

North Dakota Department of Transportation

DBE NEWSLETTER

— For the March 15, 2024 Bid Letting —



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NORTH
Dakota | Transportation
Be Legendary.™

Upcoming Bid Letting Meeting

**DBE Industry Update Meeting — March 11, 2024, at 9-10 a.m. CDT
for the March 15, 2024, Bid Opening**

Join on your computer or mobile app

[Click here to join the meeting](#)

Meeting ID: 212 835 082 253

Passcode: 5cEnWF

[Download Teams](#) | [Join on the web](#)

Join with a video conferencing device

teams@join.nd.gov

Video Conference ID: 119 209 789 8

[Alternate VTC instructions](#)

Or call in (audio only)

+1 701-328-0950,,979864072# United States, Fargo

Phone Conference ID: 979 864 072#

[Find a local number](#) | [Reset PIN](#)

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DBE Supportive

Services Consultant

Project Solutions, Inc.

701-214-5775

dbe@projectsolutionsinc.com

Advertisements

Newsletter advertisements are due to the Civil Rights Office 15 business days prior to each bid opening by noon CDT:

- **Thursday, March 28, 2024** (for April 12, 2024)

Submit the required information online at:

<https://apps.nd.gov/dot/cr/csi/login.htm>

The North Dakota Department of Transportation (NDDOT) will consider every request for reasonable accommodation to provide:

- An accessible meeting facility or other accommodation for people with disabilities.
- Language interpretation for people with limited English proficiency (LEP)
- Translations of written material necessary to access NDDOT programs and information.

To request accommodations, contact Heather Christianson, Civil Rights Division, NDDOT at 701-328-2978 or civilrights@nd.gov TTY users may use Relay North Dakota at 711 or 1-800-366-6888.

Conducting a Market Analysis: How to Do it and Why You Should

Business owners start companies because they see a need and possess the capabilities or skill sets necessary to address that need. Whether knowing it or not, every business owner has conducted some form of a market analysis during this entrepreneurship. Terms like “market,” “market analysis,” and “marketing” have been used interchangeably for so long that they have started to lose their unique meaning and purpose.

A market analysis is a concentrated effort to learn more about the potential customers, needs, and workspace for your business. Having a thorough understanding of your market will help you predict changes, chart out opportunities, and mitigate threats. As such, it’s important to know precisely what you’re looking for and how to find it.

Defining Your Market

You offer a service or a product. Is there a need or desire for that service or product? Are there other companies selling the same service or product? What are their costs? Who are their vendors? What trends are occurring around your region and the country that could affect your business or operations?

These are just some of the questions you’re striving to find answers to. These answers are what define your market, the space where your business will either succeed or fail. A market can be broken down into three components:

1. Your potential (and actual) customers
2. Your competition
3. Your industry

1. Zero In On Your Target Customers

Cash flow is the life blood of any business, and that comes from customers. The deeper you understand your customers’ challenges and needs, the better you can position your company to meet those challenges and needs. Being in tune with your customers’ buying habits and knowing when and how they purchase your services will help you define your target customers and your marketing efforts.

If you’re a new business or a seasoned business that is struggling to find work, you need to learn if there are enough potential customers and work for your business, also known as demand. There may be ways to expand or tweak your business’s capabilities to better serve the needs of your customer base.

During this customer research phase, it’s also important to identify the most promising prospects, stakeholders, and key players. As a subcontractor, it’s extremely advantageous to know the most commonly used prime contractors and their specific challenges and needs.



If you're having trouble figuring out where to start when researching customers, it helps to define what your target customer looks like. They may be a general contractor, a government procurement officer, or even a private client. Try to identify specific characteristics of the people and businesses who you believe are most likely to purchase your product or service. Additionally, by homing in on your target customer, you will have a strong focus for your marketing activities.

2. Evaluate the Competition

Knowing your competition is just as essential as understanding your potential customers. The more precisely another business targets your customer base, the more vital it is for you to develop compelling reasons for customers to choose your business instead of theirs. That's only possible when you know what you're up against.



Start your evaluation with your most direct competitors. In other words, the businesses targeting the same customers as you. Find out what services they offer and at what price. What services or products do your competitors provide that you don't or can't?

An effective approach to evaluating your competition is completing a competitive Strengths, Weaknesses, Opportunities, and Threats (SWOT) analysis. The process is the same as conducting a SWOT analysis of your own company, but now you're thinking from the perspective of your competitors. By comparing your own SWOT analysis with a competitor's, you'll easily be able to identify the areas to capitalize on and the areas where your weaknesses lie.

Be aware not to fall into the trap of viewing your competition solely as adversaries. You can learn a lot about the industry and best practices from your competition. Take advantage of mentorship and partnership opportunities where possible. More importantly, create those opportunities to meet and partner up. Always forge relationships with contacts before you need help from them.

3. Exist in Your Industry

You should already be familiar with the geographical area you are willing and able to work in. The next step is to identify the needs of that area. What projects are happening and at what level? You can search for federal, state, and local highway construction projects on each respective website. For example, project and bid letting information for highway construction projects in South Dakota can be found [here](#).

If you work in a niche market, there's potential for high profits and little competition. However, all profitable markets will either have competition or will develop competition. To keep competitive, you'll need to stay current on pricing, trends, and customer needs.

There are also external factors that affect your business, which expand well past your region. Business owners need to understand the geographical, economic, and political climate of their industry. Keep track of the general economic conditions in your area. General forecasts for your city or region can give you an idea of whether economic upturns or downturns are on the horizon.

Remain cognizant of how advancement in technology and laws will change how you operate your business and deliver your service or product. Find ways to incorporate foreseen trends that aren't being adopted by your competition.

Conducting a Market Analysis

Now that you have a firm understanding of what a market is and what you're looking for, let's focus on how to execute a market analysis.

Market research is the process of testing your assumptions about the location, customer base, pricing, and demand for your business. While you can pay firms to conduct sizeable and complicated demographic studies, market research does not have to be an expensive or arduous process. It comes down to defining the basic three components of a market: customers, competition, and industry.

1. Customers

Identify specific characteristics of the people and businesses who you believe are most likely to purchase your product or service. Outside of researching this information on your own through public demographic studies, local business publications, reports, or internet searching, you can go straight to the source – your actual customers.



Networking, attending industry events, meeting with procurement officers and contractors, and scheduling introductions and meetings with customers are all ways you can learn their needs directly. Remember to take advantage of any face time to ask questions that answer the research questions about your market.

Ask yourself:

- Who are your target customers?
- What products or services do they need?
- Where and how do they purchase a product or service?
- What do they typically pay for your type of product or service?

2. Competition

You can apply a lot of the same methods used for customer research to competitor research as well. Be aggressive about finding the threats to your business. Having a knowledge of your competition and what they offer is an integral part of that process. When speaking with your target customers, find out who they typically work with and why.

You can also conduct a competitive SWOT analysis to learn your competition's strengths and weaknesses. Use this information as the basis for your value proposition when soliciting potential customers. Show your customers that you are aware of their available options, and are able to speak on your competitor's merits and specifically where you outperform.

Ask yourself:

- What do they offer?
- What do they charge?
- Who are their customers?
- What do they provide that I don't or can't?
- What do they do better than I do?
- How many direct competitors are there?
How many are DBEs?



3. Industry

Learning about your industry can be as simple as subscribing to a business or industry newsletter, becoming a member of a professional organization, watching news coverages, or following pages related to your industry. Subscribing to reputable, national trade journals can be extremely insightful on the trends of your industry, but also expensive. A good tip is to check your local library to see if they subscribe. You may be able to read these journals for free.

Speaking with seasoned contractors and community leaders can also shed a lot of light on industry trends as well. Keep in mind that asking the right questions can garner a lot of useful market information.

Ask yourself:

- What challenges is my industry facing?
- What are the latest trends in my industry?
- What does the future hold for my industry?
- What geographical, economic, or political factors may impact my industry?
- What are the industry standard practices for conducting operations in my business?

Analyzing the Results

Equipped with the right information, you will be in the best position to make strategic decisions about your company. Customer research should help you identify how much demand is actually available for your business. You should also be tracking your most promising clients and be familiar with how they solicit work. The competition research should outline your direct competitors and how many businesses are competing for the same work. You should be able to determine if there's enough demand and space for your company, as well as how your product or service compares to your competition. The industry research should help prepare you for what's to come. Infrastructure developments, population increases, political and legal shifts can all play a significant role in affecting your business, for better or worse.

No matter where your company is at, or how profitable it may be, conducting periodic market analyses is important. A well-executed analysis lets you visualize the whole field and all the players. Armed with that knowledge and insight, you strategize the best way to compete... and win.

Did You Know...

As a DBE, it's important to respond to all prime contractor solicitations, regardless of whether or not you intend to submit a quote. Each firm should also maintain any emails or correspondence with prime contractors in case the information is needed during a Good Faith Efforts board determination.

If you do submit any quotes to prime contractors, be sure to send them to subquotes@nd.gov as well for tracking purposes. NDDOT has also provided a standard form for compiling and submitting quotes, which can be found on the NDDOT DBE webpage under Construction Bid Opportunity Info.

The navigation bar features the NDDOT logo with the tagline "Be Legendary." and "Transportation". It includes social media icons for email, Facebook, X, YouTube, LinkedIn, and Instagram, along with a "988" emergency number icon. A search bar is labeled "Search This Website". The menu items are: Home, Driver, Motor Vehicle, Construction & Planning, Travel & Safety, News & Events, and About. A "Subscribe to News and Alerts" button is also present.

Home / About NDDOT / Civil Rights / Disadvantaged Business Enterprise (DBE) Program

Disadvantaged Business Enterprise (DBE) Program

The DBE Program encourages the development and use of companies owned and controlled by minorities, women, and socially and economically disadvantaged individuals on federally aided highway construction projects. These companies can be contractors, suppliers, or manufacturers with capabilities in the transportation industry. Under the program, select contracts are assigned percentage goals, based on the total dollar amount of the contract, for participation by certified Disadvantaged Business Enterprise/Airport Concession Disadvantaged Business Enterprise (DBE/ACDBE) firms. The prime contractor must meet the assigned DBE goal or prove that sufficient good faith efforts were made in an attempt to meet the goal.

To participate in the program, each company must first be certified by the ND Uniform Certification Program (UCP) Board, and every year thereafter, must be reviewed for eligibility.

Publications - DBE Newsletter by Publication Date	+
Publications - Contacts	+
Special Provisions - Race/Gender Conscious	+
Special Provisions - Race/Gender Neutral	+
Project Payments Special Provision	+

Construction Bid Opportunity Info

- Contractor Info
- Consultants and Engineers
- Bid Information
- Plans and Proposals
- Project Payments Special Provisions

→ • [DBE Sub Quote Submittal Form](#) ←

DBE Annual Goals/Statistics

- FHWA FY 2024-2026 Goal Methodology
- September 12, 2023 DBE Triennial Goal Stakeholder Meeting PowerPoint

Important Links

- NDDOT DBE/ACDBE Directory
- Disadvantaged Business Program (DBE) Overview Brochure
- DBE Policy Statement
- DBE Program Manual
- Federal Highway Administration (FHWA) DBE
- DBE Certification FAQs

Upcoming Events/Training

March 5 & 6

**ND Transportation Conference
Moving North Dakota Forward**
 Bismarck Event Center
 Bismarck, ND
 Tuesday & Wednesday
 March 5 & 6, 2024
 Cost: \$135 per participant
[Learn More >](#)



REGISTRATION NOW OPEN!
Scan the QR code or go to the link below.



Transportation



VIBER GREAT PLAINS
TRANSPORTATION INSTITUTE



dot.nd.gov/ndtransportconf

**March
11-15**

Virtual Women’s Business Conference
 Virtual Conference
 Monday through Friday, March 11-15, 2024
 Cost: Free
[Learn More >](#)

**March
12**

Business Builder Workshop: Unlock the Power of Email Marketing
 Virtual Training
 Tuesday, March 12, 2024
 Cost: Free
[Learn More >](#)

**March
12 & 13**

NDDOT Erosion & Sediment Control Certification Class
 Ramada by Wyndham | Bismarck, ND
 Tuesday & Wednesday, March 12 & 13, 2024
 Cost: \$325
[Learn More >](#)

**March
27**

ND 12th Annual Selling to the Government Fair
 Raymond J. Bohn Armory | Bismarck, ND
 Wednesday, March 27, 2024
 Cost: Free
[Learn More >](#)

**April
17**

Construction & Trades Job Fair
 Bismarck Workforce Center | Bismarck, ND
 Wednesday, April 17, 2024
 Cost: Free
[Learn More >](#)

Standing Out in the Crowd:

Crafting Competitive Small Business Job Postings



“Everyone’s hiring, but no one’s hiring.”

“National unemployment is at an all-time low, so why can’t I find employees?”

“No one wants to work anymore.”

In the current job market climate, we hear and read phrases like this almost daily. Leaving more nuanced discussion aside, the essential reality is that recent and current events have greatly impacted a job market already in the midst of a technological and functional evolution.

In today’s tight job market, attracting top talent isn’t just a challenge for big corporations – it’s a significant hurdle for small businesses too. For those located in small city, suburban, and rural areas, competition for qualified candidates can be fierce. But with a strategic approach to your job postings, you can stand out from the crowd and significantly improve your chances of finding qualified, engaged employees to fuel your small business’s growth.

The fact is that you’re no longer simply competing for candidates with other local companies – you’re competing for local candidates who may be job-hunting in a different state, a different time zone, or even a different country!

Understanding Your Audience:

Before we dive into crafting your job posting masterpiece, remember: a one-size-fits-all approach won’t suffice. Tailor your message to resonate with the specific audience you’re trying to reach. Who is your ideal employee? What do they look like? What’s their history? How do they fit into your average day-to-day operations? It’s worth considering factors such as:

- Age and career stage: Are you targeting young professionals, career switchers, or experienced veterans? Each group has different priorities and expectations.
- Tech-savviness: How comfortable are your potential candidates with online platforms and communication styles? Adapt your posting's tone and format accordingly.
- Local context: Highlight what makes your community and your business unique. What perks or work-life balance aspects would appeal to someone living in a suburban or rural area?

The Art of Compelling Content:

Now that you have a general idea of your future employee, here's how to craft an irresistible job posting:

1. Ditch the jargon and embrace the human touch: Imagine you're explaining the role to a friend over coffee. Gone are the days of generic job descriptions filled with industry jargon and robotic language. Speak directly to your ideal candidate, using clear, concise, and authentic language. Highlight company culture, values, and mission, showcasing what makes your small business special.

Example: Instead of "Seeking a highly motivated and results-oriented individual with 5+ years of experience in..." try "We're looking for a passionate team player to join our growing family! If you love working with your hands, solving problems, and making a difference, we want to hear from you!"

2. Paint a vivid picture of the work: Don't just list responsibilities – tell a story! Describe the day-to-day, the challenges, and the rewards of the position. What impact will this role have on your business and community? Don't just list tasks; tell a story about the impact of the role. What challenges will the candidate face? What problems will they solve? How will their work contribute to the bigger picture?

Example: Instead of "Responsibilities include processing customer orders and ensuring accuracy," try "Imagine streamlining our customer experience by ensuring every order arrives promptly and accurately. You'll be the hero behind the scenes, making sure our customers smile!"

3. Showcase the perks beyond the paycheck: What makes your company special? Showcase your values and culture authentically. Salary is important, but it's not everything. Highlight the unique benefits your small business offers, like flexible work arrangements, opportunities for professional development, a strong sense of community, work-life balance, or involvement in local initiatives.

Example: Instead of "Competitive salary and benefits package," try "We offer competitive pay, generous paid time off, and a chance to make a real impact in your community. Plus, enjoy flexible work hours and a supportive team environment!"



4. Leverage the power of storytelling: Testimonials from current employees, success stories from past projects, or even a glimpse into your company culture through blog posts or social media can add authenticity and personality to your job postings. Also, use data and metrics to showcase your company's growth, impact, or achievements. This adds credibility and paints a picture of a thriving organization.

Example: Include a short video clip of your team members talking about what they love about working at your company. Share a blog post about a recent project where your team went above and beyond. Or write a short narrative of how you were inspired to start the business and how the journey has unfolded so far.

5. Go beyond the usual job boards: While traditional job boards still have their place, consider expanding your reach to local community platforms, industry-specific forums, and social media groups relevant to your target audience.

Example: Partner with local community colleges or job training programs to reach potential candidates. Or post your job opening on relevant Facebook groups or LinkedIn communities. Note: make sure to use enough appropriate keywords in your job listing. Sites like Indeed and LinkedIn deliver potential jobs to job seekers based on the cross-referenced relevance of their search terms and profile content!



6. Optimize for mobile and accessibility: Many job seekers are now searching for jobs on their phones. Make sure your postings are mobile-friendly and easy to read on any device. Additionally, ensure your job postings are accessible to people with disabilities by using clear formatting, alt text for images, and avoiding jargon.

7. Make it easy to apply: Don't discourage potential candidates with lengthy application processes. Offer multiple application options, such as online forms, email submissions, or even allowing candidates to express interest through social media direct messages.

Beyond the Basics:

- **Embrace visuals:** Add high-quality photos or videos of your workplace, team, or community. Visuals can be incredibly engaging and informative.
- **Proofread meticulously:** Typos and grammatical errors create a negative impression.
- **Be inclusive:** Use language that is welcoming and respectful of all candidates. This approach can help significantly improve your results within the coveted 25-34 and 35-44 hiring demographics.
- **Respond promptly:** If a candidate takes the time to apply, show them you value their interest by responding quickly and professionally.
- **Stay up-to-date:** Job search trends and candidate expectations evolve constantly. Be sure to adapt your approach accordingly.

Bonus Tip: Don't underestimate the power of employee testimonials! Consider featuring videos or quotes from current team members about their positive experiences at your company. This social proof can be incredibly persuasive for potential candidates. Are you a company of one? Make the video yourself! Try making a short video using your phone or computer camera, and upload the file to your Google, iCloud, or other online storage – then simply set the permissions to open and stick the link in your job posting with a brief title or description.



By following these tips, you can craft job postings that attract, engage, and convert top talent. Remember, it's not just about the job you offer, but the experience you create. Small businesses have a unique advantage: the ability to offer a personalized and meaningful work experience. Highlight that in your job postings and watch your talent pool flourish!

Welcome New DBE

Forest River Supply LLC

Regular dealer of silt fence and other fabrics for erosion control
forestriversupply@gmail.com | (701) 520-1629



Quoting Opportunities

March 15, 2024 Bid Opening at 9:30 a.m. CDT

ANDERSON WESTERN, INC. - PO BOX 2319 1707 YEGEN ROAD, BISMARCK, ND 58502, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 24116, 24164 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of work included in the quote or any other project related issues. ANDERSON WESTERN, INC. will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to quotes@andersonwestern.com or fax your quotes to 701-222-3516. To speak to someone in our office regarding quoting please contact Jeremy Holt at 701-222-3550. Any and all disadvantaged businesses are encouraged to submit a quote. ANDERSON WESTERN, INC. is an Equal Opportunity Employer.

ASPHALT SURFACE TECHNOLOGIES CORPORATION - P.O. BOX 1025, ST. CLOUD, MN 56302, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 23822, 23842, 24040, 24139, 24152, 24153, 24155, 24184, 24185, 24186 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of work included in the quote or any other project related issues. ASPHALT SURFACE TECHNOLOGIES CORPORATION will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to astechdale@hotmail.com or fax your quotes to 320-363-8700. To speak to someone in our office regarding quoting please contact Dale Strandberg at 320-363-8500. Any and all disadvantaged businesses are encouraged to submit a quote. ASPHALT SURFACE TECHNOLOGIES CORPORATION is an Equal Opportunity Employer.

BITUMINOUS PAVING, INC. - PO BOX 6, ORTONVILLE, MN 56278, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 23196, 23394, 23489, 23822, 23842, 24050, 24139, 24152, 24153, 24155, 24184, 24185, 24186 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of work included in the quote or any other project related issues. BITUMINOUS PAVING, INC. will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to bpi_subquotes@yahoo.com or fax your quotes to 320-273-2120. To speak to someone in our office regarding quoting please contact Bill Bajari at 320-273-2113. Any and all disadvantaged businesses are encouraged to submit a quote. BITUMINOUS PAVING, INC. is an Equal Opportunity Employer.

BORDER STATES PAVING, INC. - PO BOX 2586, FARGO, ND 58108, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 22630, 23150, 23196, 23210, 23394, 23489, 24050, 24116, 24128, 24164 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of work included in the quote or any other project related issues. BORDER STATES PAVING, INC. will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to quotes@border-statespaving.com or fax your quotes to 701-237-0233. To speak to someone in our office regarding quoting please contact Jim Rentz at 701-237-4860. Any and all disadvantaged businesses are encouraged to submit a quote. BORDER STATES PAVING, INC. is an Equal Opportunity Employer.

EDLING ELECTRIC, INC. - PO BOX 1456, BISMARCK, ND 58502, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 24057 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of work included in the quote or any other project related issues. EDLING ELECTRIC, INC will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to james@edlingelectric.com or fax your quotes to 701-255-2835. To speak to someone in our office regarding quoting please contact James Ruud at 701-595-7570. Any and all disadvantaged businesses are encouraged to submit a quote. EDLING ELECTRIC, INC is an Equal Opportunity Employer.

GLADEN CONSTRUCTION - 40739 U.S. 71, LAPORTE, MN 56461, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 22630, 23150, 24116 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of work included in the quote or any other project related issues. GLADEN CONSTRUCTION will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to bertel@gladenconstructioninc.com or fax your quotes to 218-224-2939. To speak to someone in our office regarding quoting please contact Bertel Jurgens at 218-224-2237. Any and all disadvantaged businesses are encouraged to submit a quote. GLADEN CONSTRUCTION is an Equal Opportunity Employer.

GOWAN CONSTRUCTION, INC. - PO BOX 228, OSLO, MN 56744, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 22630, 23210 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of

work included in the quote or any other project related issues. GOWAN CONSTRUCTION, INC. will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to steve@gowanconstruction.com or fax your quotes to 701-699-3400. To speak to someone in our office regarding quoting please contact Steve Mack at 701-699-5171. Any and all disadvantaged businesses are encouraged to submit a quote. GOWAN CONSTRUCTION, INC. is an Equal Opportunity Employer.

INDUSTRIAL BUILDERS, INC. - PO BOX 406, FARGO, ND 58107, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 23210, 23715, 24057, 24116 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of work included in the quote or any other project related issues. INDUSTRIAL BUILDERS, INC will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to quotes@industrialbuilders.com. To speak to someone in our office regarding quoting please contact Kent Sand at 701-282-4977. Any and all disadvantaged businesses are encouraged to submit a quote. INDUSTRIAL BUILDERS, INC is an Equal Opportunity Employer.

KNIFE RIVER CORPORATION - NORTH CENTRAL - 3303 ROCK ISLAND PLACE, BISMARCK, ND 58504, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 23394, 23396 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of work included in the quote or any other project related issues. KNIFE RIVER CORPORATION - NORTH CENTRAL will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to KRWND.Subquotes@kniferiver.com. To speak to someone in our office regarding quoting please contact Cody Bennett at 701-774-2066 extension 3755. Any and all disadvantaged businesses are encouraged to submit a quote. KNIFE RIVER CORPORATION - NORTH CENTRAL is an Equal Opportunity Employer.

KNIFE RIVER MATERIALS - PO BOX 40, BEMIDJI, MN 56619, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 22630, 23150, 23196, 23210, 23394, 23489, 23715, 24050, 24116, 24128, 24164 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of work included in the quote or any other project related issues. KNIFE RIVER MATERIALS will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to subquotes@kniferiver.com. To speak to someone in our office regarding quoting please contact Josh Weickert at 218-751-5413. Any and all disadvantaged businesses are encouraged to submit a quote. KNIFE RIVER MATERIALS is an Equal Opportunity Employer.

MARK SAND & GRAVEL CO. - PO BOX 458, FERGUS FALLS, MN 56538, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 23196, 23394, 23489, 24050 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of work included in the quote or any other project related issues. MARK SAND & GRAVEL CO. will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to estimator@marksandgravel.com or fax your quotes to 218-736-2647. To speak to someone in our office regarding quoting please contact JUSTIN RODEMAN at 218-736-7523. Any and all disadvantaged businesses are encouraged to submit a quote. MARK SAND & GRAVEL CO. is an Equal Opportunity Employer.

MAYO CONSTRUCTION COMPANY, INC. - BOX 310 13960 HWY 5 WEST, CAVALIER, ND 58220, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 23150, 23210, 23489, 24050, 24116, 24128, 24164 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of work included in the quote or any other project related issues. MAYO CONSTRUCTION COMPANY, INC. will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to subquotes@mayoconst.com or fax your quotes to 701-265-8044. To speak to someone in our office regarding quoting please contact Trevor Christianson at 701-265-8438. Any and all disadvantaged businesses are encouraged to submit a quote. MAYO CONSTRUCTION COMPANY, INC. is an Equal Opportunity Employer.

MORRIS SEALCOAT & TRUCKING INC. - 46253 208TH ST., MORRIS, MN 56267, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 23822, 23842, 24139, 24152, 24153, 24155, 24184, 24185, 24186 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of work included in the quote or any other project related issues. MORRIS SEALCOAT & TRUCKING INC will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to sealcoat@hometownsolutions.net. To speak to someone in our office regarding quoting please contact Lucas Banta at 320-589-2844. Any and all disadvantaged businesses are encouraged to submit a quote. MORRIS SEALCOAT & TRUCKING INC is an Equal Opportunity Employer.

NORTHERN IMPROVEMENT COMPANY - 4000 12TH AVENUE NORTH, FARGO, ND 58102, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 22630, 23394, 24116, 24164 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding

and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of work included in the quote or any other project related issues. NORTHERN IMPROVEMENT COMPANY will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to subquotes@nicnd.com. To speak to someone in our office regarding quoting please contact Bruce Thompson at 701-223-6695. Any and all disadvantaged businesses are encouraged to submit a quote. NORTHERN IMPROVEMENT COMPANY is an Equal Opportunity Employer.

OPP CONSTRUCTION, LLC. - PO BOX 13530, GRAND FORKS, ND 58208, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 22630 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of work included in the quote or any other project related issues. OPP CONSTRUCTION, LLC. will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to bryanbenson@oppconstruction.com. To speak to someone in our office regarding quoting please contact Bryan Benson at 701-775-3322. Any and all disadvantaged businesses are encouraged to submit a quote. OPP CONSTRUCTION, LLC. is an Equal Opportunity Employer.

PCI ROADS - 14123 42ND ST NE, ST MICHAEL, MN 55376, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 24128 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of work included in the quote or any other project related issues. PCIROADS will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to estimating@pciroads.com. To speak to someone in our office regarding quoting please contact Kim Michels at 763-497-6100. Any and all disadvantaged businesses are encouraged to submit a quote. PCIROADS is an Equal Opportunity Employer.

R.J. ZAVORAL & SONS, INC. - PO BOX 435, EAST GRAND FORKS, MN 56721, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 22630, 23210, 23489, 24050, 24128 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of work included in the quote or any other project related issues. R.J. ZAVORAL & SONS, INC. will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to SUBQUOTES@RJZAVORAL.COM or fax your quotes to 218-773-6423. To speak to someone in our office regarding quoting please contact JOE ZAVORAL at 218-773-0586. Any and all disadvantaged businesses are encouraged to submit a quote. R.J. ZAVORAL & SONS, INC. is an Equal Opportunity Employer.

STRATA CORPORATION - PO BOX 13500, GRAND FORKS, ND 58208, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 22630, 23394, 23396, 23489, 23715, 24057, 24128, 24164 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of work included in the quote or any other project related issues. STRATA CORPORATION will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to quotes@stratacorporation.com. To speak to someone in our office regarding quoting please contact Robert Martens at 701-741-4239. Any and all disadvantaged businesses are encouraged to submit a quote. STRATA CORPORATION is an Equal Opportunity Employer.

SWINGEN CONSTRUCTION COMPANY - PO BOX 13456, GRAND FORKS, ND 58208, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 23210, 24057 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of work included in the quote or any other project related issues. SWINGEN CONSTRUCTION COMPANY will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to quotes@swingenconstruction.com. To speak to someone in our office regarding quoting please contact Jason Odegard at 701-775-5359. Any and all disadvantaged businesses are encouraged to submit a quote. SWINGEN CONSTRUCTION COMPANY is an Equal Opportunity Employer.

TI-ZACK CONCRETE, INC. - 39352 221ST AVENUE, LE CENTER, MN 56057, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 23396 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of work included in the quote or any other project related issues. TI-ZACK CONCRETE, INC. will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to Estimating@TiZack.com. To speak to someone in our office regarding quoting please contact Jeremy Gibbs or Chris Hartwig at 507-412-9589. Any and all disadvantaged businesses are encouraged to submit a quote. TI-ZACK CONCRETE, INC. is an Equal Opportunity Employer.

WINN CONSTRUCTION INC. - PO BOX 1141, DICKINSON, ND 58602, is seeking quotes on any and all items or materials within the scope of the project(s) on job number(s) 23396 for the March 15, 2024 NDDOT Bid Opening to be held at 09:30 AM. We will assist you in interpreting plans and specifications, preparing proposals, provide advice to obtain bonding and insurance, project scheduling, pit information (location, length of haul, type of road, etc.) method of measurement (seeding by the mile or acre, hauling by the ton-mile or by the hour, etc.), expected overtime, payment schedule, items of work

included in the quote or any other project related issues. WINN CONSTRUCTION INC will be accepting quotes up until deadlines as specified in the DBE Special Provisions for this letting. You can email your quotes to michaelm@winconstructioninc.com. To speak to someone in our office regarding quoting please contact Michael Molina at 701-483-1190. Any and all disadvantaged businesses are encouraged to submit a quote. WINN CONSTRUCTION INC is an Equal Opportunity Employer.



North Dakota 12th Annual Selling to the Government

Wednesday, March 27, 2024



Raymond J. Bohn Armory
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Attendees will be provided with an educational environment and the ability to network and share their capabilities with key stakeholders.

Even in this global economy, business is still conducted between people. Taking the time to make personal connections and market your firm's capabilities still matters!

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