



DBE ENTERPRISES

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Minority Women Small Business

Owners on the Rise:

Currently, Dulles Transit Partners is working with 11 Women-Owned Businesses, 4 (36%) of which are Minority Women-Owned Businesses. The following article discusses the increase in Minority Women-Owned Businesses over the last 11 years.

A new study released Oct. 14, 2008 by the Minority Business Development Agency (MBDA) confirms what I see around me every day. The study reports that minority women-owned businesses are growing twice as fast as those businesses launched by male minority or non-minority men and women.

The information released was based on U.S. Census Bureau 2002 Survey of Business Owners and the 1997 Survey of Minority-Owned Business Enterprises. Among American minority women, Native Hawaiian and other Pacific Islander women-owned businesses grew at a phenomenal rate of 84 percent. African-American women's businesses expanded by 75 percent, and Hispanic women-owned businesses by 60 percent. Those businesses created and owned by women of Asian origin grew at 40 percent.

Taken together, this represents an explosion.

Contact Us:

For further information on DBE opportunities with Dulles Transit Partners:

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DTP Website:
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Main number: (703) 852-5900

Project Website (MWAA):
www.dullesmetro.com
(703) 572-0500

Bid Opportunities:
www.dullestransitpartners.com/pages/bidopportunities.aspx

PROJECT UPDATE:

The Metropolitan Washington Airports Authority and the Commonwealth of Virginia have completed the transfer of the daily operation, maintenance, and control of the Dulles Toll Road from the Virginia Department of Transportation (VDOT) to the Airports Authority. The transfer was effective November 1, 2008 and is in accordance with the December 2006 agreement between VDOT and the Airports Authority.

The Dulles Toll Road transfer is the final component of the financial plan for the construction of the Dulles Metrorail Project. The Airports Authority has submitted its final application to the Federal Transit Administration (FTA) for a full funding grant agreement for the Dulles Metrorail Project and received certification from the US Department of Transportation regarding operating and maintaining the Dulles Toll Road. Once final FTA approval of the Dulles Metrorail Project is received, construction could begin as early as March 2009.

For more information on the Project, please visit our website at www.dullesmetro.com or call 703-572-0500.

Minority women-owned businesses overall grew by 57 percent between 1997 and 2002. By contrast, minority male-owned firms lagged behind at 31 percent growth and non-minority owned start ups were about half of those started by minority women.

In a press release announcing the study, MBDA officials suggested that one of the main reasons that these businesses are growing so rapidly is due to programs developed by the agency and by the Small Business Administration. More programs on small business ownership are being targeted to this highly entrepreneurial group. Many states have specific programs focused on providing business training and assistance to minority women who are interested in business ownership.

A spokesperson for the study cited other fairly intuitive reasons for women starting their own businesses: the desire for flexibility of hours and control of their schedules so they could spend time with family. While anyone who has owned a business knows that it can be very demanding on one's time and fraught with risks, it is true that you can make the choice to work non-traditional or variable hours. Other women start their own businesses out of a desire to be in charge, especially if they perceive that the glass ceiling or discrimination may prevent them from rising to positions of higher responsibility in the corporate world.

The study showed that as a whole, minority women are more likely than their male or non-minority counterparts to start franchise businesses or to create export businesses. Minority

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women own businesses in a wide variety of industries, but the report shows that they are concentrated in health care and social services; dry cleaning and personal care services; retail; administrative, support and waste management and remediation services; and professional, scientific and technical services. Women are more slowly becoming involved in traditionally male fields such as scientific services, construction and IT, but are making inroads.

The majority of businesses owned by minority women are small and are generally capitalized with the women's own money or loans from family and friends.

As women gain experience, it is likely that we will embrace other forms of capitalization and make progress in opening larger businesses or grow our businesses at a more rapid pace. Right now, however, minority women are making great strides in simply launching and running their small businesses.

Entrepreneurship is one of the cornerstones of the

American economy. Watching other minority women enter this arena and succeed reminds me that America is indeed a place where opportunity exists for those willing to take a chance.

By Suzanna de Baca -- Expert Business Source.

Published October 20, 2008.

<http://www.expertbusinesssource.com/article/CA6606686.html>

Upcoming Events:

November 6th-7th- COMTO (Conference of Minority Transportation Office) *Hampton Road Chapter*

November 20th-21st- Maryland/District of Columbia Minority Supplier Development Council

December 4th- 25th Annual MIC Gold Star Awards Celebration. Visit:

http://www.vmsdc.org/vmsdc/web/specialevents_body.html for more information and to register.

Featured DBE Contractor**Cheshil Consultants Inc**

Founded in 1991, Cheshil Consultants Inc. (CCI) is a certified VDOT DBE that specializes in providing Information Technology services such as help desk, call center, network security, web technology, on-line database, remote accessibility, language localization, training and administrative assistance.

CCI has been working on the Dulles Corridor Metrorail Project (DCMP) since September 2008, when they were awarded a subcontract to provide Staff Augmentation Services for Dulles Transit Partners (DTP). Currently, CCI is providing DTP with a receptionist.

CCI was awarded the Staff Augmentation Subcontract because they were the lowest cost firm when compared to other Staff Augmentation firms currently under subcontract

with DTP. The award of the subcontract to CCI supports DTP's effort to meet the DCMP's 10% DBE requirement.

In addition to working with DTP, CCI's client list includes the U.S. Navy, U.S. Marine Corp., Federal Aviation Administration (FAA), and the U.S. Air Force.

The Project Team would like to welcome CCI to the DCMP.

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"CCI's President, Chet Bhimani, met with multiple members of the Acquisition team during the months leading up to their subcontract award, and worked diligently to understand DTP's Staffing needs. Chet's hard work and dedication helped DTP fill an open position. We look forward to continuing to work with CCI."

- Stacey Janssen, Contract Formation Specialist



*Chet Bhimani, Cheshil Consultants Inc
President*