

2013 DBE Summit a Success!

Thanks to all who attended the first annual DBE Summit. If you didn't attend, you missed out on the opportunity to learn about the Good Faith Effort, Understanding EEO and Labor Compliance, Estimating and Bidding, Keeping the Lights On, the Bakken, Finding Cash, Building a Website and Social Media and Marketing. Over 100 people attended the Summit and approximately 250 attended the networking luncheon!

Much appreciation goes out to Nelcon, Inc., Anchor QEA LLC, Montana CDC, Montana Department of Commerce, Montana811 and Schellinger Construction Co. Inc. for sponsoring the DBE Summit!

And thanks to all the Civil Rights Bureau staff, without them, the Summit would not have been the success it was.

Congratulations to the winners of the 2012 DBE Subcontractor of the Year – Wharton Asphalt LLC and the 2012 Prime Contractor of the Year – Knife River – All Divisions. Both of these contractors exemplify the DBE program and it's goals.





I WANT YOU

The DBE Program needs YOUR help. In order to determine what DBE Supportive Services will be provided next year, we need YOUR help. Please visit the following link: <http://www.surveymonkey.com/s/678PR6R> and complete the Needs Assessment as soon as possible. The answers to the Needs Assessment help establish how much money the DBE Program receives and how to spend it.

MONTANA DEPARTMENT OF TRANSPORTATION
MDT holds two bid lettings each month.
Proposed for letting February 2013:

UPN/UNIT	PROJECT ID	FINANCIAL DISTRICT	PROJECT DESIGNATION	TYPE OF CONSTRUCTION	LENGTH MILES
4043 000	NH 60-2(63)77	3	BELT – N & S	RECONSTRUCTION – WITH ADDED CAPACITY	4.2
7639 000	STPP 3-2(76)28	3	N FAIRFIELD – CHOTEAU	RESURFACING – ASPHALT (THIN LIFT<=60.00MM)(INC. SAFETY IMPR)(PAVE PRES)	12.7
7361 000	STPP 3-1(32)8	3	JCT MT 200 – CHOTEAU	RESURFACING – CRACK SEALING	32.3
7726 000	STPS 426-2(12)15	5	JUDITH R SLIDE REPAIR	RECONSTRUCTION – W/O ADDED CAPACITY	0.6
7622 000	IM 15-8(64)389	3	SUNBURST – SWEETGRASS	RESURFACING – ASPHALT (THIN LIFT<=60.00MM)(INC. SAFETY IMPR)(PAVE PRES)	8.8
2038 013	NH 15(99)	1	FOYS BEND STREAM MITIGATION	ENVIRONMENTAL	
5077 000	STPP 6-1(104)30	1	TROUT CREEK-SOUTHEAST	RESURFACING – SEAL & COVER	16.7
7599 000	STPP 80-3(8)60	5	STANFORD – NORTH	RESURFACING – ASPHALT (THIN LIFT<=60.00MM)(SCH MAINTENANCE)	6.2
2017 000	CBI-NHTSA5-3(96)1281		WHITEFISH – WEST	RECONSTRUCTION – W/O ADDED CAPACITY	0.7

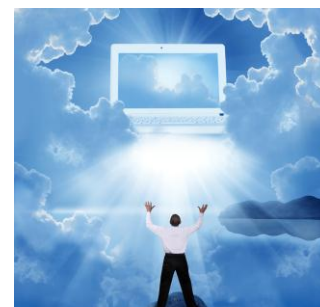
DBE participation for MDT Awarded Contracts for October and November:

Prime <i>DBE</i>	Location	Project	DBE Participation
Diamond Construction Inc <i>Hardrives Construction Gruber Excavating Arrow Striping</i>	Greycliff Rest Area	IM 90-8(90)380	22.7%
Helena Sand & Gravel Inc <i>H L Construction Inc</i>	Canyon Ferry Rd – Hlna	HSIP 284-2(13)6 HSIP 284-2(15)7	25%
Pavement Maintenance Solutions <i>Arrow Striping</i>	Milligan Canyon – E & W	IM 90-5(73)264	9.2%
Riverside Contracting Inc – Msla <i>Hardrives Construction</i>	Simms South, Vaughn - Sun River	NH 24-3(47)117	3.0%
Riverside Contracting Inc – Msla <i>L & J Construction Group</i>	Bonner Interchange	IM 90-2(126)110	10.7%
Scarsella Brothers Inc	SE of Dupuyer – SE	STPP-NHTSA 3-3(23)65	0%
Schellinger Const Co Inc <i>Fencecrafters – Helena Highway Specialties</i>	Manchester to Vaughn	IM 15-5(122)286	7.0%

Total DBE Participation 8.17%

5 Ways to Use the Cloud in Your Small Business

By [Alyssa Gregory](#), About.com Guide



The Cloud refers to a centralized location on the Internet that stores data, making it accessible anytime, anywhere, from any device. Small businesses have embraced the Cloud because it has a number of benefits, including:

- **Reduced Cost** - Using the Cloud over physical file storage can save a significant amount of money.
- **Ease of Use** - Saving and accessing files on the Cloud is easy, making it an attractive option, even for non-technical small business owners.
- **Flexibility** - The Cloud, and the way you use it, can grow and change as your business needs grow and change.
- **Automation** - Instead of having to invest in IT support to keep your file storage system updated and maintained, most applications that use the Cloud automatically update themselves.

Of course, there are also negatives to using the Cloud. Security of data stored in the Cloud and loss of complete control over that data are serious concerns, for example. However, there are ways to protect your data to ensure it remains accessible and secure at all times. In most cases, the benefits far outweigh the risks for small business owners. Here are some of the ways small businesses can use the Cloud. Review this list and how it applies to your business as you explore how the Cloud can help you use technology to do more with less.

1. Data Backup

As a small business owner, you are probably already aware of the importance of backing up your data so you don't lose everything in the case of a systems failure or other disaster. The Cloud not only simplifies the process by allowing your data to automatically update as you work, but it also creates copies of your data off-site where it will be safe from any local natural disaster, theft or malfunction.

2. Mobile Working

One of the great benefits of technology is the ability for small business owners to create fully functional mobile offices. The Cloud fits in perfectly with this because it allows you to access and sync your data from wherever you are, essentially allowing you to take your office with you on the road.

3. Information Sharing

Whether you have in-house staff or a team spread across a distance, the Cloud makes sharing data effortless. Once you have your data backed up, sharing files can be as easy as sending a link, eliminating the cumbersome process of emailing large files or saving copies on drives that are then mailed.

4. File Storage

Many small businesses are using images, audio and video to enhance their marketing activities. These files often take up a significant part of your hard drive space, which can be costly. The Cloud allows you to shift the storage of large files off of your local system, saving local storage for the files you need to access every day.

5. Growth Planning

The Cloud is scalable, so it allows small businesses to create a plan for growth that utilizes the benefits of the Cloud without a significant up-front investment. You can start small, and gradually increase your usage over time, while only paying incrementally for the services and access you need. The Cloud is also self-managed by the apps that provide the services, so you can eliminate or at least reduce the need for an in-house IT staff to manage your technology. Small business owners who want to reduce costs without sacrificing their ability to do business and compete with larger companies are using the Cloud. If you are ready to put the Cloud to work for your business, you can start small so you can see the benefits without making major changes to your operations. Over time, you will discover new ways to use and benefit from the Cloud.

Landing Your First Federal Contract

By: Paul Shread

A federal contract could be a huge break for a small business, so how can you get your business considered?

Start by registering in the System for Award Management (SAM), according to Pam Baker at *Small Business Computing*. Small Business Administration certification as a small business, veteran owned, small disadvantaged business, or woman-owned small business will help your chances.



Study [FedBizOpps.gov](#) and [USAspending.gov](#) to see where the opportunities are. Federal agencies also have an Office of Small and Disadvantaged Business Utilization that you can contact to see what their spending plans are. An agency's Office of Small Business Utilization can also be a big help. Look for micro-purchases under \$25,000 and credit card purchases under \$3,000 to get your foot in the door and gain some experience.

For an added advantage, discount your price, but don't promise more than you can deliver. Summarize your qualifications and value proposition clearly. And partner with another small business to fill any gaps in your qualifications and increase your odds of winning.

You're not likely to win on your first attempt, but after a few tries and some time, the odds increase.

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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>

February

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| 2/5 | Montana811 Contractor Training
6 – 8 pm
Best Western Heritage Inn, Great Falls
To register, visit: www.Montana811.org | 2/20 | Montana811 Contractor Training
6 – 8 pm
Hilton Garden Inn, Missoula
To register, visit: www.Montana811.org |
| 2/7 | Montana811 Contractor Training
6 – 8 pm
Duck Inn, Havre
To register, visit: www.Montana811.org | 2/21 | Montana811 Contractor Training
6 – 8 pm
Bitterroot River Inn, Hamilton
To register, visit: www.Montana811.org |
| 2/11 | Montana811 Contractor Training
6 – 8 pm
Joe's Family Steak House, Conrad
To register, visit: www.Montana811.org | 2/26 | Montana811 Contractor Training
6 – 8 pm
Moose Lodge, Glendive
To register, visit: www.Montana811.org |
| | | 2/27 | Montana811 Contractor Training
6 – 8 pm
Elks Club, Sidney
To register, visit: www.Montana811.org |



Happening
This Month!