

April 08, 2011

SBDE Newsletter

Below you will find information regarding upcoming bids and opportunities from:

• **DRPA/PATCO**

• **School District of Philadelphia**

GPHCC encourages qualified vendors to pursue these opportunities and to call on us should you believe we can be of help in the process. Also, let us know if you bid so that we can check in with the DRPA/PATCO and the SDP to track our members' accomplishments.

DRPA/PATCO

CONSTRUCTION MONITORING SERVICES FOR

CONTRACT NO. PATCO-48-2011

PATCO ESCALATOR REPLACEMENTS AT WOODCREST, 12TH-13TH & LOCUST, AND 15TH-16TH & LOCUST STATIONS

SHORT-LISTED FIRMS

Mr. Charles R. Norrish, III, P.E., Vice President
Gannett Fleming, Inc.
Atrium I - Suite 300
1000 Atrium Way
Mount Laurel, NJ 08054
Phone: 856-802-9930

Mr. Bruno Fiorentino, P.E.
Vice President
Burns Engineering, Inc.
1835 Market Street, Suite 300
Philadelphia, PA 19103
Phone: 215-979-7700

DELAWARE RIVER PORT AUTHORITY

CONTRACT NO. BR-14-2011

BETSY ROSS BRIDGE

ADMINISTRATION BUILDING CONCRETE REPAIRS

ADVERTISEMENT FOR BIDS

Sealed Bids for Contract No. BR-14-2011, Betsy Ross Bridge Administration Building Concrete Repairs will be received during normal business hours at the office of the Director of Engineering/Chief Engineer, Delaware River Port Authority, One Port Center, Seventh Floor, 2 Riverside Drive, Camden, New Jersey 08101, until 2:30 p.m., local time, May 17, 2011 and immediately taken to the Engineering Conference Room and publicly opened and read.

The work to be completed under this contract consists of replacing the existing concrete slab and floor joists at the entrance to the Administration building. The approximate slab removal area is 325 square feet. The building is located in Pennsauken Township, Camden County, New Jersey. The construction contract includes demolition, CIP concrete, removal and reinstallation of the automatic doors and replacement tile with resinous flooring.

A complete description of the work and full information for Contract Bidders is given in the Contract Documents. Copies of the Contract Documents may be obtained by prospective bidders at the office of the Authority, Division of Engineering, One Port Center, Seventh Floor, 2 Riverside Drive, Camden, New Jersey 08101, beginning April 12, 2011, weekdays from 8:30 a.m. through 12:00 p.m. and 1:00 p.m. through 4:00 p.m. A payment of \$200.00 by check or money order, made payable to the Delaware River Port Authority, will be required for each set of Contract Documents. Once purchased, no refunds will be issued, even to firms submitting bids. Contract Documents cannot be ordered nor delivered by mail.

The Delaware River Port Authority is firmly committed to providing full and equal business opportunities to all persons regardless of race, color, religion, gender, national origin, age or non-job related disability. In

that regard, the Delaware River Port Authority will affirmatively assure that minority and female-owned business enterprises are afforded equal opportunities to submit bids for consideration for all purchases and contracts issued in connection with this project. Prospective bidders should understand that the participation of certified MBEs and WBEs is a matter of great interest in the evaluation of all proposals. To that end, the DRPA has established MBE and WBE goals for this project. MBE and WBE team members must be named, and commitment levels must be noted at the time the bid is submitted.

A mandatory Pre-Bid Meeting will be held starting at 1:00 pm, local time on April 26, 2011 in the 7th floor west conference room of One Port Center, 2 Riverside Drive, Camden, NJ 08101. Immediately following the Pre-Bid meeting a mandatory site visit will be made to the project location. All bidders shall be expected to completely and thoroughly examine all Contract Documents to become fully aware of the project scope and requirements prior to submitting a bid.

The Authority will consider only those bids received from parties who have obtained Contract Documents directly from the Authority. Contract Documents are not transferable to other parties for bidding purposes. Bids received from firms whose names are not recorded by the Authority as having secured documents for this Contract will be rejected.

DELAWARE RIVER PORT AUTHORITY
By: Michael P. Venuto, P.E., P.L.S.
Director of Engineering/Chief Engineer
Phone: 856-968-2062

DELAWARE RIVER PORT AUTHORITY

REQUEST FOR QUALIFICATIONS

ENGINEERING SERVICES FOR YEAR 2012 BIENNIAL INSPECTIONS

The Delaware River Port Authority (Authority) hereby invites professional consulting engineering firms to submit a Statement of Qualification for performing the Biennial Inspection of its facilities. The Scope of Work will include performing a detailed inspection of all aspects of the various facilities, preparing an evaluation of the condition of the facilities, ratings and preparing a detailed report of the findings. Work will also include providing recommendations for required maintenance and repair work, along with cost estimates for the work.

It is the Authority's desire to engage separate consultants for the following facilities:

1. Benjamin Franklin Bridge (suspension bridge),
2. Walt Whitman Bridge (suspension bridge),
3. Betsy Ross Bridge (continuous through truss),
4. Commodore Barry Bridge (cantilever truss bridge),
5. Philadelphia-Lindenwold High Speed Mass Transit Line (PATCO).

These inspections will include roadways, bridges, underwater inspection and ancillary facilities under the jurisdiction of the Authority. It is anticipated that inspection work will begin by March of 2012 and that all inspection work will be completed and Draft Report submitted by October 1, 2012 and a Final Report completed by December 31, 2012.

Firms must demonstrate the appropriate capabilities and expertise necessary to complete the inspection (s) and firms submitting Statements of Qualifications shall clearly indicate the desired facility(ies) for which the consultant would like to be considered (i.e. Benjamin Franklin Bridge, PATCO, etc.).

Six (6) copies of the written Statements of Qualifications (five (5) pages maximum) and U.S. Government Forms SF330 (total submission 20 pages maximum including maximum of 5 key personnel resumes) must be received by the Authority no later than 4:00 p.m. on April 28, 2011. A consultant expressing an interest in the PATCO facility shall submit a separate Statements of Qualifications for PATCO. A consultant interested in any of the 4 bridge facilities shall submit one (1) Statements of Qualifications and identify on the cover, each facility they wish to be considered for. The Statements of Qualifications shall be addressed to Mr. Michael P. Venuto, P.E., P.L.S., Director of Engineering/Chief Engineer, Delaware River Port Authority, One Port Center, 2 Riverside Drive, Camden, New Jersey 08101. The Statement shall describe the firm's qualifications for the inspection(s) desired and shall briefly describe similar type projects successfully

completed by the firm. The mailing envelope containing the Statement of Qualifications shall be labeled, "Year 2012 Biennial Inspections" with the name(s) of the desired inspection facility(ies). The Statement of Qualifications will be used by the Authority to establish a short list of consultants to receive a Request For Proposal for one or more of the facilities.

The Delaware River Port Authority is firmly committed to providing full and equal business opportunities to all persons regardless of race, color, religion, gender, national origin, age or non-job related disability. In that regard, the Delaware River Port Authority will affirmatively assure that minority and female-owned business enterprises are afforded equal opportunities to submit bids and/or proposals for consideration for all purchases and contracts issued in connection with this project. Prospective proposers should understand that the participation of certified MBEs and WBEs is a matter of great interest in the evaluation of all proposals. To that end, the DRPA has established MBE and WBE goals for this project. Proposers are not expected to name their MBE and WBE team members at the time they submit the Statement of Qualifications.

The public advertisement constitutes the Delaware River Port Authority's formal solicitation to determine the interest of qualified professional consulting firms in the aforementioned project.

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**DELAWARE RIVER PORT AUTHORITY
OF PENNSYLVANIA AND NEW JERSEY
FINANCE DIVISION
ADVERTISEMENT FOR BIDS**

Sealed bids are solicited for the following Purchase:

RFB NO.	ITEM	DATE OF BID OPENING
B0005864	Two (2) Year Contract For Solid Waste / Non- Hazardous Disposal Service for the DRPA Bridge Facilities	Tuesday, April 26, 2011 @ 11:00 AM

The Specifications, Bid Documents and related bidding instructions may be obtained on or after Tuesday, April 5, 2011 from the Purchasing Office, Finance Division, Delaware River Port Authority, One Port Center, 2 Riverside Drive, PO Box 1949, Camden, NJ 08101. Telephone (856) 968-2184 or (215) 218-3750. Sealed bids for said Request For Bids will be received until the time and date specified at which time they will be publicly opened and read.

The Delaware River Port Authority reserves the right to reject any or all bids and make an award to the qualified bidder deemed to be in the best interest of the Delaware River Port Authority. The DRPA is firmly committed to providing equal employment and business opportunities for all persons without regard to race, color, religion, sex, age, national origin, or non-job related disability. In that regard, the DRPA will affirmatively assure that, in regard to any DRPA agreement contract or subcontract entered into pursuant to this matter, qualified and certified minority business enterprises (MBEs), women business enterprises (WBEs) and (VOBs) veteran owned business enterprise will be afforded full opportunity to submit bids and will not be discriminated against on grounds of race, color, religion, sex, national origin, age or non-job related disability in consideration for an award. Prospective bidders should understand that the participation of qualified and certified MBEs, WBEs and VOBs is a matter of great interest in the evaluation of all bids.

School District of Philadelphia

Dear Vendor:

SEALED PROPOSALS will be received in the Office of Procurement Services, 3rd Floor, 440 N. Broad Street, Philadelphia, PA until 11:00 a.m. prevailing time on Tuesday, April 26, 2011 for Bid # A11-37004, BPA: 100% Fruit Juice and Waters as per specifications on file in the Office of Procurement Services. A pre-bid conference will be held at the time and location specified in the bid document. Attendance at the pre-bid conference is MANDATORY.

The School District of Philadelphia reserves the right to accept or reject any and all bids, and to accept or reject any part of a bid, as may be in the public interest.
Please note that all bids/RFPs must be mailed or hand delivered to the School District of Philadelphia as per the instructions in the bid document. Bids may NOT be submitted via the Internet, e-mail or facsimile.
IF YOU WISH TO RECEIVE A BID PACKET FOR THE ABOVE CONTRACT, EITHER CLICK
<http://www.phila.k12.pa.us/offices/procurement/bidschedule/advertisedbids.htm> OR OBTAIN IT AT OFFICE OF PROCUREMENT SERVICES, THIRD FLOOR – EDUCATION CENTER. BIDS WILL NOT BE MAILED FROM OUR OFFICE.

The School District of Philadelphia
Office of Procurement Services
Education Center – 3rd Floor
440 N. Broad Street
Philadelphia, PA 19130
(215) 400-5368
(215) 400-4381 (Fax)
www.phila.k12.pa.us/offices/procurement
bids@phila.k12.pa.us

EVENTS

Learn why the world's seventh largest economy is increasing in clout and is crucial to the global energy equation.
The Pan American Association of Philadelphia requests the pleasure of your company for the celebration of

PAN AMERICAN DAY

Thursday April 14th, 2011
The Union League of Philadelphia
140 South Broad Street, Philadelphia, PA 19102

Conference
BRAZIL ON THE MOVE IN THE 21ST CENTURY
8:30 am to 5:30 pm

Keynote Speaker
His Excellency Thomas Shannon
United States Ambassador to Brazil

Accompanied by a distinguished group of business, academic and government experts on Brazil.

To view full program and buy tickets go to
www.panamphilly.org/pad

Greetings from the US Commercial Service!

Please check out some of our upcoming events. Like always, we are dedicated to helping your business grow. All our events are dedicated to our mission of helping companies export their products overseas.

Export Finance Workshop

Wednesday, April 13 2011

Plymouth Meeting, PA

The World Trade Center of Philadelphia is teaming up with the Export-Import Bank of the United States and the Small Business Administration to host the 2011 Export Finance Workshop in Plymouth Meeting, PA.

Learn about effective financial strategies upon entering foreign markets by obtaining working capital, extending competitive financing to customers, and taking advantage of global banking services for overall competitiveness. The event includes expert panelists from the Export-Import Bank of the United States, the U.S. Small Business Administration, HSBC Bank, PNC Bank, Citizens Bank, TD Bank, and Wells Fargo. Register today and don't miss out on this opportunity to learn about export finance.

For more information and registration details,

<https://www.buyusa.gov/philadelphia/exportfinanceworkshop.pdf>

Jump Start Your International Sales

April 27, 2011

Delaware Valley Industrial Resource Center-Phila, PA

The Delaware Valley Industrial Resource Center, the Philadelphia and Trenton U.S. Export Assistance Centers, and the Manufacturing Extension Partnership invite you to a workshop on Export Growth Strategies in the Western Hemisphere. Through a combination of expert speakers, exercises, small group discussions and consultations with experts – combined with real world company research on what distinguishes the most successful exporters from the rest – this program will help you begin to answer key strategic questions about how to expand your business in Latin America and other international markets. This one day event is an intensive educational program for executives is designed to accelerate growth and answer key strategic questions about how to expand your business in Latin America and other international markets.

For more information, <http://www.buyusa.gov/philadelphia/exportgrowthworkshop.html>

New Jobs, New Markets Initiative

May 13, 2011

Wilmington, DE

The National Export Initiative Small Business Tour is designed to help achieve President Obama's goal of doubling exports in the next five years to support the creation of several million new jobs. In support of this goal, The US Commercial Service invites you to the New Jobs, New Markets Initiative, a day-long conference designed to connect small and medium sized businesses with resources they need to sell more of what they make overseas. The event will address the obstacles that several American businesses face. It will also feature key remarks from Senior Officials with the Obama Administration with additional credible panelists.

For more information,

Doing Business With India & The Middle East

June 3, 2011

Temple University-Philadelphia, PA

This workshop is sponsored by SBDC in cooperation with the Philadelphia US Export Assistance Center. The Going Global series is an ongoing collaboration with SBDC and the Philadelphia USEAC to provide exclusive workshops designed to educate business owners on how to navigate the ever-changing international marketplace. As part of the Going Global Series, you will learn what business opportunities are available in the area and what government programs and resources are available to aid you in exporting as well as practical tips and experience from local companies. The workshop will focus on navigating the complex Indian and Middle Eastern markets.

For more information, <http://www.buyusa.gov/philadelphia/newjobs.html>

US Nordic Private Equity Mission

June 5-10, 2011

Venture Catalyst Private Equity Partners in cooperation with the U.S. DOC in Washington, DC along with the U.S. Embassy in Oslo, Copenhagen, Stockholm, and Helsinki; and the ITA cordially invite you to apply to represent the United States Venture Capital and Private Equity industry as part of the 2011: US-NORDIC Private Equity Mission to Scandinavia, June 5-10, 2011. A highly informative and interactive program will provide U.S. private equity and venture capital fund managers the opportunity to build key business relationships with Limited Partnerships in the Nordic Region.

For more information, <http://www.sbm.temple.edu/sbdc/documents/GGflyer10Asia-1.pdf>

2011 Export University

Monday, June 6, 2011

DeSales University-Center Valley, PA

This exclusive training program has been carefully designed to give businesses the skills, strategies, insights, and network of contacts that are necessary to expand sales globally. Join us at the second session of Export University to learn about export documentation and payment. Whether you are just thinking about exporting, or you are looking to expand your firm's global reach, our courses give you the insights and tools that are necessary to succeed. For those who are new to exporting, our 100 level course will prepare you for that big step into the global marketplace. Our 200 and 300 level courses will provide practical, hands-on knowledge in a number of specific areas of export strategy and development for those companies that already have exporting experience.

AES Compliance Seminar & Workshop

June 15th-16th, 2011

Temple University-Philadelphia, PA

The U.S. Commercial Service, Philadelphia, is partnering with the U.S. Census Bureau, Temple University's Fox School of Business Center for International Business Education and Research, and FedEx to bring you a much needed educational program in the greater Philadelphia region. It is imperative that you understand the new requirements of the Foreign Trade Regulations (FTR) and how to avoid possible penalties and seizure of your commodities. The Census Bureau now requires mandatory filing of export information through the Automated Export System (AES) or through the AESDirect, and imposes significant penalties for

noncompliance. This two part event will cover all the information needed to comply with the Automated export system, as well as hands on learning in a computer workshop.
For more information, <https://www.buyusa.gov/philadelphia/aessemnar.html>

Coming Soon! -Social Media Webinar

Levering Social Media for Your International Business Strategy

Please join us for an upcoming webinar hosted by the U.S. Commercial Service regarding how social media can optimize your international business strategies. Top industry experts will discuss how businesses can take advantage of this newly risen culture through a wide variety of topics including key trends in social media, how it is transforming business, best practices, and the real business value and benefit to your international business. For example, key trends will be discussed in the deployment of social media applications, including the challenges and limitations of social media cultures for different countries.
For more information, <https://www.buyusa.gov/philadelphia/socialmediawebinar.html>

Grand Chamber Breakfast at the Northeast Regional Center

Community College of Philadelphia
cordially invites you to the
Grand Chamber Breakfast
Friday, April 29, 2011
8:30 a.m.

Northeast Regional Center
Community Room
12901 Townsend Road
Philadelphia, PA 19154

Featuring presentations by the presidents of five local chambers:

- African-American Chamber of Commerce
- Asian American Chamber of Commerce
- Greater Northeast Philadelphia Chamber of Commerce
- Greater Philadelphia Chamber of Commerce
- Greater Philadelphia Hispanic Chamber of Commerce

Tour the College's new, green building, which features the Small Business Center for Education, Growth and Training.

RSVP by Wednesday, April 20, 2011 to 267.299.5829

The White House-Federal Agency Forum AGENDA June 16, 2011 (3:00pm to 4:30pm) Marriott Beach Resort & Spa (Ft. Lauderdale)

Moderators:

Nydia Menendez Esq.
Chair, Hispanic Unity of Florida
Immediate Past Chair, Puerto Rican Bar Association of FL

Dr. Joy Bruce
Chair, Asian American Federation of Florida

Valerie Crawford
Vice Chair, Miami-Dade Chamber of Commerce

Panelists:

Mr. Michael Blake (Associate Director, White House Office of Public Engagement), Mr. David Hinson (National Director, Minority Business Development Agency), FDIC (Confirmed), HUD (Confirmed), DOL (Confirmed), Federal Reserve Bank of Atlanta (Confirmed), OCC (invited), SBA (invited) and Treasury (Invited)

Part I:

The White House Community Economic Development Initiatives For Under Served Communities and Businesses

Q&A From Audience

Part II:

Role of the Federal Government in Job Creation in Low-Moderate Income and Under Served Communities:

Panelists: The White House, MBDA, HUD, DOL, Treasury

Panelists identify need for public services and resources in the context job creation in low-and-moderate income communities and successful approaches for addressing these needs.

Panelist will explore federal efforts to support job creation development in low-and-moderate income communities. To include the challenges of access to community economic development capital for non profits that serve minority and underserved communities.

Q&A From Audience: Issues & Opportunities

Part III:

Developing, Attracting and Retaining a Ready Workforce:

Panelists: The White House, MBDA, DOL

Panelist will explore federal efforts to attract, retain, and develop a ready workforce in low-moderate and underserved communities

Panelist will discuss the role of the Department of Labor and Education to assist non profits in workforce development efforts.

Q&A From Audience: Issues & Opportunities

Part IV:

Entrepreneurship and Small Businesses

Panelists: The White House, MBDA, SBA

Panelist will explore the role of entrepreneurship and small business development in creating jobs in low-moderate income and under served areas and federal efforts to facilitate job creation in this area.

Panelist will examine federal government efforts to connect minority and under served entrepreneurs to technical assistance, and the challenges of access to small business capital in economically depressed communities.

Q&A From Audience: Issues & Opportunities

Part V:

Collaborative Approaches to Community Economic Development: Public-Private Partnerships

Panelists discuss approaches and federal government resources to create public private partnerships that work towards common goals in economic development efforts.

Q&A From Audience: Issues & Opportunities

Part VI:

The Role of Federal Regulators with the Community Reinvestment Act with Access to Capital for Minority and Under Served communities and businesses

Panelists: The White House, MBDA, Office of Comptroller of the Currency, Federal Reserve Bank of Atlanta, FDIC, Treasury

Panelist will discuss Federal Government and Federal Regulators efforts to increase access to capital for minority and under served communities and the role of the CRA towards this effort

Q&A From Audience: Issues & Opportunities

Held In Partnership with Florida Coalition of Minority Bar Association, Asian American Federation of Florida, National Hispanic Construction Association, and over 90 Florida minority organizations. The 2011 Summit-

Let's Do Business Florida will focus on job creation and diversity in Florida minority communities. The following are key components for the 2011 Summit- Let's Do Business Florida:

- Federal Regulator Office of Minority & Women Inclusion Presentation
 - Automotive Diversity Presentations (General Motors Company, Hyundai Motor Company, Nissan North America)
 - How to become a certified MBE/WBE
 - White House-Federal Agency Forum (confirmed)
 - Florida One Million NIU (New Internet Users) in 2011-2012
 - Asian American Federation of Florida Summit
 - Jacksonville Minority Under Served Community Economic Development Summit
 - Legal Opportunity Forum
 - Minority Media Outlet Opportunity Forum
 - Minority Construction Opportunity Forum
 - Creating Sustainable Neighborhoods and Communities: Job Creation
 - Florida Diversity Forum & Luncheon
 - Builder of Community & Country Awards Dinner
- *Important Reminders:
- \$350 registration fee per person / NO COST for Non- Profits and Minority Businesses.
- Non Profits please keep in mind the only way to get the \$59 room rate is to book your hotel directly through FMCRC.
 - Registration Deadline is: June 10th, 2011