



Powerful Ways to Energize Your Small Business

From: About.com

Are you feeling a little "blah" in your business? Then right now is the perfect time to refocus, find some new energy and funnel it into your small business. While the reenergizing process fits well into a change of seasons or the beginning of a new year, you don't have to wait to get a fresh start. Make today, right now, your moment of refocusing and you will see the benefits immediately.

Once you are ready to shed the complacency and add some fire, start with these ideas that will help you achieve a renewed outlook, improved plan and reinvigorated motivation.

Dust Off Your Marketing Plan

You do have a marketing plan that you update and use regularly in your small business, right? No? Then, creating your marketing plan should be the first stop on your "reenergizing frenzy." Not only is a marketing plan a good idea when it comes to deciding where to invest your marketing dollars, but having a plan in place that allows you to track and monitor your marketing activities also saves you time.

Revisit Your Goals

When was the last time you sat down and looked at your long- and short-term goals? Are your goals still realistic? Are you on track to achieve them? Where have you been falling short?

Streamline Your Email

If you ever feel dread and unease when you check your email, incorporating some new email processes can help you avoid the "blahs." Email has a tendency to become very unruly if you let it, that's why it's so important to have a system for keeping it in check.

Reorganize Your Home Office

Look around you. Look at your computer, your desk, and the walls in your office. Does what you see inspire you? If not, then you may be able to achieve a complete energy overhaul just by rearranging or improving your office.

Get Your Office Mobile-Ready

You may have just reorganized and streamlined your home office, but that doesn't mean you need to stay there, day in, day out. It's not conducive to creativity, and all business owners can benefit from thinking creatively. Most small business owners find it useful to be able to stay connected, even when they're out of the office. Make sure your mobile office is efficient and gives you the peace of mind to break out of your office and stay productive.

Take an Online Class

If you are bored with your business, consider taking an online class or training program to learn something new. There are many programs that are available online, for free, that can help you discover a new passion or improve a skill.

Tighten Your Belt

Money issues are often the cause of worry, complacency and lack of motivation. How can you get excited about your business when you're struggling to make ends meet? The solution is turning your money problems into an opportunity. Consider adopting a bootstrapping mindset, and look for areas you can make small changes that will have a big impact on your business finances.

Get Out and Network

One of the best ways to get excited about your business is by networking; getting outside of your comfort zone can introduce you to new people and new ideas, while renewing your motivation. Plus, being around other small business owners just like yourself can give you a level of support you can't get anywhere else.

Consider Your Motivation

Not knowing why you're doing what you're doing can cause you to feel indifferent about your business and its success. Only when you have a firm grasp on what is motivating you to reach success will you be able to fight for what you want.

**Welcome,
Recently
Certified DBEs!**

**J C Supply and
Manufacturing**
Connie Lightcap
Bridge supplier

**Longhouse Inventory
Solutions**
Jami Jones
Supplier of child safety
seats to fleet vendors

J & J Concrete Inc
Rick Guitierrez
Concrete work, both
residential and
commercial, concrete flat
work



**Do you know
someone who
wants to be a
DBE?**

*If they are a small
business owned by
a minority or a
woman and have
less than
\$1,320,000 in
personal net worth
and less than
\$22.41 million in
annual sales
averaged over the
last 3 years, they
may qualify! Have
them contact
Wendy Stewart,
DBE Program
Manager at
(406)444-6337 or
westewart@mt.gov
for an application
packet.*

INROADS

MONTANA DEPARTMENT OF TRANSPORTATION
MDT holds two bid lettings each month.
Proposed for letting June 2012:

UPN/UNIT	PROJECT ID	FINANCIAL DISTRICT	PROJECT DESIGNATION	TYPE OF CONSTRUCTION	LENGTH MILES
7574 000	IM 90-6(141)308	2	BOZEMAN – EAST (I-90)	RESURFACING – SEAL & COVER	5.5
3871 001	IM 90-6(101)304	2	BOZEMAN STRUCTURES	BRIDGE REHAB WITH ADDED CAPACITY	
7649 000	NH 8-1(37)23	1	MACDONALD PASS – WEST	RESURFACING-ASPHALT (THIN LIFT<=60.00MM) (SCHEDULED MAINTENANCE)	4.0
7605 000	NH 1-1(91)20	1	LIBBY-WEST THIS PROJECT WILL HAVE A DBE GOAL ON IT!	RESURFACING-ASPHALT (THIN LIFT<=60.00MM) (INCLUDING SAF IMP) (PAVE PRES)	9.9
7655 000	STPP 56-1(7)0	1	BULL LAKE – SOUTH	RESURFACING – SEAL & COVER	16.6
7613 000	STPP 33-1(37)1	1	LIBBY – NE	RESURFACING – SEAL & COVER	8.3
5565 000	STPX 0002(749)	5,2	ROSTAD RANCH WETLAND	ENVIRONMENTAL	
7427 000	STPU 1812(2)	2	AMHERST-HARR TO CONT DR-BUTTE	RESURFACING-ASPHALT (THIN LIFT<=60.00MM) (INCLUDING SAF IMP) (PAVE PRES)	1.0

SBA Issues Proposed Rule Aimed at Increasing Small Business Contracting Opportunities

by: [James Y. Boland](#), [William L. Walsh](#), [Venable LLP - Tysons Corner Office](#)

On May 16, 2012, the Small Business Administration issued a proposed rule implementing portions of the Small Business Jobs Act of 2010. See 77 FR 29130-29165 (May 16, 2012). The lengthy rule covers many areas of the regulations governing small business contracting, with a particular focus on multiple award contracts. The proposed changes will impact virtually every small business government contractor. **Comments are due on or before July 16, 2012.**

While the rule covers many topics, several notable highlights include the following:

Set-Asides, Partial Set-Asides and Reserves for Multiple Award Contracts

The proposed rule would give agencies the discretion to award multiple award contracts with a reserve, partial set-aside, or other commitment to set aside individual orders for small businesses. Significantly, the SBA proposes to include GSA schedule contracts within the broad definition of “multiple award contract,” which would expressly allow small business set-asides and the application of the “rule of two” within the GSA schedule program. (§125.1(k)).

Size Protests and NAICS Code Appeals

The proposed rule would expressly allow protests challenging the size of an apparently-successful offeror for orders awarded under partial set-asides and allow reserves of multiple award contracts and set-asides of orders under multiple award contracts. (§121.1004).

In addition, the SBA proposes to allow parties that want to be considered small for a procurement to appeal an agency’s NAICS code designation on a solicitation issued on an unrestricted basis. (§121.1103).

New Recertification Requirements

Under existing regulations, a contractor is required to recertify its size status whenever there is a novation, or a merger or acquisition where no novation is required. Recognizing that the current rules are not entirely clear whether both the acquired and acquiring concern need to recertify, the SBA

SBA Proposed Rules cont'd from page 2

proposes to require recertification from both the acquired concern and the acquiring concern if each has been awarded a contract as a small business. The rule would also require recertification from a joint venture that has been awarded a contract as a small business when there is a novation, acquisition or merger, and the acquired, acquiring or merged concern is a participant in the joint venture. To the extent there was any uncertainty, this rule would ensure that a small business “acquiring” concern must consider the immediate implications of acquiring or merging with another concern, as it would have to recertify within 30 days. (§121.404).

Certificate of Competency Program

The proposed rule would extend SBA’s Certificate of Competency Program not only to multiple award contracts, but also orders issued against multiple award contracts where the agency uses a small business offeror’s capacity or credit for purposes of determining suitability for award. (§ 125.5). This rule would mean that the contracting officer would have to refer a small business concern to the SBA for a Certificate of Competency if it denies the award of a task or delivery order on the basis that the small business is non-responsible, even if the next apparently- successful offeror is also a small business.

“On Ramp” Provision

The proposed rule encourages agencies to consider adding an “on ramp” provision in multiple award contracts that would permit the agency to “refresh” the number of small business contract holders, as those numbers may diminish over time due to size changes. (§125.2(e)). Inclusion of such a provision would increase the opportunity for small business contractors to compete for task orders on large, multiple award contracts if they were unable to compete under the original multiple award contract solicitation (and possibly those that were unsuccessful during the first competition).

DBE participation for MDT Awarded Contracts for March and April:

Prime <i>DBE</i>	Location	Project	DBE Participation
Stillwater Excavating <i>Yellowstone Environmental E Squared Concrete Construction</i>	D4-Culverts – Phase IV	STPS-NH-STPP-IM 01002(960)	9.4%
H L Ostermiller Construction Inc <i>Arrow Striping</i>	East Main St Sidewalks – Laurel	NH 63-1(14)0	1.7%
Helena Sand & Gravel	US 12/US 191-Intersection Imp	NH 63-1(14)0	0.0%
Knife River – Missoula	Clearwater Junction – North	STPP 83-1(20)0	0.0%
Montana Lines Inc	3 rd St NW & NW Bypass – Great Falls	NH 101-1(10)1	0.0%
Mountain West Holding <i>Phillips Construction</i>	Safety Impr – S Centerville	HSIP 227-1(16)7	26.0%
Riverside Sand & Gravel Inc <i>Arrow Striping</i>	Columbus – East	STPS 421-1(8)0	4.1%
Schellinger Const Co Inc <i>Highway Specialties</i>	East Glacier – Browning	CBI 1-3(65)209	1.9%
SK Construction Inc <i>JCT Construction Gaston Engineering Arrow Striping</i>	Checkerboard-Martinsdale	STPP-HIP 14-2(24)63	2.2%
Sletten Construction Co Inc <i>Yellowstone Environmental JCT Construction</i>	Drainage – 6 mi NW Vananda	BR 14-6(19)246	1.4%
TCA LLC <i>H L Construction</i>	1 M N – Terry	BH 253-1(21)1	4.9%
Average Participation			2.2%

MDT Civil Rights Bureau Directory

Wendy Stewart DBE Program Manager/Certifications	westewart@mt.gov	(406)444-6337
Shannon Hahn DBE Supportive Services Coordinator	shahn@mt.gov	(406)444-7287
Andy Hyatt-Marcucci Compliance Technician	ahyattmarcucci@mt.gov	(406)444-6331
Alice Flesch ADA Coordinator	aflesch@mt.gov	(406)444-9229
Bill Anderson Title VI & EEO Compliance Specialist	bianderson@mt.gov	(406)444-6334
Kathy Terrio EEO & Labor Compliance Specialist	kterrio@mt.gov	(406)444-9270
Patti McCubbins Civil Rights Bureau Chief	pmcubbins@mt.gov	(406)444-6042

Montana Department of Transportation

2701 Prospect Avenue
P.O. Box 201001
Helena, MT 59620-1001
Phone: (406)444-6331
Toll Free: (800)883-5811
Fax: (406)444-7243
TTY: (800)335-7592



New fax number



Take a class anywhere, anytime with the Small Business Training Network (SBTN). The SBTN is a virtual campus offering online courses, publications, and other forms of technical assistance. Courses are self-paced and take about 30 minutes to complete.

Available classes include:

- Strategies for Growth
- Construction Safety & OSHA Compliance
- IRS Resources for Small Business Owners
- Recordkeeping

Access the full listing at:

<http://www.sba.gov/category/navigation-structure/counseling-training>

June

- 6/4-8 Building Operator Certification Training
Holiday Inn, Helena
8 am
Training for staff responsible for the maintenance and operation of equipment and systems in commercial and public buildings.
Contact:
<http://www.northwesternenergy.com/boc>
- 6/6 Social Media for the Family Business
Flathead Valley Community College,
Kalispell 9 am to noon, Axmen, Missoula 6-8 pm
Focus on how family businesses can use social media as an effective marketing tool.
Contact: 994-6796
- 6/7 Innovation Initiative Open House
MonTEC, 1121 East Broadway, Missoula
9 am
Local marketing consultant will be available to discuss keyword research, pay-per-click ads or Facebook
Contact: 541-6461
- 6/11 Fast Track to Java Enterprise Edition
1 N. Last Chance Gulch, Suite 3, Helena
9 am
Learn the details of Java technologies and to leverage the strengths of each.
Contact: 209-7381
- 6/14 Montana Women in Business Conference
Bitterroot River Inn Conference Center, Hamilton
8 am
Sarah Calhoun, Red Ants Pants owner is the keynote speaker

