

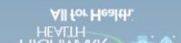


MARCH 1, 2018
RIVERS CASINO
PITTSBURGH, PENNSYLVANIA
MWDDBE.GOV.PGH@GMAIL.COM

THE 17TH ANNUAL CONFERENCE

*for Minority, Women and
Disadvantaged Business Enterprises*

LEADERSHIP SETS THE TONE: COMPLIANCE, CAPABILITIES AND CONTRACTS



CONNECTING BUSINESS AND OPPORTUNITY

GOVERNMENTAL COMMITTEE

WELCOME

DUVALL AIKEN

Community College of Allegheny College

Chair, MWDBE Governmental Committee

INVOCATION

PAULA B. CASTLEBERRY
Pittsburgh Public Schools 

RECOGNITION OF SPONSORS

DUVALL AIKEN

Community College of Allegheny College

Chair, MWDBE Governmental Committee

DIAMOND SPONSORS



ALLEGHENY REGIONAL ASSET DISTRICT (RAD)





All for Health.



Allegheny
Health Network

Health for All.



ROBERT A. JAMES, ESQ.

Supplier Diversity Program Manager



DR. RAHMON HART

Director of Community Relations



GOLD SPONSORS



SILVER SPONSORS



COMMUNITY COLLEGE OF
ALLEGHENY COUNTY



BRONZE SPONSORS

"A Company's Best Friend... Since 1968"



BULLDOG
Office Products, Inc.

Dollar Bank
Since 1855



CHATHAM UNIVERSITY
WOMEN'S BUSINESS CENTER
AT THE CENTER FOR WOMEN'S ENTREPRENEURSHIP

A logo consisting of two overlapping triangles, one green and one orange.
PJ DICK
TRUMBULL
LINDY PAVING

A stylized logo with a blue and orange 'W' shape.
Housing Authority
of the **City of Pittsburgh**

Mosites
Construction Company

A logo featuring a stylized archway with a grey square containing the letters "PA" inside it.
Walsh Granite
Proven Performance. Local Presence.

2018 CONFERENCE CHAIRS

ANTHONY MANNELLA, CHAIRPERSON

Housing Authority of the City of Pittsburgh

JUDITH McNEIL, CO-CHAIRPERSON

Diversity Business Resource Center

GREETINGS

ANTHONY MANNELLA

Housing Authority of the City of Pittsburgh

2018 Conference Chair

INTRODUCTION OF SPEAKER

ANTHONY MANNELLA

Housing Authority of the City of Pittsburgh

2018 Conference Chair

“CAPABILITY AND COMPLIANCE”



CHARLEA WASHINGTON
Wage Compliance Manager
The Lane Construction Corporation



Fundamentals Of Sustainable Business Growth



we build value



Who We Are

Lane is the innovative leader of transportation and heavy civil construction products and services that connect and improve the world's communities.

We are guided by our values-based culture and the dedication of the Lane employee family that has helped us succeed for well over a century.

We consistently deliver superior customer satisfaction, and are committed to a safe and rewarding work environment that is essential to long-term success for our owners, partners and employees.



Why Lane?

For 125 years, Lane has been delivering quality products and services - making us the preferred partner for transportation and heavy civil construction projects. We take pride in building long-term relationships with our customers, partners, subcontractors and suppliers that are based on trust and integrity.

All of our core values, which form the foundation of the Lane culture, support our goal of not only being a customer-focused and innovative solutions leader, but also a great place to work. We are committed to building a safe and rewarding work environment that is essential to long-term success for our employees.

Lane Construction Track Record



16,026
Miles of Highways



2,084
Bridges & Viaducts




143
Miles of
Railroad Line



63
Miles of Transit
Line/Metro/Light
Rail




26
Navigational Locks
and Flood Control
Dams



23
Energy-related
Projects



106
Airport Runways
and Taxiways



240
Million Tons
of Hot mix produced

The numbers above were calculated using best practices based on historical records and knowledge of projects built between 1890 and present.

ENR TOP 250 INTERNATIONAL CONTRACTORS OF THE WORLD 2017



ENR US RANKING 2017



AGENDA

1. Change
your way of
thinking
(capability)
2. Keep you
compliant
(compliance)

WHO ARE YOU?

What is your mission?

What is your specialty?

What is the demand for your specialty?

Are you investing in company?

Are you certified?

Are you qualified?



**Certification
Doesn't Mean
Qualification**



**KEEP
CALM**

ITS

**PRIME
TIME**

- Responsive to calls and emails
- Know your NAICS Code (s)
- Bond Rate
- Certifications
- Licenses
- Insurances
- Read and Understand Plans
- isqft/Smart Bid - Register
- Website
- Previous Work History

THE 3 C'S

CHARACTER

char·ac·ter

the mental and moral qualities distinctive to an individual.

CAPABILITY

ca·pa·bil·i·ty

power or ability.

CREDIT

cred·it

the ability of a customer to obtain goods or services before payment, based on the trust that payment will be made in the future.

RELATIONSHIPS

**“Lack of time
is actually
lack of
priorities.”**

Tim Ferriss



**YOU DON'T
BUILD A BUSINESS
- YOU BUILD PEOPLE -
AND THEN PEOPLE
BUILD THE BUSINESS.**

-ZIG ZIGLAR

**"DON'T BUILD LINKS
BUILD RELATIONSHIPS"**

- RAND FISHKIN

What's in your bid?

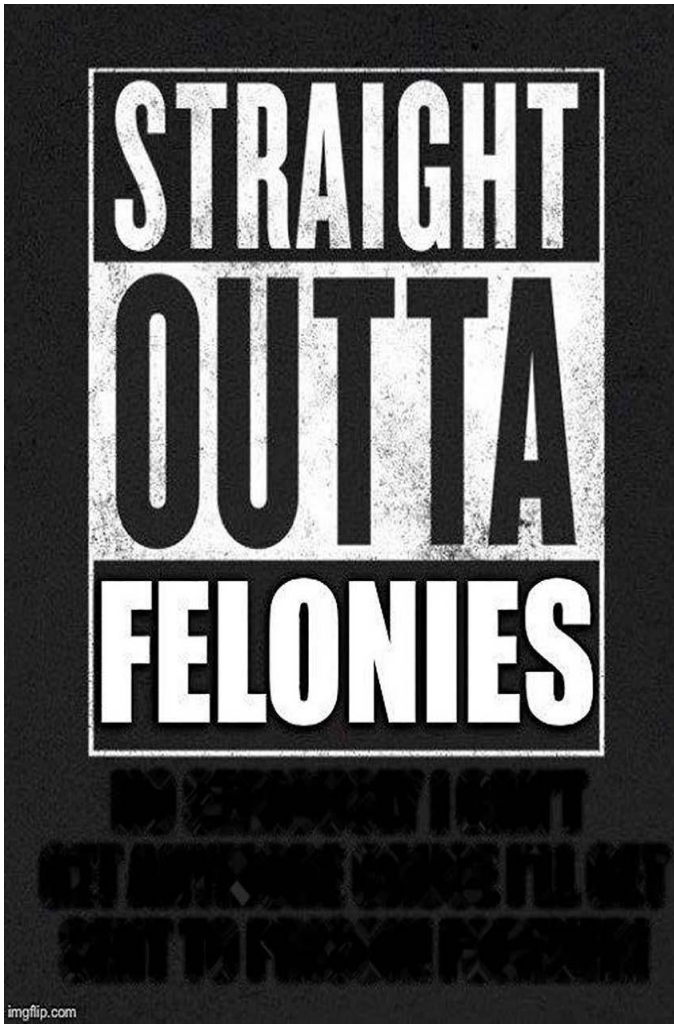
D/M/WBE Regulations/Certification
Management, Supervision and Performance
Labor, Equipment and Methods of Work
What is your Bond Rate?
Davis Bacon and Related Acts
Prevailing Wage Rates
Licenses
Capacity
Internal Safety Program
Internal Compliance Program

Any Business



Is A Risky Business

FEDERAL



EQUALS

FELONY

Debarment is the state of being excluded from enjoying certain possessions, rights, privileges, or practices and the act of prevention by legal means. For example, companies can be debarred from contracts due to allegations of fraud, mismanagement, and similar improprieties.

Fines. Monetary charges imposed upon individuals who have been convicted of a crime or a lesser offense. A **fine** is a criminal sanction. A civil sanction, by contrast, is called a **penalty**.
... **Federal** and state criminal statutes authorize **fines** for certain offenses.

Penalties - Legal Definition. n. Punishment in the form of fines or prison terms imposed on wrongdoers. Although normally applied in criminal cases, there are some cases of civil misdeeds for which a **penalty** (as distinct from a remedy) may be imposed.



“The Price of Greatness is Responsibility”

Winston Churchill

Read Your Contract	= \$\$\$\$\$\$
Bonding	= \$\$\$\$\$\$
Reporting Requirements	= \$\$\$\$\$\$
Certifications	= \$\$\$\$\$\$
Mentor	= \$\$\$\$\$\$
Education	= \$\$\$\$\$\$
Protect Your Bottom Line	= \$\$\$\$\$\$



Questions

Charlea Washington
Wage Compliance Manager

cdwashington@laneconstruct.com

203-439-2937

we build value



INTRODUCTION OF KEYNOTE SPEAKER

JUAN GARRETT

Riverside Center for Innovation
2018 Conference Acting Co-Chair



**“LEADERSHIP SETS
THE TONE”**

KERRY L. KIRKLAND
*DEPUTY SECRETARY FOR DIVERSITY,
INCLUSION & SMALL BUSINESS
OPPORTUNITIES*



pennsylvania
DEPARTMENT OF GENERAL SERVICES

INTRODUCTION OF THE MWDBE GOVERNMENTAL COMMITTEE PLEDGE

CAMEIL WILLIAMS

Port Authority of Allegheny County

MWDBE GOVERNMENTAL COMMITTEE PLEDGE

As Representatives and Leadership of State, County, Local Government and Authorities of the Commonwealth of Pennsylvania; we stand together with the MWDBE Governmental Committee and proudly acknowledge “Leadership Sets the Tone”. Therefore, we are dedicated to demonstrating our commitment to the establishment and administration of fair policies, practices and systems that ensure MWDBE firms have equal access to publicly funded contract opportunities.

As Representatives of State, County, Local Government and Authorities; we recognize the positive, economic impact MWDBE participation has on our contracting practices and small business community. Further, we acknowledge that meaningful inclusion has not only proven to be the right thing to do, it also provides tremendous benefits to our constituents and the local economy.

SECTION 2



As Representatives of State, County, Local Government and Authorities; we abide by the law to ensure nondiscrimination and we promote fair access and opportunities for all businesses to participate in a free enterprise system; we pledge our commitment to inclusion that will result in MWDBE firms receiving a fair share of the revenue generated through publicly funded contract opportunities.

SECTION 3

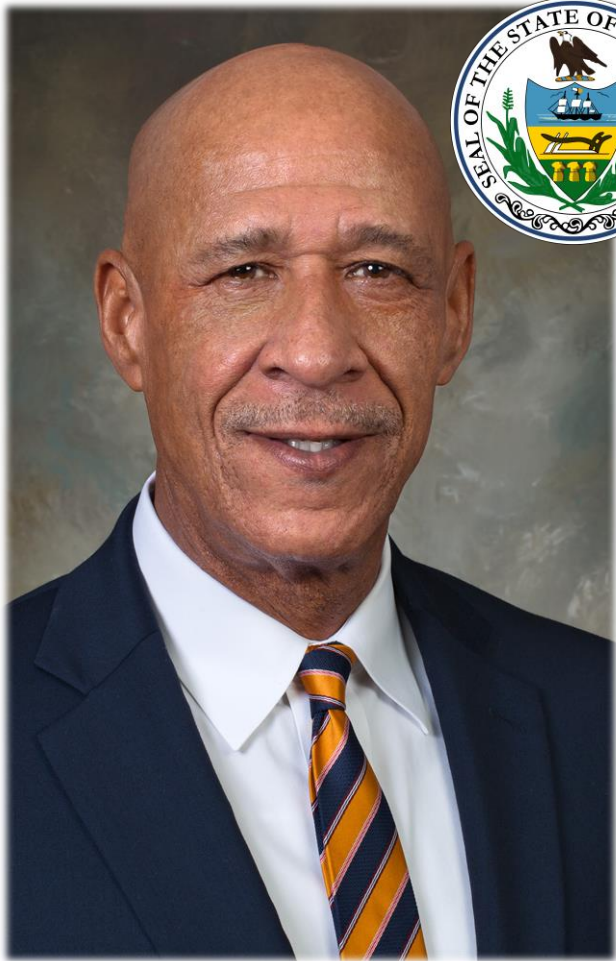


In support of this pledge, we encourage all public entities; Commissions, School Districts, Universities, Colleges, that have contracting opportunities; to join in our commitment to fair, measurable and inclusive MWDBE participation in all publicly funded contract opportunities.

SECTION 4



LEADERSHIP SETS THE TONE



2018 HALL OF FAME INDUCTION CEREMONY

Introduction:

Renee Decker, Government Contracting Assistance Center

Subcommittee:

Paula B. Castleberry, Pittsburgh Public Schools

Clarence Curry, Sports & Exhibition Authority

Renee Decker, Government Contracting Assistance Center

INTRODUCTION OF THE HONOREE

KIM DEITRICK

Housing Authority of the City of Pittsburgh

2018 HALL OF FAME HONOREE

CASTOR D. BINION
EXECUTIVE DIRECTOR



CLOSING REMARKS

KIM EVANS

Allegheny County Housing Authority
Vice-Chair, MWDBE Governmental Committee



NETWORKING
2018 CONFERENCE