



STATE OF MICHIGAN  
**DEPARTMENT OF TRANSPORTATION**  
LANSING

JENNIFER M. GRANHOLM  
GOVERNOR

KIRK T. STEUDLE  
DIRECTOR

September 29, 2010

The Honorable Bill Hardiman, Chair  
Senate Appropriations Subcommittee  
on Transportation  
Michigan State Senate  
P.O. Box 30036  
Lansing, Michigan 48909

The Honorable Lee Gonzales, Chair  
House Appropriations Subcommittee  
on Transportation  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, Michigan 48909

Dear Senator Hardiman and Representative Gonzales:

Public Act 116 of 2009, Section 334 states:

The department shall continue its program to increase the use of women- and minority-owned businesses in state and local road construction projects. This program shall comprise, at a minimum, outreach and education efforts to inform women- and minority-owned firms of department competitive bidding processes and requirements, and an assessment of the availability of surety for women- and minority-owned businesses. The department shall report by September 30 of each year to the house and senate appropriations subcommittees on transportation and the house and senate fiscal agencies of its progress in complying with this section.

The Michigan Department of Transportation's (MDOT's) Office of Business Development (OBD) is committed to increasing the participation of women- and minority-owned businesses on transportation projects.

MDOT's OBD outreach activities statewide for Fiscal Year 2010 included involvement with "Buy Michigan First" presentations. Our presentations are specifically designed to increase awareness of how to contract with MDOT. The department partnered with the Michigan Department of Technology, Management and Budget - Purchasing Operations, Civil Rights, Agriculture, Energy, Labor and Economic Growth, Corrections, and the Economic Development Corporation. These sessions assisted in increasing the base of Michigan vendors and raised awareness about MDOT's Disadvantaged Business Enterprise (DBE) Program. The sessions also allowed for interaction with hundreds of business owners and potential DBEs. During 2010, MDOT staff attended outreach events sponsored by:

- American Council of Engineering Companies of Michigan
- 2010 Society of American Military Engineers Workshop
- Blue Book General Contractors Showcase

- Booker T. Washington Association
- Business Expos for Small Businesses
- Center for Empowerment & Economic Development
- Chase Black Expo
- Construction Association of Michigan
- Construction Association Program
- Detroit Regional Chamber of Commerce
- Governor's Office of Community and Faith-Based Initiatives
- Job Fairs
- MDOT/ACEC Partnering Conference
- Michigan Infrastructure & Transportation Association
- Michigan Minority Supplier Development Council
- Michigan Small Business Development Centers
- National Association for the Advancement of Colored People
- National Association of Women Business Owners
- Oakland County Bid and Breakfast
- Procurement Technical Assistance Centers of Michigan
- Southfield Veterans Forum
- Women in Transportation Society
- Various roundtable matchmakers

Throughout the year, 60 firms were recertified, 33 new firms were certified as DBEs, 35 applications are pending certification, 15 applications were denied certifications, 6 withdrew their application for certification, and 24 applications were determined non-viable due to insufficient information received. OBD annually receives hundreds of calls and faxes requesting certification applications, as well as receiving thousands of calls concerning various program requirements, processes, and services. Many of these callers use our toll-free telephone number. OBD provided monthly opportunities for interested business owners to become certified as a DBE. Our recruitment efforts included certification and prequalification workshops, as well as informational forums in metropolitan areas. These recruitment efforts provided information about MDOT's competitive bidding, prequalification process, and our DBE certification process.

In March of 2010, MDOT held its 30<sup>th</sup> Annual DBE Conference in Pontiac, Michigan. Over 431 business owners, partners, and stakeholders attended the two-day conference. Some of the workshops offered were:

- Construction Bid Preparation
- How to Get Bonding and Financing for Your Business
- The CEO of Your Life: Tips for Business Success
- Financial Planning and Accounting for Your Business
- Showing Leadership in Difficult Times

- Using Technology to Grow Your Business
- ARRA: MDOT's Journey Towards Implementing the Stimulus Act
- Public Transit and Aeronautics Contracts

OBD held several meetings in MDOT regions. These meetings were designed to answer questions about the DBE Program, review federal guidelines, explain American Recovery and Reinvestment Act (ARRA) guidelines, and discuss upcoming region contracts. The sessions were not only educational, but allowed DBE firms and prime contractors to discuss working together on these upcoming projects.

Training sessions were held throughout the year to help strengthen DBE bidding capacity. The sessions included training on wage and labor rates, bonding, construction bidding, bid proposal preparation, and QuickBooks software which included distribution of the QuickBooks Simple Start Program to attending DBEs. Additionally, orientation and prequalification sessions were held for newly and recertified firms. These meetings, workshops, outreach events, and partnering efforts have provided numerous benefits to DBE firms.

If you have any questions about this program, please contact either me or Terrence Hicks, DBE Program Director, at 248-967-0570, Extension 213.

Sincerely,



Kirk T. Steudle  
Director

Senator Hardiman and Representative Gonzales  
September 29, 2010  
Page 4

cc: House and Senate Appropriations Subcommittees on Transportation  
Bill Hamilton, House Fiscal Agency  
David Zin, Senate Fiscal Agency

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