

Issue 1 | February 2015

The Diverse Business Messenger

Published by the DB Supportive Services Center at Cheyney University

ADDRESSING THE NEEDS OF DIVERSE BUSINESSES,
PLANTING THE SEEDS FOR A SECURE FUTURE.

WELCOME

Welcome to the first issue of the Diverse Business Messenger, a monthly newsletter provided by the Diverse Business Supportive Services Center at Cheyney University. The intention of this monthly publication is to keep you in touch with news and developments related to PennDOT and P3 related state-funded transportation and construction contracts and subcontracts.

In this edition, we define what qualifies your firm as a Diverse Business, explain the role of the Diverse Business Supportive Services Center (DBSSC), provide an overview of the product and services the we provide and welcome our new DB business partner registered firms. We also list any upcoming events and workshops within the state and if applicable, any bid opportunities.

To ensure that information is relevant, it is important to hear from you. Please feel free to contact us regarding any questions, comments and concerns. You can also follow us on Twitter and like us on Facebook.

I am delighted to introduce this first edition of the Diverse Business Messenger Newsletter and hope you find it informative!

Kenyon Holley
Editor, Director of DBSSC

What is a Diverse Business?

Must be at 51 percent owned and operated by one of the entities below:

- ◆ Women-Owned Business
- ◆ Minority-Owned Business
- ◆ Veteran and Disabled
- ◆ Veteran Owned Business



Diverse Business Supportive Services Center
610-399-2166 | 610-399-2473
www.padbssc.com
Director, Kenyon Holley: kholley@cheyney.edu



About Us

The DB Supportive Services Center (DBSSC) located on the campus of Cheyney University is a shared initiative between PennDOT and Cheyney University.

The Center seeks to increase DB participation on PennDOT highway contracts and subcontracts through trainings and workshops and to provide technical assistance to those interested in contracting with PennDOT. The University administers the DB supportive Services Program of Pennsylvania and offers the following services free of charge:

- ◆ ECMS Support
- ◆ Business Partner Registration
- ◆ Pre-qualification and Consultant Qualification Package Assistance

How to become a certified Diverse Business

Firms must be certified by a third-party certifying organization before they can be verified as a Diverse Business. Third-party organizations include:

Eastern Minority Supplier Development Center -www.nmsdc.org

Women's Business Enterprise Council-www.wbecouncil.org

The Small Business Administration - www.sba.gov

The United States Department of Veteran Affairs — www.va.gov

The Pennsylvania Unified Certification Program (PA UCP) - www.paucp.com



Congratulations to the newly Business Partner registered DB Firms!

- Probitas Technology, (Harrisburg PA)
- Sterling Construction (Pittsburgh, PA)
- Serviam Construction (Hollidaysburg, PA)
- MinCorp1(Pittsburgh, PA)
- Bray Mooney Consulting (Chester, PA)
- Poz Engineering (Lake, PA)
- Mark Ulrick Engineers (Philadelphia, PA)
- Veteran Construction & Utility (Coatesville, PAP)



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7 Communication Skills Every DB Firm should have

- Listen Deeply
- Interpret non-verbal clues
- Manage Expectations
- Productive Pushback
- Be concise
- Confidently state your value and differentiation
- Know your why

Upcoming Trainings & Events

DB Supportive Services Trainings

Walsh Granite Outreach Sessions

Wednesday, February 4, 2015 - Harrisburg, PA
Thursday, February 11, 2015 - Allentown, PA
Wednesday, February 18, 2015 - Pittsburgh, PA
(Contact DB Center for more information)

SBE & DBE Trainings

February 2, 2015 | Workshop

Topic: Small Biz Fundamentals 201-Financial Projections
Location: Online
Time: 10:00 a.m.—Noon
RSVP: Angel Carrol at acaroll@cheyney.edu

February 5, 2015 | Workshop

Topic: The Power of Partnerships
Location: Conference Webinar
Time: 10:00 a.m.—11:30 a.m.
RSVP: Irainey@cheyney.edu

February 10, 2015 | Workshop

Topic: Selling through FedBid Webinar
Location: Webinar
Time: 10:00 a.m.—11:00 a.m.
Register: <http://cupgaco.ecenterdirect.com/ConferenceDetail.action?ID=141>
(Register by February 9, 2015)

February 13, 2015 | Workshop

Topic: Understanding Credit
Location: Online
Time: 10:00 a.m.
RSVP: Angel Carrol at acaroll@cheyney.edu



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WHAT IS (P3) PENNSYLVANIA PUBLIC PRIVATE TRANSPORTATION PARTNERSHIPS?

A P3 project is a contractual agreement between a public entity and private entity that:

- Transfers the responsibility of a facility's engineering, construction, operation and/or maintenance to the private sector for a defined period of time;
- Allows the private sector to perform by contract a service previously provided by the public sector; and
- Ensures the private firm receives payments either from existing revenue sources or through the collection of new tolls or user fees.

For more information on P3, visit:

<http://www.dot.state.pa.us/internet/P3info.nsf/P3Home?>

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