



Success Stories

Creating Successful Opportunities in Business

August 2011

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USDOT Presents 'Safety Awareness Day'

North Carolina DBEs are invited to join the South Atlantic Small Business Transportation Resource Center for "Safety Awareness Day: Priorities and Innovation" - hosted by the USDOT's Office of Small and Disadvantaged Business Utilization (OSDBU) and BOWD on Wednesday, Sept. 14 from 8:30 a.m. to 1 p.m. at the N.C A&T State University Alumni Center in Greensboro. Transportation officials will discuss safety priorities by transportation mode (highway, aviation, rail, transit); and safety innovations in transportation (technologies and workplace best practices). There is also a Safety Awareness Day expo and boxed lunch for attendees. The event is free, but online registration is required at www.sasbtrc.com. For more information, email: gcjones@ncat.edu or call (336) 256-2110.



26 Firms Complete Bonding Education Program



Twenty-six DBE firms recently completed the Bonding Education Program, sponsored by the Small Business Transportation Resource Center of USDOT.

The BEP series consisted of eight evening sessions this summer at the McKimmon Center in Raleigh. Courses included: Business Planning, Construction Accounting, Financial Management, Bonding & Insurance, Marketing, Project Management, Claims & Dispute Resolution, and Managing Growth. For more information, contact SBTRC Program Manager George Jones at gcjones@ncat.edu.

"Science or Art?"

There seems to be something mystical or magical about entrepreneurial success. If you've ever watched CNBC's "How I Made My Millions" or its predecessor "The Big Idea," you could be left thinking that success is tied to the fortune of coming up with the ideal product or service that will turn you into the next Bill Gates. But on closer examination, I find that the key to entrepreneurial success is not so much in the great idea, but in the basics of a sound business plan, marketing strategy, operating system, and financial management process.

Many ordinary ideas have become great companies based on extraordinary execution; but very few extraordinary ideas have become great companies with poor execution. If you master the proven ingredients of success in your chosen pursuits, you will more than likely see success quicker than trying to paint your own masterpiece by doing it "your way."



Mr. Shelton Russell
BOWD Director



BOWD Receives Share of \$8.8 Million for Highway Projects

U.S. Transportation Secretary Ray LaHood recently announced more than \$8.8 million in grants for North Carolina to fund an array of highway-related efforts including upgrading the I-40/I-77 Interchange in Iredell County. "Transportation investments like these will create jobs and improve the quality of life for North Carolina residents as well as strengthen the state's economy," Secretary LaHood said.

BOWD received \$323,155 to continue technical assistance and training programs for Disadvantaged Business Enterprises. The funding will be used in federal fiscal year 2012 for programs such as the Construction Executive Management Program, the Highway Contractors' Entrepreneurial Development Program, Project Legacy, and other training programs. The Federal Highway Administration (FHWA) invited states to apply in

June for federal funding from 14 grant programs. Requests poured in from every state, Puerto Rico and Washington, D.C. - more than 1,800 applications, totaling nearly \$13 billion, which is more than 30 times the funds available. "At a time when states are facing serious budgetary constraints, these grants will help fill a critical need," said FHWA Administrator Victor Mendez. "Investments like these are immediate and long-lasting and will help create jobs."



UNC-CH Professor Nick Didow, Ph.D., teaches at the 2011 Executive Management Program, which is supported by FHWA grant funding.

NORTH CAROLINA HIGHWAY PROJECTS FUNDED	AWARD
Improving I-40/I-77 Interchange in Iredell County	\$3,750,000
Constructing ramp and gantry for the Cherry Branch Ferry in Craven County	\$1,185,000
Building a connector on the Sweetwater Road Extension	\$978,300
Designing and constructing next phase of the South Tar River Greenway	\$907,609
Installing exit-gate detection technology, revising traffic signalization and other safety measures on the Southeast Corridor in Mebane and Elon	\$606,240
Installing roundabout at high-traffic intersection in Matthews	\$526,027
NCDOT-BOWD: Providing technical assistance and training for Disadvantaged Business Enterprise (DBE) firms through BOWD division	\$323,155
Conducting inventory and assessment of historic structures on Blue Ridge Parkway	\$240,000
Installing signs on Outer Banks National Scenic Byway	\$201,120
Making restorations to Bunker Hill Covered bridge	\$105,737
TOTAL	\$8,823,188

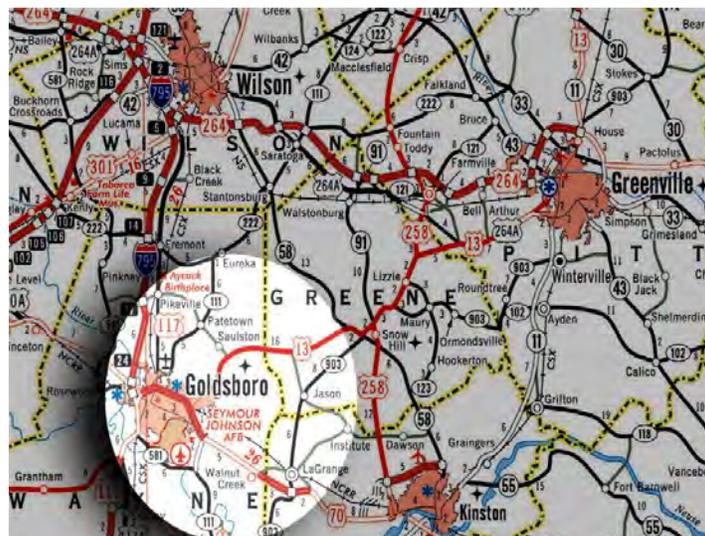


Goldsboro Bypass DBE Interest Meeting Planned for Sept. 9

BOWD will host a meeting for DBE firms interested in providing quotes to the shortlisted teams for the estimated \$85 million Goldsboro Bypass project. This Design Build project provides a four-lane divided freeway on a new location from east of Wayne Memorial Drive (SR 1556) in Wayne County to east of Promise Land Road (SR 1323) in Lenoir County. The project extends the US 70 Goldsboro Bypass approximately 12.5 miles.

DBE firms will have the opportunity to meet with the four short-listed contractors including S.T. Wooten Corporation, Barnhill Contracting Company, Flatiron Constructors, and Bear Creek Constructors, Joint Venture (Austin Bridge & Road/W. C. English/T. J. Lambrecht Construction).

N.C. Department of Transportation engineers will provide an overview of the project and explain the certifications and qualifications needed to work with NCDOT. The Department seeks DBE firms that specialize in areas such as hauling, clearing and grubbing, incidental concrete construction, pavement markings, storm drainage, guardrail, sediment and erosion control, and other highway trades.



Highlighted area indicates Goldsboro Bypass construction and highway extension project.

The interest meeting will take place from 9 a.m. to 11 a.m. on September 9, 2011 at Wayne Community College in the WLC 161 Seminar Room, which is located at 3000 Wayne Memorial Dr. in Goldsboro.

Technical and sealed price proposals are due from the short-listed teams on October 24, 2011. The contract for the project is expected to be awarded by mid-November 2011. For more information about the interest meeting, contact BOWD Business Development Specialist Eric Miller at emiller@ncdot.gov or (919) 508-1835.

BOWD Director Leads Forum at CMSDC Business Conference



BOWD Director Shelton Russell greets NBA star Nolan Smith at the forum.

As part of its three-day Business Opportunity Conference, Carolinas Minority Supplier Development Council hosted a Question-and-Answer forum with former Duke University basketball player and NBA star Nolan Smith. The August 9th forum was hosted by NCDOT's BOWD Director Shelton Russell at the Washington Duke Inn & Golf Club in Durham, NC. Audience members conversed with Smith about leadership and business. This year marked the 34th annual Business Opportunity Conference presented by CMSDC. More than 1,000 corporate procurement officers and Minority Business Enterprises attended.



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