

Director's Close-out letter

As you may have already known, I, as Director of the Michigan Department of Transportation's (MDOT) Office of Business Development (OBD) was appointed by Governor Granholm to lead this office in July of 2006. In this short period of time we, as an office, have made some strides but we are still working to get where we want to be within OBD and MDOT as a whole.

I firmly believe that we should all be proud that the OBD's efforts have helped to regain the trust and confidence of DBEs and small business owners statewide. That trust and confidence is built by providing and developing programs that seek to strengthen you as a competitive contractor. It has also been enhanced by facilitating one-on-one consultation sessions, providing timely and accurate information combined with an "open door" policy which allowed us to better connect with smaller firms. It was also important to build a staff that was well versed in the rules and regulations that govern how we operate as a governmental entity. I believe that we have achieved that goal with a seasoned staff of professionals in all areas, including: administrative support, field services, management and supportive services.

When I first came aboard, I surveyed the contractual landscape and thought that it was important to be both progressive and aggressive in the department's approach to providing opportunities to support your efforts right away. I hope that approach was appreciated by many of you; at the end of the day it is most important for you as a DBE firm to be vigilant when we deliver these opportunities to you via email, regular mail, faxes and our website.

I have enjoyed my tenure as Director and feel comfortable knowing that we have collectively laid a foundation in which the OBD can continue to hone and develop the programs that will continue to be critical to smaller firms maximizing the work opportunities available through MDOT.

Thanks to everyone who helped us move this division forward, and please know that I remain committed to building on these accomplishments. If you should find the need to speak with me, I may be reached by calling, (248) 417-2384.

Good luck to you in your future endeavors.

With warmest regards,

Terrence M. Hicks, Director
Office of Business Development
Michigan Department of Transportation