MISSION 360°
A complete approach for DBE business growth

E-NEWSLETTER

April 2007

Rhode Island Department of Transportation Supportive Services

Off to the Right Start

Welcome to the first edition of Mission 360° eNewsletter. Created to support the DBE community, this email is full of information and helpful tips on working with the Rhode Island Department of Transportation (RIDOT) and growing your business.

Mission 360° is off to a fast start! The team has already met with over 15 DBEs over the past few months, and more meetings are scheduled in the coming weeks. The meetings have been helpful and allowed us to become more familiar with the range of services that the DBE community offers. Already, we have helped several DBEs identify business opportunities, create business plans and marketing materials, learn accounting systems, and provided support through the business loan process. If you'd like to schedule a meeting with us, please use the form above to email the Mission 360° team.

We've designed this monthly eNewsletter to stay in touch with you, and to keep you informed of news and events. We invite you to use this email to stay connected with the Mission 360° team.

Until next month,
The Mission 360° Team

Questions or comments?

Send us an email by using the form below.

Submit

If you do not receive a confirmation page after clicking submit, please click here.

In the Spotlight

Michael & Tonya Harris

Established in 2005, Tonya's Trucking provides residential, commercial & Industrial hauling. The Mission 360° team met with Michael & Tonya Harris in February to learn more about the business. Michael and Tonya requested support through the loan process to purchase a second truck. The team sprung into action, helped them formulate their business plan, supported them through the loan process, and helped them with their marketing materials. The team is happy to report that Michael and Tonya picked up their second truck on March 28th, just in time for the busy season.

For more information about Tonya's Trucking, email tonyastrucking@cox.net today.

Marketing Tip	Bid Tip	Accounting Tip
Locate companies that need and buy your product or services. Determine who the best contact is and introduce yourself! Remember, first impressions are lasting impressions. Project a professional image, from your first call to the appearance of your business cards & sales material. Don't leave without asking for the business.	**Use the Bidders List to identify prime contractors you can partner with, or supply for.** The most successful suppliers of material, equipment or skills seek out and introduce themselves to whoever is awarded the project. Be sure to check the Bidders List frequently.	**Since accounting is at the core of any business process, it's important to give it proper attention.** Either purchase accounting software (such as QuickBooks or Peachtree) or outsource this function to a bookkeeper. This will not only allow you to keep track of your receipts & expenditures, but will allow you to create quality financial reports to grow your business.

Apparent Low Bidders

This section will highlight the low bidders for active RIDOT bids. To keep up to date with bid details and to see bid comparison reports, visit: www.dot.state.ri.us/contracting and click Bid Tabulation in the left navigation bar.

Contract #	Bid Opening Date	Contract Description	Low Bidder	Bid Amount
2007-CB-022	3/9/2007	Sakonnet River Bridge No. 250 - Emergency Repairs II	Barletta	$421,787.00
2007-CL-001	3/9/07	Landscape Improvements Relocated Route 403 - stage 1 Contract 2	Central Nurseries Inc.	$904,421.00
2007-CT-018	3/16/07	STC Signal Installations, Tiverton & Statewide Drainage, Portsmouth	Best Electric Co.	$105,914.45

Tentative Project Letting April through June 2007 (Pending Appropriate Funding)

Below is the list of upcoming contracts through June, 2007. To keep up to date with bidding opportunities, visit: www.dot.state.ri.us/contracting/bids

Tentative RIC #	Project	Tentative Advertise Date	Engineer's Estimate
2007-CR-011	2007 Crack Sealing North & East	April 2007	$250,000
2007-CR-013	2007 Crack Sealing South & Central	April 2007	$250,000
2007-CB-010	Sakonnet River Bridge - Shearman Building Demo	April 2007	$600,000
2007-CT-016	2007 Statewide Pavement Striping - Limiting Access	April 2007	$1,350,000
2007-CT-017	2007 Statewide Pavement Striping - North	April 2007	$2,750,000
2007-CR-012	Rubberized Asphalt Chip Sealing	April 2007	$1,000,000
2007-CL-003	Route 146/Route 116 Landscape Project	April 2007	$518,000
2007-CT-019	2007 Statewide Pavement Striping - East Bay	April 2007	$1,600,000
2007-CH-023	Improvements to Warwick Neck Ave	May 2007	$1,700,000
2007-CB-030	Wanskuck & Hawkins Street Bridges #428 & 429	May 2007	$3,350,000
2007-CT-033	High Hazard Intersections - Wampanoag Trail	May 2007	$2,450,000
2007-CB-020	Rehabilitation of Main Street and School Street Bridge	May 2007	$7,950,000
	Hartford Avenue Drainage	May 2007	$1,568,000
2007-CI-032	Warwick Intermodal Baylis O&M Remdiation	May 2007	$450,000
2007-CT-035	Signal Optimization 2007	May 2007	$1,500,000
	Coventry Greenway Bikepath - East (WSB Facility C-5)	May 2007	$1,400,000
2007-CH-024	ADA Impr. - Block Island Sidewalks & Bridgegate Square	May 2007	$2,200,000
2007-CE-002	Station Park Interim Landscape Project	May 2007	$300,000
2007-CB-031	Phase III Imps to Jamestown Verrazano Bridge	June 2007	$3,800,000
	Route 146 Guardrail	June 2007	$1,500,000
	Peacedale Stone Arch - Interim Repairs	June 2007	$300,000
	1r/Arterial Impr. To Elmwood Ave. (C-1)	June 2007	$3,400,000
	I-195 Relocation - Contracts 10 & 11	June 2007	$65,000,000
	Improvements to Route 44 - Contract 3D (Detention Basin)	June 2007	$2,000,000
2007-CT-034	STC Signal Installations - Cranston	June 2007	$225,000