

It's not just about being better. It's about being different. You need to give people a reason to choose your business. - Tom Abbott

GET ON BOARD THE DBE EXPRESS!

Welcome to the DBE Express newsletter. We encourage you to share news that others may find useful in their businesses. Please contact Shari Pratt at shari.pratt@ct.gov with your submissions.



SURVEY

Interested in the business development services that CTDOT provides DBE Firms? Follow the link below and give us your feedback.

[CTDOT Survey](#)



RECENT EVENTS



On Thursday, January 14, 2016 the Diverse Supplier Development Academy (DSDA) conducted a seminar here at CTDOT called "An Entrepreneur's Real World Approach to Web Sites." The seminar was well attended. They discussed topics such as the real reasons you need a web site and elements of a good web site. DSDA also provided examples of good web sites, as well as tools to build a good web site.

UPCOMING WORKSHOPS AT CTDOT

Managing Within the Law Current Topics in Human Resources

The workshop will cover a discussion and active problem-solving of real situations you face everyday.

This Workshop will include important topics such as:

- A look at You the owner/leader - How the way you handle employees affects profit
- HR Policies and Practices
- HR/ Managerial trouble spots and trends (harassment, duty to act, leaves of absence and more)

Presented by Elaine Blackwood, Richwood Consulting Group, LLC



Workshop will be held at:

Location: CT Department of Transportation
2800 Berlin Turnpike
Newington, Connecticut 06111

Date: Tuesday, April 19, 2016

Registration: 8:30 am - 9:00 am

Workshop: 9:00 am - 12:00 pm

This Workshop is Open Only to CT DOT DBE Certified Firms. Pre-Registration is Mandatory.

To RSVP [click here to register](#) or Phone 860-594-2164, Fax 860-594-3016.

Do You Need Help Growing your Business

Do you need help growing your business? Do you want to increase your sales? On Friday, May 6, 2016, the Office of Contract Compliance will offer a Marketing Workshop presented by Marketing Consultant, Duane Cashin.

Duane Cashin has assisted several DBE firms in creating effective marketing plans for their businesses. Duane's seminars combine practical and authentic sales strategies with mental toughness. Some of his larger clients include Lego; Webster Bank; Sprint, and Cigna.

Duane Cashin will be sharing his formula on how to build a pipeline of opportunity and profitability for your business. To find out more about Duane Cashin, please visit his website at www.duanecashin.com

Also, representatives from the Connecticut Department of Administrative Services, City of Hartford, and the Greater New England Minority Supplier Development Council will be explaining the benefits of their certification programs.

The details of the workshop are as follows:

**Connecticut Department of Transportation Training Center
2780 Berlin Turnpike, Newington, CT 06111
Friday, May 6, 2016
9:00a.m. – 12:00p.m.**

RSVP by May 4, 2016 to Gabriel.Arciniegas@ct.gov or call (860)-594-2164.

ESTIMATING WORKSHOP



Effective Estimating is a MUST for business owners.

This course will cover:

- What is Estimating
- The Estimating Process
- Estimating Cost & Cost vs. Price

Presented by Jacob Kovel, CCSU Manufacturing & Construction Management Professor

Workshop will be held at:

Location: CT Department of Transportation
2800 Berlin Turnpike
Newington, Connecticut 06111

Date: Thursday May 19, 2016

Registration: 8:30am - 9:00 am

This Workshop is Open Only to CT DOT DBE Certified Firms. Pre-Registration is Mandatory.

To RSVP [click here to register](#). or phone 860-594-2164, Fax 860-594-3016.

DECISION MAKING WORKSHOP



This course will:

- Utilize appropriate decision making methods given the situation or problem at hand
- Define problem statements and conduct a root cause analysis
- Utilize proven brainstorming and decision making tools and frameworks such as RACI Charts, Solution Matrix, Force Field Analysis, and Nominal Group Technique

Presented by Gina Ohanesian, Performance Alternatives, LLC

Workshop will be held at:

Location: CT Department of Transportation
2800 Berlin Turnpike
Newington, Connecticut 06111

Date: Thursday, June 9, 2016

Registration: 8:30am - 9:00 am

Program: 9:00 am -12:00 pm

This Workshop is Open Only to CT DOT DBE Certified Firms.

To RSVP [click here to register](#) or phone 860-594-2164, Fax 860-594-3016.



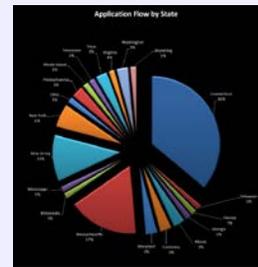
Conference of Minority Transportation Officials

The Connecticut Department would like to start a Connecticut Chapter of the Conference of Minority Transportation Officials (COMTO). The mission of COMTO is to ensure a level playing field and maximum participation in the transportation industry for minority individuals, businesses and communities of color through advocacy, information sharing, training, education and professional development. For more information visit the national web page at: www.comto.org.

Please join us from 12:00 to 1:00 on Wednesday, May 4, 2016 at our Newington Headquarters for the next planning meeting. For more information, please contact Shari Pratt at (860) 594-2171 or shari.pratt@ct.gov.

DID YOU KNOW?

The majority of DBE applications received by CTDOT during calendar year 2015 were from Connecticut and Massachusetts based firms. According to the pie chart, Connecticut based DBE firms are in competition with the neighboring states of Massachusetts, New York and New Jersey for CTDOT work.



BEAR'S DEN TESTIMONY

Northeast Horticultural Services - Stacey Marcell

"This last fall I had the amazing opportunity to compete in the Bear's Den competition held by the GNEMSDC. The state of CT DOT provided me valuable training and help in preparing for this event. After preparing and competing in this competition, I was able to create a brand new 5 year plan for my firm due to the reinvigorated and renewed sense of motivation and awareness it inspired in me. I am now super enthusiastic to continue my journey forward and bring my firm to even greater heights and achievements. I am so grateful that the DOT believed in me and supported me through this process!"



DBE HIGHLIGHTS

TUCK EXECUTIVE PROGRAM

Interview with Ray Boa

I am very grateful to ConnDot DBE office for the opportunity to attend the Tuck Executive Education program "Building a High Performing Business" at Dartmouth. The professors are world class, the subject matter is relevant and of great strategic value to evaluating my current business strategies and establishing goals and objectives for the future. The peer exchange could not have been better. I came away with new friends and colleagues from across the country that I will have no hesitation in reaching out to for advice should the need arise. I have already implemented some of the ideas from the course and look forward to implementing others during the course of the year. I believe our customers (ConnDot, Municipalities, and others), employees will benefit greatly from the efficiencies and strategies that we are implementing as a result of having participated in this program.



SUCCESS STORY

Aquastone Graphic Arts & Prints

Congratulations to Aquastone Graphic Arts & Prints and Dyshann Anderson for winning a grant from the City of Hartford Artist Program. We are pleased that our Supportive Services Program has been instrumental in assisting Aquastone in its growth.

DBE SUPPORTIVE SERVICES TEAMS

Thanks to the Federal Highway Administration for funding our two DBE Supportive Services Programs:

CCSU-ITBD



Central Connecticut State University, Institute of Technology & Business Development
185 Main Street, New Britain, CT 06051
Phone: (860)-832-0700

Rick Mullins	CCSU ITBD Director	(860) 832-070	mullinsr@ccsu.edu
Jim Bruner	CCSU ITBD Business Manager	(860) 832-0703	brunerj@ccsu.edu
Chip Janiszewski	Chip Janiszewski Enterprises Business Consulting	(860) 673-4006	chip@chipj.com
Janet Johnson	Quail Run Ventures QuickBooks Consulting	(203) 806-5326	janetjohnson.mba@gmail.com
Elaine Blackwood	Richwood Consulting Human Resources Lawyer	(860) 202-4374	ceblackwood@comcast.net
Gina Ohanesian	Performance Alternatives, LLC Leadership and Performance Consulting	(860) 214-4994	ginao@snet.net
Dr. Jacob Kovel	CCSU Construction Management Faculty	(860) 832-0192	kovelj@ccsu.edu
Dr. Bin Zhou	CCSU Civil Engineering Faculty	(860) 832-0075	zhoubin@ccsu.edu
Lindsey Mathieu	Golden Egg Concepts, LLC Marketing, Advertising, Web Design	(860) 383-2020	lsiragusa@goldeneggconcepts.com

Greater New England Minority Supplier Development Council

GNEMSDC
333 State Street
Bridgeport CT 06604
(203)288-9744



Peter F. Hurst	President and CEO	203-288-9744 ext. 110	phurst@gnemsdc.org
Andres Lopez	Director for Business Supportive Services	203-288-9744 ext. 132	alopez@gnemsdc.org
Jennifer Little-Greer	Director of MBE Services and Certification	203-288-9744 ext. 111	jlittle-greer@gnemsdc.org
José Colón	Finance Director	203-288-9744 ext. 116	jcolon@gnemsdc.org
Tiffany Annunziata	MBE Services Specialist	203-288-9744 ext. 117	tannunziata@gnemsdc.org
Gabriel Arciniegas	DBE Program Assistant	860-594-2164	gabriel.arciniegas@ct.gov

If you are interested in participating in these supportive services programs, please contact Shari Pratt by email at Shari.Pratt@ct.gov or by phone at (860)-594-2171.



GBT's DBE Goal through 2019

Greater Bridgeport Transit (GBT) encourages the participation of Disadvantaged Business Enterprises (DBEs) in all of its contracting opportunities. During the past three years, over 15% of all GBT contracting went to DBEs with a total value of more than \$874,000. For the next three years, and based on the anticipated contracting opportunities, GBT has established a new goal for DBE participation of 9.41% with a total value of \$736,065. These projects include various types of construction, professional services and the purchasing of materials and supplies. Details about the goal and how it has been established can be found here at gogbt.com.

If you have questions about GBT's DBE program, projects or contracting opportunities, please contact GBT at (203) 366-7070 extension 100 or email gcondon@gogbt.com.

Milford Transit Public Notice

In accordance with the requirements of the U.S. Department of Transportation as set forth in 49 C.F.R. Part 26, as amended, the Milford Transit District (MTD) hereby notifies the public that it is recommending the following Disadvantaged Business Enterprise (DBE) goal for applicable procurement contracts beginning October 15, 2016 and ending September 30, 2019. The overall total DBE goal is 7%. Information pertaining to this goal and a description of how it was selected is available for inspection from 9:00 a.m. to 5:00 p.m. (Eastern

Time) at MTD's Offices located at 259 Research Drive, Milford, CT 06460 for 30 calendar days following the date of publication of this notice. The comments may be sent to the attention of the DBE Liaison Officer at the same address, and/or to the Regional Civil Rights Officer, Federal Transit Administration, Region 1, Kendall Square, 55 Broadway, Suite 920, Cambridge, MA 02142.

LOOKING TO THE FUTURE



We had the opportunity to host 8 high school students from Hartford High School Academy of Engineering & Green Technology this past summer. The students worked here at the Connecticut Department of Transportation and also worked at numerous other firms.

Could your company use help with data entry, special projects, marketing campaigns or science and technology related programs? Could a young person give you a fresh perspective or help your company be more productive? If like more information about the internship program, please contact Ms. Dayl Walker at CBIA. Dayl.Walker@cbia.com or 860-244-1935.

NEWLY CERTIFIED DBE FIRMS

Company	Home State	Description
4Ward Planning, Inc.	MA	Marketing Research and Public Opinion Polling, Land-Use Economic & Marketing Analysis
Actuarial-Insurance Data Analyst Consulting, LLC	MA	Data support services to the insurance and financial sector to solve complex financial and actuarial problems
Acuta Digital, Inc.	PA	Information Technology Services including: software/database development, website & internet development
Advoqt, LLC	MA	IT Consulting, Sale of: Hosting Services, Technology Equipment, Data Center Services
ART Engineering, Corp.	MA	Electrical Engineering Consulting and Design
Charter Oak Environmental Services, Inc.	CT	Environmental Site Assessment, Investigation, Remediation and Monitoring
Chroma Building Corp.	CT	Supplier of Doors, Frames, Hardware.
Environmental Design & Research Landscape Architecture and Engineering	NY	Landscape Architecture Environmental Services
Erection & Welding Contractors	CT	Structural Steel Erection and Miscellaneous Metals Fabrication
Fung HWA	MD	Wholesale Trade Agents and Brokers

Global Supplier Diversity Corporation	OH	Wholesale Trade Agents and Brokers
Joy Kuebler Landscape Architect PC	NY	Landscape Architecture Design Services
Julia Balfour, LLC	CT	Full service creative agency specializing in web design & programming, content strategy, email marketing & logo design
LC Engineering, LLC	NJ	Bridge and Industrial Structures Painting, Safety and Quality Control Consultant
Leah McCarthy d/b/a Quality Renovations	MA	Commercial, Residential and Industrial Renovations such as, Rough and Finish Carpentry, Masonry, Painting, Laboring
Marine Tiger Technologies Corp.	NJ	Highway Project Consulting, Technology Implementation, Business Process Re-engineering & Requirements
Perma Treat of Illinois, Inc.	IL	Wood Treating Facility, Retail/Wholesale Dimensional Lumber
Proforma S&G Associates	CT	Promotional Products, Corporate Apparel, Sell & Distribute
Swanson & Associates	LA	Insurance Sales and Financial Services
Tri State Materials Testing Lab, LLC	CT	Materials Testing and Inspection Services
Trinity Technology Services, Inc.	IL	Electrical & Other Wiring Installation Contractor; specifically low voltage electrical work (installation and testing)
U.S. Professional Services	MA	Recruitment and Placement of Temporary Personnel to Industry, Government Agencies and Utilities
Urban Edge Associates	CT	Transportation Management Consulting
WireTek Inc.	CT	Manufacture of insulated wire & cable, braid wire, custom cables and specialty products
Zack Painting	CT	Commercial and Residential Painting; Power-washing

OFFICE OF CONTRACT COMPLIANCE STAFF DIRECTORY

Debra Goss	Manager	debra.goss@ct.gov	860.594.2169
Connie Miano	Unit Secretary	constance.miano@ct.gov	860.594.2177
Shari Pratt	DBE Certification & Supportive Services	shari.pratt@ct.gov	860.594.2171
George Edelman	DBE Certification	george.edelman@ct.gov	860.594.2161
Phylisha Coles	OJT and Contract Compliance	phylisha.coles@ct.gov	860.594.2178
Scott Hoffman	Title VI, Contract Compliance / DBE Project Monitoring	scott.hoffman@ct.gov	860.594.2246
Albert Cobbina	Contract Compliance	albert.cobbina@ct.gov	860.594.2167
Tiffany Garcia	Title VI / DBE Monitoring	tiffany.garcia@ct.gov	860.594.2243

CTDOT - Office of Contract Compliance, 2780 Berlin Turnpike, Newington, CT 06111

[SafeUnsubscribe™ shari.pratt@ct.gov](#)

[About our service provider](#)

Sent by [shari.pratt@ct.gov](#) in collaboration with



Try it free today