



# DOT Biz Journal

The official publication of the U.S. Department of Transportation's Office of Small and Disadvantaged Business Utilization

[www.osdbu.dot.gov](http://www.osdbu.dot.gov)

## From the Desk of the Director

As we begin the New Year, I would like to take a moment to reflect on 2009, a year which marked a number of milestones not only for OSDBU, but for the entire Department of Transportation and current Administration. During the past year, we worked vigorously to ensure Americans were put back to work through the use of American Recovery and Reinvestment Act (ARRA) funds with more than 10,000 stimulus-funded transportation projects. This will continue to be a priority in 2010 and in this edition we will inform you of additional economic recovery initiatives and federal incentives that will help small businesses succeed.



This winter edition looks at the upcoming announcement of \$8 billion High-Speed Rail Initiative that will possibly benefit 10 major regions and is set to be announced this winter. This will provide a number of opportunities in the near future for small businesses with experience in railroad construction.

We also highlight the many programs within OSDBU and introduce you to some of our committed personnel that continuously provide you with up-to-date information and resources to help you compete in the transportation marketplace.

Our mission will be to continue to provide you with a number of contracting opportunities and to further grow our relationship with the small business community. I look forward to another exciting year and wish you all much success in 2010.

**Brandon Neal, Director**  
Office of Small and Disadvantaged  
Business Utilization (OSDBU)

## Historic Carver Bank Selected as First New York Lender in DOT's Short Term Lending Program

U.S. Transportation Secretary Ray LaHood recently announced that Carver Federal Savings Bank has become the first participating New York lender in the USDOT's Short Term Lending Program (STLP). Secretary LaHood was joined by Carver Federal Savings Bank Chairman and CEO Deborah Wright. The bank is the largest African-American operated bank in the United States and the only participating lender in New York.

The STLP program, administered by the OSDBU, is designed to help small and disadvantaged businesses gain access to the financing they need to compete for transportation-related contracts, such as American Recovery and Reinvestment Act of 2009 projects. Under STLP, the DOT

guarantees up to \$750,000 in loans with participating lenders for small and disadvantaged businesses. The loan guaranty provides a revolving line of credit for work on transportation-related contracts.

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From Left: U.S. Secretary of Transportation, Ray LaHood, OSDBU's Financial Assistance Division Manager, Nancy Strine, Deborah C. Wright, Chairman and CEO of Carver Bancorp, Inc., and Brandon Neal, Director of OSDBU at the Announcement Ceremony

## OSDBU Hosts Small Business Day for SDVOBs

On November 18th, OSDBU hosted its Small Business Day focusing on Service Disabled Veteran-Owned Small Businesses (SDVOBs). This half day event welcomed over 500 small business owners from the DC metro area, as well as from other states, including Alabama, Michigan, South Carolina and Texas, and gave them an overview of opportunities within the Department of Transportation.

The event, which took place at DOT headquarters, included a number of speakers who provided information on the Administration and Department priorities. OSDBU's Director, Brandon Neal, kicked off the event along with Deputy Secretary, John D. Porcari. In honor of Veterans Day, the event's theme was *continued on page 10*

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## OSDBU's Programs and Personnel: An Overview

*The DOT's OSDBU was created as part of the Small Business Act (SBA) to ensure small and disadvantaged businesses are provided maximum practicable opportunity to participate in the agency's contracting process. Pursuant to Public Law 95-507, every federal agency is required to have an OSDBU, which, by statute, reports directly to the head of the agency.*

The primary responsibility of the DOT/OSDBU is to ensure that small businesses are treated fairly and have an opportunity to compete and be selected for a fair amount of the agency's contracting and subcontracting dollars.

In order to meet its mission, OSDBU is organized into five divisions with specific program area responsibilities. Below we briefly highlight the roles of these units and the key staff who are responsible for carrying out these services in a highly professional manner each day.

### OSDBU's primary mission includes three specific service areas:

- To ensure that small business policies and goals of the Secretary of Transportation are implemented in a fair, efficient, and effective manner to serve small businesses.
- To implement DOT's activities on behalf of small businesses, in accordance with Sections 8, 15, and 31 of the SBA, as amended.
- To provide opportunities, technical assistance, and financial services to the small business community.

## Office of the Director

**Brandon Neal** is the Director of the OSDBU. He provides senior leadership and advises the Secretary of Transportation on opportunities for small and disadvantaged businesses to participate in DOT's contracting process. He is responsible for ensuring that small businesses are treated fairly and have an opportunity to compete and be selected for a fair amount of the agency's contracting and subcontracting dollars. He works directly with Small Businesses (SB), Small Disadvantaged Businesses (SDB), 8(a) firms, Woman-Owned Businesses (WOB), Historically Underutilized Business Zone (HUBZone) Businesses, Veteran-Owned Small Businesses (VOSB), Service-Disabled Veteran-Owned Small Businesses (SDVOSB), and Disadvantaged Business Enterprises (DBE).

Prior to his appointment, Mr. Neal was the Finance Director for African-American Affairs for President Obama's Presidential Campaign (Obama for America). As a part of the national team in Chicago, he was responsible for raising money from business and minority leaders from across the country. He was also the liaison between CEOs of small and large businesses and worked closely with the members of the National Finance Committee (NFC), consisting of 300 CEOs and senior executives of small and large businesses.

Prior to the Obama campaign, Mr. Neal served under the leadership of Gov. Bill Richardson, (D) New Mexico and Health and Human Services Secretary Kathleen Sebelius, at the Democratic Governors Association (DGA) in Washington, DC. He was the

Deputy Political Director and subsequently, Director of External Affairs. He was responsible for serving as the liaison and articulating DGA's message to external minority groups and disadvantaged communities. He was also instrumental in the successful win of the 28 Democratic Governors during the 2006 Election Cycle.

Formerly, he was on the senior leadership team at the National Association for the Advancement of Colored People (NAACP) in Baltimore, MD. He was a National Director and was responsible for developing, training and implementing an advocacy agenda for over 70,000 members in the U.S., Germany, and Japan.

With experience in advocacy and national political and civic experience, Mr. Neal has spent his adulthood in the DC metropolitan area. He obtained a MPA from the School of Public Affairs at American University and a BA from Howard University.

**Leonardo San Román** is the Special Assistant to the Director and supports the Director's efforts to ensure that small businesses have an equitable opportunity to participate in DOT's procurement programs, as well as encourage, promote and assist small disadvantaged businesses in obtaining transportation-related contracts and subcontracts.

Prior to his appointment with the Department, Mr. San Román worked with the Naval Audit Service, Department of the Navy, as Project Manager for the Plans, Policy, and Resources Directorate, and as Team Leader for the Financial Management and *continued on page 7*

**HISTORIC CARVER BANK SELECTED**...continued from page 1

“This announcement is another example of the Obama Administration’s commitment to helping minority-owned small businesses realize the American dream and contribute to making our transportation systems even better,” said Secretary LaHood. “Working with trusted partners like Carver Bank, we’ll make sure that entrepreneurs who work hard get the help they’ve earned to succeed and grow – and keep America working.” Brandon Neal, OSDBU’s Director said, “We are delighted to have Carver Federal Savings Bank be the exemplar for leadership for the Banking community. OSDBU is proud and welcomes its newest Participating Lender.”

The partnership with DOT continues Carver’s long history of service to the small business community. Carver was founded in 1948 to serve African-American communities whose residents, businesses, and institutions had limited access to mainstream financial services.

## President Obama Announces Proposals to Help Small Businesses & Investments in Transportation-Related Projects

On December 8, 2009, President Obama announced a number of proposed efforts directly related to helping small businesses expand and access credit in hopes of continuing to help them grow and hire new staff, thus enhancing competitiveness and encouraging investment and job creation.

These initiatives include proposing the elimination of capital gains taxes on small business investment, including an extension of write-offs that will help them expand. The Administration also proposed the creation of a tax incentive to encourage small businesses to add and keep employees, as well as address the current struggle they are experiencing in acquiring the loans needed to start up and grow by proposing to waive fees and increase guarantees for loans that are backed by the Small Business Administration (SBA).

Additionally, a number of transportation-related investments will be proposed beyond what was included in the Recovery Act in order to continue to modernize the nation’s transportation networks. The President stated that there will be more transportation-related Recovery projects in the next six months than there were in the previous six in a wide range of infrastructure (highways, transit, rail, aviation and water). The Administration will continue to support financing

infrastructure investments, allowing projects to be selected on merit and leveraging money with a combination of grants and loans as was done through the Recovery Act’s Transportation Investment Generating Economic Recovery (TIGER) program.

For more information on the TIGER program, click the following link:  
[www.dot.gov/recovery/ost/](http://www.dot.gov/recovery/ost/)

### OSDBU Continues to Grow its List of Participating Lenders in the Short Term Lending Program

OSDBU has recently added the following banks to its STLP Participating Lenders:

#### Carver Federal Savings Bank

75 West 125th Street  
New York, New York 10027  
(718) 230-2900  
[www.carverbank.com](http://www.carverbank.com)

#### STLP Contact

Aisha T. Benson  
Vice President/ Lending Manager  
Carver Federal Savings Bank  
75 West 125th Street  
New York, NY 10027  
Telephone: (212) 360-8856  
Fax: (212) 426-6155  
Email: [carverstlp@carverbank.com](mailto:carverstlp@carverbank.com)

#### North Milwaukee State Bank

8200 W. Brown Deer Road  
Milwaukee, WI 53223  
[www.nmsbank.com](http://www.nmsbank.com)

#### STLP Contact

Errol Barnett,  
Executive Vice President, Chief Commercial Lender  
Telephone: (414) 466-2344  
Fax: (414) 371-7908  
Email: [ebarnett@nmsb.com](mailto:ebarnett@nmsb.com)

#### One Georgia Bank

1180 Peachtree Street, Suite 2610  
Atlanta, Georgia 30309  
[www.onegeorgiabank.com](http://www.onegeorgiabank.com)

#### STLP Contact

Willard “Chuck” Lewis  
President & CEO  
Telephone: (678) 553-7020  
Fax: (678) 553-7040  
Email: [Chuck.Lewis@onegeorgiabank.com](mailto:Chuck.Lewis@onegeorgiabank.com)

For a complete list of STLP Participating Lenders visit:  
<http://osdbu.dot.gov/financial/stlp.cfm#banks>

## Town Hall Meetings at Spelman College

This past November, OSDBU and Spelman College hosted two town hall meetings focusing on the issues currently affecting the women-owned small business community in the Atlanta, Georgia metro area. These Town Hall meetings are an integral part of the events sponsored by OSDBU's Entrepreneurial Training and Technical Assistance Program for Women and Girls in association with Spelman College.

Recently OSDBU and Spelman College entered into a cooperative agreement to encourage girls to pursue careers in science, engineering, and technology and help women in the field to achieve their goals. This program will provide



Rep. David Scott and Program Interns. L-R; Yasmine McMorris, Candace Daniels, Rep David Scott, Jahmese Fort, DeBrittany Mitchell, BriElla Nelson

internships and mentoring for young women, as well as entrepreneurial training for female small business owners in the region. In addition, barriers that currently prevent these businesses from participating in transportation-related contracting opportunities were identified and in turn, it was

determined how Spelman College and OSDBU can better assist them in becoming more actively involved in transportation-related programs.

The first meeting, held on November 14, 2009, had guest speakers from the Georgia Department of Transportation and from the Greater Atlanta Economic Alliance to give participants an overview of business opportunities, with the latter of the two specifically focusing on how to do business with the Hartsfield-Jackson Airport. These meetings allowed women-owned small businesses to gain a better perspective on upcoming opportunities and how to further involve themselves in the Atlanta transportation community.

The second Town Hall Meeting focused on the DOT OSDBU Entrepreneurial Training and Technical Assistance Program for Women and Girls and was held on November 21, 2009. More than 55 attendees, including program interns and women small business owners attended this event. In addition, the Honorable David Scott, U.S. Congressman, 13th District, provided welcome remarks and commentary during the opening session. OSDBU was represented by Ms. Jackie Gomez, Project Director, Great Lakes Region Small Business Transportation Resource Center (SBTRC). Ms. Gomez provided information regarding transportation-related business opportunities. A regional representative from FAA's Civil Rights Office was also in attendance and presented information on opportunities with the FAA.

For more information on these forums, please visit: <http://osdbu.dot.gov/WG/townhallmeetings.cfm>

## Bonding Reimbursement Program Success: Hardrives Construction, Inc.

The Disadvantaged Business Enterprise American Recovery and Reinvestment Act Bonding Assistance Reimbursable Fee Program (DBE ARRA BAP), established in August 2009 and administered by OSDBU, allows small and disadvantaged businesses to apply to be reimbursed for bonding premiums and fees incurred when competing for, or performing on, transportation infrastructure projects funded by ARRA.

The program has been especially helpful for businesses with traditionally less working capital than larger contractors and has been proven to be successful by a recently benefited Asian-Pacific American-owned DBE firm, Hardrives Construction, Inc. located in Billings, Montana. Through their use of OSDBU's DBE ARRA BAP program, they have been allotted to cover their bond premium fees in the amount of \$20,624.

Under the DBE ARRA BAP program, DBEs performing on a transportation and infrastructure projects receiving ARRA funding assistance from any DOT

mode of transportation will receive financial bonding assistance in the form of bonding fee cost reimbursement. This provision is applicable to a subcontract or prime contract at any tier in the construction project.

Under this program DOT will directly reimburse DBEs the premiums paid to the surety company for performance, payment or bid/proposal bonds. The range of the premium fee is between 1-3% of the total bond amount. In the event the DBE also obtains a bond guarantee from Small Business Administration's (SBA) Surety Bond Guarantee Program (SBGP), the DOT will also reimburse the DBE for the small business concern (principal) fee of .729% of the contract price. Only qualified bonds with an issue date on or after August 28, 2009 to September 8, 2010 are eligible.

Hardrives Construction is a Prime and General Contractor performing concrete, excavation, utilities, dirt work, airport services, road building, and other specialty projects in multi-state western *continued on page 6*

## \$8 Billion Announced for High-Speed Rail Initiative

On January 28th, 2010, USDOT announced an investment of \$8 billion in ARRA grants by President Obama to launch high-speed rail in America. This transportation initiative is intended to provide a safe and efficient high-speed passenger rail network in 100-600 mile corridors that will connect communities throughout the country. Part of this effort will include the rebuilding of existing rail infrastructure while developing a high-speed intercity passenger rail network through partnerships at both the federal and state level. The implementation of the high-speed rail system will help promote economic expansion throughout different areas in the U.S., create new choices for travelers in addition to flying or driving, reduce national dependence on oil, and foster urban and rural livable communities.

The FRA received numerous grant applications and overall support for this project has been tremendous. A total of 45 applications from 24 states totaling approximately \$50 billion to advance large high-speed rail corridor programs and 214 applications from 34 states totaling \$7 billion for corridor planning and smaller projects were received. In total, 31 states and the District of Columbia will receive awards. In addition to 13 corridor investments, several grants are also being awarded for improvement project and planning. Businesses with experience in the railroad construction industry should be keep an eye out as contracting opportunities are sure to follow.

Projects receiving grant funding were selected based on the merit and benefits of the investment. They must:

- Contribute to economic recovery efforts by creating and/or saving jobs.
- Advance the President's strategic transportation goals to ensure safe and efficient transportation choices,

For additional information on the high-speed rail visit:  
<http://www.fra.dot.gov/us/content/31>

build a foundation for economic competitiveness, promote energy efficiency and environmental quality, and support interconnected livable communities.

- Further other high-speed and intercity passenger rail goals.
- Have the commitment from key stakeholders, including other states involved in the corridor, and the host railroads that own any existing required rail infrastructure.

### Ten existing Federally-designated High-Speed Rail Corridors

1. **California Corridor** (Bay Area, Sacramento, Los Angeles, San Diego)
2. **Pacific Northwest Corridor** (Eugene, Portland, Tacoma, Seattle, Vancouver BC)
3. **South Central Corridor** (Tulsa, Oklahoma City, Dallas/Fort Worth, Austin, San Antonio, Little Rock)
4. **Gulf Coast Corridor** (Houston, New Orleans, Mobile, Birmingham, Atlanta)
5. **Chicago Hub Network** (Chicago, Milwaukee, Twin Cities, St. Louis, Kansas, City, Detroit, Toledo, Cleveland, Columbus, Cincinnati, Indianapolis, Louisville)
6. **Florida Corridor** (Orlando, Tampa, Miami)
7. **Southeast Corridor** (Washington, Richmond, Raleigh, Charlotte, Atlanta, Macon, Columbia, Savannah, Jacksonville)
8. **Keystone Corridor** (Philadelphia, Harrisburg, Pittsburgh)
9. **Empire Corridor** (New York City, Albany, Buffalo)
10. **Northern New England Corridor** (Boston, Montreal, Portland, Springfield, New Haven, Albany)

## SBA Proposes New Size Standards

The U.S. Small Business Administration (SBA) recently announced that it will be conducting a comprehensive review of its small business size standards. The review, which will be the first in over 25 years, will encompass

all industries, with the majority being in retail trade sectors, in order to accommodate changes in industry structure, market conditions and business models. This means businesses that may have been considered mid-size may soon be

considered a small business, allowing more small businesses to gain assistance through SBA's financial assistance, contracting opportunities, and other programs.

SBA periodically performs inflation adjustments to its size standards, but given the changes to industry structure, market conditions, and business models, SBA has decided to examine every industry and compare size standards based on the most current economic data. As part of this review, SBA sought comments from the public, which were to be submitted by December 21, 2009.

For additional information about SBA's revisions to its small business size standards, visit [www.sba.gov/size](http://www.sba.gov/size)

## Savings from Low Bids Allows PennDOT to Fund an Additional 33 ARRA Projects

The Pennsylvania Department of Transportation (PennDOT) has been awarded more than \$1 billion in stimulus funds to be used on a number of transportation related projects. To date, over 270 contracts have been funded with a value of approximately \$849 million. Thanks to low construction bids on these projects, PennDOT will be funding an additional 33 projects with the remainder of the ARRA dollars. Now is a great time to learn about these planned projects and be prepared for when contract solicitations are announced. Below are some of the projects listed by county that will receive funds.

For a full list of upcoming PennDOT stimulus funded transportation projects visit: <ftp://ftp.dot.state.pa.us/public/bureaus/Cpdm/Econ%20Recovery%20Website/ARRA%20Round%203%20for%20Web%20-%202011%2016%2009.pdf>

### Allegheny County

Jacks Run Bridge – Rehabilitation of the bridge carrying California Avenue (SR 7301) over Jacks Run in the City of Pittsburgh – **\$9.2 million**

### Beaver County

Rochester Bridge Preservation – Preservation of the bridges carrying Pennsylvania Avenue (PA 51) over Beaver River in Rochester and Bridgewater Boroughs **\$12.1 million**

### Chester County

US 202 Paving – Highway restoration work including milling and resurfacing; repair, replacement of pavement markings, signs, and guide-rail on the West Chester Bypass (US 202) and associated ramps from and to US 202 in Westtown and West Goshen Townships **\$12.3 million**

### Lancaster County

Lancaster Pike 1 – Resurfacing of PA 272 from US 222 to north of Dennis Drive omitting PA-371 intersection in Drumore, East Drumore and Fulton Townships **\$4.1 million**

### Lawrence County

US 422, Cascade Street to Butler County Line – Patch and overlay on US 422 from Cascade Street (SR 2004) to Ben Franklin Highway (Butler County Line) in the City of New Castle, Shenango, and Slippery Rock Townships **\$5.3 million**

### Monroe County

I-80 Westbound from PA 115 to I-380 – Mill patch and overlay I-80 westbound from I-380 to PA 115. Also reconstruction of I-80 eastbound and westbound from PA 115 to the Carbon County line and the ramps at the I-80 and PA 115 interchange **\$11.7 million**

### Northampton County

SR 412 2nd Street Ramp – Relocate and realign the existing 2nd Street ramp from 3rd Street to PA 378 in the City of Bethlehem – **\$5.1 million**

### Schuylkill County

I-81 Restoration – Mill, patch and overlay I-81 from the Luzerne County line to the PA 54 including interchange ramps at Mahanoy City and Delano. Also, reconstruction of ramps at the PA 309 interchange – **\$18.5 million**

### Westmoreland County

US 119 to Georges Station – Preservation of US 30 from US 119 to Georges Station Road in Hempfield and Unity Townships, and South Greensburg and Southwest Greensburg Boroughs. Also includes preservation of the section on US 30 from Mt Laurel Plaza intersection (with US 30 East) to a point 500 ft west of Mission Road Intersection with US 30 **\$5.8 million**

### BONDING REIMBURSEMENT PROGRAM SUCCESS...continued from page 4

region locations. The ARRA project undertaken by Hardrives Construction is a Federal Lands project called the Organ Pipe Cactus National Monument Preservation. This current ARRA-related contract involves asphalt maintenance and surface treatment.

Visit the following website for additional information:  
[www.dot.gov/recovery/ost/osdbu](http://www.dot.gov/recovery/ost/osdbu)

Owner Jim Bailey has been in the construction industry for over 25 years and in business for 19 years. Jim was named 1st Runner-up for Small Business Person of the Year

for Montana by the SBA in 2002. Hardrives, an SBA 8(a) firm, was named SBA Minority Small Business of the Year for Montana, Region 8, and tied for the national award in 2001. They are currently working on obtaining another ARRA-funded contract.

If your company is a certified DBE and you have been awarded an ARRA-funded contract for a transportation-related project and bonds were issued after August 28, 2009, you may qualify for this program.

**OSDBU'S PROGRAMS AND PERSONNEL: AN OVERVIEW**...continued from page 2

Comptroller (FMC) Audits Directorate. Naval Audit Service provides independent, professional internal audit services to Navy and Marine Corps Commands, and assists the Department of the Navy leadership in improving efficiency, accountability, and program effectiveness.

Before working with the Naval Audit Service, Mr. San Román served twice as the Finance Officer for the Senate of Puerto Rico, in which he was responsible for the management and control of all fiscal transactions of a \$26M budget, providing direction, guidance and oversight over such functions as: procurement, accounting, asset management and cash flow control. Prior to serving as Finance Officer, Mr. San Román served as Deputy Director for Administration, Budget and Finance for the Office of the Governor of Puerto Rico at the Puerto Rico Federal Affairs Administration in Washington, DC, where he was the Executive Director's primary advisor on all matters related to budget, finance, human resources, procurement, information technology and real estate contracts. Previously, Mr. San Román served as Executive Assistant and Senior Budget Advisor to the Secretary of the Treasury of Puerto Rico and was responsible for the management of a \$135M budget.

Mr. San Román holds a Bachelor's degree in Physics from the University of Puerto Rico, Mayaguez Cam-

pus, and obtained a Masters Degree in Management from the University of Phoenix.

**Angela Dilver-Dendy** is an Office Manager at the OSDBU. Ms. Dilver-Dendy is responsible for management of the daily functions of the office ensuring that office and agency procedural processes are carried-out. She is also Special Assistant to the Director which entails overseeing special project assignments that ensures transportation policy and regulations are implemented pertaining to mandated laws.

Ms. Dilver-Dendy attended Virginia State College University and has continued her education through USDA Graduate School Certificate of Accomplishment Program and also through other higher learning educational institutes.

**Herman Núñez** is the Budget Analyst for the OSDBU where he provides budget and accounting services.

Mr. Núñez has 15 years of Federal Government experience in accounting, auditing and budgeting. He also worked 10 years for multinational Fortune 500 corporations such as SmithKline Beecham and Nestle Foods.

Mr. Núñez holds a Bachelor's degree in Accounting from the University of Puerto Rico, and obtained a Masters Degree in Marketing from the Inter-American University of Puerto Rico.

## Procurement Assistance Division

The role of the Procurement Assistance Division is to ensure that small businesses have an equitable opportunity to participate in DOT's direct procurement and Federal financial assistance programs. Responsibilities include:

- Working closely with DOT's Office of the Senior Procurement Executive, Operating Administrations (OAs) and their Small Business Specialists to ensure small businesses have an opportunity to compete for and obtain a fair share of DOT contract and subcontract awards;
- Partnering with the OAs and the Small Business Administration's (SBA) Procurement Center Representatives (PCRs) in analyzing procurements for small business preference and set-asides, as set forth in Federal Acquisition Regulations (FAR) Part 19 - Small Business Programs, as supplemented by the Transportation Acquisition Regulation Part 1219 - Small Business Programs, and the Transportation Acquisition Manual under Chapter 1219 - Small Business Program;

- Counseling small businesses and mediating/resolving procurement-related issues; and
- Providing administrative oversight and tools to increase small business participation including:
  - Developing the annual DOT Procurement Forecast
  - Implementing Partnership Agreements (PA) with SBA to streamline 8(a) procurement process
  - Providing resources to encourage subcontracting on DOT opportunities
  - Setting and administering DOT's goals for small businesses

**Gerardo (Jerry) Franco** is the Chief of the Procurement Assistance Division. He is responsible for the implementation of a number of small business procurement assistance programs including the Small Business Procurement Preference Program, Financial Assistance/ Disadvantaged Business Enterprise (DBE) Program, the Small Business Innovation Research Program, Legislation/Regulation Review and Special Programs and initiatives.

Mr. Franco has been with DOT since *continued on page 8*

More information can be found at:  
[www.osdbu.dot.gov/Procurement/ProcurementAssistance.cfm](http://www.osdbu.dot.gov/Procurement/ProcurementAssistance.cfm)

- Serving on DOT's Disadvantaged Business Enterprise (DBE) policy group;

**OSDBU'S PROGRAMS AND PERSONNEL: AN OVERVIEW**...continued from page 7

July 1992. Before joining DOT, he served as senior procurement analyst and acting Competition Advocate at the Department of Agriculture's OSDBU which he joined in 1982. Mr. Franco started his federal career with the General Services Administration's Federal Supply Service, Office of Policy, in 1981.

Prior to joining the government, he served in various managerial positions in small to medium size business enterprise. He studied business administration at the University of Maryland and holds a drafting certificate in engineering technology sciences. He is originally from Cuba, is fully bi-lingual and has resided in the Washington, D.C. metropolitan area since 1969.

**DeVera Redmond** is a Small Business Specialist/Women Business Advocate/Congressional Liason. She is responsible for ensuring the Department's compliance with Federal statutes and initiatives as they relate to small business development and other disadvantaged groups. She also serves as the advocate for the Service Disabled Veteran-Owned Small Businesses and Women-Owned Small Businesses, providing counseling and advising how to obtain procurement in the Federal government.

Prior to joining DOT, she implemented the Small Business Program for the Agriculture Marketing Service

Agency in the Department of Agriculture. During her tenure with the U.S. Department of Agriculture, Ms. Redmond provided guidance to businesses with regard to doing business with the department.

DeVera Redmond holds a Masters in Public Administration from the University of Baltimore and a BS in Business Administration from Morgan State University.

**Randall (Randy) Nossaman** currently serves as a Small Business Specialist/Service Disabled Veteran Owned Small Business Advocate. In this capacity, he serves to help small business owners to market their products and services and increase the participation of small businesses in DOT procurement opportunities.

Prior to joining the Procurement Assistance Division at DOT, Mr. Nossaman served as Lead Business Development Specialist within the 8(a) Business Development Program at the SBA's Washington Metropolitan Area District Office in Washington DC. He also served as an SBA Marketing and Outreach Specialist in Loudoun County, Virginia.

Mr. Nossaman is a retired Air Force Reservist and holds an MBA degree from William Carey University.

## Financial Assistance Division

To help small businesses gain access to the financing they need to participate in transportation-related contracts, OSDBU's Financial Assistance Division manages the Short-Term Lending Program (STLP). STLP provides certified DBE's and other certified small businesses short term working capital financing at competitive interest rates for DOT or DOT-funded contracts and subcontracts.

The STLP provides revolving lines of credit to finance accounts receivable arising from "transportation-related contracts." "Transportation-related contracts" meet the following criteria: work involves the maintenance, rehabilitation, restructuring, improvement, or revitalization of any of the nation's modes of transportation; and work is for any public or commercial provider of transportation of any federal, state, or local transportation agency.

The primary collateral for the lines of credit consist of accounts receivable arising from the contracts or subcontracts being financed.

These lines of credit can be extended to both prime and subcontractors with the maximum line of credit up to \$750,000.

**Nancy Strine** is the Manager of the Financial Assistance Division. Nancy manages the STLP and is also responsible for maintaining and developing partnerships with banks, technical assistance providers, and non-profits.

Before managing the STLP, Ms. Strine worked as a Community Planner with the DOT's Federal Transit Administration, Office of Planning. Prior to working for the Federal government, Nancy worked in local government as the Manager of the Community Development Department for the City of Hagerstown, Maryland for 5 years.

Ms. Strine has a Masters in Public Administration from the University of South Carolina (USC). She also spent a year in USC law school and obtained an undergraduate degree in Political Science where she graduated cum laude.

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More information can be found at [www.osdbu.dot.gov/financial/index.cfm](http://www.osdbu.dot.gov/financial/index.cfm)

## Regional Partnerships Division

The objective of the Regional Partnerships Division is to increase the number of small businesses that are prepared to compete for, and enter into, transportation-related prime and subcontract opportunities. The primary mechanism for reaching small business is through the Small Business Transportation Resource Centers (SBTRCs). SBTRCs offer a comprehensive delivery system of business training, technical assistance, and dissemination of information targeted towards transportation-related small business enterprises within their regional areas. There are nine SBTRCs located throughout the country offering services to the small business community which include:

More information can be found at [www.osdbu.dot.gov/regional/index.cfm](http://www.osdbu.dot.gov/regional/index.cfm)

- Conducting an assessment of small businesses in the SBTRC region to determine their training and technical assistance needs, then use this information to structure programs and services that will enable small business enterprises to become better prepared to compete for and receive transportation-related contract awards;
- Working with other Federal, state, and local governmental agencies (e.g., SBA; state and local highway departments; state and local airport authorities; and transit authorities) to identify relevant and current information that may support the needs assessment of the regions' small business transportation community;
- Providing general management, technical assistance, and training;
- Conducting outreach and disseminating information to small businesses at regional transportation-related conferences, seminars, and workshops; and

- Work with the STLP participating banks and other lending institutions, to deliver seminars and workshops on DOT's financial assistance program for the transportation-related small business community.

**Arthur (Art) Jackson** is the Manager of the Regional Partnerships Division. Art has been with DOT for the past 20 years and has performed numerous assignments with DOT, such as Surety Bond and Loan Manager, Chief of Field Operations, and Small Business Specialist. As a previous business owner, he was President and CEO of an 8(a) firm for 8 years.

Mr. Jackson has received numerous awards and certificates from government, as well as community-based organizations. He has a certificate in Suretyship and a recipient of the Secretary of Transportation's Silver Medal Award for Meritorious Service. Art is a graduate of Morningside College, Sioux City, Iowa.

**Patricia (Pat) Martin** is the Program Analyst for the Regional Partnerships Division and the Grant Official for OSDBU. Ms. Martin has served within the OSDBU since 1992 in various positions. She also serves as the Program Manager for the Entrepreneurial Training and Technical Assistance Women and Girls Program.

Ms. Martin has received numerous awards and certificates from the Federal government as well as institutions of higher education. In addition, she has completed Levels I & II of the National Association of Surety Bond Producer at the William J. Angell Surety School in Texas. Ms. Martin attended Prince Georges Community College in Maryland.

## National Information Clearinghouse (NIC)

The NIC serves as a central point of contact for the dissemination of: 1) program and procurement information; 2) procurement forecasts; 3) forms, data, public laws, and orders; and 4) additional information of similar interest.

NIC business specialists provide counseling on a variety of issues including: 1) how to market DOT for contracting opportunities; 2) how to become certified under the DOT DBE program; 3) the basic procedures of government contracting; and 4) the appropriate points of contact at the federal, state, and local levels.

For specific requests that require specialized assistance, the NIC customer service representatives will

transfer calls to one of the OSDBU business specialists with the appropriate expertise. OSDBU business specialists are committed to prompt and courteous service and respond to inquiries within one business day.

**Ferguise L. Mayronne** is the Manager of the NIC. He develops and coordinates OSDBU publications, marketing, distribution and show management events sponsored by the OSDBU. *continued on page 10*

More information can be found at [www.osdbu.dot.gov/nic.cfm](http://www.osdbu.dot.gov/nic.cfm) or by calling the NIC toll-free number at 1-800-532-1169

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**In addition to these Federal staff, the OSDBU is supported by several contractor staff who bring a wide range of expertise and are dedicated to the mission of the organization. Below is a list of these individuals:**

- Edward Cafiero, Business Enterprise Development Officer
- Danielle Johnson, Administrative Assistant
- Raquel Valdez, Administrative Assistant
- Erin Hawkes, Administrative Assistant
- Adam Abdi, Financial and Management Analyst
- Grant Smith, Program Analyst
- Esther Martin-Lehman, Financial Advisor

Mr. Mayronne has in excess of 30 years advising small businesses on issues concerning Federal funding programs, Federal Acquisition Regulations, strategic marketing, financial analysis, and operational management. In terms of federal programs, Mr. Mayronne has served in senior management positions in the Small Business Administration's 8(a) Business Development program and is well versed in their programs.

OSDBU HOSTS SMALL BUSINESS DAY FOR SDVOSBs...continued from page 1

Event participants at networking session



*"The information and topics presented were right on point for where our company is in the growing curve. I know how much time, effort and coordination it takes to make these events meaningful and DOT did an awesome job!"*

Staci L. Redmon, President & CEO  
Strategy and Management  
Services (SAMS), Inc.

*"The speakers were key and on point with information we could use and the outreach tables were staffed with helpful, knowledgeable professionals."*

Cynthia Gibbs  
Sage Horizons Consulting, Inc

focused on SDVOSBs, and featured speakers including Iraq-war veterans Congressman Patrick Murphy of Pennsylvania and Matt Flavin, Director of the White House Office of Veterans and Wounded Warrior Policy, both of whom expressed their support for the SDVOSB program.

In addition, representatives from DOT's operating administrations: National Highway and Traffic Safety Administration, Maritime Administration, Federal Highway Administration, Federal Motor Carrier Safety Administration, and the Federal Aviation Administration provided information on their specific contracting needs for the upcoming year and opportunities available for SDVOSBs.

At the conclusion of the presentations, attendees were given a networking opportunity that allowed them to speak with presenters about the information provided and also meet other small business owners for possible joint venture opportunities on future endeavors.

To view photos and learn more about this and other Small Business Day events visit: [www.osdbu.dot.gov](http://www.osdbu.dot.gov)

# calendar

**California Small Business Development Center's *The Stimulus Opportunities for Small Business* program**

**Riverside - Feb 4, 2010**

**Monterey - Mar 10, 2010**

**Richmond - Mar 11, 2010**

<http://californiasbdc.org/stimulus>

[www.theftc.org/news&events/upcomingevents/rt\\_partners\\_in\\_business2010/rt2010.html](http://www.theftc.org/news&events/upcomingevents/rt_partners_in_business2010/rt2010.html)

**FEBRUARY 9-11, 2010**

**Oregon State University, Kiewit Center for Infrastructure and Transportation**

**NW (Northwest) Transportation Conference • Oregon State University, Corvallis, Oregon**

**http://kiewit.oregonstate.edu/nwtc/**

**FEBRUARY 10, 2010**

**American Council for Technology/ Industry Advisory Council 4th Annual Small Business Conference  
Arlington, VA**

[www.actgov.org/events/SmallBusiness/SBC2010/Pages/default.aspx](http://www.actgov.org/events/SmallBusiness/SBC2010/Pages/default.aspx)

**FEBRUARY 25-26**

**Morehouse College 3rd Annual Entrepreneurship Conference  
Atlanta, GA**

[www.mcecenter.com/main.php?page=ec2010/home](http://www.mcecenter.com/main.php?page=ec2010/home)

**MARCH 17-18, 2010**

**Government Procurement Connections Conference  
Houston, TX**

[www.houstongpc.org/](http://www.houstongpc.org/)

**MARCH 24-25, 2010**

**US DOT OSDBU's 2010 Small Business Summit**

**Washington, DC**

[www.osdbu.dot.gov](http://www.osdbu.dot.gov)