

FOCUS *on* DBE



Delaware Department of Transportation (DelDOT) encourages doing business with Delaware Certified Disadvantaged Business Enterprises (DBEs)

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DelDOT DBE Awarded the ASCE Transportation Engineer of the Year

The American Society of Civil Engineers (ASCE) Philadelphia Section recently named Karen Jehanian, PE — president and owner of KMJ Consulting, Inc. of Haverford, Pennsylvania — the *2009 Transportation Engineer of the Year*.

ASCE recognizes members annually for their outstanding contributions to the Civil Engineering profession. As the recipient of the 2009 Transportation Engineer of the Year, she was judged by the Board to have contributed most substantially among her peers to the specialty area of transportation.

“I am truly humbled by the award. Recognition by one’s peers is a great honor,” Jehanian said. She credits her success to strong family and professional role models.

Exceeding her clients’ needs for over 25 years, Karen also believes in giving back to the community. This year, Karen was elected President of the Intelligent Transportation Society of Pennsylvania (ITSPA), a society of more than 50 organizations dedicated to the development and deployment of Intelligent Transportation Systems in Pennsylvania. Moreover, she holds leadership positions on other boards such as ITS-NY.



Karen Jehanian, PE, president and owner of KMJ Consulting, was recently awarded the 2009 Transportation Engineer of the Year by Mark Tiger, president of the American Society of Civil Engineers (ASCE) Philadelphia Section.

Karen places a high value on personal integrity, honesty and paying forward. Her work has had significant impact on local, state, and regional environments.

Karen’s company, KMJ Consulting, Inc., is a *client-focused* transportation engineering and consulting services firm. The staff is committed to helping its clients accomplish technical and organizational project goals by working proactively to sort out issues, anticipate problems and identify viable solutions.

KMJ recently celebrated its 10th anniversary as a Women-owned Business (WBE). The company provides a broad base of transportation services, including traffic engineering and operations, transportation planning and ITS services including strategic planning, traveler information, and road weather applications.

KMJ is a certified WBE in eight states, including: Pennsylvania, Arizona, Connecticut, Delaware, Maine, Maryland, New York, and South Carolina. She has been a DelDOT certified DBE since the 1980’s.

KMJ is currently engaged with DelDOT for the training of TMC staff and the pavement rehab design and estimating with its primes, Orth-Rodgers and Associates and RKK, respectively. Additionally, KMJ was recently selected for two of the three Traffic Engineering Open End contracts as part of Century Engineering and RKK teams.

Congratulations to Karen! If you have news to share about your accomplishments, contact Amy Miller at Amy.Miller@state.de.us or via phone at 302-760-2035.

Generating Jobs with Infrastructure Investments

DelDOT continues making significant progress on American Recovery and Reinvestment Act (ARRA) funded projects, with the majority of construction activity beginning in the next few months.

A total of \$140.9 million in funds through the ARRA was allocated to DelDOT to perform highway, bridge, pedestrian and transit-related projects. Details on all the proposed projects can be found on the "Projects" pages on the DelDOT Web site, www.deldot.gov, and the state Web site, www.recovery.delaware.gov.

Governor Markell is committed to keeping the public as up to date as possible regarding project progress, how funding is being spent, the number of jobs generated, and the contractors who win the bids.

Following is a list of ARRA funded projects in which DelDOT is on track to obligate all funds by the February 17, 2010 deadline.

Project	Costs
Market Street Project, Wilmington	\$9 million
Pavement Rehabilitation Projects Statewide	\$26.3 million
Bridge Maintenance	\$9.4 million to start
2009 Traffic Signal Improvements Statewide	\$1.5 million
Route 10 and Sorghum Road, Kent County	\$400,000
Rehoboth Beach Boardwalk Refurbishment	\$7.5 million
NCC Greenway Millcreek	\$1 million
NCC Greenway Industrial Track Phase I	\$1.5 million
Lightship Overfalls, Lewes	\$400,000
Route 299 Park and Ride, Odessa	\$1.4 million
Rt. 896 and Rt. 4 Park & Ride, Newark	\$200,000 (ARRA funds)
Dover Transit Center	\$5.7 million
I-95 Concrete Medians Replacement	\$1.2 million
Hockessin Streetscape /Drainage Project	\$3.5 million
Centreville Streetscape /Traffic Calming	\$3.7 million
NCC Guardrail Upgrades	\$1 million
Rail Cars	\$8 million
Buses, Sussex County	\$1.9 million
DART Mid-County Facility, New Castle County	\$7.4 million
I-95 Toll Plaza	\$43 million
Rehabilitation of Epoxy Pavement Markings	\$2 million
Route 404/Newton Road Railroad Crossing, Bridgeville	\$400,000

Upcoming Events *Business Startup Series*

Even if you are already in business, you will benefit by attending SCORE Delaware's low-cost business training workshops — the *Business Startup Series* as you learn new skills and network with fellow classmates.

The discounted cost for all four classes in the series is \$100 per attendee.

To register, visit the SCORE Delaware Web site, www.scoredelaware.org, and for more information call 302-573-6552 or e-mail info@scoredelaware.org.

How To Succeed In Business

Find out what it takes to be successful in business!

Tuesday, October 6 • 5:45 pm
Newark Senior Center

Tuesday, November 3 • 5:45 pm
Newark Senior Center

Tuesday, December 1 • 5:45 pm
Newark Senior Center

Thinking of Starting Your Own Business

Entrepreneurship basics. All the things needed to start a business.

Tuesday, October 13 • 5:45 pm
Newark Senior Center

Thursday, November 5 • 6:00 pm
Delaware Tech Community College,
Terry Campus

Tuesday, November 10 • 5:45 pm
Newark Senior Center

Tuesday, December 8, 2009 • 5:45 pm
Newark Senior Center

Business Plan Writing - Marketing

First of Two Workshops on Business Plan Preparation

Tuesday, October 20 • 5:45 pm
Newark Senior Center

Tuesday, November 17 • 5:45 pm
Newark Senior Center

Thursday, November 19 • 6:00 pm
Delaware Tech Community College,
Terry Campus

Tuesday, December 15 • 5:45 pm
Newark Senior Center

Business Plan Writing - Financial

Second of Two Workshops on Business Plan Preparation

Tuesday, October 27 • 5:45 pm
Newark Senior Center

Tuesday, November 24 • 5:45 pm
Newark Senior Center

Tuesday, December 22 • 5:45 pm
Newark Senior Center

Newly Certified DBEs

The following businesses have successfully completed DelDOT's Disadvantaged Business Enterprise (DBE) certification. For more information about the services these businesses and all DelDOT certified DBEs offer, visit the online Unified Directory of Certified DBE Firms at www.deldot.gov/information/business/dbe/bulletin_board.shtml and click on DBE Resources.

Arrow Leasing Corporation

Portable toilet rentals/septic pumping.

Aviman Management, LLC

Manage commercial construction (concrete, carpentry, electrical, mechanical, and paint).

Coastal Resources, Inc.

Ecological consulting.

Eborn Enterprises, Inc.

Management consulting service (bridges, utilities, and roadway); construction inspection.

Ed Arch Associates, Inc.

Construction management and construction consulting services.

iCivil, Inc.

Civil engineering consulting: construction management/inspection, design, and environment.

Keville Enterprises, Inc.

Construction management.

Tuscan Construction Company, Inc.

Construction management/general construction.

Zahn Incorporated

Architecture, interior design, and facilities consultation.

Making Business Cents

New Bonding Assistance Provision for DBEs

You may be eligible for bonding assistance under a new program offered by the USDOT OSDBU (Office of Small and Disadvantaged Business Utilization). The full name of the program is the Disadvantaged Business Enterprise (DBE) American Recovery and Reinvestment Act (ARRA) Bonding Assistance Reimbursable Fee Program (BAP).

Especially helpful for businesses with traditionally less working capital than larger contractors, the new program — the DBE ARRA BAP — allows you to apply for reimbursement of bonding premiums and fees incurred when competing for, or performing on, transportation ARRA funded projects.

Under this program, DBEs performing contracts that are directly tied to receiving ARRA funding assistance from any DOT mode of transportation may receive bonding fee cost reimbursement. This provision is applicable to a subcontract or prime contract in any tier in the construction project and includes reimbursement of the premiums paid to the surety company for performance, payment, or bid/proposal bonds.

Reimbursements include:

- The range of premium fee, which is 1-3% of the total bond amount;
- In the event of obtaining a bond guarantee from the Small Business Administration, DBEs will be reimbursed the principal fee of .79% of the contract price.

The program was established to address the disproportionate effect

that the increase in unemployment has had on minority-owned and women-owned businesses by assisting them to obtain transportation infrastructure contracts at the local, state and federal levels through a reduction in the cost of bonding.

The bonding assistance provided by the DBE ARRA BAP will allow DBEs to perform on transportation infrastructure projects receiving ARRA funding from any DOT mode of transportation, such as Federal Highway Administration, (FHWA), Federal Transit Administration (FTA), Federal Aviation Administration (FAA), Federal Railroad Administration (FRA), and the Maritime Administration (MARAD).

In addition to the assistance provided to the DBE to compete for and execute contracts for ARRA projects, the BAP will position the DBE to compete for future transportation contracts from any Federal, state, or local transportation agency.

For more information, DelDOT is sponsoring a workshop on October 22 to discuss the benefits of the Bond Assistance Program (BAP) and the Short Term Lending Program (STLP). The STLP is another tool created by the U.S. Department of Transportation to assist small and disadvantaged businesses.

To register for the workshop, contact Amy Miller at 302-760-2035 or amy.miller@state.de.us.

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Bid Opportunities

For hundreds of contracting opportunities, visit DeIDOT's online DBE Web site at www.deldot.gov/information/business/dbe/index.shtml and click on Upcoming Projects.