

May 2009



# INROADS

Paving the Way for Montana's Disadvantaged Business Enterprises

Volume 9, Issue 5



DBE Program  
Civil Rights Bureau  
Montana Department of Transportation  
P.O. Box 201001  
Helena, MT 59620-1001

## ARC Loan Program available from the Small Business Administration

With the recovery act in full swing, SBA is offering ARC loans. ARC loans are available to viable, for-profit small businesses in the U.S. that have qualifying small business loans and are experiencing immediate financial hardship.

The small business must be an established business, have financial statements demonstrating it was profitable in one of the past three years, and be able to project sufficient cash flow to meet current and future loan payments over a two-year period from loan approval.

ARC Loans are provided by commercial lenders and guaranteed by the SBA.

ARC Loans can be used to make payments of principal and interest, in full or in part, on one or more existing, qualifying small business loans for up to six months. ARC loans provide an immediate infusion of capital to small businesses to assist with making payments of principal and interest on existing debt. These loans allow borrowers to redirect cash flow from making loan payments to investing in their businesses, to help sustain the business and retain jobs.

ARC loans will be offered by some SBA lenders for as long as funding is available or until September 30, 2010, whichever comes first.

For more information on ARC Loans, contact your local SBA office.



### MDT Awarded contracts for April and May and DBE participation:

Prime	Location	Project	DBE Participation
Interstate Improvement Inc	Great Falls SE	NH 60-2(71)87	2.79%
Prince Inc	Brockway, South	STPS 253-1(19)37	2.36%
Jim Gilman Excavating, Inc	Belgrade Interchange	NH 85-1(18)6	7.61%
United Materials of Great Falls	1 <sup>st</sup> Ave North – Park to 9 <sup>th</sup> , Great Falls	UPP 5210(20)	6.12%
Knife River – Billings	Poly Drive South-Billings	MT-STPU-CM 1031(8)	1.11%
United Materials of Great Falls	10 <sup>th</sup> Ave S – 38 <sup>th</sup> to 57 <sup>th</sup>	NH 60-2(78)90	2.82%
Jim Gilman Excavating, Inc	Basin – Boulder	IM 15-3(73)158	3.96%
Riverside Sand & Gravel Inc	Flathead River – Polson	NH 5-2(147)61	1.25%
Jim Gilman Excavating, Inc	Whitetail Road – Butte	STPS 399-1(6)0	14.08%
Pavement Maintenance Solutions	East of Big Hole Pass	STPS 278-1(23)25	7.79%
Jim Gilman Excavating, Inc	Gallatin Field Road – East	STPS 205-1(36)21	13.06%
MK Weeden Construction, Inc	Lewistown – West	NH 57-3(33)70	.54%
<b>Average Participation</b>			<b>4.89%</b>

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## Marketing Yourself

Here are some ideas for marketing yourself:

- 1) Ask your family and friends to help you. Word of mouth is a great way to advertise.
- 2) Build a business referral network. Find other professionals that work with or target the same market you do and work to send one another referrals.
- 3) Attend meetings, events and tradeshows to meet other business owners and new clients.
- 4) Speak at an event.
- 5) Volunteer and offer free services.
- 6) Get in the news. Issue a press release about something news worthy that you did.



## Bid and Contracting Opportunities

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

Proposed for letting June 11, 2009

UPN/UNIT	PROJECT ID	FINANCIAL DISTRICT	PROJECT DESIGNATION	TYPE OF CONSTRUCTION	LENGTH MILES
4719 000	STPP-HSIP 43-1 (25)14	5	2000-SAFETY IMPRVMT-HILGER	RECONSTRUCTION – WITHOUT ADDED CAPACITY	1.6
5360 000	HSIP 90-1(157)23	1	2002-ELECTRICAL-W OF ST REGIS	TRAFFIC SIGNALS & LIGHTING	
6073 000	HSIP 203-1(14)4	1	SF069-FLASHER-N STEVENSVILLE	TRAFFIC SIGNALS & LIGHTING	
6093 000	ARRA 8109(2)	1	SCOTT ST OVERPASS-MSLA	MAJOR BRIDGE REHAB WITHOUT ADDED CAPACITY	
4866 000	ARRA 34(26)	2	EASTON WETLAND/STREAM	ENVIRONMENTAL	
5386 000	ARRA 302(33)55	3	2002-BIG MUDDY CR-N OF BYNUM	BRIDGE REPLACEMENT WITH NO ADDED CAPACITY	
6267 000	ARRA 5205(24)	3	RIVER DR-1 <sup>ST</sup> TO 9 <sup>TH</sup>	RESURFACING-ASPHALT (THIN LIFT<=60.00MM) (SCHEDULED MAINTENANCE)	1.1
6235 000	ARRA 5208(2)	3	PARK DR-6 <sup>TH</sup> ST-1 <sup>ST</sup> AVE-N	RESURFACING-ASPHALT(THIN LIFT<=60.00MM)(SCHEDULED MAINTENANCE)	0.7
6237 000	ARRA 5209(5)	3	6 <sup>TH</sup> ST N – 8 <sup>TH</sup> TO CENTRAL	RESURFACING-ASPHALT (THIN LIFT<=60.00MM)(SCHEDULED MAINTENANCE)	0.6
6265 000	ARRA 5210(18)	3	1 <sup>ST</sup> AVE N-WEST OF RIVER DR	RESURFACING-ASPHALT(THIN LIFT<=60.00MM)(SCHEDULED MAINTENANCE)	0.2
6525 000	ARRA 94-7(28)244	4	WIBAUX-EAST(EB)	RESURFACING-ASPHALT(THIN LIFT<=60.00MM)(SCHEDULED MAINTENANCE)	6.5
6526 000	ARRA 34-1(9)	4	PLENTYWOOD-NORTH	RESURFACING-ASPHALT(THIN LIFT<=60.00MM)(SHCHEDULED MAINTENANCE)	15.4
5748 000	ARRA 90-7(89)364	5	BOULDER RIVER-WEST	RESURFACING-ASPHALT(THIN LIFT<=60.00MM)(SCHEDULED MAINTENANCE)	5.0

For further information on upcoming projects, visit MDT's website at:  
[www.mdt.mt.gov/business/contracting/upcoming\\_prj.shtml](http://www.mdt.mt.gov/business/contracting/upcoming_prj.shtml)

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!

*School's out and that means more people on the roads, whether it's students, families or driver's education cars, make sure you are watching what you are doing. Take an extra minute when you get into your car, fasten your seat belt and drive safe!*



## Work Zone Traffic Safety

From: [www.osha.gov](http://www.osha.gov)

Transportation incidents and workers struck by vehicles or mobile equipment account for the highest number of fatal work injuries, according to the Bureau of Labor Statistics. Workers such as emergency responders, clean-up, utility, demolition, construction, and others in areas where there are moving vehicles and traffic are exposed to being struck by moving vehicles. Work zones are used to move traffic in an approved direction and are typically identified by signs, cones, barrel, and barriers.

### General

There must be a traffic control plan for the movement of vehicles in areas where there are also workers conducting other tasks. Drivers, workers on foot, and pedestrians must be able to see and understand the routes they are to follow.

### Signs

Standard highway signs for information, speed limits, and work zones will assist drivers in identifying directives, Using standard highway signs for internal construction worksite traffic control will assist workers in recognizing the route they are to use at the construction site.

### Traffic Control Devices

Standard traffic control devices, signals, and message boards will instruct drivers to follow a path away from where work is being done.

### Work Zone Protections

Various styles of concrete, water, sand, collapsible barriers, crash cushions, and truck-mounted attenuators are available to limit motorist intrusions into the construction work zone.

### Flagging

Flaggers and others providing temporary traffic control should wear high visibility clothing with a background of fluorescent orange-red or yellow-green and retroreflective material of orange, yellow, white, silver, or yellow-green. The personal protective equipment should make the worker visible for at least 1,000 feet, from any direction.

## Training Opportunities

Is there something you are interested in learning that will help you grow your highway construction related business? Please contact Shannon Hahn, DBE Supportive Services Coordinator, with any ideas you have. She can be reached at 444-7287 or email her at [shahn@mt.gov](mailto:shahn@mt.gov)

Shannon is also setting up her summer training schedule and needs to know when a good time for classes is and where to have them.

### **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 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](mailto:westewart@mt.gov) for an application packet.*

## Welcome, Recently Certified DBEs!

Lucille Mooney  
**Full Moon Trading LLC**  
*Concrete Supplier; Concrete Supplies; Concrete, Cement; Concrete, Structural & Foundation; Erosion Control; Grouting; Pump Supplier*

Continental Contracting Inc  
**Dana Rice**  
*General Contractor; Crack Sealing*

Wendy Stewart DBE Program Manager/Certifications	<a href="mailto:westewart@mt.gov">westewart@mt.gov</a>	(406)444-6337
Shannon Hahn DBE Supportive Services Coordinator	<a href="mailto:shahn@mt.gov">shahn@mt.gov</a>	(406)444-7287
Andy Hyatt-Marcucci Compliance Technician	<a href="mailto:ahyattmarcucci@mt.gov">ahyattmarcucci@mt.gov</a>	(406)444-6331
Alice Flesch ADA Coordinator	<a href="mailto:aflesch@mt.gov">aflesch@mt.gov</a>	(406)444-9229
Bill Anderson Title VI & EEO Compliance Specialist	<a href="mailto:bianderson@mt.gov">bianderson@mt.gov</a>	(406)444-6334
Kathy Vert Acting EEO & Labor Compliance Specialist	<a href="mailto:kvert@mt.gov">kvert@mt.gov</a>	(406)444-9270
Sheila Cozzie Civil Rights Bureau Chief	<a href="mailto:scozzie@mt.gov">scozzie@mt.gov</a>	(406)444-6335

**Montana Department of Transportation**

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P.O. Box 201001  
Helena, MT 59620-1001  
Phone: (406)444-6331  
Toll Free: (800)883-5811  
Fax: (406)444-7685  
TTY: (800)335-7592



## WHAT'S NEW WITH YOU?

*Inroads*, the Montana DBE Newsletter, is your tool to gain new ideas, meet new people, network with other businesses, blow your own horn, and move your business down the road to success.

- *Have you or an associate won an award or been promoted?*
- *Do you have an idea for an article, or would you like to have your firm profiled in the newsletter?*
- *Do you want to show off your contracting handiwork?*
- *Do you want to hire an employee or buy/sell a business-related item?*

Let us know what's new! Send questions, comments, ideas, photos, and want-ads to: Wendy Stewart at [westewart@mt.gov](mailto:westewart@mt.gov) or call (406)444-6337.

# Meetings, Workshops, and Training Opportunities

**June** Assistance for Business Clinics  
8 am – 5 pm, registration from 7:30 am to 8 am  
**June 3 – Bozeman** Best Western Gran Tree, contact Chamber of Commerce 586-5421, cost \$55  
**June 16 – Wolf Point** Senior Center, Conference Room  
Contact Chamber of Commerce 653-2012, cost \$30  
**June 17 – Glendive** Yellowstone River Inn, contact Chamber of Commerce 377-5601, cost \$40  
**June 18 – Miles City** Montana Room, contact Chamber of Commerce 234-2890, cost \$30  
**June 24 – Shelby** Marias River Electric, contact Chamber of Commerce 474-7184, cost \$30  
**June 25 – Havre** MSU Northern – Student Union Building  
Contact Chamber of Commerce 265-4383, cost \$30  
 The Clinics are designed to assist NEW and ESTABLISHED employers, accountants, bookkeepers and lawyers in constructing a proactive approach to prevent unnecessary claims and/or charges by providing updated reporting of state withholding, Unemployment Tax requirements, minimum wage laws, overtime laws, civil rights laws and federal tax incentives.

**June 3** Evaluate a Business Idea  
12 noon – 1 pm  
 MCDC offers this one hour session for people who are interested in starting a new business or acquiring an existing one. Business plans, marketing, industry profiles, cash flow projections, loan information and many other topics are discussed.  
 Cost \$10  
 Contact Patty 728-9234

**June 5** Small Business Recovery Act Workshop  
Hilton Garden Inn, Missoula  
8:30 am – 1:30 pm  
 Presented by the U.S. Small Business Administration, this half day conference will discuss what the passage of the Recovery Act can do for your small business.  
 Cost \$30  
 Contact Crystal Baker, 441-1089

**June 17** Evaluate a Business Idea  
4:00 pm - 5 pm  
 MCDC offers this one hour session for people who are interested in starting a new business or acquiring an existing one. Business plans, marketing, industry profiles, cash flow projections, loan information and many other topics are discussed.  
 Cost \$10  
 Contact Patty 728-9234

