



Disadvantaged Business Enterprise (DBE) Program Office Newsletter

Second Quarter 2019

THIS ISSUE WILL FEATURE:

- SEPTA DBE Program Office Outreach Summaries
 - Workshop Recap
 - Temple SBDU Procurement Discussion Panel
 - SAME Philly Small Business Conference Recap
 - Philadelphia Small Business Expo Recap
 - Inner City Capital Connections (ICCC) Philadelphia Kick-off Breakfast Recap
- Links to SEPTA ePS and SEPTA Business Opportunities
- Frequently Asked Questions
- Links to our Small Business partner network
- New Team Members
- Newly Certified DBEs

CONTACT US:

Reach us by phone at
(215) 580-7278

Send questions and comments to
dbeprogram@septa.org

OUTREACH SEASON IS UNDERWAY

WORKSHOP RECAP – SEPTA's DBE Program Office hosted a "Doing Business with PhilaPort" business development and networking workshop on Tuesday, March 12. Kate Bailey, Director of Procurement, PhilaPort, presented an informative video and slideshow walking attendees through PhilaPort's procurement processes. Kate also displayed how to access PhilaPort's procurement website and how to respond to advertised Requests for Proposals and bids. Kate encouraged all prospective proposers and bidders to contact PhilaPort's procurement office directly to ask questions. Contact the Procurement department at procurement@philaport.com or by calling (215) 426-2600.

The following agency members addressed attendees regarding their service offerings:

- Maureen Herczeg, Financial Analyst & Procurement Specialist, Temple University Small Business Development Center (SBDC), introduced herself and apprised attendees about her role within her department. Temple's SBDC offers small business owners and entrepreneurs training, workshops and other resources for growth and learning.
- Brian Ranck, Senior Loan Officer, Entrepreneur Works attended and gave a brief description of Entrepreneur Works and its loan services. Entrepreneur Works specializes in microloans as low as \$500 up to \$50,000 for small businesses in the City and the five county region surrounding Philadelphia.
- Nathan McCann, Vice President of Community Lending for Community First Fund was also in attendance and regaled the audience with his company's loan program to support development and economic growth in Philadelphia's Kensington neighborhood.



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TEMPLE SUPPLIER DIVERSITY FAIR

– Temple’s SBDC held a Supplier Diversity Fair on Monday, March 18, 2019 at Temple’s Center City building, bringing in over one dozen resource partners and procurement opportunity providers like the Philadelphia School District and SEPTA. Attendees were able to connect directly to each agency’s certification and procuring units and ask questions about bidding on work opportunities. SEPTA’s DBE Program Office was represented by Tiffany King, Senior DBE Specialist, and DBE Specialists Nathan Heitzman and Nick Esposito. For more information and future events regarding Temple’s SBDC, visit <https://www.fox.temple.edu/institutes-and-centers/small-business-development-center/>



SOCIETY OF AMERICAN MILITARY ENGINEERS (SAME) PHILADELPHIA POST SMALL BUSINESS CONFERENCE

– SAME Philadelphia Post held a small business conference on Friday, March 8. Diane McCarthy, Contract Administrator, SEPTA Procurement, and SEPTA DBE Specialists Nathan Heitzman and Nick Esposito exhibited and interfaced with attendees. SEPTA answered questions about how to get DBE and SBE certified as well as gave recommendations as to how attendees’ firms can do business with SEPTA. The event featured a lunchtime panel discussion addressing “Lowest Price Technical

Alternative versus Best Value [in procurement]” directly followed by One-on-One networking sessions between attendees and large businesses/agencies. For more information and future events regarding SAME’s Philadelphia Post, visit <https://www.same.org/philadelphia>



INNER CITY CAPITAL CONNECTIONS (ICCC) PHILADELPHIA KICK-OFF BREAKFAST

– On Tuesday, February 19th the SEPTA DBE Program Office attended the Philadelphia Kick-off Breakfast for the Inner City Capital Connections (ICCC) Program of The Initiative for a Competitive Inner City (ICIC) hosted by Duane Morris LLP. SEPTA is a nominating partner for the ICCC, which is a tuition-free executive education program that helps small- and medium-sized businesses in economically-distressed areas build capacity for long-term success. The program provides three critical elements for sustainable growth: capacity-building education, coaching, and connections to capital and capital providers.

Since 2014, the program has helped over **312 businesses** in Philadelphia create **711 jobs** and raise **\$195.5M in capital**. Nationwide, ICCC has helped over 2,200 businesses average **160% revenue growth, create 19,907 jobs,** and raise **\$1.92 billion in capital**.

SEPTA has nominated certified DBEs that meet the basic criteria for participation in the 2019 program, which starts on **Wednesday, May 22nd**. To learn more about the program, go to <http://icic.org/urban-business-initiatives/inner-city-capital-connections>

PHILADELPHIA SMALL BUSINESS EXPO

The Show Producers organized a Philadelphia Small Business Expo on Friday, April 12 at the Loews Philadelphia Hotel. Bryant Vaders, Senior Procurement Officer, Robert Price, Manager of Materials Management and Peter Chung, Contract Administrator, represented SEPTA Procurement. In addition, Wilhelmenia Anderson, DBE Data/ Reports Coordinator, Ray Boyd, DBE Administrator, Ileana Garcia, Data Analyst, Senior DBE Specialist Tiffany King and SEPTA DBE Specialists Horace McDonald, Katie Capoferri, Nathan Heitzman and Nick Esposito each staffed SEPTA's exhibition table and interfaced with attendees. SEPTA answered questions about how to get DBE and SBE certified as well as gave recommendations as to how attendees' firms can do business with SEPTA. Attendees were surprised to see SEPTA take part in the small business expo, until our staff spoke about how SEPTA is one of the largest consumers of goods and services in the Philadelphia Metropolitan Region. The event featured several talks on how to optimize your small business' growth in separate gathering spaces outside of the main exhibition floor. For more information and future Small Business Expos, visit <https://www.thesmallsbusinessexpo.com/>



ePS Instructions Link: <http://septa.org/business/eps/pdf/register-instructions.pdf>

ePS Registration Link: <https://epsadmin.septa.org/vendor/register/>

SEPTA \$25,001 - \$100,000 Quote Listings:
<http://septa.org/business/quote/index.shtml>

SEPTA Over \$100,000 Bid/RFP Opportunities Links:
<http://septa.org/business/bid/100k/>

FAQ

Q: What is the renewal deadline for my firm's Annual Affidavit?

A: Your DBE certification renewal date is your firm's certification anniversary date. Example: If your firm's certification date is April 18, 2019 (found on your firm's initial certification approval letter) then you need to submit your annual affidavit by this date.

Q: What steps do I need to take to access my firm record on the PA UCP website?

A: Questions regarding your PA UCP Logon, user name and/or password, should be directed to PennDOT's IT Service Desk at (717) 783-8330, or Toll free at (855) 783-8330. You may also follow the instructions as detailed on the following webpage: <https://www.dotsbe.pa.gov/PAUCPWeb/paucp/registrationOptions.do>

FIRMS APPROVED DBE CERTIFICATION DURING THIS QUARTER:

ACK CONTRACTING, LLC	SLADE LAND USE, ENVIRONMENTAL & TRANSPORTATION PLANNING, LLC
ARIDAI CONSULTING, LLC	
H & H HOSPITALITY, LLC	SUMSAR CONSTRUCTION, LLC
JEEZNY SOURCING, LLC	UPSTATE STEEL, INC
MILLIGAN GROUP, LLC	
NEXTVIEW MANAGEMENT CONSULTING, LLC	

NEW TEAM MEMBERS:



Horace McDonald and Wilhelmenia Anderson

SMALL BUSINESS SUPPORT PARTNERS:

United States Department of Transportation DBE Webpages: <https://www.transportation.gov/civil-rights/disadvantaged-business-enterprise/ready-apply>

United States Small Business Administration Philadelphia District Office: <https://www.sba.gov/offices/district/pa/king-of-prussia>

African American Chamber of Commerce of PA, NJ and DE - <https://aachamber.com/>

Asian American Chamber of Commerce of Greater Philadelphia - <http://www.asianchamberphila.org/>

Greater Philadelphia Hispanic Chamber of Commerce - <http://www.philahispanicchamber.org/>

The Enterprise Center - <http://www.theenterprisecenter.com/>

Temple Small Business Development Center - <https://www.fox.temple.edu/institutes-and-centers/small-business-development-center/>

Cheyney University's Small Business Support Programs - <https://cheyney.edu/resources/penn-dot/>

Independence Business Alliance, Greater Philadelphia's LGBT Chamber of Commerce - <https://www.thinkiba.com/>