

September 2009



INROADS

Paving the Way for Montana's Disadvantaged Business Enterprises

Montana Department of Transportation
DBE Program
Civil Rights Bureau
P.O. Box 201001
Helena, MT 59620-1001

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Montana Indian Equity Fund Launches its Fourth Year of Grants for Indian Business Owners

Philip Belangie, Montana Department of Commerce

The Montana Department of Commerce announced that the Montana Indian Equity Fund applications are now being accepted. The grant is open to enrolled members of Montana Tribes. Two recipients from each of the Tribes may receive up to \$7,000 each to fund either a business startup or to grow their business.

The Montana Indian Equity Fund is a state-funded program administered by the Montana Department of Commerce. Funding is utilized from the Indian County Economic Development program (ICED) via the recommendation of the State Tribal Economic Development Commission (STED) and the approval of the Director of Commerce.

The application period is August 13 – November 2, 2009.

"The Montana Indianpreneur Equity Fund is about empowerment," said Governor Brian Schweitzer. "This fund is an outlet to help Indian business owners achieve their goals and enhance their communities. Each success story will add to the momentum of economic change in Indian Country."

Unlike non-native small business owners, traditional forms of equity from home ownership, family and friends are often not available to the Indian business owner for various economic reasons. The Fund is a grant to assist a current Native American business or a new Native American business owner. This money can be used for a variety of activities such as the purchase of new equipment or the development of a new product line. The fund requires a minimum of dollar to dollar match which may include collateral such as cash, in kind, or loan funds such as a tribal loan fund, a micro loan program, or a commercial lender. Examples of in kind match may include inventory, supplies, equipment, tools or vehicles that are part of the activity of the business.

"This equity fund is a solution for tribal members who have been interested in starting a business, but haven't had the funds to get them on the right track," said Anthony Preite, Director of the Montana Department of Commerce. "The beauty of the Equity Fund is that it's flexible enough to accommodate new and growing businesses and funds will be leveraged with other monies or investment to create the maximum benefit."

The Department of Commerce and State Tribal Economic Development Commission has made \$119,000 in Indian County Economic Development (ICED) monies available for the Fund. During the first three years of the program, the Montana Department of Commerce and State Tribal Economic Development Commission provided \$245,000 to fund a total of 35 business owners. This funding was leveraged with over \$1,279,968 in loans from the private sector.

For more information regarding the fund or to request an application, please contact the program manager at the Montana Department of Commerce, Philip Belangie, pbelangie@mt.gov or (406)721-3663.

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Bid and Contracting Opportunities

MONTANA DEPARTMENT OF TRANSPORTATION
MDT holds two bid lettings each month.

Proposed for letting October 2009

UPN/UNIT	PROJECT ID	FINANCIAL DISTRICT	PROJECT DESIGNATION	TYPE OF CONSTRUCTION	LENGTH MILES
6803 000	IM 90-6(122)314	2	BEAR CANYON-W JACKSON CR INT	RESURFACING-ASPHALT (THIN LIFT <=60.00 MM) (INCLUDING SAF. IMP.)	4.8
2015 005	NH 7-1(116)60	1	VICTOR URBAN-NORTH	RECONSTRUCTION – WITH ADDED CAPACITY	0.6
2016 002	NH 7-1(102)61 F	1	BELL CROSSING-N & S	RECONSTRUCTION - WITH ADDED CAPACITY	1.4
6806 000	NH 12-1(16)0	2	TARGHEE PASS TO W YELLOWSTONE	RESURFACING-ASPHALT LIFT <=60.00MM)(INCLUDING SAF. IMP.)	8.6
6807 000	NH 12-1(18)9	2	W YELLOWSTONE URBAN	RESURFACING – SEAL & COVER	0.8
6976 000	NH 62-2(20)12	4	S OF CULBERTSON-SOUTH	RESURFACING-ASPHALT (THIN LIFT <=60.00MM) (INCLUDING SAF. IMP.)	9.2
0920 001	STPP 78-2(9)30	5	ABSAROKEE-N & S	RECONSTRUCTION - WITHOUT ADDED CAPACITY	7.2
3927 000	ARRA 6905(2)	5	8 TH AVE-MAIN TO 9 TH -LAUREL	RECONSTRUCTION - WITHOUT ADDED CAPACITY	0.7
5786 000	IM 0002(804)	1	LOTHROP-BEARMOUTH STRUCTURES	MAJOR BRIDGE REHAB WITHOUT ADDED CAPACITY	
6714 000	STPX 6(15)	4	WATERSHED 16-WETLAND REPAIR	ENVIRONMENTAL	
2038 009	MT-ARRA 15(91)	1	KBP-AIRPORT RD TO FOYS LAKE RD	NEW CONSTRUCTION	
2038 010	ARRA 15(92)	4	KBP-FOYS LAKE RD TO US 2	RECONSTRUCTION – WITHOUT ADDED CAPACITY	
4481 000	ARRA-STPS 208-1	4	JCT US 191-WHITEWATER	RECONSTRUCTION - WITHOUT ADDED CAPACITY	9.5

For further information on upcoming projects, visit MDT's website at:
www.mdt.mt.gov/business/contracting/upcoming_prj.shtml

The State of Montana offers one stop vendor information at the following link:
<http://svc.mt.gov/gsd/onestop/SolicitationDefault.aspx>

This website contains information from all agencies that are soliciting a contract.
Check it out!

Don't forget, if you need any training or Supportive Services, contact Shannon at 444-7287.

Do you know someone who could be a DBE?

If they are a small business owned by a minority or a woman and have less than \$750,000 in personal net worth and less than \$22.41 million in sales averaged over the last 3 years, they may qualify! Tell them to contact Wendy Stewart, DBE Program Manager at 406-444-6337 or westewart@mt.gov for an application packet.

Welcome, Recently Certified DBEs!

Janet McGrath
McGrath Software Services
Software design and testing

Nancy Greenfield
Presentable Image Inc
Commercial Janitorial Services and Photography

Michael Weddel
Advanced Environmental Technology Inc
Environmental Services, ADA Restoration, Construction, Hazardous Waste Removal

Heath LaFromboise
Two Feathers LLC
Excavation

Pradeep Bansal
Jupiter Associates LLC
Book and Periodical Wholesaler

Carrie Pintar
Amazing Taxi
Taxi/Delivery Service

Trae Wilder
Big Sky C.A.D. Inc
Erosion Control, Site preparation, Landscaping

MDT Awarded contracts for August and DBE participation:

Prime	Location	Project	DBE Participation
LS JENSEN CONSTRUCTION & READY MIX	2002-RAMPS-ANACONDA INTCH	HSIP 90-4(51)208	0.00%
M A DEATLEY CONSTRUCTION INC	8 KM S OF POLSON – S	STPS 354-1(11)5	0.00%
PRINCE INC	DIAMOND RING – E & W	IM 94-4(81)154	1.78%
PRINCE INC	JUNCTION S-322 – SOUTH	ARRA 27-2(19)24	0.64%
SCHELLINGER CONST CO INC	2001-SFTY IMP-5 KM N KALISPELL	HSIP 292-1(4)3	0.00%
SCHELLINGER CONST CO INC	INDIAN PRAIRIE LOOP – N & S	NH 7-1(117)62	1.14%
UNITED MATERIALS OF GREAT FALLS	SIDEWALK PROGRAM-GTF PHASE 3	ARRA 5299(81)	0.00%

Average Participation

0.51%

Transportation Secretary Announces Recovery Assistance for Small and Disadvantaged Businesses

In late August, U.S. Transportation Secretary Ray LaHood announced \$20 million in recovery funds to create the DBE Bonding Assistance Program, an initiative that will help small and disadvantaged businesses better compete for work on transportation projects funded by the American Recovery and Reinvestment Act (ARRA).

Through this new program, which will be administered by the Department of Transportation's Office of Small and Disadvantaged Business Utilization (OSDBU), small and disadvantaged businesses can apply to be reimbursed for bonding premiums and fees incurred when competing for, or performing on, transportation infrastructure projects funded by ARRA. The program will be especially helpful for businesses with traditionally less working capital than larger contractors.



"The Obama Administration is committed to doing all it can to help DBE's realize the American dream and contribute to making our transportation systems even better," said Secretary LaHood. "These Recovery dollars will help level the playing field so these companies have the tools and resources they need to compete."

For further information regarding the BAP, contact OSDBU at U.S Department of Transportation, 1200 New Jersey Ave, S.E., Room W56-497, Washington, DC 20590. Telephone: 1-800-532-1169. Email: bap.arra@dot.gov.

Prospera Business Network Awarded \$750K Grant to establish Women's Business Center

Prospera Business Network and the Montana District Office of the U.S. Small Business Administration (SBA) announced today that the organization has been awarded a \$750,000 grant to establish the *Montana Women's Business Center*. The SBA funding is provided to economic development organizations that directly assist women in business.

"This new business assistance program will be a great resource for Montana's women in business," said SBA Montana District Director, Michelle Johnston. "The training and counseling provided by the Women's Business Center fills a gap in the existing business assistance resources available in Montana. We are delighted to see a Women's Business Center established in Montana," continued Johnston.

"We are grateful to our friends at the SBA for their support with this grant which will allow Prospera to expand the reach of its business consulting program," said Prospera's Board President, Jeff Burgard. "This new program will be a great addition to the existing entrepreneurial assistance resources offered by Prospera. It's being established at the right time to help women entrepreneurs get through this tough economy," added Burgard.

The Montana Women's Business Center will be part of a network of more than 75 centers nationwide providing management and technical assistance, comprehensive training and counseling on a vast array of topics to women entrepreneurs. Prospera was the only Montana-based organization awarded funding.

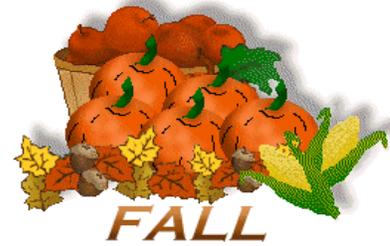
For more information, contact Peter Bertelsen at 406-587-3113 or pbertelsen@ProsperaBusinessNetwork.org.

MDT Civil Rights Bureau Directory

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WHAT'S NEW WITH YOU?

Inroads, the Montana DBE Newsletter, is your tool to gain new ideas, meet new people, network with other businesses, blow your own horn, and move your business down the road to success.

- *Have you or an associate won an award or been promoted?*
- *Do you have an idea for an article, or would you like to have your firm profiled in the newsletter?*
- *Do you want to show off your contracting handiwork?*
- *Do you want to hire an employee or buy/sell a business-related item?*

Let us know what's new! Send questions, comments, ideas, photos, and want-ads to: Wendy Stewart at westewart@mt.gov or call (406)444-6337.

Meetings, Workshops, and Training Opportunities

October

10/2 – Social Media 101 For Business, Great Falls, Montana State University – Great Falls, Room R277, 1 pm
How to leverage social media to benefit your business, learn about Twitter, Blogs, and LinkedIn and how they allow businesses to network, research customers and clients

10/7 – WNET, Bozeman, Bozeman Public Library, 626 E. Main, Noon – 1 pm, Program 1-1:30 pm Networking; Bring a brown bag lunch and business cards
*Financial and Estate Planning for Women with Marsha Goetting, Ph.D., CFP®, CFCS
Professor and Extension Family Economics Specialist
Department of Agricultural Economics and Economics,
Montana State University*

10/8 – Calling Forth a New Kind of Leadership, Bozeman, Montana State University – Bozeman, MSU Strand Union Ballroom, 7 pm
Sharon Daloz Parks, PhD shares her views on leaders and that leaders are not necessarily born, but can be formed gradually, through deliberate effort

10/14 – Small Business Development Expo, Great Falls, Holiday Inn, 7:30 am to 4 pm
*Informational workshops and networking experience for the small businesses and entrepreneurs in Montana.
\$75 registration, cost is \$100 after September 30.*

10/15 – Montana West Economic Development Annual Meeting and Dinner, Kalispell, Hilton Garden Inn, 1 pm
*Annual dinner and meeting for Montana West Economic Development and networking opportunities
\$40 for dinner*

10/16 – MSU College of Business Management Institute, Bozeman, Riverside Country Club, 8 am – 4:30 pm
*“Conflict to Collaboration: Managing People, Not Problems”
Examine the interpersonal sources of conflict, such as differences in emotional intelligence, perceptions, personal experiences and generation gaps.*

10/23 -24 – Women's Expo, Helena, Lewis and Clark County Fairgrounds, Friday 1 – 7 pm and Saturday 10 am – 5 pm
The Expo will provide an entertaining and educational event for area women and to offer businesses the opportunity to increase awareness of their products and services.

