

# SUCCESSFUL GROWTH BUILDS STRONG FOUNDATION

Offering local businesses a fair and equitable opportunity to bid on and secure contracts within the Central City/Panther Island Project, has been a long-time commitment of the Trinity River Vision Authority (TRVA). Now in its tenth year, TRVA's Fair Contracting Program continues to recognize and join forces with \*Diverse Businesses (DB).

\*TRVA refers to businesses that are minority-owned, women-owned, socially disadvantaged, economically disadvantaged, small, service-disabled, and/or historically underutilized as Diverse Business (DB).



*President Quincy Roberts, Roberts Trucking*

The Fair Contracting Program's goal is to provide at least 25% of all contracting opportunities to DBs. Additionally, each project partner commits to taking a proactive approach at obtaining a DB a goal for each contract acquired. As of today, TRVA proudly stands behind a projected commitment of 30% for combined local, state and federal contracts. Nearly a third of that commitment is in local contracts alone - which includes those led by the City of Fort Worth, Tarrant Regional Water District and TRVA.

Over the years, TRVA has watched many DBs participate as a sub-contractor with a small piece of an overall

contract - only to see them secure a larger, more lucrative contract further down the road. TRVA strives to support the growth of local diverse businesses.

Recognizable growth in a company includes factors such as being awarded multiple contracts, increased award amount with each secured contract and a growing workforce within the company. Roberts Trucking, a Minority Owned Business Enterprise, is just one of many DBs that has experienced noticeable growth.

Roberts Trucking, a commercial construction materials logistics firm in the DFW area, has participated in three major remediation projects for TRVA. On each project, the transportation company was contracted to export and dispose of contaminated soils, backfill disturbed areas with clean soil and supply aggregates.

Company President, Quincy Roberts proudly reports, "We have transported 17,000+ truckloads of material combined on the three projects, grossing over \$3 Million in revenues."

"Participating on these projects has had a major impact on the company's growth over the years," says Roberts. "In 2011, we started work on an environmental remediation project for Tarrant Regional Water District (TRWD), which now houses The Coyote Drive-In Movie Theater." At that time, Roberts Trucking had 60 employees and by 2014, their workforce had nearly tripled. The increase in workforce was largely due to working on their second environmental remediation contract for TRVA. In two short years, and after successful completion of their third environmental remediation contract; Roberts Trucking currently employs over 320 people. "A significant amount of our hires have been from the local workforce in the City of Fort Worth in direct relation to our sub-contracts on the TRVA project and with TRWD," claims Quincy Roberts.

## TOP 5 GROWING DIVERSE BUSINESSES



**Roberts Trucking**

Minority Owned Business Enterprise  
 Scope of work provided: Hauling

**B & A LABORATORIES, INC.  
 DBA XENCO LABORATORIES**

Minority Owned Business Enterprise  
 Scope of work provided:  
 Environmental Laboratory

**Gorrondona & Associates, Inc.**

Minority Owned Business Enterprise  
 Scope of work provided:  
 Professional Land Surveyors

**Multatech Engineering, Inc.**

Minority Owned Business Enterprise  
 Scope of work provided:  
 Civil Engineering

**Savant Group, Inc.**

Woman Owned Business Enterprise  
 Scope of work provided:  
 Civil Engineering

## U.S. ARMY CORPS OF ENGINEERS ENGAGES WITH SMALL BUSINESSES

The U.S. Army Corps of Engineers (USACE) have been steadily working on the Central City/Panther Island Project. Small businesses play a significant role in this project. Excavation work at Riverside Park is just one of the more recent contracts. Decatur Construction, Inc., a Service-Disabled Veteran Owned Small Business, is the prime contractor whose scope of work provides a range from heavy and civil engineering construction to site preparation contractors. Ahtna Environmental, Inc., an 8a certified vendor is performing as the prime on an environmental remediation contract located at Ham Branch.



Environmental Remediation at Ham Branch



Excavation progress at Riverside Park

# UPCOMING EVENTS

## May 24 | TRWD/TRVA Quarterly FC Contracting Workshop

Location: Charles F. Griffin Sub-Courthouse  
3500 Miller Avenue, Fort Worth  
[trinityrivervision.org/contracting](http://trinityrivervision.org/contracting)

## May 8-9 | D/FW MSDC Access Business Expo

Location: Irving Convention Center  
[dfwmsdc.com](http://dfwmsdc.com)



Denotes TRVA Produced Event and Training

## June 15 | City of Fort Worth RFP, RFQ, ITB And Best Value Solicitations

Location: Business Assistance Center  
1150 South Freeway, Fort Worth, 76104  
[fwbac.com](http://fwbac.com)

## June 16 | Annual USACE-SWF Service Disabled Veteran Owned Small Business Networking Forum

Location: Fritz G. Lanham Federal Bldg.  
819 Taylor Street, Room 4A14 H, Fort Worth Texas 76102  
[usace.army.mil/events/](http://usace.army.mil/events/)

## PILLAR AWARDS

The Regional Hispanic Contractor's Association (RHCA) hosted their annual Pillar Awards on February 17, 2017. TRVA was honored to be nominated for Public Entity of the Year and congratulates all the winners. Visit [regionalhca.org](http://regionalhca.org) to learn more.

## UPCOMING TRAINING FROM TRVA

May 18-19  
Primavera Advanced Training

September 27-29  
Primavera Fundamentals Training

November 16-17  
Primavera Advanced Training

For details on any of these training opportunities, visit: [trinityrivervision.org/contracting](http://trinityrivervision.org/contracting)

# HIGH FIVES

The Small Business Administration maintains the Dynamic Small Business Search (DSBS) database.

### SBA's High Five

1. Create a profile and register at: [dbsa.sba.gov](http://dbsa.sba.gov)
2. Add bonding amounts to your SAM Profile.
3. Select one (1) primary NAICS code, add others too.
4. List all business services to: Capabilities Narratives
5. List all completed contractor projects to: Performance History

The System for Award Management (SAM) is the Official U.S. Government system that consolidated the capabilities of CCR/FedReg, ORCA, and EPLS.

### SAM's High Five

1. Create a profile and register at: [sam.gov](http://sam.gov)
2. Email is the government's preferred method of communication.
3. Socio-economic certifications matter, add them all!
4. Select one (1) primary NAICS code, include others too.
5. Provide a three (3) year average of business receipts (includes total dollar amount and number of employees)



## SWF-USACE PROVIDES INVALUABLE TOOLS FOR CONTRACTORS

In April, at the Federal Certification and SAM Registration workshop, Carolyn Staten with Office of Small Business Programs of the SWF-USACE Fort Worth District gave a great overview of the importance your company's profile and how to stand out among the competition. To learn more about doing business with the USACE visit their website: <http://www.swf.usace.army.mil/BusinessWithUs/OfficeofSmallBusinessPrograms>

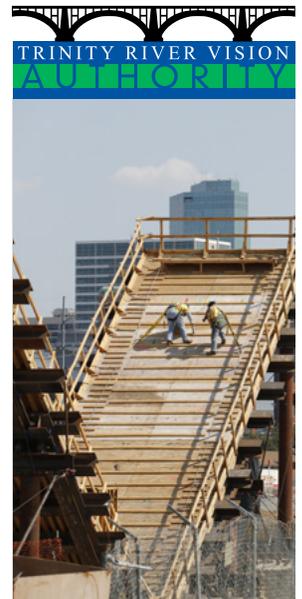
## UPCOMING CONTRACTING OPPORTUNITIES

The following scopes of work are expected within the next 18 months

- ◆ Asbestos Abatement
- ◆ Demolition
- ◆ Dirt Supplier
- ◆ Erosion Control
- ◆ Fuel Supply
- ◆ Temporary Fencing
- ◆ Topographical Survey
- ◆ Waste Hauling

## STAY IN-THE-KNOW

Register as a TRVA vendor and start receiving upcoming opportunities for bids, training and workshops. Plus, search our database for other participating vendors at: [trinityrivervision.org/contracting](http://trinityrivervision.org/contracting)



TRINITY RIVER VISION  
CONTRACTING UPDATE  
[WWW.TRINITYRIVERVISION.ORG](http://WWW.TRINITYRIVERVISION.ORG)

MORE INFORMATION  
For more information about the project or TRVA, please call 817-698-0700, go to [www.trinityrivervision.org](http://www.trinityrivervision.org), or visit the TRVA Education Center located in downtown Fort Worth at 307 W. Seventh Street.

LET'S US KNOW  
We want to provide information that is useful and valuable to you. What topics relating to contracting are you interested in reading or learning more about? Send us an email and let us know. We'd like to hear from you!

Contact Stacy Beeson at [stacy.beeson@trinityrivervision.org](mailto:stacy.beeson@trinityrivervision.org) with your suggestions.

FOLLOW THE TRVA ON  
  
[www.trinityrivervision.org](http://www.trinityrivervision.org)