

2011 Needs Assessment Survey Responses							
Number of Surveys Issued		187					
Number Returned		38					
Response Rate		20.32%					
		Outstanding	Good	Adequate	Needs Improvement	Poor	No Response
For recently certified DBEs: How would you rate your customer service experience while going through ITD's DBE certification process?		19	6				13
		50.00%	15.79%	0.00%	0.00%	0.00%	34.21%
							100.00%
		Outstanding	Good	Adequate	Needs Improvement	Poor	No Response
How would you rate the overall quality of services you receive from ITD DBE Support Services?		27	7	1			3
		71.05%	18.42%	2.63%	0.00%	0.00%	7.89%
							100.00%
If Outstanding , in what areas would you say we excel?	Providing answers to questions regarding small business, training and marketing opportunities.						
	Communication about opportunities, classes, etc.						
	When contacting the DBE office for assistance, they are always willing to help or refer me to those that can help get what I need or what I'm looking for.						
	Timely responses. Auto e-mail bidding opportunities						
	Customer service, ability to answer DBE related questions, you are simply the best DBE office we are associated with:)						
	communication, responding to questions, helping me navigate through all the steps of accessing government, state and federal jobs, and set up my business so that I'll be eligible to bid. Providing training opportunities. Notification.						
	Very responsive, caring and wanting to help us get business and succeed.						
	Every time I call I get quality answers, prompt service and have a quality conversation and get everything taken care of in one call. The DBE staff are amazing!						
	Communication, cooperation, interest, knowledge						
	I get a great deal of information from you on upcoming bids and events you have to keep me informed.						
	Very helpful staff and response time was excellent.						

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	Providing plans, and bidding opportunities.							
	Having been registered as a DBE/MBE in the States of Montana, Wyoming, Utah, Nevada, Oregon and Washington, the Idaho office of the ITD DBE Support Services is by far the best. They have the best technical and monetary support (grants) and do the best job enforcing DBE goals.							
	Customer support, attentive to timelines & professional.							
	We always get immediate responses to our questions and really appreciate the marketing and training grants that are available.							
	Very informative and great personnel to work with.							
	Helpful always							
	Supplying information regarding construction projects in Idaho. Accessibility to internet information.							
	Customer service, outreach efforts, DBE marketing/education program is #1!							
	Answering questions, helpful suggestions.							
	Quick response, friendly support staff.							
	Friendly, courteous, quick to respond, excited to help.							
	Responsive to questions. Provide data required on Internet and also through newsletters.							
	The service we have received has been thoughtful for the type of work we do and extremely responsive. The assistance has greatly helped us get registered and situated in this new market sector.							
	Customer Support - quick response to questions - quick response to action							
	Easy communication with staff.							
	Advice & insight.							
If Needs Improvement or " Poor ", in what areas would you say we've fallen short?	Not the DBE Department, but race neutral goals are not working, and reducing the overall goal because of it is not appropriate							
	More specifics to obtain bids.							
	Yes	No	Not Aware	No Response				
(For Idaho DBEs): Have you or your staff participated in any of the training workshops hosted by ITD DBE/SS?	15	20		3				
	39.47%	52.63%	0.00%	7.89%	100.00%			

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If no , why not?	Time						
	I feel they were more for beginner DBEs and new businesses						
	Not yet due to schedule conflicts with the two relevant trainings. Will do- have attended SBD workshops.						
	Federal contracting.						
	Too many miles to travel to get there. <i>[Minnesota DBE]</i>						
	Too far away - we are in Maryland.						
	Based in Oregon						
	Most of the courses are in the morning or all day long.						
	Wasn't able to attend, because of schedule.						
	Been in business 15 years, took many of their very helpful classes in my early years of business.						
	Last was couple of years ago, too far away <i>[Montana firm]</i> .						
	I signed up for one of the trainings but it was cancelled because of a lack of interest. I would like to attend some of the trainings, but need to work harder to schedule them in.						
	Busy times of the year for a small company to have employees leave to attend						
	Live outside state.						
	Have been too busy running the business and have not let training be the priority it may deserve.						
	The topic usually does not pertain to consulting engineers.						
	North Wind Services was just certified in November of 2010. We do plan on attending training workshops in 2011.						
	Prevailing Wage, Contract Provisions						
If yes , which ITD DBE/SS training workshops have you attended?	Doing Business with the Government						
	Doing business with the Federal Government. A lot of the training is for people just starting a business, and I've been in business for 32 years. So that training doesn't pertain to me most of the time. I know there are other classes I've attended but can't think of it right now.						
	We plan on taking a government contracting class this week.						
	EEO, blue print reading and annual DBE training in the ITD Conference room						
	Several						

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	EEO								
	Doing Business with the Government								
	How to Do Business with the Government								
	Government compliance, how to certify as a minority business.								
	Federal contracting.								
	Proposal Development and Beginning a business								
	Tax information and insurance.								
	Nampa - Pocatello (2) & others								
	Yes	No	Not Sure	No Response					
Do you think that these trainings made you or your employees more effective in your business operations?	17		3	18					
	44.74%	0.00%	7.89%	47.37%	100.00%				
Comments or suggestions regarding ITD-sponsored training workshops?	Offer additional times (especially the week following a major holiday and /or expand access through video follow-up/webinar style.								
	Would like to see more "how to work with ITD" specific seminars								
	Helped with ITD relationships.								
	Workshops with district personnel?								
	For us it is time permitting								
	Would like to see more emphasis on professional services required by DBE's to run their businesses effectively [<i>InterWest Management</i>]								
	It gave us a beginning point								
	Aware of rules.								
	Yes	No	Not Aware	No Response					
Have you used your DBE Marketing or Training Grants?	30	5	2	1	<i>Not Aware: KFH Group</i>				
	78.95%	13.16%	5.26%	2.63%	100.00%				
If no , why not?	I'm a Procrastinator								

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	North Wind Services has a mature business development group and likely won't need to obtain grants.							
	Need to be more organized on our part to access.							
	Yes	No	No Opinion	No Response				
Would you like to see these benefits continued?	32		4	2				
	84.21%	0.00%	10.53%	5.26%	100.00%			
Comments or suggestions regarding the marketing and training grants?	We are so thankful for these grants!							
	I've used the benefit to get my updates and training for our accounting software and membership in construction organizations in the past. This gets our company's name out to the General Contractor's with whom we have to bid. It also gives us access to the plan rooms to doing bid take offs etc. The updates and training for our accounting program is a very valuable asset as in these tough times you make cuts where you have to, to remain in the game. Some of these types of things get deleted and these grants allow us to be the most prepared.							
	Great that these grants cover training and web marketing. It has helped.							
	They are very helpful and I am very appreciative.							
	I think the grants are better than sliced bread! With out these grants PFC would not have been able to have any marketing material or attended valuable training. These grants have helped us grow as a business.							
	Larger sums, would be nice. Advertising and marketing are expensive propositions.							
	Highly effective, please continue and increase. Also I think you make them for Idaho firms only,							
	Exceptional opportunity for DBE firms.							
	As a small company, we find these grants to be very helpful and integral to our business. Although they are probably not considered large by some standards, to us, they have enabled to attend a conference or conduct a direct mailing campaign.							
	I like the marketing grant to buy gift to give away that has my company name on it.							
	Has helped us expand in a couple areas that we might not have							
	Being able to use the money for marketing materials and processes is very helpful.							
	Best & most valuable benefit.							
	They are very helpful in getting the training or marketing I may not of otherwise received.							
	Excellent opportunity.							

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	I would like to make an appointment - to develop connections & a mentor! <i>[Cutler Seed & Feed]</i>								
	Yes	No	Not Aware	No Response					
Do you receive emailing about non-ITD procurement opportunities from DBE/SS?	33	2	2	1	<i>Not aware: April S. Lee, Stephenson Constr</i>				
	86.84%	5.26%	5.26%	2.63%	100.00%				
	Yes	No	No Response						
If yes, do these emailings include projects in which you are interested?	28	3	7						
	73.68%	7.89%	18.42%	100.00%					
Comments or suggestions regarding non-ITD project emailings?	Sometime they are projects we're interesting in, but not always.								
	I wish to see more in our sector, but not sure if we are getting everything.								
	Very few to none request public involvement or public education needs.								
	Another great tool that I look forward to every Friday.								
	Easy cost effective way of getting info out								
	[Publishes a Newsletter] but I have forwarded to contractor friends.								
	Very helpful.								
	We would like to register to receive opportunity - telstar@telstarinc.net								
	Concise and easy way to see what's out there and of anything was missed when looking at FBO.								
	Could be more specific to our capabilities [seed supplies] & please send to helenacutler@gmail.com								
	Yes	No	Not Aware	No Response					
(For Idaho DBEs): Do you use your bi-weekly business training calendar emailed by ITD DBE/SS to find training opportunities?	21	11	2	4					
	55.26%	28.95%	5.26%	10.53%	100.00%				
If no, why not?	Time								

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					Excellent information			
					Can't figure out where Liz gets those pictures!!			
					Informative for our use.			
					Great job!			
					Always informative and interesting.			
					Best newsletter in all DBE states I am with.			
					The publication is very professional and always interesting.			
					I like stories about successful bids, information & project success stories.			
					The reimbursement of the virtual plan room.			
					Great publication.			
					Even though we are a mature new DBE, I think the newsletter is very informative and the articles extremely useful.			
					Like the stories and link and stories on new rulings.			
					Like that it's emailed so I can review when I travel.			
What do you think are the most useful benefits available to you from the DBE Support Services?					Information and marketing/training grants			
					ISQFT membership reimbursement			
					To us the marketing and virtual plan room benefits at this time. But there are others that we could utilize also and haven't.			
					I really like the auto emails of bids.			
					Training and biz development grants			
					The Idaho DBE supportive services is very supportive. It is very approachable and this is a valuable benefit to our company. We can ask them questions about the DBE program and we love getting training grants and marketing grants.			
					Responding to questions, helping me navigate through all the steps of accessing government, state and federal jobs, and set up my business so that I'll be eligible to bid. Providing training opportunities. Notification of bid opportunities and training opportunities.			
					Marketing and training grants.			
					Every thing that the DBE provides is useful! Not certain how we functioned with out all of their assistance!			
					Grants			
					The e-mail notices of upcoming bids.			
					New to the program but the grant for training/advertising has been very helpful.			
					Emails			

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	Letting General Contractors know who is available for projects.						
	Support, enforcement, education and informative						
	Availability of staff to assist where needed. Advice, support & training & working through ITD org chart when needed.						
	As mentioned above, we really value the marketing and training grants.						
	Their support						
	The supportive team of expertise						
	Information in newsletter.						
	Marketing						
	Marketing & Education Grants						
	[The virtual plan room] It helps me pay for this service allowing me to spend that money on another service.						
	Grants						
	Training grants, continued certification, marketing grants.						
	The bond reimbursement program and the ISQFT membership reimbursement.						
	Training and marketing grants.						
	Identification of bidding opportunities and the other benefits such as virtual plans room membership discounts. For smaller businesses the grants, training, and legal services I am sure are very much appreciated.						
	It's keeps us informed and issues within the State and Cities of Idaho						
	Plans at no cost to us and reimbursement for training.						
	Project requirement to have DBE's bidding and the news letter the DBE list to primes for bidding the lead to trainings.						
	Training, training grants, virtual planroom reimbursement						
	Non-ITD mailings, grants, newsletters.						
How are they valuable to you and your business?	Allows us to travel to large industry conferences, meet and market to potential clients.						
	(isqft): We use this program everyday so it is extremely valuable to our business.						
	My marketing budget was the first to go in a tight economy, as I started cutting things that were not directly related to my employees. The plan room was something else I didn't spend money on, so both of these have greatly helped us.						
	In these economic times we need to see everything out there for bid in order to be competitive. This allows us another venue to view.						

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				We use our virtual plan room daily, we call whenever we need assistance and we actively take advantage of training and marketing grants.
				email, phone, web
				Very
				DBE has helped PFC grow in many levels. First with the marketing material. Liz helped me design the present marketing material and the grant has for several years helped with printing costs. Training has been a huge tool that has come from the DBE. Last year we were able to get a scholarship to a security gate school and the DBE grant helped get us there. We have been able to attend the 2 away from some PTAC conferences and had some of the best in the construction industry provide training that we would have not been able to get any other way.
				the website that we built with the grant launched us into the larger awards
				Track projects we might want to bid on.
				Did not have the resources for web site or training.
				Speedy results
				Gives us the opportunity to bid federal jobs.
				No-cost project plans, Training, informative and of course the personnel.
				Every time I learn something new it helps my business.
				Moderately [marketing]
				[Marketing & Training Grants] allow us to use funds in best way to expand.
				[Grants] allow us to purchase items that improve company marketability or obtain training.
				Certification helps us compete, grants increase professional development and marketing impact.
				The bond reimbursement program was very helpful in making us more competitive in bidding applicable work. The ISQFT membership is essential in marketing and bidding work in order to capture market share.
				I think the marketing grant for developing business cards and a logo was very beneficial. Several clients and potential clients commented on the better and more professional design.
				DBE Support Services has provided links to agency websites where we can register for bidding opportunities - getting help to plug into to this new market sector is extremely valuable to us.
				Keeps us in the loop as to what is currently in the mix
				They push primes to use minority companies that they would other wise not use.

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	Training helps us to better our company & services, grants & reimbursements help out financially							
	Yes	No	No Opinion	No Response				
Have those benefits helped you in obtaining work on federally-funded highway contracts?	14	16	6	2				
	36.84%	42.11%	15.79%	5.26%	100.00%			
If no , which benefits would you suggest that ITD DBE/SS offer?	Reimbursement for overhead rate calculations when prepared by an accountant.							
	More requirements for public involvement or public education when using government dollars.							
	The benefit helped in the past but the requirements have changed and hasn't helped for several years [referring to race/gender-neutral program].							
	Cost savings, supportive, and very helpful with the challenges we face in the construction industry.							
	The type of work I do is rarely included in bid solicitations. Offering the services paired with monetary assistance would be most likely to result in use of my services.							
	Create specific goals.							
	Probably not your fault.							
	Maybe including software/hardware grant benefits. This would allow me (as a small company) to afford expensive specialized software for highway projects. An example of an expensive program is Sign CAD for ITD signing projects.							
	[No] Not Yet!							
	[No] Not sure how to address this one							
	Offer goals.							
	Yes	No	Not Interested	No Response				
Has your firm bid on federally-funded highway-related projects as a prime contractor or consultant in the past year?	6	23	7	2				
	15.79%	60.53%	18.42%	5.26%	100.00%			

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	Yes	No	No Response					
Have you experienced any barriers in trying to attain federally-funded highway contracts as a prime contractor or consultant?	7	18	13					
	18.42%	47.37%	34.21%	100.00%				
If yes , please describe:	<p>Money is the biggest thing, we're a little company without the major funds to bid and pay for subs, especially when local agencies are taking months to pay for work completed and most Prime Contractors are having to pay their subs/suppliers while waiting for the funds to be sent to them from State Agencies. We also don't have the kind of equipment that prepare the roads. We're a utility contractor and have worked on many Federally Funded highway projects as a Subcontractor installing piping along the highways.</p> <p>I am a SMALL business, just ME! The whole overhead rate process is lengthy and expensive - if I have an accountant figure it out \$400 per year.</p> <p>Hard to be competitive when so small or unknown.</p> <p>Many opportunities do not include supplier only. I am a wholesale supplier of products and equipment that ITD can use on most of their projects.</p> <p>TD is for some reason unable to work directly with non engineering companies on larger projects even if the vast majority of the work is performed by the non-engineering subcontractor. that additional layer adds money and time to projects</p> <p>Contractors ignore bids from trucking companies, they like to use brokers or one truck company to avoid paying prevailing wage. Some have their own trucks and refuse to hire out new truck companies.</p> <p>Having the overhead rate reviewed, this is a costly process for a small company. Each year the amount of contracts let could vary and not make it necessary most years.</p>							
What types of assistance, if any, could you have used on these prime contracts?	<p>Bonding that kind of money, Financial Assistance for that kind of work, paper management - someone who knows the ropes and major paperwork required to be filed.</p> <p>Requirements for public involvement or public education.</p> <p>have fencing as a separate item not in with a prime.</p> <p>We do transportation (transit) planning - do not work on highways.</p>							

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	The DBE group is aware of this issue, it needs to be addressed by ITD.				
	Put goals back on all Federal Projects. The money used for Federal Projects belong to all.				
	Create specific goals.				
	Increasing the maximum agreement amounts under the term agreement that requires an overhead rate review. Currently contract totals exceeding \$100,000 require an audited overhead review. The overhead audit review does not work well for small businesses. Also receiving a contract in excess of \$100,000 does not mean that amount will be spent, if for instance the project was suspended.				
	Knowledge of opportunity.				
	Yes	No	Not Sure	No Response	
If you have never bid as a prime contractor or consultant on federally-funded highway-related projects, would you be interested in doing so in the future?	16	10	6	6	
	42.11%	26.32%	15.79%	15.79%	100.00%
If yes , what do you feel are the biggest obstacles to your bidding as prime contractor or consultant?	Our size and areas of expertise.				
	The exact 3 major obstacles as listed in the last question.				
	lack of bonding				
	Marketing opportunities are more scarce				
	Government dollars allocated to my areas of expertise.				
	lack of in house engineering personnel				
	Bonding limits				
	Bonding				
	We haven't seen any federally funded highway-related projects requesting writing or editing services.				
	Bonding and EPA requirements.				
	Bonding				
	Small size, capacity.				
	Matching the resources of the large businesses as it relates to the requirement of the RFP.				

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If yes, what type of technical assistance would you be willing and able to provide?	What good would this do for either one of us?????							
	Still need help with bids myself.							
	25 years experience							
	A class on how to work with ITD (sadly nobody was interested based on the business opportunities coming out of ITD) <i>[Bionomics Environmental]</i>							
	Bidding & A/R <i>[Quality Landscape Seeding]</i>							
	Although we haven't received highway-related contracts, we do have several other federal contracts and would be willing to help a new firm develop their statement of qualifications or proposal. <i>[Peak Science Communications]</i>							
	Opportunities to talk with other firms is always good <i>[Michael R. Kodama Planning Consultants]</i>							
	General business advice, estimating, project management, working with ITD. <i>[WF Construction]</i>							
	Provide guidance and help others to avoid the pitfalls we have encountered <i>[Telstar]</i>							
	None.							
	Not sure what they would need? <i>[McMillen]</i>							
	I would love to have a mentor! <i>[Cutler Feed & Seed]</i>							
	Yes	No	Not Sure	No Response				
Are you interested in expanding your business beyond your current work category(ies)?	17	8	10	3				
	44.74%	21.05%	26.32%	7.89%	100.00%			
If yes , what type of assistance do you feel would help you reach this goal?	We would like to reach more of the Federal funded projects all over the state.							
	Pipe bursting, going green, which is pretty tricky as an excavator, because we do a lot of what is already required, dirt is a recycled item. But I know that's where things are headed. <i>[Dibble]</i>							
	Partnering with a mentor who works in my field							
	Where is the money already going so I can meet the needs.							
	Monies to become ISO certified <i>[April S. Lee]</i>							
	Other than my own responsibilities, working with DBE Supportive Services and others.							
	To have better knowledge on the work to be done.							
	Communication knowledge and how to approach the Primes.							

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	I would like to pursue road striping, but I don't know how to bid or what equipment is needed. <i>[Gary Hansen Painting]</i>					
	Encouraging prime and subcontractors to recruit workers through employment opportunity ads in Idaho Unido -- great way to recruit and demonstrate commitment to EEO/AA.					
	Possibly industry specific training and grants in new areas.					
	We would like to provide traffic services, but did not qualify in our term agreement application. I think we need additional software and a small traffic project to gain experience. <i>[ES Engineering]</i>					
	North Wind likely wont need too much assistance in this area - we have a successful track record of growth.					
	Knowledge of what interest are currently in the mix					
	What can we supply to fill a niche? <i>[Cutler Feed & Seed]</i>					
	Advantage	Hinders	No Difference	Not Sure	No Response	
When bidding or working on federally-funded highway contracts, do you feel your DBE Certification:	7	1	12	10	8	
	18.42%	2.63%	31.58%	26.32%	21.05%	100.00%
Please explain your answer:	In some cases. I believe large companies include the DBE to win the contract and provide no work after the award.					
	So far, it's about 50/50. Some of the contractors use our bid to go with their bid to get the DBE status, but other don't even ask for it.					
	Makes no difference on bid day any more in the State of Idaho, as there are NO GOALS and therefore, not required for Primes to use the minorities at all.					
	Prime contractors generally don't understand what I do, I have to educate them: archaeology and architectural historian are lumped together - they are not the same. ITD has recently separated the two disciplines. Also, the large environmental firms hire me & my business, then I am at the BOTTOM of the heap: the last sub-sub-sub-consultant to be paid for work I performed months before! The trickledown effect - I am last. ITD seems to take a long time to pay.					
	On some projects it is a big help. On others it makes no difference.					
	I haven't gotten any work as a result.					

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					Some times I am not sure that the subcontractor plan works or is even followed. With all of the set asides we have as a company one would think that we would at least get a few phone calls once we put our selves on the interested vendor list.			
					With entities outside of highway funded projects, yes.			
					The DBE contractor today has to be the low bidder regardless of his certification. Which is the way it probably should be.			
					Used to give me an advantage. Now with race neutral having a DBE certification is "neutral"			
					Helps w/support;[however,] it makes no difference on bidding competitively.			
					We haven't had the opportunity to bid on a highway-related contract.			
					Depending on the Prime Contractors needs when preparing their bids.			
					Because there are all no goals, contractors ignore bids. The states that have goals have a better good faith effort, and it seems the contractors follow the Federal Regulations a little better. In Nevada the large contractors still avoid using the DBE's but the goals have just been reinstated and it may take some time for them to realize that there can be consequences for lack of participation.			
					Primes seek to meet DBE Goals; otherwise not always interested in having DBEs on team.			
					Not many firms are DBE certified in photogrammetric/geospatial services.			
					I have not been told my proposal was accepted because of my DBE status.			
					ITD does a good job of administering a neutral supportive services program. But I don't feel the training effort, free plans & specifications, training and marketing grants, and other reimbursements actually give us an advantage. It certainly doesn't hurt or hinder us. One exception, is the bond reimbursement program. This tool does give us a slight advantage. But otherwise, all the services help but I don't believe give us a bidding advantage. ITD does a good job of administering a neutral supportive services program. But I don't feel the training effort, free plans & specifications, training and marketing grants, and other reimbursements actually give us an advantage. It certainly doesn't hurt or hinder us. One exception, is the bond reimbursement program. This tool does give us a slight advantage. But otherwise, all the services help but I don't believe give us a bidding advantage.			
					Since DBE use is a goal & not a requirement don't feel there is any difference.			
					Since there is no DBE goals for ITD work, the Certification makes no difference to District 1.			
					As we just received our DBE certification and have not yet had an opportunity to bid on federally funded highway contracts, I am not sure how it will impact our success.			
					We have yet to experience how the DBE Certification and assist us in securing work			
					If the goals are real or the prime is really trying to meet goals for other gov jobs.			

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	We haven't seen an advantage & haven't pursued further.
Any further comments or suggestions about DBE Supportive Services?	Stronger guidelines and requirements for large firms to use DBEs and ensure they are providing a set scope of work.
	DBE Supportive Services gives the minorities a lot of services we can utilize, but in discussions with DBE Supportive Services, they agree with the certified minorities, that NO GOALS are hurting us on bid day to GET A JOB, but ITD has made that decision.
	The more Commercial Building projects on the list the better. :)
	The Idaho DBE office does such a great job!!!
	Elizabeth and her whole team is great, they try really hard to help us be successful.
	Of all the states that we are certified in (which is 17 of them), Idaho's DBE department is the only DBE department (of all 17) which expresses any interest in our progress. Our home state offers none of the services that you offer.
	Good job: I do appreciate the services I receive.
	Keep up the fight! the DBE program is a small business program and a "rising tide lifts all boats" for both DBE's and non-DBE's. For the past several years small business has been hit by the perfect storm; lack financing for startups and no continuing financing for existing businesses, sales dropping off because of the recession, State and federal budgets for DBE programs and the SBA slashed and recent negative court decisions. It's a mess that isn't going to be easy to clean up.
	Time and costs of printing and viewing project plans from a digital file?
	Liz I want to thank you for all you do for me.
	Please put goals back on State and Federal projects.
	I would be helpful to learn about successful bids & % of DBE participation for all projects - [?] track & know about DBE experience with primes. For example, we had great experience as part of a team with Kittelson & Associates to perform regional transportation plg services for COMPASS.
	Your office does a great job communicating & administering your program.

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					<p>The supportive services program services so many positive purposes, but I don't think is very effective in capturing actual contracts for DBE construction companies. And maybe that's not the goals. I think all DBE construction companies need actual work and need a boost in contract sales. Without work there's no need for anything else. Mention contract opportunities and I think you'll get people's attention much quicker. If this becomes a goal or action item for ITD then we look forward to the effort to get DBE contractors working.</p> <p>We would be interesting in sharing ideas and brainstorming efforts to meet that need. For example, give general contractors a discount on their bid price for utilization of DBE companies as compared to their competitors based upon DBE contracted dollars. Or give general contractors a reimbursement at the end of a project based upon actual work contracted to DBE subcontractors. If these types of ideas are what ITD is looking for then we have more of them and would be happy to share them with you. <i>[WF Construction]</i></p>			
					<p>I guess I don't know the number on project goals for DBE. I feel it has not work for me. There is always a loophole.</p>			
					<p>I have not seen any preference offered to us because of DBE certification - I hope that can</p>			