

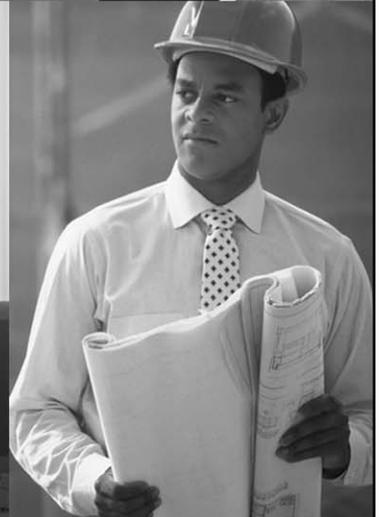
# the DBE Transporter

SUMMER 2004



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# WHAT'S IMPORTANT

As Michigan, along with the rest of the nation, wait patiently for the economy to turn around, we must assess what is most important to us. We must figure out the things that we value the most? Is it money, fame, friends and family, trust, honesty? The list could go on and on.

Realizing that the State of Michigan is in some of its' most difficult times. Governor Jennifer Granholm began surveying all state employees in an effort to find out what state employees value most in their work life. The survey was completed several months ago and Governor Granholm, along with all state agency directors, began hosting Vision and Values workshops for state employees. The goal of these workshops was to introduce and fine tune the values held by both the State of Michigan and its employees.

The values state employees selected were: integrity, excellence, inclusion and team work.



**INTEGRITY** - is about honesty and so much more. It means, "we say what we will do" and "we do what we say."

**EXCELLENCE** - means we are not just about getting it done, but getting the work done in a way that we are proud of and that our citizens are impressed with.

**INCLUSION** - means we reach out to everyone in our society and every employee of state government is to be represented and involved in the important decisions that affect their lives.

**TEAM WORK** - Teamwork means focusing on what we can do together, sharing information, resources and energy to achieve our vision for Michigan.

While the state currently has some budget challenges, we have the opportunity to make a tremendous contribution by focusing on integrity, excellence, inclusion and teamwork. All of these values translate into more effective and efficient customer service because providing the best service possible is what Michigan is all about. ■



*Look for Governor Granholm's "Seven Points to Grow Michigan" in the next edition of the DBE Transporter.*



Myron Frierson, Deputy, F & A  
DBE Liaison Officer

## LIAISON'S CORNER

### The Forecast is Looking Bright for the Small Business Liaison Section

As the sun sets on the Office of Equal Opportunity (OEO) we must turn our heads to the east for the rising of the Small Business Liaison (SBL) Section. The SBL is the new name for OEO. The SBL will continue to facilitate functions: DBE Certification, the OJT Program, the Title VI Program, Outreach and Supportive Services. The new name better describes the numerous products and services we offer.

The SBL will continue to assist small businesses in gaining a foothold in the transportation industry. However, with the new name will come additional services such as more MDOT sponsored training, which will focus on computer, financial and business administrative areas, as well as assistance with DBE Certification Application guidelines.

For more information about the SBL Section, visit our website at [www.michigan.gov/mdotdbe](http://www.michigan.gov/mdotdbe), or email us at [mdot-dbe@michigan.gov](mailto:mdot-dbe@michigan.gov). ■

## ADMINISTRATOR'S CORNER

### GovLoans.gov is Open for Business!

This spring GovBenefits.gov launched a new website full of information for business owners. GovLoans.gov will help you find the federal loan that is right for you! At GovLoans you will be able to...

- **Learn about dozens of federal loan programs sponsored by the:**
  - U.S. Department of Agriculture (USDA)
  - U.S. Department of Education (ED)
  - U.S. Department of Housing and Urban Development (HUD)
  - U.S. Department of Veterans Affairs (VA)
  - U.S. Small Business Administration (SBA)
- **Select the loan type you're interested in – education, housing, agriculture, small business, etc.**
- **Compare loans to decide which may best meet your needs**
- **Get information on loan program requirements and how to apply for a loan**
- **Link to valuable resources, such as online loan calculators, credit reporting agencies, and detailed program pages**
- **Find answers to your questions about the loan process**

GovLoans.gov is brought to you by GovBenefits.gov – your comprehensive resource for government benefit and assistance programs. Visit [www.GovBenefits.gov](http://www.GovBenefits.gov) to find out which benefit programs you may be eligible to receive, as well as information on how to apply. This Web site is managed by the U.S. Department of Labor. GovBenefits features more than 400 federal benefit programs, plus more than 100 (and growing) state benefits programs. ■



Pat Collins,  
DBE Program Administrator

# JUST LIKE MOTOWN... MDOT IS CRANKING OUT THE HITS!

MDOT's 24<sup>th</sup> Annual Small Business Development Conference was a huge success. With nearly 300 attendees, the highest number in 24 years, the Michigan Department of Transportation's (MDOT) 24<sup>th</sup> Annual Small Business Development Conference was enjoyed by all of the attendees. This year's conference was held March 29<sup>th</sup>-30<sup>th</sup> at the Marriott Hotel in Pontiac.

This year MDOT held one conference, in one location for two days. In addition to reducing the number of conferences, a total of 12 concurrent breakout sessions were offered on topics ranging from Business Killers to Avoid; to Handling the Media When They Come to Your Door; to How to Get an MDOT Contract. Conference Attendees were also greeted by a variety of vendors and had an opportunity

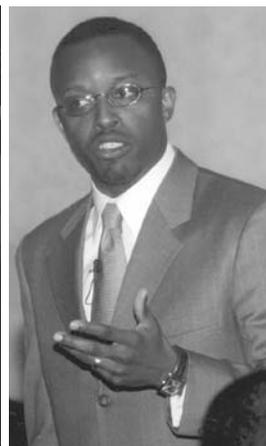
to network with contractors and government officials from around the state.

The exceptional Keynote Speakers motivated the audience. MDOT Director, Gloria Jeff, kicked off the conference by first dismissing the notion that anyone present was disadvantaged, "You're not disadvantaged ... you're just waiting for the opportunity..." she said. Attendees also learned how to take the ride of their lives from renowned public speaker and trainer Joyce Weiss; and how maintaining good physical health contributes to the longevity of your business from Michigan's first Surgeon General, Dr. KimberlyDawn Wisdom.

The conference concluded with two equally phenomenal speakers: Jackie Kallen, author of *Hit Me with Your Best Shot: A Fight Plan for Dealing with All of Life's Hard Knocks* and Dr. Melvin J. Gravely II, author of *When Black & White*

*Make Green.* Ms. Kallen compared life to a house, explaining that some people choose to live in only a few of its rooms, while others take advantage of all of the space that the house has to offer. She reminded attendees that "when one door closes, another one opens." Dr. Gravely II, closed the conference by telling the audience that everyone has value and that once that value is realized there is opportunity for success regardless of race, economic or social status.

With all of the information provided, and the dynamic speakers present, Team MDOT is in for a challenge planning next year's 25<sup>th</sup> Annual Conference. That's probably why they've already started working on it. Keep these dates open: March 21-22, at the Marriott Hotel in Pontiac. If you have comments or suggestions for next year's conference, please email us at [mdot-dbe@michigan.gov](mailto:mdot-dbe@michigan.gov). ■



Speaker top left:  
Dr. KimberlyDawn Wisdom

Speaker  
bottom left:  
Joyce Weiss

Middle:  
Vendor Booth

Speaker Right:  
Dr. Melvin  
Gravely, II

# INTRODUCING THE MICHIGAN UNIFIED CERTIFICATION PROGRAM (MUCP)

MDOT is pleased to announce that the new Michigan Unified Certification Program is up and running. All of Michigan's transportation agencies, transit agencies, and airports have joined together to form "one stop shopping" for certification requests. The MUCP allows firms requesting certification in Michigan to apply at any of these agencies:

- ▶ **The Michigan Department of Transportation (MDOT),**
- ▶ **The Wayne County Human Resource Division,**
- ▶ **The Detroit Department of Transportation (DDOT),**
- ▶ **The Suburban Mobility Authority for Regional Transportation (Smart),**
- ▶ **The Detroit Transportation Corporation (DTC), and**
- ▶ **The Grand Rapids, The Interurban Transit Partnership, (The Rapid).**

Once approved for certification by one of these agencies, the firm is automatically certified with any agency in Michigan that receives

federal highway administration funds to operate a transportation-related DBE Program.

What does all this mean to you if you want to become certified? A savings of both time and money...two very important things to any business owner. In the past, firm's seeking DBE Certification with various transit-related agencies throughout Michigan were required to complete an application and provide supporting documentation to each certifying agency. With the new MUCP there is no need to apply for certification multiple times. A firm certified as a DBE through the MUCP is eligible automatically to work on any federally-funded airport, highway or transit contract, as a DBE. The initial certifying agency will be the "home agency" but in all other respects the firm will be certified with several agencies.

What do I have to do if I am currently certified? Absolutely nothing! All currently certified firms

have been transferred to the new MUCP. The new web site contains a listing of every currently certified DBE from every agency participating in the MUCP. This site will provide program updates, services, information, links to each agency and much more. MDOT is currently adding applications, news, current events, and other important information to the website. Remember the MUCP is only applicable to transportation-related certifications within the State of Michigan.

The website address is [www.michigan.gov/mdotdbe](http://www.michigan.gov/mdotdbe). The text is case sensitive so be sure to use lower case. Next click on "How to Become DBE Certified" and you are there. Type in your company name to review the directory information listed for your firm. If changes need to be made, please contact your "home agency."

Check the website regularly for updates and important business-related information. ■

## DISADVANTAGED BUSINESS ENTERPRISE (DBE) CERTIFICATION SEMINAR

**What:** Wayne County Airport Authority (WCAA) Federal DBE Certification Seminar  
**When:** Tuesday, June 29, 2004 – 8:30 - 12:00 Noon  
**Where:** Business United with Officers and Youth – (B.U.O.Y.)  
 3rd Center, 3041 W. Vernor, Detroit, MI 48209  
**Why:** This seminar will educate small businesses about the federal certification process, create awareness about upcoming projects at Detroit Metro & Willow Run Airports and increase opportunities available for DBE participation.

### SEMINAR AGENDA

8:30-9:00 A.M. Continental Breakfast  
 9:00-11:30 A.M. Information Sessions  
 11:30-12:00 Noon Networking Sessions

**Please RSVP to Iris Cook at (313)965-6512 by June 26, 2004**

## HOW MAY WE HELP YOU?

MDOT sponsors many programs and services designed to help pave the way for DBE success. Forms and most events described below are posted on MDOT's Web site at [www.michigan.gov/mdotdbe](http://www.michigan.gov/mdotdbe). To download a specific form, choose the "Doing Business" and "Forms" links, then enter the form number or use the "Title/Keyword Search" option and pick "Equal Opportunity." No internet service? Call the DBE Program toll free at 1-866-DBE-1264 and ask about DBE supportive services programs, which currently include:

The **DBE Educational Training Program** is designed to supplement and enhance the efforts of Michigan-based DBE firms in their pursuit of education, training, and professional skill development. Within 30 days of completion of an eligible educational/training activity, simply submit a completed MDOT Form 156A – the *DBE Educational/Training Program Reimbursement Request* with relevant documentation.

The **Consultant Services Program** is designed to reimburse DBE firms for a portion of the costs of certified and audited financial statements required for MDOT prequalification. Applicants must be DBE certified in at least one of the requested prequalification work classifications to qualify. You must be approved for reimbursement before your accountant or CPA begins work. Apply using the *DBE Consultant Services Program Application (Form 0162)*.

The **DBE Association Membership Program** provides an opportunity to draw from the benefits and services of belonging to professional associations like Michigan Road Builders Association (MRBA), American Underground Contractors (AUC), and the American Consulting Engineers Council (ACEC). MDOT reimburses up to \$2,000 per year for membership fees. Submit for reimbursement approval using the *Association Membership Program Application (Form 0170)*.

The **DBE Subscription Service Program** assists certified DBE firms in the purchase of transportation industry-related publications. Apply for reimbursement using the *DBE Subscription Services Program Application (Form 0172)*.

**DBE Orientation Sessions** were originally designed to introduce new DBEs to MDOT processes. While attendance is mandatory for newly certified DBE firms, any DBEs who may want a quick refresher about the Department and programs available to DBEs are invited to attend.

**Networking Sessions** provide an opportunity to network with major prime contractors and consultants as well as MDOT staff. Bring business cards and marketing brochure if available, and get ready to meet potential contracting partners. Learn about MDOT's new processes and get answers to your project questions. See the "Calendar of Events" for dates of upcoming sessions.

**Payment Assistance:** Help is available for DBEs experiencing problems with slow payment or non-payment on MDOT projects. E-mail Jeanne at [day-laboj@michigan.gov](mailto:day-laboj@michigan.gov) or call, toll free, 1866 DBE-1264 for further information.

**DBE Technicians**, members of MDOT's Construction and Technology field staff, are located throughout the State to help with a wide variety of construction-related questions, problems and concerns. The DBE Technicians are also key sponsors of the Networking sessions. For names and contact information, call (517) 322-6181 or check out "DBE/MBE/WBE Personnel" listed under the "Business Resources link" at <http://www.michigan.gov/mdot>.

MDOT sponsors a number of automatic **E-mail notification** systems, known as list servers. To subscribe to the DBE notification system, go to <http://listserv.michigan.gov> and select "mdot-dbe."

The above programs and services are offered to MDOT-certified DBEs and funded by federal grants dedicated to the DBE supportive services program under the provisions of 49 Code of Federal Regulations, Part 26. ■

### *Mark your calendar for these important dates:*

25th Annual DBE Conference  
March 21 - 22, 2005  
Marriott Hotel, Pontiac, Michigan

# 2004 BUSINESS OPPORTUNITY FORUMS DATES, LOCATIONS AND CONTACTS

**Business Opportunity Forums** are sponsored by MDOT and core partners throughout the state. Take advantage of excellent networking opportunities while you learn about contractual opportunities, services and programs available to Michigan businesses. Core partners include other state and federal agencies, city and county governments, school districts, banking and lending institutions and others.

**The time has never been better to network with vendors that could help you grow your business**

There is **NO COST** to attend any of the Forums

*To miss an event could be a missed contract opportunity, attend as many as possible!*

DATE & TIME	CITY	LOCATION
June 29, 2004 – 9 A.M. - Noon	Benton Harbor	Benton Harbor Public Library, Assembly Room 213 East Wall Street
July 20, 2004 – 9 A.M. - Noon	Warren	Michigan Technical Educational Center 7900 Tank Avenue
July 21, 2004 – 9 A.M. - Noon	Romulus	Best Western Gateway International Hotel 9191 Wickham
July 28, 2004 – 9 A.M. - Noon	Highland Park	Highland Park Career Academy 12541 Second Avenue
August 11, 200 – 9 A.M. - Noon	Flint	Holiday Inn – Gateway Centre 5353 Gateway Centre
Sept. 8, 2004 – 9 A.M. - Noon	Port Huron	Economic Development Alliance of St., Clair Co. Citizens First MTEC 735 Erie Street, Suite 250
Sept. 14, 2004 – 8:30 A.M. - 11:30 A.M.	Marquette	Ramada Inn Peninsula West Room 412 W. Washington Street
Sept. 15, 2004 – 8:30 A.M. - 11:30 A.M.	Sault Ste. Marie	Ojibway Hotel 240 W. Portage Avenue
Sept. 16, 2003 – 9 A.M. - 11 A.M.	Petoskey	North Central Michigan College, Library Conference Center 1515 Howard Street
Sept. 21, 2004 – 9 A.M. - Noon	Jackson	Baker College 2800 Springport Road
Sept. 30, 2004 – 9 A.M. - Noon	Kalamazoo	Southwest Michigan Innovation Center 4717 Campus Drive
Oct. 6, 2004 – 7:30 A.M. - 11:00 A.M.	Novi	Oakland County Bid & Breakfast Novi City Hall, 45175 West Ten Mile Rd.

## Bid Letting Schedule Updated

All 2004 Bid Lettings will be held on Fridays in the Aeronautics Auditorium located at 2700 East Airport Service Drive, Capital City Airport in Lansing.

The scheduled dates are as follows:

- ▶ **July 9, 2004**
- ▶ **August 6, 2004**
- ▶ **September 10, 2004**
- ▶ **October 1, 2004**
- ▶ **November 5, 2004**
- ▶ **December 3, 2004**

Mark your calendars for the 2005 DBE/Small Business Development Conference, March 2005.

For details on the Calendar of Events go to our Web site **MDOT-DBE@michigan.gov** and expect notifications via list server. ▶ ▶ ▶

## CALENDAR OF EVENTS

### JUNE 2004

- 24 - DBE Orientation (Southfield)  
10:30 – 3:00 p.m.  
Marriott,  
27033 Northwestern Hwy.
- 24 - Tech Assistance & Networking (Southfield)  
4:00 – 7:00 p.m.  
Marriott,  
27033 Northwestern Hwy.
- 29 - U.S. SBA Small Business Matchmaker (Southfield)  
8:00 a.m. – 1:00 p.m.  
1500 Town Center

### AUGUST 2004

- 19 - Tech Assistance & Networking (Southfield)  
4:00 – 7:00 p.m.  
Marriott,  
27033 Northwestern Hwy.

### SEPTEMBER 2004

- 1,2 - Hispanic Business Alliance Expo (Detroit)  
Contact: Carmen Thurman  
248-552-8783
- 30 - Michigan Women Business  
Oct. 1 Conference & Expo (Novi)  
Sheraton Novi, Detroit  
www.miceed.org

### OCTOBER 2004

- 21 - Tech Assistance & Networking (Southfield)  
4:00 – 7:00 p.m.  
Marriott,  
27033 Northwestern Hwy.



Michigan Department of Transportation

Business & Administrative Services Division  
Disadvantaged Business Enterprise Program (DBE)  
425 West Ottawa-PO Box 30050  
Lansing, Michigan 48909

Lansing office - 866-DBE-1264  
Oak Park, MI office - 248-967-0570

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***Be on the lookout for upcoming events and training sessions. If you want monthly e-mail announcements of our activities, contact the DBE Program at MDOT-DBE@michigan.gov and provide us with your e-mail address.***

Mission Statement – *“Providing the highest quality transportation services for economic benefit and improved quality of life.”*