



Success Stories

Creating Successful Opportunities in Business

October 2009

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DBE Truckers Get Down to Business

DBE firms involved in the dump truck hauling industry will have access to a three-day training class to increase their success in finding opportunities on NCDOT contracts. The Truckers Entrepreneurial Development Program (EDP) will provide instruction in all aspects of running a hauling business, including understanding NCDOT plans and specifications, estimating, creating contracts, financial management, DMV Regulations, and contract compliance.

The course will be led by instructors from North

[See TRUCKERS p.3]



DBE firm Stancil Hauling works on a DOT project. Truckers in the DBE Entrepreneurial Development Program received guidance to increase their chances of securing contracts with NCDOT.

NCDOT and N.C. NAACP Partner to Increase Diversity in Contracts

N.C. Department of Transportation Secretary Eugene Conti attended the 66th annual N.C. NAACP Convention in Hickory, N.C. recently to discuss how N.C. NAACP members and NCDOT can partner in the future to encourage diversity in NCDOT contract awards.

“While NCDOT made great strides in the past five years to encourage and facilitate minority contractors, we still have work to do,” Conti said. “I believe open communication and strong collaboration between NCDOT and NAACP will lead to more minority-owned businesses successfully competing for NCDOT contracts.”

[See NAACP p.2]

“Thinking of a Master Plan”

Over the years, I have spoken with numerous business owners thinking about a master plan for greatness, although it has yet to become a reality. Many owners ask for a clear-cut answer to the question, “What do I need to do to succeed?” Unfortunately, while I am able to offer advice, assistance, information, and training, I realize that each business must create its own master plan for success.

Thinking of a master plan is different than having one. The master plan to business success often comes down to having a realistic business plan, conservative operating budget, consistent operating system, and an effective marketing strategy. Without these necessary components of a master plan, a business owner is likely to encounter the fate of so many other businesses that fail to plan—and essentially plan to fail.



**Mr. Shelton Russell
BOWD Director**



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NCDOT and NAACP Strengthen Partnership

[cont'd from p.1]

N.C. NAACP President Rev. William Barber II invited the Secretary to attend the annual convention at the release of the 2009 NCDOT Disparity Study in July. The Disparity Study, which is required every five years by North Carolina law, was an analysis of the department's efforts to support and include disadvantaged businesses in obtaining NCDOT contracts from July 1, 2003, to June 31, 2008. It examined the disparity between percentage of businesses eligible to compete and obtain contracts and those successful in doing so. The study examined contracts in all modes of transportation including those paid for with federal funds.



Eugene A. Conti
Secretary of Transportation

NCDOT Deputy Secretary of Administration and Business Development Anthony Roper attended the convention with Secretary Conti and provided an overview of the disparity study findings to participants.

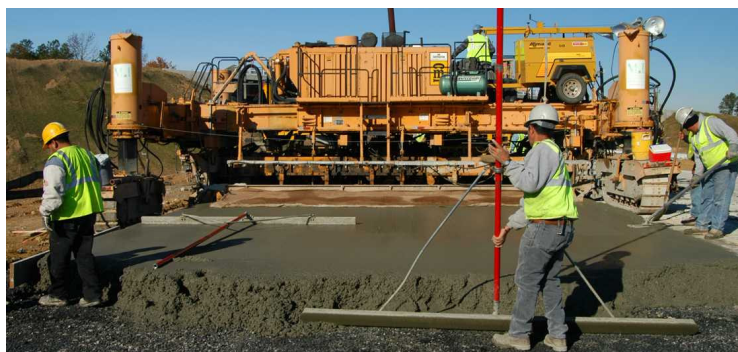
"Moving forward, we hope to see our relationship with NAACP membership grow. Ensuring all qualified contractors have the same access to NCDOT projects is critical to our future success," Conti said.

DOT Releases Quarterly Payment Report

NCDOT recently released the first quarter report of payments to M/WBE firms for the North Carolina fiscal year which ends on May 30, 2010. The report identifies NCDOT payments to M/WBE firms totaling \$62.3 million, or 12.6 % of payments made from June 30 through August 31.

Payments to MBE firms totaled \$15.7 million (3.2%), and payments to WBE firms totaled \$46.0 million (9.3%). Disabled Enterprises also earned \$.6 million during the period.

The bulk of expenditures of M/WBE firms were for contracts related to construction and maintenance of the state's highway system. Contracts for these services typically contain project goals for the participation of DBE or M/WBE firms as subcontractors.



Contractors install concrete on a new highway project

M/WBE firms also earned payments as prime contractors of \$21.7 million during the quarter. Many of the prime contracts to M/WBE firms are for projects let under the NCDOT Small Business Enterprise (SBE) program. The SBE program offers contracts to small businesses with annual gross profits of less than \$1.5 million. Gross profit is defined as total sales revenue minus the expense of direct costs related to those revenues. Examples of the various types of SBE projects include concrete repair and maintenance, highway mowing, rest area maintenance, hauling, and other maintenance services.



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Save the Date: 2010 Transportation Conference January 27, 2010—“Moving Towards Recovery”

A renowned speaker, author, and TV personality, Les Brown has risen to national prominence by delivering a high-energy message that tells people how to shake off mediocrity and live up to their greatness.

Les has electrified audiences from Fortune 500 companies to inner-city youth with the message of his own life and the struggles he has overcome. Born a twin in low-income section of Miami, Florida, Les and his twin brother, Wes, were adopted at six weeks of age by Miss Mamie Brown, a single woman who had very little education and financial means, but a very big heart. As a child, his inattention to school work, his restless energy, and the failure of his teachers to recognize his real potential, resulted in his being mislabeled as educably mentally retarded. This stigma stayed with him, damaging his self-esteem to such an extent that it took him years to overcome this obstacle.

Les has had no formal education after high school, but with persistence and determination, he has initiated and continued a process of unending self-education that has distinguished him as an authority on human potential. His passion to learn and his hunger to realize greatness in himself and others helped him rise from a hip-talking disc jockey to broadcast manager; from community activist to community leader; from political commentator to three-term legislator; and from a banquet and nightclub emcee to a nationally-acclaimed motivational speaker.



Motivational speaker Les Brown is the invited keynote speaker for the 2010 Transportation Conference on Jan. 27, at the Jane S. McKimmon Center at N.C. State University. Online registration opens on Dec. 1, 2009, at www.NCBOWD.com.

BOWD Hosts Entrepreneurial Development for Truckers

[cont'd from p. 1]

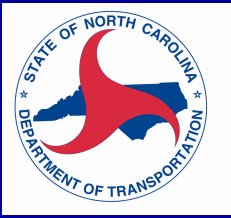
Carolina State University's Department of Civil, Construction, and Environmental Engineering, and takes place on December 9-11, 2009, at the New Hope Center in Raleigh, NC. The cost for the Trucker's EDP session is only \$75.00 for DBE firms. This cost covers each student's tuition and lodging at a hotel near the training location in Raleigh.

NCDOT has offered the Trucker's EDP program to hauling firms for over 10 years. More than 200 firms

have participated in the course since its beginning.

However, the 2009 course has been restructured to include additional training using computer software to increase business efficiency.

Trucking and hauling firms that are interested in doing business – or that are already doing business – with NCDOT should take advantage of this program. For more information or to register, contact Tamika Hackney at (919) 508-1808 or BOWD_info@ncdot.gov.



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NCDOT Historically Underutilized Business Program

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