



## On-Line Action

Recently, while browsing the web for information about small business development we came across the SBA's Minnesota District Office website. Packed with information about business establishment it also features some great on-line business development options. Below is a sampling:

**PRO-Net** PRO-Net is a free on-line directory of small businesses seeking to do business with Government agencies and corporations. Small businesses register themselves on-line - no paper forms to complete! When registering, small businesses receive a user ID and password and can update their records at any time. Buyers looking for small business sources can search the data base using various criteria: ownership type, commodity or service, geographic location, etc.

**TECH-Net** TECH-Net is an electronic gateway of technology information and resources for and about small high tech businesses. It is a search engine for researchers, scientists, state, federal and local government officials, a marketing tool for small firms and a potential "link" to investment opportunities for investors and other sources of capital.

**SUB-Net** Prime contractors will use SUB-Net to post subcontracting opportunities. These may or may not be reserved for small business, and they may include either solicitations or other notices - for example, notices of sources sought for teaming partners and subcontractors on future contracts. Small businesses can review this web site to identify opportunities in their areas of expertise. While the web site is designed primarily as a place for large businesses to post solicitations and notices, it can also be used by Federal agencies, state and local Governments, non-profit organizations, colleges and universities, and even small businesses for the same purpose.

**TradeNet U.S. Export Advisor** First time exporters as well as seasoned international traders need more from their government. Frequently, businesses must interact with several government agencies to complete a single task. The interaction is often uncoordinated and cumbersome, resulting in several rounds of inquiries and frequent routings from one government agency to another. TradeNet's Export Advisor, therefore, was created to provide a one-stop access point to government for exporting.

## Featured DBE

### Soaring in the Twin Cities

Beatriz Mendez-Plansky launched her business, M-P Consultants in 1995 while living in Boston. In 1996 she relocated to the Twin Cities and her business began to soar.

In Minnesota her company has been able to secure contracts on many projects. Mendez-Plansky notes that she enjoys working on large projects, such as the light rail, because she is able to interact and network with a variety of consultants, thereby expanding her client base.

Owning her own business has a number of advantages for Mendez - Plansky and at the top of that list is the flexibility it provides to address family needs.

M-P Consultants provides electrical engineering design, power distribution, interior/exterior lighting design, fire/security system design, and engineering services during construction. Over the next 5 years Mendez-Plansky plans to add more employees and expand into larger office facilities.

M-P Consultants can be reached at **952-595-8676** or **Beatriz@mpcons.com**

**ACE-Net** Are you a small, growing company looking for investors? Check out the Angel Capital Electronic Network, ACE-Net, the Internet-based network sponsored by the SBA's Office of Advocacy that gives new options to both small companies looking for investors and investors looking for promising opportunities. For additional information, see The Process and Analysis Behind ACE-Net.

Visit the site at: <http://www.sba.gov/mn/index6.html>

## Breakdown of DBE participation by Race and Gender

Contract Value	Percent Paid-to-date	
	Minorities	Females
<b>O'Brien Kreitzberg</b> (1)Overall Total: \$14,411,331 (2)Expended to Date: \$7,816,524	7.5% 13.9%	4.8% 8.8%
<b>Marsh (OCIP)</b> (1)Overall Total: \$545,000 (2)Expended to Date: \$305,000	0.7% 1.2%	13.3% 23.8%
<b>HPO *</b> (1)Overall Total: \$36,054,310 (2)Expended to Date: \$27,793,713	2.4% 3.1%	0.4% 0.5%
<b>MnTC</b> (1)Overall Total: \$305,552,764 (2)Expended to Date: \$156,564,211	4.3% 8.4%	3.3% 6.4%

\* Figures do not include \$8,418,757 in contract dollars paid to Parsons Brinckerhoff Quade from original LRT contract. Records reflect that \$252,599 in DBE dollars were expended but not tracked because MnDOT's DBE program was inactive at the time. Also, figures exclude \$59,081,182 in contract dollars expended for ROW, Cooperative Agreements and other direct costs since those items do not lend themselves to DBE participation.

- (1) Calculates percentage based upon dollars expended vs. total contract value  
 (2) Calculates percentage based upon dollars expended vs. contract dollars paid to-date (actuals)

## Contacts

### For further information on DBE opportunities:

Dick Kline, *MnTC EEO Officer* 612-343-9880  
 Pat Mosites, *MAC Project Manager* 612-713-7499  
 Johnnie Burns, *MnDOT* 651-296-7259

### For DBE Certification information:

Anita Bellant, *MAC* 612-726-8196  
 Pat Calder, *Metropolitan Council* 612-349-7463  
 Johnnie Burns, *MnDOT* 651-296-7259

### For information on association membership/partnership:

Diane Holte, *Assoc. of Women Contractors*  
 651-481-7939

Francis Onwuala,  
*Ntl. Assoc. of Minority Contractors*  
 952-928-4667

George Jacobson,  
*Metropolitan Economic Development Assoc.*  
 612-332-6332

Richard Antell,  
*MN American Indian Cham. of Comm.*  
 612-870-4533

Val Vargas, *Hispanic Cham. of Comm. MN*  
 612-729-1138

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## Annual Small and Disadvantaged Business Opportunity Council Procurement Fair

**October 22, 2002 • 8:00 a.m. - 3:00 p.m.**  
 Bishop Henry Whipple Federal Building, Fort Snelling

### Workshops include:

- Veterans Entrepreneurship Program • Contract Financing
- How to Market/Sell to Large Corporations
- Doing Business with the Metropolitan Council

To register -email-[minneapolis.mn@sba.gov](mailto:minneapolis.mn@sba.gov) or 612-370-2324

Contractors/Consultants	Total Contract Amount	Total Paid to Date	DBE Paid to Date	(1) DBE % Actual to Date	(2) DBE % Total Contract Value	Target DBE % Goal
Minnesota Transit Constructors (MnTC)	305,552,764	156,564,211	23,199,356	14.82%	7.59%	15%
Other Contractors	4,519,425	4,549,655	692,091	15.21%	15.31%	15%
O'Brien Kreitzberg (OBK) (3)	14,411,331	7,816,524	1,769,748	22.64%	12.28%	15%
Marsh	545,000	305,000	76,281	25.01%	14.00%	5%
Other Consultants	39,953,642	31,662,815	720,851	2.28%	1.80%	15%
<b>SUB-TOTAL:</b>	<b>364,982,162</b>	<b>200,898,205</b>	<b>26,458,327</b>	<b>13.17%</b>	<b>7.25%</b>	
Other Commitments *	59,081,182	58,357,324	N/A	N/A	N/A	N/A
<b>TOTAL:</b>	<b>424,063,344</b>	<b>259,255,529</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>

\* ROW, Cooperative Agreements, Other Direct Costs, etc. (1) Calculates DBE percentage based upon DBE dollars expended vs. contract dollars paid to-date (actuals).  
 (2) Calculates DBE percentage based upon DBE dollars expended vs. total contract value.