

October 2011



INROADS

Paving the Way for Montana's Disadvantaged Business Enterprises



Montana Department of Transportation
DBE Program
Civil Rights Bureau
P.O. Box 201001
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U.S. Transportation Secretary LaHood Recently Announced \$928.5 Million To Put Americans Back to Work Repairing, Rebuilding, Modernizing the Nation's Transit Infrastructure

Federal funds will create jobs nationwide by strengthening transit choices while improving safety and reliability

DETROIT – U.S. Transportation Secretary Ray LaHood announced that transit providers across the nation will receive a share of \$928.5 million in federal funds for more than 300 public transportation projects in urban, suburban, and rural areas. The money will put people to work renovating and building much needed transit facilities, manufacturing new clean-fuel buses, and helping communities plan responsibly for their future transit needs. He was joined in making the announcement by Federal Transit Administrator Peter Rogoff.

"Investing in America's transit systems, rails, roads, ports, and airports will generate tens of thousands of construction-related jobs and put more money in the pockets of working Americans," said Secretary Ray LaHood. "But we must do more. Congress needs to pass the American Jobs Act so we can continue to invest in critically needed projects like these, to repair and rebuild our nation's transportation system."

The grants announced today, made available through the Federal Transit Administration's fiscal year 2011 Alternatives Analysis, Bus Livability, and State of Good Repair Programs, will go toward replacing or refurbishing aging buses, building or improving bus terminals, garages, and other transit facilities, installing bus-related equipment, and conducting studies to help communities select the best transit options to meet future transportation needs.

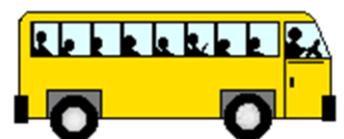
"These grant funds will make sure that bus service in our communities remains reliable and desirable while putting thousands of Americans to work at the same time," said Administrator Rogoff. "By passing the American Jobs Act, Congress can accelerate these efforts and give the American people the opportunity to keep more of their paycheck in their wallet rather than hand it over at the gas pump."

The grant selection process was highly competitive, and FTA reviewed 839 project applications representing \$4.9 billion in funding requests from transit providers across the country for the Fiscal Year 2011 discretionary grants.

Montana received the following program awards:

- MT Livability Missoula Urban Transportation District Bike On Transit Program Enhancements \$133,744
- MT Livability Montana Department of Transportation Big Sky Transportation District "Skyline" Van Pool Service \$177,600
- MT Livability Montana Department of Transportation Missoula Ravalli Transportation Management Association (MRTMA) \$112,000
- MT SOGR Montana Department of Transportation Replacement for the 1999 Model Year Vehicle (Butte Silver/Bow Vehicle) \$280,000
- MT SOGR Montana Department of Transportation HRDC/Galavan/Streamline Transit Vehicle Replacement and Equipment \$382,050

The full list of selected projects can be found at <http://fta.dot.gov/grants/13094.html>.



Welcome, Recently Certified DBEs!

Andrea Wilke
Rocky Mountain Front
Fire Protection
Fire Suppression

Michael McDonald
TLK Contracting
Services
Concrete work,
Residential/Commercial
Construction, Site
Preparation



What is a DBE?

A DBE is a small, for-profit business that is at least 51% owned and controlled by socially and economically disadvantaged individuals. The US Department of Transportation's (USDOT) DBE Program is designed to foster equal opportunity for minority, female and disadvantaged business owners on federal-aid transportation projects, and for helping them improve their business efficiency and flexibility.

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

Proposed for letting October 2011

UPN/UNIT	PROJECT ID	FINANCIAL DISTRICT	PROJECT DESIGNATION	TYPE OF CONSTRUCTION	LENGTH MILES
7470 000	IM 90-4(67)206	2	OPPORTUNITY-NISSLER	RESURFACING-SEAL & COVER	13.3
7729 000	NH 57-4(15)148	5	E OF WINNETT SLIDE REPR/ MT 11-1	RECONSTRUCTION-WITHOUT ADDED CAPACITY	
7731 000	STPS 298-1(14)25	5	S OF MCLEOD SLIDE REPR/ MT 11-1	RECONSTRUCTION-WITHOUT ADDED CAPACITY	0.2
7414 000	UPP 7404(6)	2	FRONT-MAIN/MT VIEW-	RESURFACING-SEAL & COVER	1.5
7413 000	UPP 1807(13)	2	CONT DR-2 ND TO FLORAL-BUTTE	RESURFACING-SEAL & COVER	2.7
7411 000	UPP 1821(6)	2	DEWEY-HARRISON TO OREGON-BUTTE	RESURFACING-SEAL & COVER	0.6
7412 000	UPP 1218(3)	2	BAXTER LN-N 7 TH TO N 19 TH BOZEMAN	RESURFACING-SEAL & COVER	1.1
7268 000	RRS 2-1(56)3	4	MAIN ST-OVERHGT DET-MILES CITY	RAILROAD/HIGHWAY CROSSING SAFETY IMPROVEMENTS	

Small biz in government

The Small Business Administration (SBA) recently made changes to its 8(a) certification program for socially and economically disadvantaged small firms, in an effort to ensure that certified small businesses were getting more opportunities.

To qualify, a firm can't exceed a certain size limit, which varies by industry; has to be able to meet certain economic criteria; and must show it is socially disadvantaged, such as minority owned. To learn more, visit www.sba.gov and search "8(a)".

- ✓ If you qualify, get your financial house in order. The SBA requires a huge quantity of documentation on every aspect of an 8(a) business and owners.
- ✓ If you don't qualify, the government offers a number of small-business certification programs, including Small Business, Small Disadvantaged Business, Women-Owned Business, Service-Disabled Veteran-Owned Business and HUBZone Business. For more information, visit www.sba.gov and search "small-business certifications."
- ✓ If you are new to government contracting, partnering with an 8(a) or women-owned firm can help you gain the experience and credibility you need and increase your chances of winning government contracts. Learn more about teaming at www.teamingusa.com

For more resources and tips on how to sell to the government, visit www.openforum.com/governmentcontracting.



DBE participation for MDT Awarded Contracts for May and June:

Prime <i>DBE</i>	Location	Project	DBE Participation
Bullock Contracting LLC	Sfty Imp-4 KM E Jct I-15 Safety Imp-Grizzly Gulch	HSIP 453-1(4)2 HSIP 25(58)	0.00%
Jim Gilman Excavating Inc	Stone Creek – North	STPP 49-1(21)9	0.00%
L H C Inc <i>Highway Specialties</i>	RR Overpass – Cut Bank	MT-STPS 213-1(15)0	.82%
M A Deatley Construction Inc <i>JCT Construction Yellowstone Environmental Contracting LLC</i>	US 191 Slides – S Mobridge	NH 61-3(25)84	2.49%
Penhall Company Inc – MN <i>Highway Specialties</i>	BR Deck Rehab/Repair 09	BH 5299(85)	8.90%
Prince Inc <i>Arrow Striping E Squared Construction H L Construction</i>	North of Colstrip-North	STPP 39-1(45)35	19.24%
Stillwater Electric Inc <i>Promark</i>	SF109 Flasher Hodgson Rd	HSIP 292-1(13)7	19.86%
Average Participation			5.88%

How to Write A Successful Elevator Pitch

Taken from About.com

An elevator pitch or elevator speech is a short overview of your business, products or services, and is typically used in business settings such as face-to-face networking. An elevator pitch can be one of the simplest yet most powerful tools for a small business owner.

An elevator pitch is meant to be short, and as the name implies, delivered in the time it takes to complete your average elevator ride. The length can vary, but you typically want to be able to present your elevator pitch comfortably without rushing in under two minutes, ideally in under one minute. Your goal length should be 150-250 words.

Here is a step-by-step process for creating an effective and powerful elevator pitch.

Step 1: Define who you are. Write one sentence about who you are.

Step 2: Describe what you do. Use your mission statement and product/service listing as a guide, and write 1-2 sentences about what you do every day in your business.

Step 3: Identify your ideal clients/customers. Use your target audience description as a guide, and write 1-2 sentences about who your ideal clients or customers are.

Step 4: Explain what's unique and different about you and your business. Write 1-2 sentences about what sets you apart from every other business owner who does what you do.

Step 5: State what you want to happen next. Write 1-2 sentences that identifies what you want your audience to do next.

Step 6: Create an attention-getting hook. Write 1-2 sentences that pulls in your audience and gets them engaged in what you're about to say.

Step 7: Put it all together. Combine the statements you drafted in the previous steps, putting Step 6 first. Then, add transitions and edit it until it flows conversationally and captures the most important information.



An effective elevator pitch can help you introduce yourself and break the ice in networking situations. You can also use your elevator pitch to clarify your target audience and business goals for your own use, and become more confident and self-assured in business settings.

Here are a few more tips for making your elevator pitch a valuable tool. **Keep it Short and Sweet** – 60 seconds or less; **Edit Ruthlessly** – There is always room for improvement; **Skip Industry Jargon** – Assume your audience has no understanding of your industry; **Say It In a Mirror** – Say it out loud and run it by a colleague or friend to get fresh perspective; **Memorize It and Practice** – You won't have the benefit of a cheat sheet in a live situation; **Show Your Passion** – Make it memorable; **Create Multiple Flavors** – Be able to change your elevator pitch to fit any audience; **Identify Your Desired Action** – Outline what you want to happen next, whether it's giving the other person a chance to ask you questions, introducing you to a colleague, or scheduling a time to talk in more detail; **Pass the Mike** – Don't forget about the person on the receiving end. The best way to transition from a successful elevator pitch to a successful conversation is giving the other person a chance to wow you with his or her own elevator pitch.

MDT Civil Rights Bureau Directory

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Take a class anywhere, any time 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.

Some classes they have available include:

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

Access these and more at:

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

November

11/4 – UM Business School Employer & Student Networking Event

Missoula Federal Credit Union, Missoula
11:30 am
Fall networking event for students to practice professional etiquette and networking
Contact Janel at 243-6621

11/9 – The Essentials of HR Law 2012

The Big Horn Resort
1801 Majestic Lane, Billings
8:00am – Cost \$149
Register @ www.findaseminar.com

11/10 – Managing Multiple Projects & Tight Deadlines

Wingate Inn
5252 Airway Blvd, Missoula
8:00am - Cost \$199
Register @ www.findaseminar.com

12/1 – How to Supervise People

Red Lion Colonial Hotel
2301 Colonial Dr, Helena
8:00am – Cost \$99
Register @ www.findaseminar.com

Congratulations to the e200 class graduates

Veronica Ronnau – Pizazz

Raul Luciani – CP of Bozeman, Inc.

Tanya Chemodurow – Abatement Contractors of Montana, LLC *

Jennifer Giem – Great Harvest Bread Company of Butte

Lucille Mooney – Shotcrete Montana *

Aubrey May – Clean Team of Montana

Rachel Andrews – S & K Environmental, LLC *

Paul Neutgens – American Steel, Inc.

Lynda Deines – Double Stud Construction *

Heather Long – H L Construction *

Matthew Silent Thunder – Silent Creations Buffalo Products, LLC

Dave Peterson – Apple Valley Backhoe Service *

Greg Parks – Bio Seal, LLC *

Margaret “Binky” Bowman – Joe’s Jiffy Stop

***denotes a DBE firm**

We encourage all DBEs to talk to these fellow small business owners and discuss this educational opportunity with them.