



# Success Stories

*Creating Successful Opportunities in Business*

October 2011

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## DBEs Awarded \$212 Million in Contracts

Disadvantaged Business Enterprises bidding on NCDOT highway projects received 12 percent of the awards and commitments during the federal fiscal year ending on September 30, 2011. This percentage equated to \$212.7 million in projects awarded to DBEs during this period. These results arose primarily from subcontractors working on a total of \$1.04 billion in federally-funded projects and \$793 million in projects funded by the State of North Carolina, representing \$1.83 billion in total highway projects during the period. [see *CONTRACTS* p. 2]



*During the 2011 federal fiscal year, North Carolina DBEs were awarded \$212.7 million in NCDOT highway projects; representing 12 percent of the total awards.*

## BOWD To Offer Online Training for DBEs, Fall 2011

This fall, BOWD will offer two training courses online: Doing Business With NCDOT and Multimedia Marketing. Both sessions will be accessible to DBEs as a webcast or video download at [www.ncbowd.com](http://www.ncbowd.com).

Doing Business With NCDOT introduces newly certified firms to the various areas within NCDOT that provide contract and procurement opportunities.

Firms will gain information on how to take advantage of BOWD technical and business assistance programs.

The second course is Multimedia Marketing. This course introduces and explains various online and social media marketing tools to assist in developing a company brand and marketing products or services to existing and potential customers.

## “Teach a Man to Fish”

Both of my sons had birthdays in the past few days, and for the first time I will “technically” have two grown children ages 26 and 18. I was encouraged this morning as my younger son knocked on my door to see if I wanted breakfast. Having done this for him countless times over the years, I quickly said “yes” and then reflected on how glad I was that his mom and I thought it important to raise him to be self-sufficient and to be able to care for himself, hopefully in a very successful manner.

In much the same way, when working with small businesses seeking to be successful, we are striving to do what we can to help firms grow to self-sufficiency; hoping the businesses will one day grow successful and knock on our door to say, “what can I do to help a younger business succeed?”

Because just like parenthood, the scariest and most devastating thought is to look up after years of providing concern and assistance and realize that the business (or child) is unprepared to be self-sufficient and to succeed.



*Mr. Shelton Russell  
BOWD Director*



## N.C. Construction Career Days Celebrates 10th Anniversary



***North Carolina's Construction Career Days program has boosted the state's construction industry for 10 years.***

The Construction Career Days Program focuses on nurturing tomorrow's workforce by teaching students across North Carolina about rewarding opportunities in the construction industry. Since the beginning of the program in 2001, more than 34,000 students from all 100 counties in North Carolina have been exposed to opportunities and careers in the highway transportation industry.

Through the program, NCDOT and hundreds of private businesses across the state have educated high school students on the opportunities they offer. "Construction Career Days expose students to well-paying and satisfying careers that will enable them, their families, and the entire state to thrive. It is a great hands-on experience unmatched like any other," said On-the-Job Training Program Manager Marvin Butler.

The program has flourished in North Carolina because of the strength of the developed relationships and partnerships supporting it. CCD programs typically last three days and have drawn as many as 2,000 students to a single event.

"Construction Career Days help us inspire students to imagine what they could be," said Dr. June Atkinson, the North Carolina State Superintendent of Public Instruction. "Equally important is the message that students must stay in school and earn their degree to acquire the skills they need to take full advantage of the opportunities in the construction industry."

Mike Watkins of Watson Electrical Construction Company said his company participates in CCD events for a simple reason, "The average age of construction workers in the United States is 53, and, as we all know, most high school kids don't go off to college. The chance to bring together so many kids and show them the careers available to them is invaluable." Watson has hired approximately 15 students from CCD events across the state.

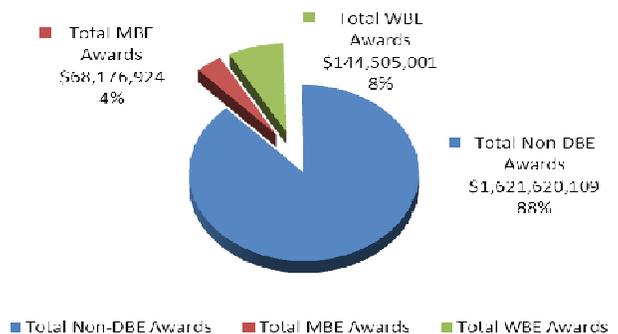
The CCD program also provides great benefits for NCDOT employees. "This is a win-win because it not only allows us to reach tomorrow's workforce today, but it's also a great morale booster for us and our employees," said Terry Gibson, P.E., State Highway Administrator for NCDOT. "Our people love the chance to showcase the work we do, and it's hard to beat watching a smile spread across a child's face when they get on a piece of equipment for the first time."

## NCDOT M/W/DBE Contracts

*[cont'd from p. 1]*

Woman-owned DBE firms received \$144.5 million in awards, while minority-owned DBE firms received \$68.2 million in awards. In addition to subcontract awards on major highway projects, DBEs also won awards as prime contractors on smaller division purchase orders and Small Business Enterprise projects.

### NCDOT Highway Awards - FFY 2011





## HBCU Students Learn About Transportation as NCDOT Interns

Sixteen students participated in the N.C. Department of Transportation's 2011 Historically Black Colleges and Universities/Minority Institutes of Higher Education summer

internship. The 10-week program places students in assignments with NCDOT and other transportation-related partners throughout North Carolina.

"This highly competitive internship program offers students a unique opportunity to gain real world experience and first-hand knowledge of the transportation industry," said Everett Ward, the department's HBCU/MIHE director. "In addition to helping the interns grow both academically and professionally, the program also benefits NCDOT and its partners by providing a new generation of bright young minds working to improve all facets of transportation throughout North Carolina."

This year's program included students from six HBCU/MIHEs. The program participants were selected from a large pool of applicants following an extensive interview process conducted by their respective schools and NCDOT's HBCU/MIHE office and placed in full-time work assignments related to their academic majors. As part of the internship, students also conducted research on a topic relevant to the unit to which they were assigned and presented their findings to NCDOT employees, HBCU professors and their peers. The students were then given an opportunity to evaluate their peers and provide constructive feedback.

The 2011 HBCU/MIHE Summer Interns (listed with school, major and hometown) are:



*HBCU/MIHE Director Everett Ward (far left), poses with NCDOT interns.*

**Eric Bailey**, Winston-Salem State University, Accounting, Charlotte

**Andre Collins**, Johnson C. Smith University, Retail Management/Finance, Kingston, Jamaica

**Cherie Cummings**, Elizabeth City State University, Aviation Science, Greensboro

**Orlando Daye**, N.C. A&T State University, Supply Chain Management, Burlington

**Valerie Edwards**, Elizabeth City State University, Aviation Science, Whiteville

**Barry Formey**, St. Augustine's College, Organizational Management, Akron, Ohio

**Darrell Glass**, St. Augustine's College, Computer Information Systems, Oxon Hill, Md.

**Geoffrey Griffin**, Johnson C. Smith University, Business Finance, Montgomery Village, Md.

**Cadell Hall**, Morgan State University, Transportation Studies, Cove City

**William Lothorp**, N.C. A&T State University, Supply Chain Management, Middleton, Del.

**Crystal Mansel**, Johnson C. Smith University, Computer Engineering, Charlotte

**Jasmine Moore**, St. Augustine's College, Communications, Bowie, Md.

**Alexander Nwala**, Elizabeth City State University, Computer Science, Port Harcourt, Rivers State, Nigeria

**Unequea Patterson**, Johnson C. Smith University, Accounting, Mooresville

**Lauren Saunders**, Elizabeth City State University, Business Administration/Management, Sunbury

**Elijah Strickland**, Winston-Salem State University, Business/Marketing, Raleigh



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