

December 2009



INROADS

Paving the Way for Montana's Disadvantaged Business Enterprises

Volume 9, Issue 12



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



BOOTSTRAP MONTANA LOAN PROGRAM
Funding Available for 2009-2010



The Bootstrap Montana Loan Program has funds available for 2009-2010.

Who: Montana Entrepreneurs

What: Microloans

- 0% loans for projects which will provide fast return on investment.
- Funds targeted at projects with direct effect on increasing sales from out of Montana.
- Loans made in amounts ranging from \$5,000 to \$20,000.

Why: The program:

- Increases the level of employment in the State.
- Brings new sales revenue into the State.
- Increases the competitiveness of Montana companies.

How: Contact Gary Bloomer at 406.556.0272 or gbloomer@techranch.org.
Additional information can be found at www.bootstrapmontana.org.

The Bootstrap Montana Loan Program was seeded by Greg Gianforte, CEO of Bozeman-based Right Now Technologies and head of the Gianforte Family Charitable Trust. Established in 2007, the program is seeking to loan funds to Montana entrepreneurs who embrace the business development philosophy of "bootstrapping"—or growing a company without the aid of outside (equity) investment capital.



Bootstrap Montana is a program administered by Montana's leading Economic Development Assistance Organization, TechRanch.

Indian Incentive Program

Native Americans have a long history of patriotically contributing to the U.S. Military. Today, Native American small businesses in the fields of engineering, construction, IT, and other areas, continue to supply the Department of Defense (DoD) with dependable high-quality supplies and services.

Despite recent upward trends in economic activity, Indian reservations and Alaska Native Villages still suffer some of the worst poverty in the country. In an effort to boost Native American economic development, Congress has authorized Federal contracting agencies to "encourage" the use of Native American owned subcontractors. The DoD Indian Incentive Program is a viable example of this encouragement.

The Department of Defense (DoD) Indian Incentive Program (IIP) motivates Prime contractors to utilize Indian organizations and Indian-owned economic enterprises, by providing a 5% rebate to Prime contractors on subcontracted work performed by an Indian organization or on subcontracted commercial products manufactured in whole or in part by an Indian organization. For actions after 13 September 2001, sub-tier contractors who subcontract to an Indian-owned firm are also eligible for incentive payments.

The Indian Incentive Program has certain eligibility requirements. If you are interested in participating in the Indian Incentive Program, we encourage you to thoroughly research our website and learn about the program.
<http://www.acq.osd.mil/osbp/programs/iip/index.htm>



INROADS

Bid and Contracting Opportunities

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

Proposed for letting January 2010

UPN/UNIT	PROJECT ID	FINANCIAL DISTRICT	PROJECT DESIGNATION	TYPE OF CONSTRUCTION	LENGTH MILES
5780 000	IM 90-1(166)45	1	SUPERIOR AREA STRUCTURES	MAJOR BRIDGE REAHB WITHOUT ADDED CAPACITY	
6496 000	IM 90-1(177)44	1	SUPERIOR-WEST	RESURFACING-SEAL & COVER	6.1
6801 000	IM 90-5(67)257	2	CARDWELL-COTTONWOOD HILL	RESURFACING-ASPHALT (THIN LIFT<=60.00MM) (INCLUDING SAF. IMP.) (PAVE PRES)	7.3
6802 000	IM 90-5(65)249	2	WHITEHALL-CARDWELL	RESURFACING-ASPHALT (THIN LIFT<=60.00MM) (INCLUDING SAF.IMP.) (PAVE PRES)	8.2
3871 003	IM 90-6(114)307	2	MRL STRUCTURES - BOZEMAN	BRIDGE REPLACEMENT WITH NO ADDED CAPACITY	
6641 000	IM 15-5(116)270	3	D-3 BRIDGE DECK REPAIR	MAJOR BRIDGE REHABILITATION WITHOUT ADDED CAPACITY	
5777 000	BH 90-1(174)29	1	SCOUR PROTECTION-W OF ST REGIS	MINOR BRIDGE REHAB	
1289 000	ARRA-MT 36-1(11) 26	1	LONEPINE - N & E	RECONSTRUCITON- WITHOUT ADDED CAPACITY	10.0
6104 002	ARRA 0002(874)	4	D4-CULVERTS-PHASE III	RECONSTRUCTION - REMOVE & REPLACE CULVERTS	
5178 000	IM 94-1(68)24	5	POMPEYS PILLAR-WACO INTCH	RESURFACING-ASPHALT(THIN LIFT<=60.00MM)(SCHEDULED MAINTENANCE	12.1
6795 000	NH 7-1(123)9	1	SULA - N & S	RESURFACING-SEAL & COVER	7.3
6794 000	NH 7-1(125)0	1	LOST TRAIL PASS	RESURFACING-SEAL & COVER	8.9
6815 000	NH 10-1(27)4	3	N OF GREAT FALLS - N	RESURFACING-SEAL & COVER	16.0
5754 000	NH 60-2(73)92	3	10 TH AVE S-26 TH TO 20 TH ST-GTF	RECONSTRUCTION-WITH	.8
6821 000	NH 53-1(28)28	5	BROADVIEW-N & S	RESURFACING-ASPHALT (THIN LIFT<=60.00MM) (SCHEDULED MAINTENANCE)	12.5
6809 000	STPP 46-3(4)42	2	16 M NE WISDOM - SPORTSMANS CAMP	RESURFACING-ASPHALT (THIN LIFT<=60.00MM) (INCLUDING DAF.IMP.) (PAVE PRES)	9.5
4487 000	STPS 421-2(3)9	5	CARBON CO LINE-EAST	RECONSTRUCTION-WITHOUT ADDED CAPACITY	2.0
4813 000	CM 5299(55)	3	2002 INT IMPVTS-GTF	MAJOR REHABILITATION-WITH ADDED CAPACITY	
2019 001	ARRA 69-1(27)22	2	ELKHORN ROAD-SOUTH	MAJOR REHABILITATION-WITHOUT ADDED CAPACITY	9.5

Do you know someone who could be a DBE?

If they are a small business owned by a minority or a woman and have less than \$750,000 in personal net worth and less than \$22.41 million in sales averaged over the last 3 years, they may qualify! Tell them to contact Wendy Stewart, DBE Program Manager at 406-444-6337 or westewart@mt.gov for an application packet.

Welcome, Recently Certified DBEs!

Geranios Enterprises, Inc
Linda Geranios
Civil Engineering,
Landscaping, Concrete
Work, Construction, Site
Preparation

Harmony Design, Inc
Jennifer Zung
Architectural Design, Civil
Engineering, Design,
Planning



For further information on upcoming projects, visit MDT's website at: www.mdt.mt.gov/business/contracting/upcoming_prj.shtml



Don't forget, if you need any training or Supportive Services, contact Shannon at 444-7287.

The State of Montana offers one stop vendor information at the following link:

<http://svc.mt.gov/gsd/onestop/SolicitationDefault.aspx>

This website contains information from all agencies that are soliciting a contract. Check it out!

USDOT Short Term Lending Program (STLP)

Are you in need of some short term lending? USDOT may be able to help. DBE Certified or SBA Certified under Section 8(a); Small Disadvantaged Business; HUBZONE Empowerment Contracting Program; and Service-disabled Veterans are eligible to receive funds through the USDOT STLP.

Funds are not available for contract mobilization; equipment purchases or other long-term uses; refinance of existing debt; payment of non-current taxes; distributions or other payments to stockholders.

Startup businesses are not eligible to apply for the STLP. It is recommended that a business have at least three years of past history before applying to show an established track record.

Check out the link <http://osdbu.dot.gov/financial/stlp.cfm>

Maximum loan amount: \$750,000

Interest Rate: variable tied to Prime Rate

Turnaround Time: 30 to 60 days

Revolving Lines of Credit: Normally covers one-year period and one or more renewals may be requested

Collateral: Accounts Receivable arising from contracts or subcontracts being financed; also additional personal guarantees or insurance may be requested

Purchase and Repayment: Funds may be borrowed against each invoice of the contract(s) being financed. Repayment occurs as the project owner or prime contractor pays the invoice. The payment is made jointly to the borrower and to the STLP bank and is sent to the bank, which repays the amount borrowed against the invoice and transmits the balance to the borrower.

MDT Awarded Contracts for November and DBE participation:

Prime	Location	Project	DBE Participation
AMES CONSTRUCTION INC – UT	KBP-AIRPORT RD TO FOYS LAKE RD KBP-FOYS LAKE RD TO US 2	21B09/ARRA 15(91) 21B09/ARRA 15(92)	0.00%
FRONTIER WEST LLC	LOTHROP-BEARMOUTH STRUCTURES	09B09/IM 0002(804)	0.00%
MARTIN CONSTRUCTION INC – ND	WATERSHED 16-WETLAND REPAIR	11B09/STPX 6(15)	0.00%
RIVERSIDE CONTRACTING INC-MSLA	WACO INTCH-CUSTER	01C09/IM 94-1(69)36	0.00%
RIVERSIDE CONTRACTING INC-MSLA	BIG HORN COUNTY LINE-SW	04C09/NH 37-1(31)33	0.00%
RIVERSIDE SAND & GRAVEL INC	BRIDGER-FROMBERG	03C09/NH 4-1(41)26	0.00%
SHELLINGER CONST CO INC	NORTH OF VALIER-N	10B09/STPS 358-1(10)7	0.00%
SHELLINGER CONST CO INC	I-15: STICKNEY CR-HARDY CR	DB109/IM 15-4(130)237	0.00%
WICKENS CONSTRUCTION INC	JCT US 191-WHITEWATER	05B09/ARRA-STPS 208-1(6)0	0.79%

Average Participation

0.12 %

MDT Civil Rights Bureau Directory

Wendy Stewart DBE Program Manager/Certifications	westewart@mt.gov	(406)444-6337
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Bill Anderson Title VI & EEO Compliance Specialist	bianderson@mt.gov	(406)444-6334
Kathy Terrio Acting EEO & Labor Compliance Specialist	kterrio@mt.gov	(406)444-9270
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Happy New Year!

WHAT'S NEW WITH YOU?

Inroads, the Montana DBE Newsletter, is your tool to gain new ideas, meet new people, network with other businesses, blow your own horn, and move your business down the road to success.

- *Have you or an associate won an award or been promoted?*
- *Do you have an idea for an article, or would you like to have your firm profiled in the newsletter?*
- *Do you want to show off your contracting handiwork?*
- *Do you want to hire an employee or buy/sell a business-related item?*

Let us know what's new! Send questions, comments, ideas, photos, and want-ads to: Wendy Stewart at westewart@mt.gov or call (406)444-6337.

Meetings, Workshops, and Training Opportunities

January

1/4	Introduction to QuickBooks Training Montana Tech Butte, ELC Building 3 rd Floor, Computer Lab 8 am – 5 pm Cost \$35 For reservations, call Ashley Popl 782-7333 ext 300 Space is limited	1/20	Missoula FastTrac Growth Venture Business Training (10 week course starting) First Security Bank Loan Center, 2601 Garfield, Missoula 6 pm Cost: \$400 for the ten-week course Contact: Amita Patel or Patty Cox at 728-9234
1/7	Grant Proposal Writing Workshop Montana Tech Butte, Main Hall Rom 106 8:30 am – 5 pm Cost \$50 For more info: Enrollment Services 496-4526 or 1-800-445-TECH	1/22	Economic Recovery MonTec Conference Room, 1121 E. Broadway, Missoula 11:30 am – 1 pm This workshop will provide tips and techniques to help you with your grant writing efforts. Cost \$10 RSVP Leah Borow @ sits@mountainhomemt.org
1/14-15	Montana Chamber of Commerce Business Days at the Capital 2010 Best Western Helena Great Northern Hotel 8 am - ? Cost: varies Contact: montanachamber.com; 442-2405, ext 102	1/28	Women: Want to Do Business With the Government? Gateway Center, 1710 National Ave, Helena 9 am – 4 pm If you want to explore the arena of government contracts as part of your marketing plan, then this workshop is for you. Cost: \$15 Contact: Crystal Baker at 441-1089
1/14	Free Family Business On The Road Program Seminar, "Building Excellence Into Your Business" Best Western Helena Great Northern Hotel 1:30 – 3:30 pm OR 3:30 – 5 pm Cost: free Contact: to RSVP, contact Audrey Lee at 406-994-7026		

