



June 2009

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DBEs Participate in ARRA Projects

Since the February 2009 launch of the American Recovery and Reinvestment Act (ARRA) to provide federal stimulus funding and jumpstart state and local economies, the North Carolina Department of Transportation's Business Opportunity and Workforce Development (BOWD) office has met with more than 500 DBEs throughout North Carolina at stimulus outreach sessions designed to inform and educate contractors and business owners about the NCDOT procurement process and how to access opportunities created by the ARRA funding.

Since the first set of stimulus projects in March, DBE firms have won more than \$18 million in contracts on



Atlantic Contracting Company has successfully bid on and won NCDOT contracts valued at more than \$500,000 as part of ARRA.

projects funded by the ARRA. In addition, DBE clients participating in services from the BOWD Unit have secured \$3.4 million of the contracts won by DBE firms.

BOWD client Atlantic Contracting Company has won three subcontracts on ARRA projects in the Greensboro area. Company president Niveen Kattan said, "Winning these projects has helped us keep our current employees and required us to hire additional employees." [See **Chart**, Page 3]

BOWD Co-Sponsors HUB Contractor Academy

Thirty-two minority and women construction firms recently graduated from the HUB Contractor Academy in Greensboro, NC. The 12-week course was co-sponsored by the NCDOT BOWD Unit, Guilford County Schools, N.C. Agricultural and Technical State University, and The University of North Carolina at Greensboro. The HUB Contractor Academy Program is a training and development course administered by the Carolinas AGC. The program's mission is to equip HUB and DBE firms with skills to compete more successfully on projects in North Carolina. [See **HUB**, Page 2]

"Change and Grow"

It has been said that, "Change is inevitable; growth is optional." Now more than ever, this holds true. We are faced with an unparalleled rate of change - politically, socially, economically, and in business.

Companies are closing, markets are redeveloping, and new business models are required to survive. So the relevant question is not whether minority, women and small businesses will survive the change; the question is whether those remaining after this period of change will embrace the growth necessary to compete in a changed environment. The NCDOT Business Opportunity and Workforce Development Unit is committed to helping M/W/SBE firms grow during this period of change; not only growing in revenues, but developing business skills, competitiveness, and long-term viability. Ideally, this will help firms *grow* through today's changes, not just *go* through changes.



Mr. Shelton Russell
BOWD Director



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BOWD On-the-Job Training Section Hosts Successful Construction Career Days Event

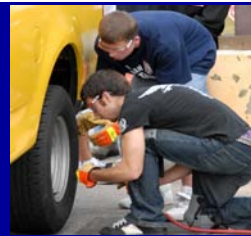
Approximately 1,200 students from 16 surrounding counties representing 32 schools participated in the April 7-9, 2009, Construction Career Days (CCD) event; marking the organization's first event of the year. CCD is a Federal Highway Administration initiative conducted nationwide. The North Carolina CCD event was held at the Dixie Classic Fairgrounds in Winston-Salem, NC.

Since 2001, more than 28,000 students have participated in CCD events across the state. Students participate in various hands-on activities such as welding, carpentry, brick laying and electrical exercises. They also get the opportunity to operate heavy equipment such as cranes, motor graders, backhoes and loaders. Students have an excellent opportunity to talk with industry personnel about rewarding careers and salary opportunities in the commercial and highway construction industry. The next Construction Career Days event is scheduled for Fall 2009 in Greenville, NC.



An OJT student learns to operate heavy equipment.

The mission of CCD is to work with and support the State's Highway Construction Industry in establishing, developing, and maintaining a skilled and diverse workforce that will fulfill the present and future needs of the highway construction industry, as well as increase minority and female participation in the program. For more information about CCD, visit online at www.ncdot.org/careers/ccd/. See some of the various activities from North Carolina's CCD program captured in the images below.



Below: Members of the 2009 HUB/DBE Contractor Academy graduating class celebrate completion of the training program. More than 30 firms in the construction industry participated.

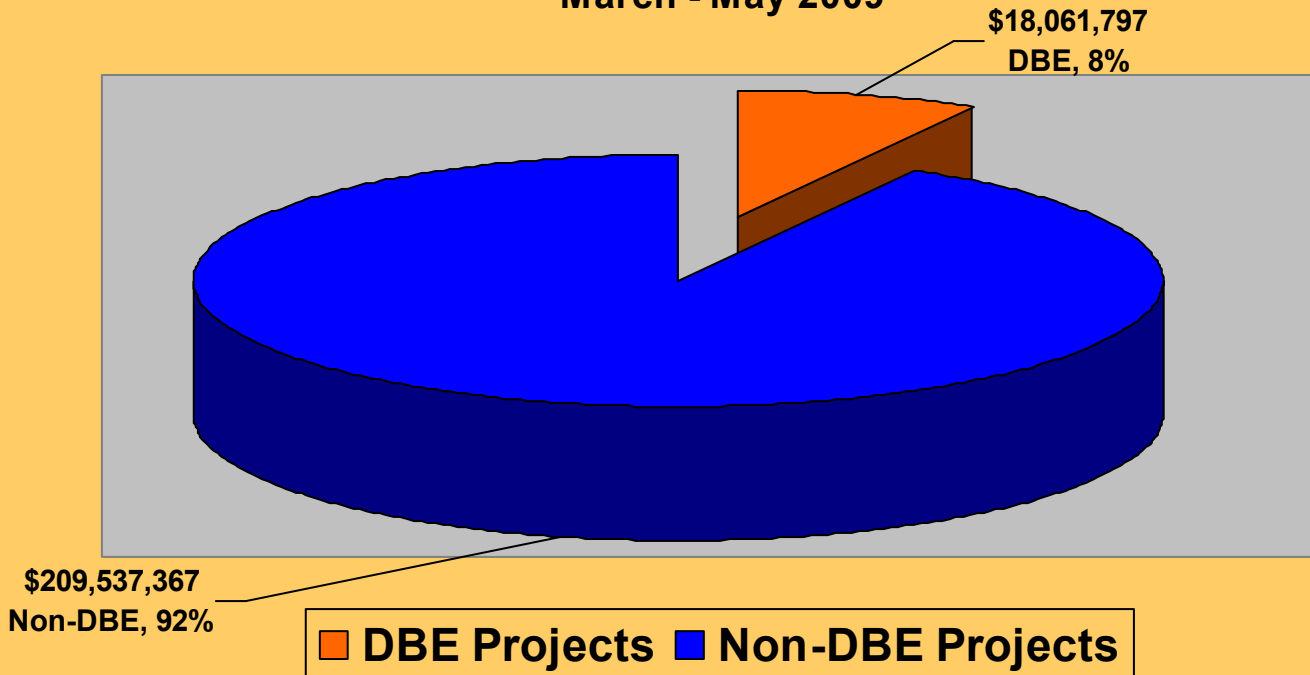
HUB/DBE Contractor Academy *cont'd from page 1*



The course provides companies with technical skills in areas such as bidding and estimating, plan reading, financial management, safety, and project management. Participants in the course also gain valuable networking experience, and have the opportunity to meet with contracting officers from the sponsoring agencies to learn about upcoming construction projects. For more information about future HUB Academy classes at locations across North Carolina, contact Carolyn Milliron at the Carolinas AGC at cmilliron@carolinasagc.org.



DBE Firms - ARRA Stimulus Project Participation March - May 2009



BOWD Clients Winning ARRA Projects March - May 2009 \$3,389,592.00

- ◆ Asphalt Unlimited Inc. Asheville, NC
- ◆ Atlantic Contracting Company Inc. Greensboro, NC
- ◆ Borin Waste Management Black Mountain, NC
- ◆ Express Logistics Services Inc. Charlotte, NC
- ◆ Hines Trucking Inc. Clayton, NC
- ◆ Lakeview Construction & Equipment Pineola, NC
- ◆ Locklear Contracting Inc. Pembroke, NC
- ◆ McCain Striping Service Inc. Browns Summit, NC
- ◆ Paul Williams Trucking Dunn, NC
- ◆ Smith Jamison Winston-Salem, NC
- ◆ Steve White Masonry Ramseur, NC



ARRA Outreach Meetings—Business owners from across North Carolina gathered at numerous NCDOT-BOWD ARRA stimulus outreach meetings to learn how to access opportunities created by the funding.



**Business
Opportunity &
Workforce
Development**

Success Stories

Creating Successful Opportunities in Business



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NCDOT Historically Underutilized Business Program

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