



**Business
Opportunity &
Workforce
Development**

Success Stories

Creating Successful Opportunities in Business

May 2009

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BOWD ‘Diamond Awards’ Honor DBEs

More than 250 representatives from small, minority, and women-owned firms attended the North Carolina Department of Transportation’s 2009 Transportation Conference on Tuesday, Feb. 10. During the conference, the Business Opportunity & Workforce Development (BOWD) division presented its inaugural ‘Diamond Awards’ and luncheon program. Eight organizations were recognized for their impact on increasing the success of NCDOT’s diverse business programs and exemplifying the spirit of the program. “We are excited and thrilled to recognize these organizations for their outstanding achievements,” said Shelton Russell, BOWD



NCDOT Chief Operating Officer Jim Trogdon, P.E., addresses the 2009 NCDOT Transportation Conference participants.

director. “We look forward to continuing our work with these organizations to accomplish the goal of creating opportunities for all types of businesses to work on NCDOT projects and procurements.” The Diamond Awards were established to reward exceptional efforts by all stakeholders in NCDOT programs to develop small, minority, and women-owned businesses. [See Award Winners, Page 3]

North Carolina DBEs Complete Executive Management Training

Twenty-two DBE firms completed classes during the third annual session of the Executive Management program—sponsored by NCDOT-BOWD, the North Carolina Institute of Minority Economic Development, and the University of North Carolina at Chapel Hill Kenan-Flagler Business School.

Participants in the program receive practical instruction from Kenan-Flagler professors, as well as from consultants and professionals engaged in business growth and development. The Executive Management [See DBE, Page 2]

“Success Stories”

Welcome to the first issue of the North Carolina Department of Transportation’s Business Opportunity & Workforce Development (BOWD) “Success

Stories” newsletter. We’re excited

about this new endeavor and plan to use this publication to share new and exciting business development

opportunities and successful outcomes on bids,

contracts, training programs and significant milestones

that our DBEs and contracting partners achieve. Stay

tuned to receive an electronic version of “Success

Stories” each month to keep you informed on ways to

grow and develop your business. Visit online at

www.NCBOWD.com and share your success with us too.



*Mr. Shelton Russell
BOWD Director*



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NCDOT Hosts 4th Transportation Conference at McKimmon Center

More than 250 guests attended the 4th Annual Transportation Conference which was held on Feb. 10, 2009, at the McKimmon Center at North Carolina State University in Raleigh, N.C. The theme for the Conference, "Making the Connection: Transportation...the Economy... Small Business," encouraged understanding of the impact transportation has on the nation's economy, thereby impacting our nation's small businesses. By making this connection, small businesses can strategically position themselves for growth in the current economic climate and the future. The conference was geared to help small businesses and DBEs by presenting timely information and networking opportunities to build future business relationships.

Speakers for the event included: Owen Burney, president of Burney & Burney Construction Company, Inc.; Julie A. Cunningham, president/CEO of the Conference of Minority Transportation Officials (COMTO); Andrea L. Harris, president of N.C. Institute of Minority Economic Development; H.A. "Burt" Tasaico, P.E., Financial Management Division State Program Analyst Engineer; Gloria Shealey, president/CEO of The Daniele Company; and Lee Cornelison, CPA, U.S. Small Business Administration.

The program transitioned into breakout sessions consisting of a series of targeted workshops that provided firms attending the conference with real-world experience from industry leaders and decision-makers in the North Carolina transportation arena. Workshop topics focusing on business development and management included "On the Horizon," which provided information on upcoming projects in 2009 and discussed the purchasing processes within each agency in order for the firms to prepare and maximize its participation in the projects. Presenting agencies included Public Transportation, Highways and NC Turnpike Authority, NCDOT-BOWD Goods and Services/Supplier Diversity Division, and NCDOT-BOWD Engineering Services.

The event concluded with the annual business expo, where program participants were able to have in-depth discussions with both public and private agencies focused on developing and growing business partnerships. The final breakout session consisted of workshops which provided pertinent information on the DBE and HUB programs where panelists discussed upcoming changes within the certification process and the value it adds to the contracting industry.



NCDOT 2009 Transportation Conference Presenters



NCDOT-BOWD and MEEI Executive Management program participants completed business training courses that focused on leadership and entrepreneurial skills.

DBE Executive Management

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program aims to build business capacity through the enhancement of strategic management techniques and business leadership skills. The participants also benefit from the opportunity to collaborate and network with other business owners to share creative ideas, best practices, and strategies for future business success. The program targets emerging disadvantaged firms that have been in business at least two years; have sales in excess of \$300,000; are positioned for growth in the highway construction and related industries; and have successful track records. For more information about the program, contact BOWD Director Shelton Russell at (919) 508-1808.



2009 NCDOT-BOWD 'Diamond Award' Winners

Pictured below, NCDOT Deputy Secretary Anthony Roper presents the 'Diamond Award' to recipients.



**Facility Design Section,
Division of General Services (FDCM)**
NCDOT Diversity Advocate Award



KO & Associates
Prime Architectural & Engineering Firm Award



Covenant Trucking Company
Minority Business Enterprise Award



Blythe Construction Inc.
Prime Contractor Award



Atlantic Contracting Company
Women Business Enterprise Award



Carolina Care Enterprises
Historically Underutilized Business Award



Simpson Engineers & Associates, PC
Small Architectural and Engineering Firm Award



Members of the 2009 NCDOT Transportation Conference Planning Committee pose together at the McKimmon Center fountain on the campus of North Carolina State University.



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