



Manager's Memo

May - The Month of Possibilities

May is a word used to express possibility. It is also used to express opportunity or permission. So, let's talk about those things. Have you given yourself permission to consider the possibility of taking advantage of the opportunities ahead of you?

For example, are you participating in our Building and Managing Your Website webinar series? Are you carefully reviewing this newsletter every month for events and project leads?

May is also used as a way to express a wish. May this month be one of great success and growth for you and your business!

- Tom Fulcher, STAR Program Consultant

Upcoming Events

May 15

STAR Program Exclusive.
Building and Managing Your Website,
Part 3

[Click here for more information.](#)

May 20

Albuquerque.
ACNM Transportation Industry Golf
Tournament

[Click here for more information.](#)

May 28

Albuquerque.
Ask the Expert: Business Funding &
Alternative Financing

[Click here for more information.](#)

What topic would you like to learn more about?

Let Us Know Here

Business Buzz

How to Win Contracts

You can increase your chance of winning a government contract by researching the federal marketplace and taking advantage of SBA resources.

Find contracts

There are a number of databases you can use to find federal contracts to bid on. Similarly, there are multiple databases that government agencies use to find contractors.

Dynamic Small Business Search

The Dynamic Small Business Search (DSBS) is a database that government agencies use to find small business contractors for upcoming contracts. Small businesses can also use DSBS to find other small businesses to work with.

The SBA maintains the DSBS database. The information you provide when you register your business in the System for Award Management (SAM) is used to populate DSBS, so you should create a comprehensive business profile.

Federal Business Opportunities

Federal business opportunities for contractors are listed at FedBizOpps.gov. Government agencies are required to use FedBizOpps to advertise all contracts over \$25,000.

GSA Schedules

If you want to sell to the government, securing a contract with the U.S. General Services Administration (GSA) — the government agency that connects government buyers with contractors — is a great way to start. Securing a contract with the GSA is also called “getting onto the GSA Schedule,” which means you’ve been approved to do business with the government.

If you’re interested in getting on the GSA Schedule, you may want to pay for a Past Performance Evaluation report from Open Ratings. The report assesses your performance relative to businesses in the same industry and is often requested as part of a vendor bid process. Your company must register and provide the names and email addresses of six to 20 of your customers.

Subcontracting opportunities

SubNet is a database of subcontracting opportunities posted by large contractors looking for small businesses to serve as subcontractors.

The SBA maintains a directory of federal government prime contractors with subcontracting plans.

The GSA publishes a subcontracting directory for small businesses that are looking for subcontracting opportunities with prime contractors. The directory lists large business prime contractors that are required to establish plans and goals for subcontracting with small businesses.

The U.S. Department of Defense (DoD) maintains a similar directory of large prime contractors that small businesses can use to find subcontracting opportunities.

Source: [sba.gov](https://www.sba.gov)



Industry News

Federal Highway Administration Calls for Safer Driving, Safer Work Zones

Federal Highway Administration Calls for Safer Driving, Safer Work

*Zones Work Zone Fatalities Increased for Fourth Straight Year,
According to Latest Federal Data*

WASHINGTON – Deputy Federal Highway Administrator Brandye L. Hendrickson today was joined by local officials, construction workers, and families of highway work zone victims at the kickoff event for the 2019 National Work Zone Awareness Week.

“Safety is everyone’s responsibility, so please focus 100% on driving, be sober, be considerate of road workers and other road users and, please, obey the posted speed limits,” said U.S. Transportation Secretary Elaine L. Chao.

During a ceremony held at the Frederick Douglass Memorial Bridge replacement project, Hendrickson emphasized the importance of driving safely through work zones.

“As the weather gets warmer, highway workers are heading outdoors to improve our roads and keep us moving,” said Hendrickson. “We all need to do our part and drive carefully so that we can help keep everyone safe wherever construction is underway.”

Officials said the campaign’s theme, “Drive Like You Work Here,” underscores the importance of drivers staying alert and making safety a priority while driving through work zones. In 2017, the most recent year for which data are available, there were 799 fatalities in work zones, which is a two-percent increase from the previous year.

Fatal work zone crashes involving large trucks or buses increased from 189 in 2016 to 222 in 2017. Speed was a factor in 29 percent of fatal work zone crashes that year, and 80 percent of work zone crash victims were drivers or passengers – not highway workers.

National Work Zone Awareness Week – supported by the Federal

Highway Administration (FHWA) and other transportation partners at the start of construction season each spring – raises awareness of safety measures taken on roads all over the country.

FHWA works with state and local transportation officials to promote improvements in work zone planning and design, increased law enforcement near work zones, enhanced worker training, and heightened awareness among drivers. Since 2005, FHWA has awarded more than \$50 million in grants to develop work zone safety guidance and training and support the National Work Zone Safety Information Clearinghouse, which is dedicated to providing the transportation construction industry and the general public with comprehensive information to improve motorist, worker, and pedestrian safety in roadway work zones.

Meet The Team

Each Newsletter will introduce another NMDOT team member. This month, we are happy to introduce **Sally Reeves**.

Title: State Construction Engineer

Location: Santa Fe

Joined NMDOT: 2005

Work Role: I manage the Construction and Civil Rights Bureau that is responsible for the DBE program. In addition, the Construction and Civil Rights Bureau has oversight of all of the NMDOT and Local Agency Construction projects to ensure that all federal, state and NMDOT requirements are being met.

Favorite Ice Cream Flavor: Pralines and Cream

Additional Thoughts

“I dwell in possibility....”

–Emily Dickinson

New Mexico Project Leads

(click image to see opportunity)



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ITB-19-011

PAVEMENT REHABILITATION
PROJECT

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