



## Manager's Memo

Hello!

Welcome to the first New Mexico Department of Transportation Newsletter. Monthly we will provide agency and industry information to assist with your business operations and strategic goals. Like you, we continually strive for greater positive impact in our community. To that end, you may have noticed our new program name and the colorful logo above. Like the star in our new program name has five points, we too have five points of emphasis for this program:

### **Access**

We will provide you increased Access to resources, NMDOT support, other small businesses and industry leaders.

### **Education**

We will offer Educational programs and information on industry topics and business skills to increase your knowledge and success.

## **Networking**

We will identify and create varied and unique Networking opportunities enabling you to build your relationships and reputation.

## **Opportunities**

We will communicate with you about Opportunities including new projects, resources, tools and events to help your business.

## **Tools**

We will find, create and make available Tools to help you build your business and sustain your success.

We will keep you apprised of STAR programs and services to support what you do.

## ***Next Month***

Next Month, meet our new consultant team and hear about our recent mini-summit and upcoming event plans.

***- Renee Roybal, STAR Program Coordinator***

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# **Upcoming Events**

<b>July</b>	Launch of the STAR program newsletter!
<b>August 7</b>	Albuquerque Hispano Chamber of Commerce: Leadership "Essentials Toolkit Sessions" - A Seminar Series <a href="#"><u>Click Here for More Information</u></a>
<b>August 15</b>	New Mexico SBDC:

***We want to hear from you! Answer this month's question.***

**Take This Month's Survey!**

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## Business Buzz

Establishing and managing business credit can help your company secure financing when you need it, and with better terms. Business credit can be crucial for negotiating supply agreements and protecting against business identity theft.

These five steps can lay the groundwork to sound financial planning.

- Determine whether you have business credit on file with Dun & Bradstreet
- Establish a business credit history by using lines of credit associated with your business
- Pay bills on time and understand other factors that influence your credit rating
- Keep your credit files current and monitor for ratings changes
- Know your customers' and vendors' credit standing

Knowing your customers' credit standing gives you a window into consumer patterns, and that can affect your marketing and sales strategy. You may not need to conduct credit checks, but there are credit evaluation tools available for small business. Customer behavior also impacts your business's cash flow, which affects planning for future supplies, hiring employees, and expanding your business. (Source: SBA.gov)

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## Industry News

Recently the Federal Highway Administration published a Notice in the Federal Register soliciting comments regarding proposed guidance on implementation of a “Safe Harbor” indirect cost rate.

The intent of the guidance is to notify all contracting agencies receiving Federal-aid Highway Funds (FAHP) funds that an agency-developed Safe Harbor indirect cost rate for eligible consulting firms may be used as a component of a risk-based oversight process to provide reasonable assurance to FHWA that consultant costs on FAHP-funded contracts are allowable in accordance with the Federal regulations.

Complying with the accounting regulations can place a significant burden on some consulting firms and may create a barrier for otherwise eligible and qualified firms to compete for FAHP-funded contracts. The FHWA has been testing a pilot program in 10 states for the past five years under which new, small, or Disadvantaged Business Enterprise (DBE) firms that have not previously established a cognizant agency approved indirect cost rate can voluntarily accept an indirect cost rate of 110% and remain eligible for FAHP funded work without additional audits.

Test results showed that new, small, and DBE firms were able to enter the professional services marketplace, develop a cost history necessary for a CPA audited indirect cost rate. 17 firms graduated from the program.

Based upon this success, FHWA decided to make this program available to all contracting agencies receiving FAHP funds. The Federal Register notice allows each contracting agency to develop their own Safe Harbor Indirect Cost Rate Program, to be approved by the FHWA Division Office, as an element of their risk-based analysis for providing oversight of allowable cost under 23 CFR 172.11(c).

[Read More>](#)

## New Mexico Project Leads

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New Mexico Dept  
of Transportation  
Traffic Safety Division  
DWI Course Curriculum



City of  
Albuquerque  
Architectural Consultants -  
Construction of New Hangar



University of  
New Mexico  
Medical Clinic  
Remodel (and more)



New Mexico  
State University  
Parking Lot Improvements  
(and more)

*Next Month: NMDOT STAR Announces New  
Training Programs!*

[Civil Rights Bureau](#) | [Procurement Services](#) | [Prequalification Requirements](#) | [RFP Schedule](#) | [DBE Directory](#)

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