

# Stimulus Package Informational Session For DBE's



# Time Frame of Projects



- **120 Obligation Period**
- **365 Obligation/Award Period**
- **Potential 1 year Obligation/Award**



- **The federal legislation could provide DelDOT with as much as \$120 million for highways and bridges and \$11 million for transit.**

# Overview



- **Reporting requirements**
  - **Date of obligation**
  - **Contract date**
  - **Outlays**
  - **# jobs created, # jobs retained**
  - **Completion date**
  - **Reporting Intervals (90-days, 180-days, 1yr, 2yrs, 3yrs)**

# Various Scopes



- **Construction**

- % of projects focused in general areas such as Pave and Rehabs, bridge maintenance, buildings etc.

- **Consultant agreements**

- % of needed engineers, planners, surveyors etc.

# Bid Process



# Website



Go to [www.deldot.gov](http://www.deldot.gov)  
Click on Doing Business  
under INFORMATION  
on lower left hand side.  
This will give you  
a number of choices for  
various options.



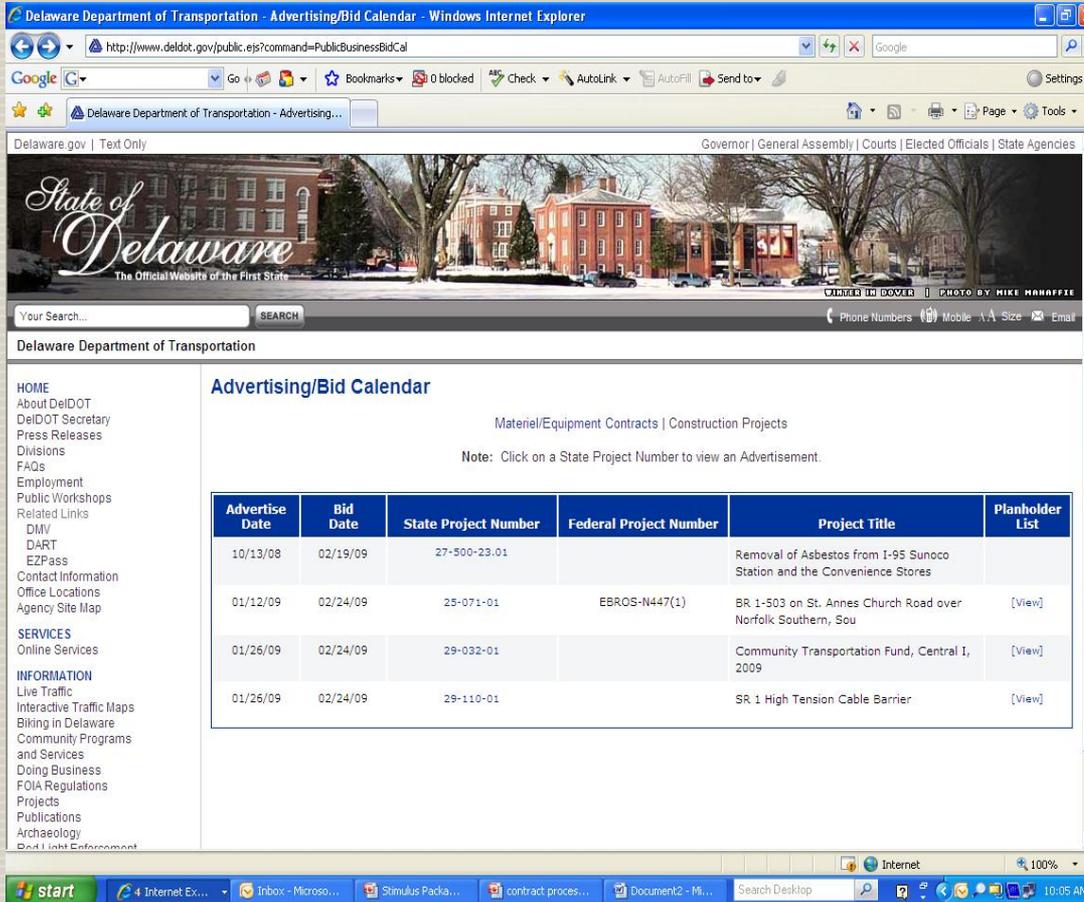
# Doing Business With DeIDOT



The screenshot shows a Windows Internet Explorer browser window displaying the Delaware Department of Transportation website. The address bar shows <http://www.deldot.gov/information/business/>. The page features a navigation menu on the left with categories like HOME, SERVICES, and INFORMATION. The main content area is titled "Doing Business With DeIDOT" and lists various services such as Approved Product Lists, Auctions, Competitive Bids, Design Resource Center, Motor Vehicles, Professional Services, and Public Carrier Information. The "Competitive Bids" section is highlighted, showing links to Advertising/Bid Calendars, Construction Projects, and Material/Equipment Contract.

**Under the Advertising Bid Calendars click on Construction Projects. This will give you the schedule of projects advertised with the bid opening date.**

# Advertising/Bid Calendar

Delaware Department of Transportation - Advertising/Bid Calendar - Windows Internet Explorer

http://www.deldot.gov/public.ejs?command=PublicBusinessBidCal

Delaware.gov | Text Only Governor | General Assembly | Courts | Elected Officials | State Agencies

State of Delaware  
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Delaware Department of Transportation

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Projects  
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Archaeology  
Red Light Enforcement

**Advertising/Bid Calendar**

Materiel/Equipment Contracts | Construction Projects

Note: Click on a State Project Number to view an Advertisement.

Advertise Date	Bid Date	State Project Number	Federal Project Number	Project Title	Planholder List
10/13/08	02/19/09	27-500-23.01		Removal of Asbestos from I-95 Sunoco Station and the Convenience Stores	
01/12/09	02/24/09	25-071-01	EBROS-N447(1)	BR 1-503 on St. Annes Church Road over Norfolk Southern, Sou	[View]
01/26/09	02/24/09	29-032-01		Community Transportation Fund, Central I, 2009	[View]
01/26/09	02/24/09	29-110-01		SR 1 High Tension Cable Barrier	[View]

**There are a number of items which you can click on that will provide useful information.**

- **State Project Number**
- **Planholders List**

# Advertisement



Delaware Department of Transportation - Advertisement - Windows Internet Explorer

http://www.deldot.gov/public.ejs?command=PublicBusinessAdvertisementDisplay&id=25-071-01

Delaware Department of Transportation - Advertisement

**Advertisement**

Sealed proposals for the following contract will be received by the Department of Transportation, State of Delaware, in the Bidders Room (Room B1.11.01) in the DelDOT Transportation Administration Center, US Route 113 South, Dover, DE until 2:00 P.M. Local Time, February 24, 2009, and thereafter be publicly opened:

**Contract No. 25-071-01**  
 Federal Aid Project No. EBROS-N447(1)  
 BRIDGE 1-503 ON ST. ANNES CHURCH ROAD, OVER NORFOLK SOUTHERN  
 COMPLETION DATE: 188 Calendar Days  
 Cost of Contract Documents: \$50.00  
 New Castle County  
 DBE GOALS: 9.0%  
**ELECTRONIC BIDDING**

Bidders wishing to use the Windows-compatible electronic bidding software should request a bid file disk and installation disk if needed, from the Competitively Bid Contracts Coordinator at the email address or phone number listed at the bottom of this Advertisement. Alternately, the installation software may be downloaded by clicking [here](#).

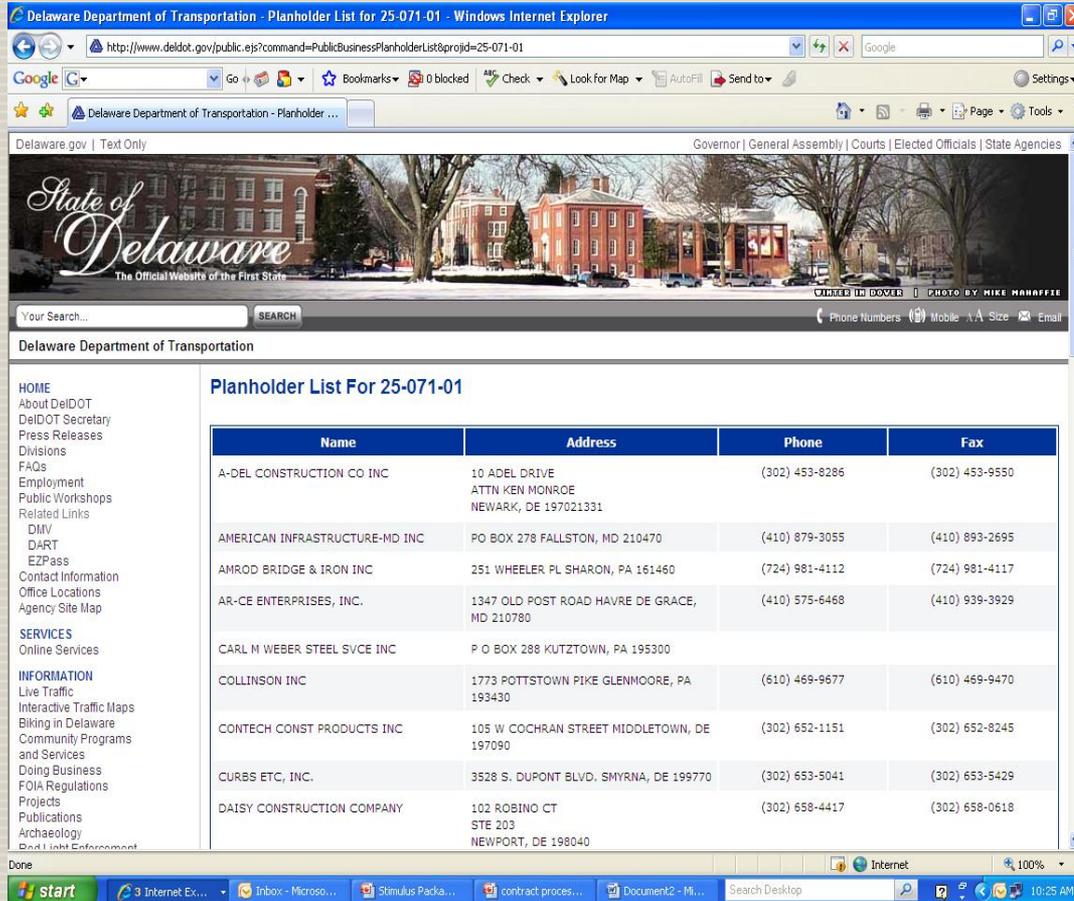
**Prospective Bidder's Note:** The Department has adopted an External Compliant Procedure. The procedure can be viewed on our website by clicking [here](#) or you may request a copy by calling (302)760-2555.

BR 1-503 ON ST. ANNES CHURCH ROAD OVER NORFOLK SOUTHERN, SOUTH OF MIDDLETOWN

Item	Quantity	Item UOM	No	Item Description
	1	LS		CLEARING AND GRUBBING
	7036	CY		EXCAVATION AND EMBANKMENT
	329	CY		EXCAVATION AND BACKFILL FOR PIPE TRENCHES
	4	CY		FLOWABLE FILL
	13494	CY		BORROW, TYPE A
	2400	CY		BORROW, TYPE B
	3396	CY		BORROW, TYPE C
	49026	CY		BORROW, TYPE F
	100	CY		FURNISHING BORROW TYPE "C" FOR PIPE, UTILITY TRENCH, AND
	1	LS		REMOVAL OF STRUCTURES AND OBSTRUCTIONS
	200	CY		UNDERCUT EXCAVATION
	1500	CY		SEDIMENT REMOVAL
	3945	LF		SILT FENCE

**Notice any applicable DBE goal for the project is listed in the Advertisement. Use the Item list to identify those items of work which your firm or business could perform as a partner for prospective prime contractors.**

# Planholder list

Delaware Department of Transportation - Planholder List for 25-071-01 - Windows Internet Explorer

http://www.deldot.gov/public.ejs?command=PublicBusinessPlanholderList&projid=25-071-01

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FOIA Regulations  
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Archaeology  
Bike Light Enforcement

### Planholder List For 25-071-01

Name	Address	Phone	Fax
A-DEL CONSTRUCTION CO INC	10 ADEL DRIVE ATTN KEN MONROE NEWARK, DE 197021331	(302) 453-8286	(302) 453-9550
AMERICAN INFRASTRUCTURE-MD INC	PO BOX 278 FALLSTON, MD 210470	(410) 879-3055	(410) 893-2695
AMROD BRIDGE & IRON INC	251 WHEELER PL SHARON, PA 161460	(724) 981-4112	(724) 981-4117
AR-CE ENTERPRISES, INC.	1347 OLD POST ROAD HAVRE DE GRACE, MD 210780	(410) 575-6468	(410) 939-3929
CARL M WEBER STEEL SVCE INC	P O BOX 288 KUTZTOWN, PA 195300		
COLLINSON INC	1773 POTTSTOWN PIKE GLENMOORE, PA 193430	(610) 469-9677	(610) 469-9470
CONTECH CONST PRODUCTS INC	105 W COCHRAN STREET MIDDLETOWN, DE 197090	(302) 652-1151	(302) 652-8245
CURBS ETC, INC.	3528 S. DUPONT BLVD. SMYRNA, DE 199770	(302) 653-5041	(302) 653-5429
DAISY CONSTRUCTION COMPANY	102 ROBINO CT STE 203 NEWPORT, DE 198040	(302) 658-4417	(302) 658-0618

Done

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**This Section provides you with the names and contact information for all firms that have purchased project plans. Among these firms are potential bidders for any project. To secure business, DBE's are encouraged to contact potential prime contractors before bidding. Successful marketing of your firm/business to prime contractors will lead to subcontracts and increased earning opportunities.**

# Project Status Query



Delaware Department of Transportation - Project Status Query - Microsoft Internet Explorer

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Back Forward Stop Home Search Favorites Refresh Print Mail Stop

Address http://www.deldot.gov/public.ejs?command=PublicBusinessPSISearch Go Links

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### Delaware Department of Transportation

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#### SERVICES

- Online Services

#### INFORMATION

- Live Traffic
- Interactive Traffic Maps
- Biking in Delaware
- Community Programs and Services
- Doing Business
- Projects

### PROJECT STATUS QUERY

Search Criteria	
Enter one or more of the following to narrow search results:	
Project Title	<input type="text" value="landscaping"/>
State Project Number	<input type="text"/> - <input type="text"/> - <input type="text"/>
Federal Project Number	<input type="text"/>
Bid Date Range (mm/dd/yyyy)	<input type="text"/> to <input type="text"/>
Awarded Date Range (mm/dd/yyyy)	<input type="text"/> to <input type="text"/>
County	Statewide <input type="button" value="v"/>

#### Actions

Note: The following Final Bid Tabulation reports are available in Portable Document Format (PDF) only. You will need to download the free Adobe Acrobat Reader from Adobe Systems.

Visitors with visual impairments or limitations can also access a free suite of tools from Adobe Systems to assist in viewing documents in PDF format.

Your search returned more than 50 projects. Only 50 projects will be displayed.  
Refine your search if the project you are looking for cannot be found.

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# Project Status Query



This section gives you an option to select the Bid Tabulation for any existing or older projects, for comparison

Delaware Department of Transportation - Project Status Query - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address <http://www.deldot.gov/public.ejs?command=PublicBusinessPSISearch>

Your search returned more than 50 projects. Only 50 projects will be displayed.  
Refine your search if the project you are looking for cannot be found.

Bid Date	Awarded Date	State Project Number	Federal Project Number	Project Title	County	Bid Tabulation Report
08/21/2007	09/27/2007	27-106-01	ENH-N004 (14)	SR141, US202 - LANDSCAPING	New Castle	
03/21/2006	04/17/2006	25-023-03		EAGLE TRACE, NEW CASTLE COUNTY, LANDSCAPING	New Castle	
05/24/2005	06/23/2005	24-023-02		SR896 AT TERRACES AT IRON HILL, LANDSCAPING	New Castle	
09/09/2003	10/08/2003	23-023-04		NEW LINDEN HILL ROAD LANDSCAPING	New Castle	
09/09/2003	09/29/2003	23-106-08		SR141/SR 2 INTERCHANGE, LANDSCAPING	New Castle	
07/29/2003	08/19/2003	23-024-01		LANDSCAPING, US 13, RIVER ROAD TO COURT STREET, MEDIAN	Kent	
09/10/2002	10/17/2002	22-091-01	EIM-N059(27)	I- 95 LANDSCAPING, VIADUCT TO BRANDYWINE BRIDGE (PHASE 3)	New Castle	
07/16/2002	08/15/2002	96-023-02		HOCKESSIN GREENE LANDSCAPING	New Castle	
05/15/2001	06/22/2001	21-091-02	EIM-N059(23)	I- 95 LANDSCAPING, US202 TO PA LINE, (PHASE 2)	New Castle	
08/08/2000	09/01/2000	21-091-01	EIM-N059(21)	I- 95, N OF US202 TO PA LINE, SELECTED LANDSCAPING	New Castle	
12/07/1999	01/11/2000	20-023-01		WILMINGTON - THIRD REPRESENTATIVE DISTRICT, LANDSCAPING	New Castle	
04/22/1999	05/26/1999	99-570-11		I- 95 WIL MINGTON LANDSCAPING PLOT	New Castle	

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# Project Status Query



Delaware Department of Transportation - Project Information [25-023-03] - Microsoft Internet Explorer

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Address <http://www.deldot.gov/public.ejs?command=PublicBusinessPSIDisplay&id=25-023-03> Go Links

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## PROJECT INFORMATION [25-023-03]

This information is updated weekly on Thursday nights.  
Recently awarded projects may not contain the awarded contractor or bid amount information.  
This information can be found at the bottom of the bid tabulation report, which is updated as projects are awarded.

[Help](#)

<b>Project Number:</b>	25-023-03
<b>Project Title:</b>	EAGLE TRACE, NEW CASTLE COUNTY, LANDSCAPING
<b>Fed Aid No:</b>	
<b>Description:</b>	SUPPLY OF MATERIALS, LABOR AND EQUIPMENT FOR THE INSTALLATION OF LANDSCAPING AND SUBDIVISION SIGN
<b>Comments:</b>	
<b>Notice-to-proceed Date:</b>	
<b>Total Project Cost:</b>	\$9,700.00
<b>Date Awarded:</b>	04/17/2006
<b>Advertised Date:</b>	02/21/2006
<b>Bid Amount:</b>	\$61,042.09
<b>Bid Tabulation Report:</b>	(click Adobe icon to view report in .pdf format)
<b>Estimated Completion Date:</b>	
<b>Bids Received Date:</b>	03/21/2006
<b>Contractor:</b>	ALL SEASONS LANDSCAPING CO INC
<b>Scheduled Date of Final Inspection:</b>	

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# Project Status Query



http://www.deldot.gov/static/bidtab/bidtab25-023-03.pdf - Microsoft Internet Explorer

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Address <http://www.deldot.gov/static/bidtab/bidtab25-023-03.pdf>

State of Delaware  
Department of Transportation  
04/17/06

CONTRACT NO: 25-023-03

EAGLE TRACE, NEW CASTLE COUNTY, LANDSCAPING  
New Castle County  
Completion Date: 30 Calendar Days

Proposals Received:  
03/21/06

AWARD DATE: 04/17/06

Section/Alternate/Option: 01

Item	Quantity	Units	Description
201000		L.S.	CLEARING AND GRUBBING
251000	100.00	L.F.	SILT FENCE
255000	61.00	C.Y.	SEDIMENT TRAP
302500	32.00	TON	DELAWARE NO. 3 STONE
713500	56.00	S.Y.	GEOTEXTILE, STABILIZATION, SPECIAL
714000	970.00	L.F.	LATERAL OR LONGITUDINAL DITCHING
732500	342.00	TON	TOPSOIL
732506	8.25	TON	COMPOST
734013	1,645.00	S.Y.	PERMANENT GRASS SEEDING, DRY GROUND
735535	1,077.00	S.Y.	SOIL RETENTION BLANKET MULCH, TYPE 5
737002	986.00	S.Y.	MULCHING, PLANTS
737523		L.S.	PLANTING
742500	100.00	HOUR	FLAGGER, NEW CASTLE COUNTY, STATE
742514	25.00	HOUR	FLAGGER, NEW CASTLE COUNTY, STATE, OVERTIME
743525	6.00	EA-DY	TEMPORARY WARNING SIGNS
763500		L.S.	MAINTENANCE OF TRAFFIC
763573		L.S.	SIGN
763000		L.S.	INITIAL EXPENSE

1 of 3

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# Project Status Query



http://www.deldot.gov/static/bidtab/bidtab25-023-03.pdf - Microsoft Internet Explorer

Address: http://www.deldot.gov/static/bidtab/bidtab25-023-03.pdf

State of Delaware  
Department of Transportation  
04/17/06

CONTRACT NO. 25-023-03  
EAGLE TRACE, NEW CASTLE COUNTY, LANDSCAPING  
New Castle County  
Completion Date: 30 Calendar Days

Proposals Received:  
03/21/06  
AWARD DATE: 04/17/06

Section/Alternate/Option: 01

Item	Quantity	Units	Eng. Estimate	-1-	-2-	-3-
201000		L.S.	5,000.00	3,970.00	1,500.00	5,500.00
251000	100.00	L.F.	4.00	4.00	3.00	3.50
255000	61.00	C.Y.	20.00	60.60	30.00	65.00
302500	32.00	TON	25.00	50.00	50.00	75.00
713500	56.00	S.Y.	5.00	2.00	10.00	7.50
714000	970.00	L.F.	4.30	2.00	3.50	5.00
732500	342.00	TON	25.00	42.07	20.00	40.00
732506	8.25	TON	80.00	50.00	90.00	100.00
734013	1,645.00	S.Y.	1.75	.54	1.25	.40
735535	1,077.00	S.Y.	1.25	2.50	4.00	3.00
737002	986.00	S.Y.	6.25	3.50	3.50	5.00
737523		L.S.	9,004.56	12,967.00	18,098.50	14,228.80
742500	100.00	HOUR	29.72	29.72	29.72	29.72
742514	25.00	HOUR	43.09	43.09	43.09	43.09
743525	6.00	EA-DY	2.00	5.00	10.00	21.25
763500		L.S.	2,499.90	2,000.00	3,000.00	6,000.00
763573		L.S.	5,500.00	6,000.00	9,000.00	15,000.00
Subtotal Bid Price			51,534.21	58,597.09	60,708.00	80,214.55
763000		L.S.	3,373.72	2,445.00	2,500.00	4,221.92
Total Bid Price			54,907.93	61,042.09	63,208.00	84,436.37

2 of 3

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# Project Status Query



State of Delaware  
Department of Transportation  
04/17/06

CONTRACT NO. 25-023-03  
EAGLE TRACE, NEW CASTLE COUNTY, LANDSCAPING  
New Castle County  
Completion Date: 30 Calendar Days

Proposals Received:  
03/21/06  
AWARD DATE: 04/17/06

Bid No	Bidder	Total Bid	Percent Difference
	Engineer Estimate	\$ 54,907.93	
1	ALL SEASONS LANDSCAPING CO INC, 3915 MARKET ST, ASTON, PA 19014	\$ 61,042.09	+ 11.17 %
2	GRASSBUSTERS LANDSCAPING CO, 935 RAHWAY DR, NEWARK, DE 19711	\$ 63,208.00	+ 15.11 %
3	A-DEL CONSTRUCTION CO INC, ATT KENNETH A MONROE, NEWARK, DE 19702 1331	\$ 84,436.37	+ 53.77 %
4	ITEA INC/DBA SPRINGHAUS LNDSP, 370 SCHOOLBELL RD, BEAR, DE 19701	IRREGULAR	

Contract was awarded to bidder number 1 on 04/17/06

Done

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# Material Contract Calendar



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Address [http://www.deldot.gov/information/business/bids/mat equip\\_calendar.shtml](http://www.deldot.gov/information/business/bids/mat equip_calendar.shtml) Go Links

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Delaware Department of Transportation | Doing Business

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**Doing Business with DeIDOT - Materiel / Equipment Contracts Calendar**

Materiel/Equipment Contracts | Construction Projects

**Note:** Click on a State Project Number to view an Advertisement

Advertising/Bid Calendar for Materiel/Equipment Contracts			
Advertise Date	Bid Date	State Project Number	Project Title
September 10, 2007	October 16, 2007	27-800-02	Fixed Portable Traffic Data Collection System
September 4, 2007	October 2, 2007	27-800-03	Trailer Mounted Portable Video Monitoring Cameras
August 27, 2007	October 16, 2007	28-047-01	Fixed Variable Message Signs, Sign Structures and Misc. Equipment

Done

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# Getting “In the Loop”



- **It's not easy!**
- **Once you're in, it's even harder to stay.**
- **Following these guidelines should help you get there.**

# Things to do...



- **Business networking**
  - Don't expect business opportunities to come to you
  - Identify work your firm can perform and sell it to prime contractors enthusiastically
- **Attend available training and informational sessions**
  - We are here to assist you – Information is power
- **Read what we send you**

# So now you think your ready?



- **Think about it again**
  - **First impressions are extremely important here**
  
- **Check out the competition**
  - **Follow the step by step process in your handout to get as much information as possible**

# Do you really know what's expected?



- **You may be an expert in the private world but government work is different**
  - There are requirements that must be met to be a successful partner on government contracts
- **Know what we know**
  - Use all the resources available to be fully informed and prepared to participate on contracts

# So now you think your ready!



- **Time to submit bids!!!**
  - **Don't procrastinate. Prepare your bids in a timely fashion, so you don't hold up potential prime partners**
- **Know who to send your stuff to**
  - **Follow the step by step process in your handout to get as much information as possible**
  - **Feel free to contact the DBE Program Office for assistance**

# Staying “In the Loop”



- **Be sure that you can do what you said you could do**
  - The credibility of the DBE Program rests in large part on the performance of DBE firms
- **Remain strong but flexible: Know your limits**
- **Be “Ready, Willing, and Able” to perform your portion of the contract**

Questions?



**Thank You for Listening  
and your Participation!!!**