

**d. District Department of Transportation  
Business Opportunity and Workforce Development Center**

# The DBE Insider

## A Message from the Director

### Special points of interest:

- Access to Capital: The Bonding Assistance Program
- DBE Spotlight- ARJ Enterprises
- Success Stories- Niyah Electrical Contractors
- 11th Street Bridge Project Vendor Day

It gives me great pleasure to introduce the inaugural issue of "The DBE Insider". Designed, operated, and maintained to world-class standards, the District's transportation system plays a critical role in the city's attractiveness as a progressive business location with numerous opportunities for entrepreneurship. DDOT is fully committed to the development of small businesses. Under the leadership of Lisa Gregory, The Office of Civil Rights assists me with administering operational procedures to ensure that all individuals have the right to compete for federally funded contractual opportunities and be protected from discrimination without bias due to race, color, religion, gender, sexual orientation, na-

tional origin, age or disability in the award and performance of any federal aid assisted contract. In the administration of the disadvantaged business enterprise (DBE) program, our goal is to build the business and workforce capacity of minority and women-owned firms so that they can compete and successfully win contracts on DDOT construction projects. DDOT encourages our DBE certified firms to fully engage our supportive services programs designed to foster events and programming that suit their ongoing small business needs. In partnership with our Business Opportunity and Workforce Development Center, DDOT offers a variety of supportive services including:



**Gabe Klein**  
Director, District Department of Transportation

advanced technical training, safety certifications, access to networking events and information regarding procurement opportunities. We look forward to working with each small and minority-owned business to achieve success in the highway construction industry.

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## Welcome to the Business Opportunity and Workforce Development Center!

The Business Opportunity and Workforce Development Center (BOWDC) is DDOT's centralized hub. The BOWDC provides local residents and certified DBEs with information on business and employment opportunities with DDOT or its construction contractors and assistance for entrepreneurs who are interested in

pursuing business opportunities on federal highway construction projects. The BOWDC is located in historic Anacostia and is walking distance from public transportation routes. At the BOWDC, certified DBE firms can access services provided through the DBE Supportive Services and the On-The-Job Training Supportive

Services Programs. All BOWDC activities are developed to ensure that underrepresented residents and entrepreneurs receive the support they need to be successful. For more information on the BOWDC and its DBE supportive service programs contact Linda Fennell at (202) 645-8620.

## Greetings from the Office of Civil Rights!

Welcome to the debut issue of “The DBE Insider”, the official newsletter of The District Department of Transportation’s (DDOT) Disadvantaged Business Enterprise (DBE) Program. The newsletter has been created to provide you, our small business partner with practical information regarding business opportunities in DDOT’s highway construction industry, achievements in the DBE community, as well as highlighting resources that are available to help build your business capacity. “The DBE Insider” will provide articles of interest on transportation topics and programs that are systematic, transparent, and created to provide knowledge of better business opportunities. This newsletter has also been designed to help keep you informed of recent news and updates within DDOT and the construction community that affect small businesses and DBE firms. Most importantly, “The DBE Insider” will serve as a platform for the BOWDC to showcase the many supportive services offered for certified DBEs. The BOWDC is located at 2311 Martin Luther King, Jr. Avenue, SE, Washington, DC 20020, conveniently located 2 ½ blocks from the Anacostia Metro Station on the Green Line. The BOWDC offers federally-funded programs that are designed to fulfill DDOT’s goals to increase the number of minority-owned entrepreneurs and to help DBE certified firms possess the tools and manpower needed to offer competitive quality services. The BOWDC is becoming a more significant participant in regional networking, having hosted several events in the community and partnering with a number of community organizations to offer supportive service programs. A publication is necessary to inform, update and provide DDOT with a tool to reach all minority small business entrepreneurs regionally and nationally. Therefore, it is simply appropriate that “The DBE Insider” should be the vehicle to share these exciting developments with our constituents, DBEs and the greater metropolitan community!

The DBE Insider



## Access to Capital: The Bonding Assistance Program

The U.S. Department of Transportation is offering direct reimbursement of bonding premiums and fees to certified Disadvantaged Business Enterprises (DBEs) performing (or competing for) transportation projects funded through the American Recovery and Reinvestment Act (ARRA). Applications must be received by mail or e-mail (no faxes) on or before September 8, 2010. Bond issue dates for ARRA projects must date on or after August 28, 2009.

This bonding assistance allows DBEs, which often have less working capital than large contractors, to perform on transportation infrastructure projects receiving Recovery Act funding from the Federal Highway Administration, (FHWA), Federal Transit Administration (FTA), Federal Aviation Administration (FAA), Federal Railroad Administration (FRA), and the Maritime Administration (MARAD). It also positions DBEs to compete for future transportation contracts from any Federal, state, or local transportation agency. To be eligible, you must:

- Be a Disadvantaged Business Enterprise (DBE), which includes woman-owned businesses and minority-owned businesses certified under 49 Code of Federal Regulations Parts 26;
- Have obtained a performance, payment, or bid/proposal surety bond during the period August 28, 2009 and September 8, 2010 for a contract for a transportation project receiving American Reinvestment and Recovery Act of 2009 funding from the U.S. Department of Transportation (DOT);
- Have paid a surety premium to the surety company and if applicable, a small business concern (principal) fee to SBA; and
- Have a Dun & Bradstreet Number (DUNS#) and registered your DUNS# with Central Contractor Registration (CCR) at [www.ccr.gov](http://www.ccr.gov). Your bank information must be completed in your profile on [ccr.gov](http://www.ccr.gov) in order to receive payment.

Applications are available online at <http://www.dot.gov/recovery/ost/osdbu/>

For more information contact: OSDBU at U.S Department of Transportation, 202-366-1930 or 1-800-532-1169



## DBE SPOTLIGHT



For many entrepreneurs, they begin their small business with the notion that everyone shares in their passion and vision, however, most businesses on average fail between the 1<sup>st</sup> and 5<sup>th</sup> year and the passion along with the vision crumbles long before it begins. However, for Andrew Robinson- the man behind ARJ Enterprises, it didn't take long for him to learn that with a small business, persistence pays off. ARJ Enterprises, LLC was founded to fill the void left by the lack of minority asphalt pavers in the Washington, DC Metropolitan area. Andrew Robinson began his career in trucking, but quickly recognized the need for asphalt paving companies in the DC area. From that point forward, Robinson's main focus became "Making It Black"®. ARJ Enterprises began its journey as a Maryland-based company in October, 2003. Currently residing on Martin Luther King Jr., Ave and based in Ward 8, ARJ is a full service minority-owned and operated asphalt paving and concrete company offer-

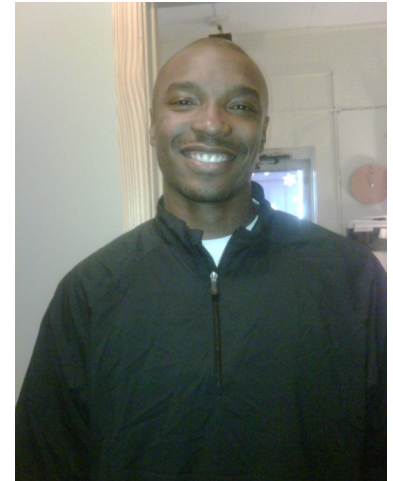
ing a wide range of construction services to the Washington Metropolitan area. They pride themselves in being committed to supplying customers with top quality products and workmanship in a timely manner and without compromise. ARJ Enterprises has performed work on notable projects around the city; namely the milling work completed on the 14<sup>th</sup> street bridge approaches as well as partnering with Martin's Construction to replace the asphalt on the 9<sup>th</sup> street bridge. ARJ is now partnering with Fort Myer Construction Company to assist with the construction of the District Department of Transportation's (DDOT) Great Streets Initiative. ARJ has been sub-contracted to lay 19,000 tons of asphalt base on Pennsylvania Avenue for an estimated \$1.4 million dollars, the largest contract this firm has been awarded to date. "The Pennsylvania Avenue Project has given us the opportunity to show that small companies can get big jobs done," said Andrew Robinson, President of ARJ

Enterprises. "We hope this high profile project can open the door for other subcontractors to get big business in this city."

ARJ is the only certified DBE asphalt paving company in the District of Columbia that provides and performs all asphalt paving and concrete services in-house. ARJ Enterprises, LLC has been DBE certified and a client of DDOT's DBE supportive services program at the BOWDC for 2yrs. They consider their involvement with the BOWDC supportive services program to be instrumental in their organization and increasing business development. . The supportive service programs help firms like ARJ obtain necessary tools to offer competitive and quality services.

For more information on Asphalt paving services visit:

[www.arjenterprises.com](http://www.arjenterprises.com)



Andrew Robinson  
President, ARJ Enterprises

**Q: What does DBE stand for?**

A: Disadvantaged Business Enterprise.

# FAQS

**Q: How do we apply for DBE status?**

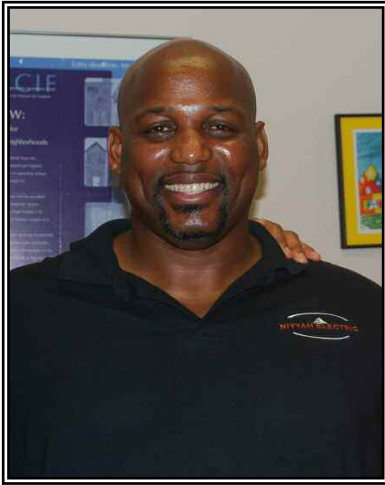
A: Online, at the DDOT website (<http://ddot.dc.gov/ddot/>). To request a copy by mail or email, contact Linda Fennell at: 202-645-8620; [linda.fennell@dc.gov](mailto:linda.fennell@dc.gov) or Glenda Payne at: 202-671-0479; [glenda.payne@dc.gov](mailto:glenda.payne@dc.gov)

**Q: Our organization is a nonprofit corporation. May we apply for DBE certification?**

A: No. Applicants must qualify as "for-profit" small businesses as defined by the U.S. Small Business Administration (SBA).

## d. Success Stories:

### Veteran-Owned Electrical Contractor Awarded New Loan



Barrett T. Johnson  
Owner, Niyvah Electrical

Congratulations to **NIYYAH Electrical Contractors, LLC** for being awarded the first loan through the DC Microloan Program! Niyvah, a veteran-owned DBE firm is owned by Master Electrician Barrett T. Johnson and has been serving the Washington DC area for several years. Some of their commercial work has included projects with the Airport Authority, DC Department of Transportation, DC Water and Sewer Authority, DC Metropolitan Police Department, and the FBI building.

The microloan program is operated by the Washington Area Community Investment Fund (WACIF) and is designed to provide low-interest loans to DC Certified Business Enterprises (CBEs) for up to \$15,000 and up to \$25,000 for businesses located in the commercial corridors designated by the Neighborhood Investment Program or Main Streets Program.

For more information on the DC Microloan Program, call (202) 529-5505.

## 11th Street Bridge Project Vendor Day

On Thursday, February 18, 2010, Skanska/Facchina Joint Venture (SFJV) sponsored the 11<sup>th</sup> Street Bridge Project Vendor Day at The Matthews Memorial Baptist Church in Ward 8. Over 120 firms attended the event and received information on the project. Dan Bell, Project Director, presented to the audience the scope of the project as well as future business opportunities. The day included exhibitors from local financial institutions and government agencies who provided information about financial resources that are available to the small business community including: construction bond financing, short-term lending and micro loans. This was the first of many events SFJV will host. Members of several local small business community-groups, such as: the Ward 7 Business and Professional Association, the Ward 8 Business Council, The Ward 5 Business Council, Marshall Heights Community Development Organization, CHAMPS and the National Association of Minority Contractors, Metropolitan Washington Chapter, collaborated on this effort.



The \$300 million 11<sup>th</sup> Street Bridge Project is DDOT's largest and first design-build-to-budget bridge in the district. The 11<sup>th</sup> Street Bridges, in southeastern Washington, D.C., are essential links across the Anacostia River. The freeway bridge will connect the Anacostia Freeway and the Southeast Freeway. The local bridge will provide a link between the historic neighborhoods in Anacostia and Capitol Hill. During the construction phase of this project, three new bridges will be erected – one for local traffic and the other two will be used for freeway traffic. The new design will tie into trails on both sides of the river providing a shared path for pedestrians and bicyclists making it easier for walking, jogging, and bicycling. Construction of the bridges and interchange improvements began in December 2009 and are scheduled to be completed in mid-2013.



### Procurement Tip

Attend pre-bid conferences. It's the best opportunity for networking and to receive clarification on technical aspects of the solicitation.



## Upcoming Events

- **June 16, 2010**, 8:00am – 12:30pm *Traffic Signs* - This half-day course will cover the regulations and guidelines for traffic signs including; regulatory signs, warning signs, and guide signs. A review of the Manual on Uniform Traffic Control Devices (MUTCD) will also be covered. **Registration Fee:** \$59
- **June 19-22, 2010:** *26<sup>th</sup> Annual Airport Business Diversity Conference- New Orleans, Louisiana* - The Airport Minority Advisory Council Educational Scholarship Program (AMACESP) in cooperation with Federal Aviation Administration (FAA) annually sponsors this Conference. The 2010 Airport Business Diversity Conference will be proudly hosted by Louis Armstrong New Orleans International Airport and will be held at the Sheraton New Orleans. **For more information**, visit the website:<http://www.acteva.combooking.cfmbevaid=188453>
- **August 26, 2010**, 8:30am – 12:30pm *Flagger Certification* - The class is presented in PowerPoint© and will include a 25-question multiple choice exam and a flagger demonstration (dexterity test). Students will receive their ATSSA Flagger Certification card the day of the course (upon passing the exam). The card is valid for 4 years and is acceptable in several states, including MD, VA and DC. The course is intended for anyone whose actions affect safety of contemporary traffic control work zones, including traffic managers, traffic technicians, inspectors and designers. **Registration Fee:** \$100

## Newly Certified DBEs.....

### APRIL

- Advanced Software Systems
- EV Trucking, Inc.
- John Christie & Associates, P.C.
- Metro Lab, LLC
- Nagtex
- Progressive Industries, Inc.
- Railroad Industries Incorporated
- Anjata Group, LLC

### MAY

- Concrete Mixers, Inc.
- GD Swing, Inc.
- Metropolitan Technology Solutions
- Network Runners
- Go Consulting Services
- IndraSoft, Inc.
- Contine Corporation
- Woodland Safety Services, LLC
- Cover 2 Consulting, LLC
- Blueprint Development Group, LLC
- Smith & Sons
- Jet Industries, LLC

## Winter Training Season.....

The BOWDC celebrates another successful winter training season! The BOWDC sponsored several safety certification courses during the first and second quarters of FY 2010. In collaboration with our trainer/partner The American Road and Transportation Association (ARTBA) the following courses were offered:

- 30-Hour OSHA Courses
- 10-Hour OSHA Courses
- Construction Math, Blue Print Reading and Estimating Courses
- Flagger Certification Courses



The BOWDC also sponsored a David's Bacon Wage Act Seminar in partnership with the U.S Department of Labor. Twenty (20) DBE firms attended the seminar to receive the latest compliance requirements concerning certified payroll submissions.

# Procurement Opportunities And Small Business Resources

## Procurement Opportunities

### **DDOT Procurement Opportunities:**

[www.ocp.dc.gov](http://www.ocp.dc.gov)

### **Dulles Transit Partners Procurement Opportunities:**

[www.DullestransitPartners.com](http://www.DullestransitPartners.com)

### **Maryland Procurement Opportunities:**

[www.emarylandmarketplace.com](http://www.emarylandmarketplace.com)

### **Federal Contracting Opportunities:**

[www.fedbizopps.gov](http://www.fedbizopps.gov)

### **11th Street Bridge Contracting Opportunities:**

[www.skanska.com](http://www.skanska.com)

Skanska/Facchina Joint Venture, 11<sup>th</sup> Street Bridge Project Contractor, seeks a qualified firm(s) to perform the following services:

- Bridge Deck grooving 300,000 sq. ft. – Deck and Grinding
- Provide and install 30,000 shear studs – Structural steel installers (seeking a company that specializes in shear studs)

**DBE, CBE, SDVOSB** firms are encouraged to submit bids. Bids are due no later than noon on **June 14<sup>th</sup>**. For more information, contact Nyime J. Brown, Diversity/Community Outreach Coordinator, 11th Street Bridge - Design Build Project, Skanska/Facchina, A Joint Venture, 1301 M Street, SE, Washington, DC 20003, Phone:+1 202 484 2330 ext 162, or via email, [Nyime.Brown@skanska.com](mailto:Nyime.Brown@skanska.com).

## Small Business Resources

### **US Department of Transportation Short Term Lending Program**

Under the Short Term Lending Program, US DOT guarantees up to \$750,000 in loans with participating lenders for eligible small and disadvantaged businesses. The loan guarantee provides a revolving line of credit for work on transportation-related contracts. *For more information*, contact the US DOT Office of Small and Disadvantaged Business Utilization: [www.osdbu.dot.gov](http://www.osdbu.dot.gov) ; 202-366-1930 or 1-800-532-1169.

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*Building Bridges, Linking Opportunities*

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