
7016 000	STPP-HSIP 58-1 (30)12	3	KIOWA JCT-HUDSON BAY DIVIDE	RESURFACING-ASPHALT (THIN LIFT<=60.00)(INC SAF IMP) (PAVE PRES)	13.3
5758 000	STPP 68-1(2)	3	CASCADE – N & S	MAJOR REHAB-WITHOUT ADDED CAPACITY	1.5
7242 000	UPP 7199(21)	5	BRASSEY ST-CASINO CR LWTN	RESURFACING-ASPHALT (THIN LIFT<=60.00MM)(SCHEDULED MAINTENANCE)	1.3
7238 000	UPP 1004(10)	5	GRAND-DIVISION TO 8 TH BLGS	RESURFACING-ASPHALT (THIN LIFT<=60.00MM)(INC SAF IMP) (PAVE PRES)	1.1
6078 000	HSIP 317-1(13)4	1	SF069-CONRAD DR/SHADY LN KAL	ROADWAY & ROADSIDE SAFETY IMPROVEMENTS	
6056 000	HSIP 317-1(11)3	1	SF069-CONRAD DR-E OF KAL	RECONSTRUCITON-WITHOUT ADDED CAPACITY	
4158 001	MT-STPS 213-1	3	RR OVERPASS-CUT BANK	RELOCATION	1.3
6928 000	IM 90-7(94)331	2	LIVINGSTON – E & W	RESURFACING-SEAL & COVER	10.3
6927 000	IM 15-3(79)176	2,3	JEFFERSON CITY-HELENA	RESURFACING-SEAL & COVER	14.5
6925 000	IM 15-2(99)94	2	DIVIDE – N & S	RESURFACING-ASPHALT (THIN LIFT<=60.00MM)(INC SAF IMP) (PAVE PRES)	9.2
7307 000	NH 7-2(53)81	1	LOLO-SOUTH	MINOR REHABILITATION	1.9
2015 003	NH-NHTSA 7-1 (114)56	1	BEAR CREEK ROAD-NORTH	RECONST-W/ADDED CAPACITY	2.3
5757 000	STPP 9-1(16)39	3	AUGUSTA-NE	MAJOR REHAB-W/O ADDED CAP	1.5
7239 000	UPP 6903(2)	5	E RAILROAD ST-EAST-LAUREL	RESURFACING-ASPHALT(THIN LIFT<=60.00MM)(INC SAFE IMP) (PAVE PRES)	1.0
5026 000	HSIP 50-1(24)10	2	2001-GRAYLING CR-N OF US 20	BRIDGE REPLACEMENT WITH NO ADDED CAPACITY	0.5

Welcome,
Recently
Certified DBEs!

Charles Conway
South Fork Services
LLC
Excavating

Kara Mader
Yellowstone
Environmental
Contracting LLC
Erosion Control

Jett Development LLC
Lyndon Walsh
Erosion Control
Landscaping

Money is available to highway related DBEs for training and travel. You must be a certified highway-related DBE and get **prior** approval from Shannon, it's that easy and it's first come, first served. This year's grants are:
\$250 for travel/per diem costs
\$750 for training costs (this can be for you or your employees)



We still have funding available to pay for your 2011 MCA (Montana Contractor's Association) dues. This will help you with networking and meeting primes. Contact Shannon at 444-7287 if you are interested.

DBE participation for MDT Awarded Contracts for November and December:

Prime <i>DBE</i>	Location	Project	DBE Participation
Blahnik Construction & Ready Mix	SAP JCT-W of Three Forks Harrison-Jefferson River	STPP 13-3(8)84 STPP 13-1(53)75	0.00%
Frontier West LLC	Lozeau-Tarkio Structures	IM 90-1(168)29	0.00%
Intermountain Slurry Seal Inc <i>Arrow Striping</i>	Billings-North	NH 16-1(50)5	4.52%
Knife River – Billings <i>Arrow Striping</i>	19 Km North of Hardin-North	STPP 48-1(24)12	3.48%
<i>Plain Feather Construction LLC</i>	Jct 457 – South	STPS 451-1(4)26	<i>100%</i>
Prince Inc <i>Arrow Striping</i>	W of Jct MT 16-West	STPS 201-2(11)38	2.35%
Riverside Sand & Gravel Inc <i>Arrow Striping</i>	Roscoe-North	STPP 78-1(5)20	4.57%
Schellinger Const Co Inc	I-15; Craig – Stickney Cr	IM 15-4(125)234	0.00%
Stillwater Electric Inc	Msla-LED Upgrades	CM 8199(93)	0.00%
United Materials of Great Falls Inc	River Dr – 15 th to 25 th (GTF)	NH 102-1(4)3	0.00%
Average Participation			10.97 %

Top Business Scams of 2010 by Coleen Smith, Better Business Bureau

Each year, the Better Business Bureau (BBB) assembles a list of the top scams that affect small business. The best way to avoid being scammed is to be aware of what types of scams are out there. Be sure to share the following with everyone in your company.

Directory Scams – Scammer calls claiming they just want to update the company's entry in an online directory or even lie about being with the Yellow Pages. The business is later billed hundreds of dollars for listing services they didn't agree to and when they call to dispute the billing, they play a recording of inaudible questions answered by someone from the company saying yes. To combat this scam, have whoever answers the phone answer questions with 'correct' instead of 'yes'.

Office Supply Scams – Some scammers prey on small business hoping they won't notice a bill for office supplies or toner which the company never ordered. Make sure the bookkeeper knows what has been ordered.

Vanity Awards – While it's flattering to be recognized for your hard work, some awards are just money-making schemes and have no actual merit. Be cautious about receiving a business or leadership award, especially if you have to buy your own plaque or have to pay money.

Phishing E-mails – This one is huge! Some phishing e-mails specifically target small business owners with the goal of hacking into the computer or network. Examples include e-mails pretending to be from the IRS claiming the company has underreported income or from the BBB saying the company has received a complaint. In the example of the IRS email, a bookkeeper in Florida freaked out, clicked on the link and gave the hackers all the info they wanted. Within 24 hours, the company had lost \$64,000. Train employees not to click on links in emails and certainly not to give out information to unsolicited requesters.

Being vigilant against fraud is not only important for a company's bottom line, it also strengthens customer trust in the business. Becoming a victim of fraud can have a negative financial and reputational impact on a business and the BBB recommends owners train their staff to look out for the common scams that prey on small business.

**SCHEMING
CRAFTY
AGGRESSIVE
MALICIOUS**
DON'T LET THEM CON YOU

MDT Civil Rights Bureau Directory

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February

Do you need some specialized training for your employees?

Are you struggling with a unique business issue?

If you need some training for your employees or you would like the DBE program to conduct training OR you need some personalized consulting, contact Shannon at 444-7287 and she can set it up!

And watch for upcoming training...Spring will have lots of opportunities!

Meetings, Workshops, and Training Opportunities

March

Sound HR Practices and Stress Management for Small Businesses Sponsored by the DBE program

- 3/16 9 am to 4 pm**
Hilton Garden, 3720 Reserve St, Missoula
- 3/17 9 am to 4 pm**
Hilton Garden, 1840 Hwy 93 S, Kalispell
- 3/22 9 am to 4 pm**
Hilton Garden, 2023 Commerce Way, Bozeman
- 3/23 9 am to 4 pm**
Hilton Garden, 2465 Grant Rd, Billings
- 4/13 9 am to 4 pm**
Hilton Garden, 2520 14th St SW, Great Falls
- 4/14 9 am to 4 pm**
Best Western, 1345 1st St, Havre

3/21 8:30 am Introduction to Web Development with Visual Studio 2010

IKUW Solutions – Helena, 3222 Centennial Drive
This is a five-day instructor-led course that provides knowledge and skills on developing Web applications by using Microsoft Visual Studio 2010
Register, visit www.ikusolutions.com
Contact: Kevin McManus, 442-0080, kevin@ikuwsolutions.com

3/25 9 am Made In Montana Marketplace

Mansfield Convention Center, Great Falls
Buyers from across Montana and beyond meet and close deals with Made in Montana Program members exhibiting hundreds of products at the annual juried Marketplace. Buyer registration is free. To learn more, visit <http://www.greatfallsmt.net/events/madeinmontana/>
Contact: (406) 455-8510

Human Resources – Establish accountability & build commitment, Build an employee handbook, Design a new hire program

Stress – Practical tools for stress, Action plans for life balance, Revitalize for the New Year

Cost: \$20, Certified DBEs are free!
You must register at: https://app.mt.gov/cgi-bin/confreg2/index.cgi?CONFERENCE_ID=843&ACTION=INTRO

