

October 2010



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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College Internship Program

The U.S. Department of Transportation announced the expansion of an internship program designed to encourage young women to pursue careers in transportation.

"Women are an essential part of today's labor force, yet women are underrepresented in the transportation industry," said Secretary LaHood of the USDOT. "We're saying to all the college women out there – no matter where you're enrolled, there's a DOT Small Business Transportation Resource Center close by to help you plug into your dream job, whether it's an airport, an engineering or aerospace firm, a railroad, a transit agency or perhaps one of our DOT offices."

The internship program has expanded from one to ten regions of the country, enabling young women from colleges and universities across the country to participate. It will be administered through the Department's 11 Small Business Transportation Resource Centers. These Centers, spread throughout the nation, provide resources, technical assistance and outreach to all 50 states and U.S. territories. Each Center will be responsible for placing qualified female college students in transportation related internships in their regions.

The expanded program, based on a successful pilot, is part of a broader effort by the Department of Transportation to create a pipeline of younger women coming into the transportation workforce.

To learn more about the Womens & Girls Program please click on the following link <http://osdbu.dot.gov/WG/index.cfm>

A Cheyenne Voice

Introducing a new way to communicate on the Northern Cheyenne reservation, "A Cheyenne Voice". This is a weekly publication made possible by the Montana Department of Commerce's Indian Equity Fund Grant (see article on page 3 for more information).

Clara Caufield started the paper 4 months ago and the paper is expanding and growing in leaps and bounds. She currently prints 500 issues per week and they fly off the shelves.

This is a great form of communication on the reservation. At this time, there is no other newspaper available for reservation news.

If you are interested in advertising in "A Cheyenne Voice", you can contact Clara at 757-2485 or acheyennevoice@gmail.com.

Another Advantage to Being a DBE...

Another advantage of DBE certification is the **USDOT Short-Term Lending Program (STLP)**. The STLP provides short-term working capital financing for DBEs working on USDOT-funded contracts and subcontracts (any mode of transportation). This is done through revolving lines of credit, with the contracts' accounts receivable acting as collateral. These lines of credit can be extended to both primes and subcontractors with the maximum line of credit up to \$750,000. To learn more about the STLP, visit the USDOT's Office of Disadvantaged and Underutilized Business Office (OSDBU)'s website at: www.osdbu.dot.gov/financial/STLP.cfm.

This STLP is at a variable rate tied to the prime Rate published in the Wall Street Journal. The 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.

INROADS

Bid and Contracting Opportunities

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

Proposed for letting December 2010

UPN/UNIT	PROJECT ID	FINANCIAL DISTRICT	PROJECT DESIGNATION	TYPE OF CONSTRUCTION	LENGTH MILES
5785 000	IM 90-1(168)29	1	LOZEAU-TARKIO STRUCTURES	MAJOR BRIDGE REHAB WITHOUT ADDED CAPACITY	
6929 000	NH 8-4(57)86	2	TOSTON-NORTH	RESURFACING-ASPHALT(THIN LIFT<=60.00MM)(INCLUDING SAF. IMPR.)(PAVE PRES)	2.8
6953 000	NH 102-1(4)3	3	RIVER DR-15 TH TO 25 TH (GTF)	RESURFACING-ASPHALT(THIN LIFT<=60.00MM)(INCLUDING SAF. IMPR.)(PAVE PRES)	0.9
6971 000	NH 1-9(48)565	4	EAST OF NASHUA-EAST	RESURFACING-ASPHALT(THIN LIFT<=60.00MM)(SCHED. MAINT)	8.3
4071 000	STPP 78-1(5)20	5	ROSCOE-NORTH	MAJOR REHAB-W/O ADDED CAP	5.0
6917 000	STPS 269-1(35)5	1	N OF HAMILTON-NORTH	RESURFACING-SEAL & COVER	3.7
6949 000	STPS 278-1(27)43	2	JACKSON-N & S	RESURFACING-SEAL & COVER	8.2
6948 000	STPS 278-1(25)51	2	NORTH OF JACKSON-WISDOM	RESURFACING-SEAL & COVER	10.4
6974 000	STPS 201-2(11)38	4	W OF JUCT MT 16-WEST	RESURFACING-ASPHALT(THIN LIFT<=60.00MM)(INCLUDING SAF. IMP.)(PAVE PRES)	9.5
7013 000	STPS 451-1(4)26	5	JCT 457-SOUTH	RESURFACING-ASPHALT(THIN LIFT<=60.00MM)(INCLUDING SAF. IMP.)(PAVE PRES)	11.7
6429 000	HSIP 0002(893)	1	SF079 DELINS FRTOWN, STEVI	SIGNING, PAVEMENT MARKINGS CHEVRONS, ETC	
6420 000	HSIP 19-1(44)7	2	SF079 TURN BAY-E OF ANACONDA	ROADWAY & ROADSIDE SAFETY IMPROVEMENTS	
6077 000	HSIP 86-1(38)3	2	SF069-GUARDRAIL-BOZEMAN NE	ROADWAY & ROADSIDE SAFETY IMPROVEMENTS	

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!

**Welcome,
Recently
Certified DBEs!**

Linnea Stanhope
Java Jammy LLC
Manufacturer

Eleanor Yellowrobe
Native Assets
Accounting and
Consulting
Accounting and
Consulting Services



Need some extra money?
 The DBE Supportive Services program has received it's funding for the year October 1, 2010 through September 30, 2011. What that means for you is all the money for training and travel has been "reset". If you got money last year, you are now eligible for more. 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 your or your employees)

Does your business need some specialized training?

Have you heard about some great training opportunities that you or your employees could attend?

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

MDT Awarded Contracts for June and July and DBE participation:

Prime <i>DBE</i>	Location	Project	DBE Participation
Frontier West LLC	Ltl Blackft Rvr – 3 M E-Garrison	BR-MT 9039(38)	0.00%
<i>H L Construction Inc</i>	SF069-Flasher/Guardrail S Billings	HSIP 416-1(14)1	100.00%
Helena Sand & Gravel Inc <i>Arrow Striping</i> <i>Fencecrafters – Helena</i> <i>Mueller Consulting Land Survey</i>	I-15 Frontage Road-Helena	IM 25(68)	4.30%
LS Jensen Construction & Ready Mix	Libby Urban, Libby-South, California St	NH 1-1(84)30 STPP 33-1(35)0 NH 1-1(86)34	0.00%
Mild Fence Company	SF079 Ctle Grds & Fence E Glacier	HSIP 1-3(55)209	0.00%
Ralph L Wadsworth Const Co LLC	Two Medicine River Bridge	MT-BR 1-3(45)210	0.00%
Riverside Contracting Inc-Msla <i>Hardrives Construction</i>	Chinook –West, Chinook-East & West, Chinook – East & West	NH 1-7(40)393 NH 1-7(38)405 NH 1-7(42)398	6.00%
Schellinger Const Co Inc <i>Arrow Striping</i>	Victor Urban	NH 7-1(115)59	1.66%
Watson Excavating Inc <i>Kootenai Surveyors</i> <i>Promark Inc</i>	KBP-US 93 Bikepath Connection	NH 15(95)	3.39%
Average Participation			1.14 %

Did you know that:

Small Businesses:

- ✓ Represent 99.7% of all employer firms
- ✓ Employ half of all private sector employees
- ✓ Pay 44% of total U.S. private payroll
- ✓ Generated 65% of net new jobs over the past 17 years
- ✓ Create more than half of the nonfarm private Gross Domestic Product (GDP)
- ✓ Hire 43% of high tech workers (scientists, engineers, computer programmers, and others)
- ✓ Are 52% home-based and 2% franchises
- ✓ Made up 97.5% of all identified exporters and produced 31% of export value in FY 2008
- ✓ Produce 13 times more patents per employee than large patenting firms employees

According to the SBA, 86% of construction firms are small and research continues to show that small businesses and entrepreneurs will play important roles in the economy's eventual recovery, through their flexibility and ability to create innovative solutions, new industries, and jobs.

Info from the SBA

Indian Equity Fund Grant

The Montana Department of Commerce is now accepting applications for the 2011 Indian Equity Fund Grants. Two enrolled members from every Montana Tribe are eligible to receive up to \$7,000 each in grant funds to fund either a business startup or to grow their business.

The money can be used for a variety of activities such as the purchase of new equipment or the development of a new product line. The fund requires a minimum of dollar to dollar match which may include collateral such as cash, in kind, or loan funds such as a tribal loan fund, a micro loan program, or a commercial lender.

The application deadline is December 6, 2010. For further information, please contact Phillip Belangie, Entrepreneur Development Manager, Montana Department of Commerce, 1121 E. Broadway, Suite 116, Missoula, MT 59802, (406)721-3663.



MDT Civil Rights Bureau Directory

Wendy Stewart DBE Program Manager/Certifications	westewart@mt.gov	(406)444-6337
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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 annual 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.

Meetings, Workshops, and Training Opportunities

November

- 11/8 **10 Mistakes to Avoid In Business Accounting**
MMEC 2310 University Way, Bozeman
Avoid common landmines in business accounting including fraud, internal controls, cash flow currencies, monitoring, budgeting tools and more!
Cost \$54.00
Register here:
<http://btc.montana.edu/courses/asp/NCdescrip3.aspx?TheID=686>

- 11/29 **Use Online Marketing To Grow Your Business**
20 East Olive, Suite LL10, Bozeman
Learn to market your business more effectively with search engine rankings and building an online community around your brand.
Cost \$124.00
Contact: 994-6683
Also available in December

- Various **New Business Training**
Bear Paw Development, Havre
Core Four business planning course for both novice and experienced entrepreneurs. The course focuses on the main topics in business planning including: Success Planning, Market Planning, Cash Flow Planning; Operations Planning
Cost \$50.00
Time: 6 – 8 pm
November 11, 18 and December 2, 16
Contact: jlaplante@bearpaw.org, 265-9226

Don't forget that the DBE program is hosting the following workshops in November:

Getting Your M\$ney On Time

- | | |
|--|---|
| <p>Nov 3rd From 6pm to 9pm
Nov 4th From 7am to 9am
C'Mon Inn
2775 Expo Parkway
Missoula</p> | <p>Nov 4th From 6pm to 9pm
Nov 5th From 7am to 9am
Red Lion
20 N Main
Kalispell</p> |
| <p>Nov 10th From 6pm to 9pm
Nov 11th From 7am to 9am
Hilton Garden Inn
2465 Grant Rd
Billings</p> | <p>Nov 11th From 6pm to 9pm
Nov 12th From 7am to 9am
Homewood Suites
1023 Baxter Way
Bozeman</p> |

SEATING IS LIMITED
Registration is \$25 for 1 class or \$40 for both
FREE to Certified DBE's
Call Shannon 444-7287