



Disadvantaged Business Enterprises Newsletter

FALL ISSUE: 2017

Overview of the DBE Program

WHAT IS THE DBE PROGRAM?

The Disadvantaged Business Enterprise (DBE) is a federally emplaced initiative via the United States Department of Transportation (USDOT). The program provides aid to highway contractors, public transit, airport concessions, and many other transportation-related firms. Some of the goals for the program are to ensure fair competition for US DOT-assisted contracts, and to reduce burdens on small businesses. Additionally, we seek to ensure nondiscrimination in the award and administration of DOT-assisted contracts, as well as help remove barriers to the participation of DBEs in such contracts. Lastly, we aim to assist the development of firms so they can compete successfully in the marketplace outside of the DBE program.

HISTORY OF THE DBE PROGRAM

The DBE program began in 1982 under the Reagan Administration in response to a lack of diversity within the business spectrum. Whether it be socially or economically, disadvantaged individuals (minorities and women) weren't able to compete with well-known larger corporations.

As a result, a policy was enacted. This policy allows smaller businesses to participate in contracting opportunities created by the Department of Transportation (DOT) financial assistance programs. The DOT distributes billions of dollars annually to help finance thousands of projects across the country that provide business opportunities for minorities. This leaves us with the ever-present status of today: our nation groans with angst due to the lack of American jobs and products. We believe that the DBE program is a positive step towards a more productive tomorrow.

CIVIL RIGHTS BRANCH

The Office for Civil Rights and Small Business Development is committed to ensuring equal employment opportunity, a diverse workforce and promoting equitable business opportunities throughout the Commonwealth of Kentucky.



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Contact Us

[Office for Civil Rights Small Business Development Kentucky Transportation Cabinet](#)

200 Mero Street Frankfort, KY 40622

Phone: (502) 564-3601

Fax: (502) 564-2114

Welcome!

Newly Certified DBE's

| Company | Home State | Description | Month Certified |
|-------------------------------------|--------------|---|-----------------|
| Axtell's Pavement Solutions, LLC | Pennsylvania | Highway, Street, and Bridge Construction; All Other Specialty Trade Contractors; Other Airport Operations | May 2017 |
| America's Finest Filters, Inc. | Kentucky | Plumbing, Heating, and Air-Conditioning Contractors; Industrial and Commercial Fan and Blower and Air Purification Equipment Manufacturing; Warm Air Heating and Air-Conditioning Equipment and Supplies Merchant Wholesalers | April 2017 |
| Ground Solutions, LLC | Kentucky | Water and Sewer Line and Related Structures Construction; Highway, Street, and Bridge Construction; Poured Concrete Foundation and Structure Contractors; Site Preparation Contractors; All Other Specialty Trade Contractors; Landscaping Services | April 2017 |
| K&K Expediting Services, Inc. | Indiana | Specialized Freight (except Used Goods) Trucking, Local | April 2017 |
| Phalanx Consulting & Solutions, LLC | Maryland | Custom Computer Programming Services; Computer Systems Design Services; Other Computer Related Services; Administrative Management and General Management Consulting Services | April 2017 |

Congratulations!

New Directory



Civil Rights & Small Business Development

The Office for Civil Rights & Small Business Development is committed to ensure equal employment opportunity, a diverse workforce and promoting equitable business opportunities throughout the Commonwealth of Kentucky.

It is the mission of the Office for Civil Rights and Small Business Development to ensure adherence to and compliance with Equal Employment Opportunity, Title VI, and Small and Disadvantaged Business Initiatives via program implementation and policy development. The

Contact Info

Kentucky Transportation Cabinet
 200 Mero Street
 Frankfort, KY 40622
 Phone: (502) 564-3601
 Fax: (502) 564-2114 or 564-1491
 Hours: 8:00-4:30 p.m.
[Map it](#)

Directories

- [Certified & Prequalified Consultants](#)
- [Certified & Prequalified DBEs](#)
- [Certified ACDBE Directory](#)
- [Certified DBE Directory](#)

By clicking, here you'll have access to the list of all certified DBE's.

<http://transportation.ky.gov/Civil-Rights-and-Small-Business-Development/Pages/Certified-DBE-Directory.aspx>



Certified-DBE-Directory-Search

[View DBE Directory](#) [PDF](#) [Excel](#)

Upcoming Project for the DBE Program



The picture above displays a prototype of the expected modifications to be done on the Brent Spence Bridge Replacement.

FAST FACTS

"Motorists are 3 to 5 times more likely to have a wreck along the corridor than on any other portion of the interstate systems of Ohio, Kentucky or Indiana."

<http://www.brentspencebridgecorridor.com/>

The Brent Spence Bridge has served as a necessity for many Americans; its elements are essential to our nation's Highway System. The bridge carries both I-75 and I-71 traffic through the Greater Cincinnati and Northern Kentucky area, but according to brentspencebridgecorridor.com, "it also connects 10 states (including Kentucky and Ohio) from as far north as Michigan to as far south as Florida." According to a 2009 study from the Texas Transportation Institute, "the Brent Spence Bridge is one of the busiest trucking routes in the nation with freight equating to three percent of our GDP." Over time, the Bridge that was created in 1963 has become too small for its level of traffic flow. With the help of several certified DBE companies the replacement of the Brent Spence Bridge has become a reality. So much so, that now it's projected that both of the exits and the span of highway between them would be reconfigured and updated to accommodate new traffic patterns leading to the bridge after construction is complete. Overall, there are many projects that involve current DBE businesses. The DBE Program has proven helpful in the success of many individuals and their companies, accomplished through hard work and opportunity. Only time will tell what advances these DBE businesses will make in the coming years.



Supportive Services

WE GIVE YOU THE TOOLS, YOU DO THE LABOR.

The KYTC DBE Supportive Services Program provides support to businesses that are accepted into the DBE program. This support comes by way of FREE opportunities, which warrants the opportunity to propel one's business to a level where they're able to compete with larger businesses. Its purpose is to increase the number of certified DBE contractors doing business with KYTC, as well as the dollar percentage awarded to DBEs. Supportive Services provides activities and services designed to contribute to the development of self-sufficiency of certified DBE contractors and consultants so that they may achieve proficiency in competing for contracts and subcontracts. These services also help DBEs gain knowledge of regulation compliance.

Construction Estimating Institute (CEI) is one of the programs that provides the educational sessions that all of our DBE's are able to partake in. CEI is the leading provider of construction education. Their courses provide the essential training and critical information that construction professionals need to be effective within their companies and organizations. CEI has trained over 100,000 construction professionals.

CEI delivers public training courses in the areas of civil estimating, building estimating, project scheduling, construction project management, construction negotiating, construction business management, construction bonding, construction laws, construction safety and accounting.

Free Services

- **Marketing Assistance**
Website Design
Capability
Statements
Printed Marketing Materials
- **Bonding Assistance**
- **Business Plan Development**
- **Financing Assistance**
- **Live Training**
- **Online Classes**

Contact Information:

5016 Calle Minorga
Siesta Key, FL, 34242
(855)-6789- 323
info@kydbe.com

What's the Kentucky Procurement Technical Assistance Center?

"The mission of the Kentucky Procurement Technical Assistance Center (KYPTAC) is to provide marketing and procurement assistance to Kentucky businesses interested in selling their products and/or services either directly or indirectly to federal, state or local governments" - KYPTAC.com

Kentucky Procurement Technical Assistance Center (KYPTAC) can help verify that a business is correctly registered in the government contract award system. The System for Award Management (SAM) allows qualifying companies to do business with the government. PTAC specialists can assist with registrations in other federal, state, and local government databases. PTAC also helps to determine eligibility for special certifications which may create unique work opportunities with agencies within the government.

Qualifying for PTAC

- Must be a KY based business
- Have email/Internet access
- Complete KPTAC application
- Complete yearly surveys
- Desire to sell to the government
- Have the potential to sell to the government
- Must be in business 2 or more years

Services Offered



Government Contracting Workshops

Determining Government Contracting Feasibility:

PTAC specialists can help assess a company's readiness for pursuing the unique challenges associated with federal, state, and local government contracting. Assessing a company's readiness allows them to better position the company for success.

Marketing Strategy:

PTAC can advise on developing an effective marketing strategy for getting contracts.

Identifying Bid Opportunities:

PTAC offers a Bid Match service to notify companies of contact opportunities.

United States Department of Transportation Office of Inspector General

REPORT WASTE, FRAUD AND ABUSE

If you know of any such incidents, you may report any and all allegations through the following contact information:

**United States Department of
Transportation Office of Inspector General**

Toll free hotline: 1-800-424-9071

Direct: 202-366-1461

Fax: 202-366-7749

Email: hotline@oig.dot.gov

Web: <https://www.oig.dot.gov/hotline>

EXAMPLES OF WRONGDOING

- Contract and procurement fraud
- False claims
- Bribery or solicitation of bribes
- Solicitation or acceptance of gratuities
- Kickbacks
- Ethical violations
- Health, safety, or environmental violations
- Theft or misuse of government property
- Retaliation for whistleblower complaints



Upcoming Training Opportunities

The Green Industry +Equipment Expo

Early Registration has ended, but you may still register until – Oct. 15, 5 PM Eastern time, for \$30.00 per person. Signing up onsite, the admission fee is \$60.00 per person. Make sure you register at www.gie-expo.com.

For more information visit the hyperlink below:



A snapshot of the GIE + Expo.

Supplier Diversity Fair

KCTCS
5th Annual **SUPPLIER DIVERSITY FAIR**

Wednesday, September 20, 2017, 12:30 - 4 p.m.
Frankfort Convention Center
405 Mero Street • Frankfort, KY 40601

Come join us to celebrate our 5th Anniversary with new partners, great speakers, door prizes and more!

Display Suppliers (industry-related, women-owned, service-disabled veteran-owned, minority-owned and affirmatively action), interested in seeking opportunities with the Kentucky Community and Technical College System (KCTCS) other colleges, associations and other parties, are invited to exhibit and/or attend the 5th Annual KCTCS Supplier Diversity Fair. To be held September 20, 12:30 to 4:00 p.m. (EST) at the Frankfort Convention Center, 405 Mero Street, Frankfort, KY 40601. Exhibitors set-up begins at 11:30 a.m.

This exciting event will allow diverse businesses to meet directly with, and exhibit to, procurement professionals from all of KCTCS 16 colleges, officials from the KCTCS System Office, support and government professionals from our partner organizations including University of Kentucky, University of Louisville, Commonwealth College, Lexington-Spartan County Public Schools, Georgetown College, State County Government, Kentucky Transportation Cabinet at Frankfort Center (KTCF) and more!

Registration includes space is FREE, but limited. Registration will be limited on a first come, first served basis.

Make sure you take advantage of this opportunity to broaden your professional network. This event brings together all 16 colleges within the Kentucky Community & Technical College System (KCTCS), as well as organizations like the Kentucky Chamber of Commerce, giving people the platform to buy your supplies or market your company and the products you offer. Not to mention, there will be two breakout sessions: "How to Do Business with KCTCS" and "How to Do Business with Fayette County Public Schools." for more information and to register follow this link:

https://systemoffice.kctcs.edu/vendor_information/supplier_diversity_fair/

Online Training

We have a plethora of FREE online DBE training courses. We highly suggest you take advantage of these services and bring your business to the next level.

- **Marketing your Business**
- **Your Contracting Business**
 - Part 1- Managing your Business
- **Your Contracting Business**
 - Part 2- Accounting and Bookkeeping
- **Contracts and Compliance**
- **Estimating and Bidding - Part 1- Estimating Labor Costs**
- **Estimating and Bidding - Part 2- Estimating Material & Equipment Costs**



Bid Matching

KENTUCKY TRANSPORTATION CABINET DBE SUPPORT SERVICES
855.6789.DBES (323)

HOME

TRAINING

DBE DATABASE

ABOUT

CONTACT US

Bid Matching

KYTC has launched a new bid matching program that alerts DBEs to opportunities by work opportunities. Please contact DBE Supportive Services at info@kydbe.com or call 855-678-9DBE(9323)

To any and all qualifying parties, Bid Matching is a unique opportunity that's given to certified DBE's. Bid Matching grants the opportunity to become competitive; however, it doesn't automatically warrant a profitable enterprise. Our personal mission is "to ensure adherence to and compliance with Equal Employment Opportunity, Title VI, and Small and Disadvantaged Business Initiatives via program implementation and policy development." The Office for Civil Rights and Small Business Development is responsible for ensuring that no person in the Commonwealth of Kentucky be excluded from participation in, be denied the benefits of, or be otherwise subjected to discrimination based on color, religion, race, national origin, or disability under any program administered by the Kentucky Transportation Cabinet.

How to Become a Successful DBE

Here is a list of characteristics that successful entrepreneurs possess. Our aim is to foster an environment that it may become attainable for each firm to produce these traits. We implore you to remain cognoscente of these traits as you further your enterprises.



- ✓ **Calculated risk taker:** Being your own boss also means you're the one making tough decisions. Entrepreneurship involves uncertainty. Do you avoid uncertainty in life at all costs? If yes, then entrepreneurship may not be the best fit for you. Do you enjoy the thrill of taking calculated risks? Then read on.
- ✓ **Independence:** Entrepreneurs have to make a lot of decisions on their own. If you find you can trust your instincts — and you're not afraid of rejection every now and then — you could be on your way to being an entrepreneur.
- ✓ **Persuasiveness:** You may have the greatest idea in the world, but if you cannot persuade customers, employees and potential lenders or partners, you may find entrepreneurship to be challenging. If you enjoy public speaking, engage new people with ease and find you make compelling arguments grounded in facts, it's likely you're poised to make your idea succeed.
- ✓ **Negotiation Skills:** As a small business owner, you will need to negotiate everything from leases to contract terms to rates. Polished negotiation skills will help you save money and keep your business running smoothly.
- ✓ **Creativity:** Are you able to think of new ideas? Can you imagine new ways to solve problems? Entrepreneurs must be able to think creatively. If you have insights on how to take advantage of new opportunities, entrepreneurship may be a good fit.

- ✓ **Support:** Before you start a business, it's important to have a strong support system in place. You'll be forced to make many important decisions, especially in the first months of opening your business. If you do not have a support network of people to help you, consider finding a business mentor. A business mentor is someone who is experienced, successful and willing to provide advice and guidance. Read the Steps to Finding a Mentor article for help on finding and working with a mentor.

Prior to becoming a DBE you should consider contacting the Small Business Administration (SBA) if you are not sure how to start. The SBA provides valuable information you, as a business owner, may find helpful. Such as assisting you in finding ways to finance your business. Their methods of contact are listed below.

District Director Ralph Ross

Kentucky District Office

600 Dr. Martin Luther King Jr. Place, Rm.188

Louisville, KY 40202

Website: <https://www.sba.gov/>

Phone: (502) 582-5971



Success Story

Intequal, INC. Duncan Appraisal Co. is a woman-owned real-estate Consulting DBE firm. Ms. Duncan-Parkinson has 20 years of experience within the real-estate industry, and during her time in the DBE program, her business has experienced tremendous growth. We asked her a few questions about the DBE program and here is what she said:

What factors made you choose to do business as a DBE?

A long-time client suggested that I pursue certification as a DBE. As they explained it to me, it was a win-win for both of us. The certification would place me in a more competitive position when bidding projects with them and other clients, and they would get credit for contracting with a DBE.

Would you recommend DBE certification with KYTC to a business associate?

Absolutely. I was pleasantly surprised throughout the process of obtaining my initial DBE certification, since it wasn't as complicated or time-intensive as I'd anticipated. And it was certainly a fantastic long-term investment in my business. The DBE Supportive Services staff have always been extremely helpful and supportive. I imagine that their support could be invaluable to other types of businesses, especially those that are new to government contracting or wishing to grow their business.

Intequal, INC. Duncan Appraisal Co.

Leigh Ann Duncan- Parkinson

P.O. Box 50435

Nashville, TN 37221

(270)284-2413

duncanapp@bellsouth.net



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Feedback

We want to hear from you! What topics are you interested in learning more about? Do you have questions about the DBE Program or organizations affiliated with the DBE Program? We want to help you succeed, so tell us how we can help.

You can find many resources on our website listed below:

<http://transportation.ky.gov/Civil-Rights-and-Small-Business-Development/Pages/SmallBusinessHome.aspx>

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Kentucky Transportation Cabinet

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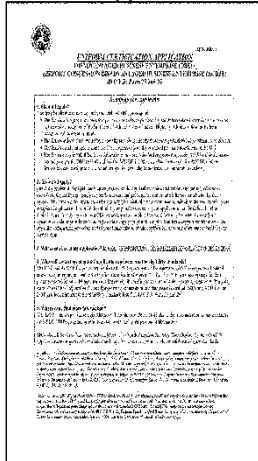


"GIVE A MAN A FISH, AND YOU FEED HIM FOR A DAY. TEACH A MAN TO FISH, AND YOU FEED HIM FOR A LIFETIME" - MAIMONIDES

DBE Toolbox

49 CFR Part 26

DBE Application



Personal Net-Worth Statement



49 CFR Part 23

