

# OBD&EO **News Alert**

A Delaware River Port Authority/Port Authority Transit Corporation  
Office of Business Development & Equal Opportunity Publication

Celebrating Religious Differences Awareness Month

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## ***SPOTLIGHT***

**Procuriant – TaskSource, LLC**

1735 Market Street

Philadelphia, Pennsylvania 19107



**P**rocuriant – TaskSource, LLC is an international, woman-minority owned procurement management company based in Philadelphia that will offer municipalities, institutions and corporations procurement solutions. Procuriant – TaskSource, LLC is a subsidiary of Syion Holdings, LLC which began operations in 2004. The company's primary purpose is to provide and introduce the best and the most reputable suppliers globally. Procuriant forms virtual teams and procures services from aircrafts to nuts and bolts.

Procuriant – TaskSource, LLC is led by Antoinette Smith Jackson, a dynamic and ambitious entrepreneur with vision and uncommon determination. She has entered the market with an innovative passion for development and leadership skills to inspire and motivate. These assets have leveraged Procuriant – TaskSource, LLC for success. Through Ms. Jackson's leadership the team has added value to people's lives and work to benefit others and not just the company's gain.

Procuriant – TaskSource, LLC has identified four distinct customer segments, institutions, municipalities, government agencies and corporations. The company has focused their efforts on acquiring and developing existing accounts. Once customers have been identified and acquired, each customer contributes to building profit and capacity. Unmatched levels of customer service and attention is their focus. This course of action has been pursued as a way to efficiently utilize capital and establish a reputation within the community. They have devised an extremely cost-effective strategy that is focused on business development. Management has diligently established a network of strategic alliances with specific industry partners. This has given and will continue to provide Procuriant – TaskSource the advantage of leveraging the client base of their partners. In addition, these alliances have been instrumental in providing credibility and recognition to the company.

***"WE VALUE DIVERSITY"***

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Building strategic partnerships is viewed as 'key' to the success of the company. They have actively pursued strategic alliances that have the potential to generate sales leads, increase the company's profile and drive sponsorship revenues. Strategic initiatives have begun with both public and private companies and have already derived benefits from these partnerships in the form of potential revenue.

Procuriant – TaskSource, LLC will be a leading procurement management company with extensive contacts in the financial/corporate community and they are confident that they will have continued success in raising the profile of their firm throughout the world. By partnering for the common good of society, they hope to achieve outstanding results and incite change. Currently, Procuriant – TaskSource, LLC is located at 1735 Market Street, Philadelphia, Pennsylvania 19107. Antoinette Smith Jackson can be reached at 215-410-1835, fax: 215-472-2695 or [syion77@netscape.net](mailto:syion77@netscape.net).

## DRPA Names Chief Administrative Officer!!!

The Delaware River Port Authority Board of Commissioners named Toni Proffitt Brown, former Deputy Chief Business Development, Equal Employment Opportunity and Personnel at DRPA, to the position of Chief Administrative Officer.

In addition to her current responsibilities of overseeing the departments of Human Resource Services, Benefits Administration, Customer Service and Community Relations, Business Development and EEO, as Chief Administrative Officer, Ms. Brown's responsibilities will broaden to include the Mailroom, Printing Services, Risk Management and Safety departments.

"Toni has excelled at every level and I expect nothing less as she takes on this new position," says John J. Matheussen, Chief Executive Officer DRPA. "I look forward to her continued leadership and innovative approaches to improving the Authority."

During her 15 year tenure at the Authority, Ms. Brown developed and managed a comprehensive program **to diversify DRPA's pool of suppliers, contractors, and consultants** and developed and administered the Authority's Equal Employment Opportunity program. These award-winning programs are part of the Authority's Office of Business Development & Equal Opportunity (OBD&EO). As a result of Ms. Brown's efforts, the Authority has received numerous awards, chief among them the NAACP's Affirmative Action Champion Award and the Minority Supplier Development Corporation's Regional Corporation of the Year Award. As a result of its commitment to women business enterprises, the DRPA was presented the *Done Deals Award* from the Women's Business Development Council. The Authority's nondiscrimination programs have been cited by other agencies as models for their commitment to the business community, and have resulted in more than \$185 million being paid to disadvantaged, minority, and women-owned businesses since 1994.

**I**n 2004, Ms. Brown was named Deputy Chief, Business Development, EEO & Personnel. Along with OBD&EO, Ms. Brown assumed oversight responsibility for the Human Resources Services, Benefits Administration, and Customer Service & Community Relations Departments. With her team, Ms. Brown worked to put together a competitive health care package for the Authority's employees and retirees. As a result of the reforms she recommended, since 2005, the Authority has realized a significant cost savings, and has contained annual rate increases well below the national trend.

"I appreciate the Board's confidence, and I look forward to the new challenges ahead," said DRPA Chief Administrative Officer Toni Proffitt Brown.

Ms. Brown is a graduate of Wellesley College and Rutgers School of Law in Camden. She is the recipient of the YWCA Tribute to Women and Industry Award for Excellence and the Camden County Freedom Medal.

Ms. Brown resides in Mt. Laurel with her husband and two children.

The Delaware River Port Authority is a regional transportation and development agency. DRPA owns and operates the Benjamin Franklin, Walt Whitman, Commodore Barry and Betsy Ross bridges, PATCO, the Philadelphia Cruise Terminal and the RiverLink Ferry.

## Governor Signs Invest NJ Legislation

To help New Jersey businesses face the fiscal challenges of the current national economic crisis, Governor Jon S. Corzine today signed legislation creating the Invest NJ Program. The bill, A3294/S6, establishes the program within the New Jersey Economic Development Authority and authorizes \$120 million in grants to stimulate capital investment and job creation in the Garden State for a two-year period.

The program, part of Governor Corzine's Economic Assistance and Recovery Plan presented to the Legislature in October, is comprised of several facets.

One component provides a \$3,000 grant to New Jersey businesses for each new job created and retained for one year. To be eligible, businesses must have operated continuously in New Jersey for at least the prior two years and must employ at least five full-time workers.

The job creation grant component will provide up to \$50 million, not to exceed \$500,000 per grantee, for each eligible position created after Dec. 1, 2008 and before Jan. 1, 2011 by qualified businesses that experience a net increase in employment of eligible positions in the state during the same 12 consecutive months.

Another component of the program authorizes the payment of grants equal to seven percent of a business's qualifying capital investment of at least \$5,000 made prior to January 1, 2011. Up to \$70 million is available for capital investment grants, not to exceed \$1 million per grantee, to fund expenses for the direct use and operation of a business.

These expenses may cover site preparation, construction, renovations, improvements, and the purchase of fixtures, machinery and equipment. Under certain conditions, site remediation costs may also be included. To be eligible, business must have operated continuously for at least the prior two years, and must employ at least five full-time workers.

The New Jersey Economic Development Authority (EDA) will administer the program. For more information, visit [www.njeda.com](http://www.njeda.com).

## EDA Hosts Roundtable with Preferred Lenders

The New Jersey Economic Development Authority (EDA) recently hosted a roundtable event for its preferred lenders to discuss the launch of new financing programs for New Jersey businesses and to recognize the lenders for their partnership with the EDA in serving the needs of companies throughout the state. The Preferred Lender Program, which supports Gov. Jon S. Corzine's commitment to enhance New Jersey's economy, enables certain banks to utilize a streamlined loan-approval process with the EDA, the result of which speeds the flow of capital to growing businesses in the state.

At the event, each of the 12 bank participants in the program was recognized for its participation, with four of the banks (Roma, Peapack Gladstone, Cornerstone and Susquehanna) welcomed as new Preferred Lenders admitted in 2008. The remaining banks in the Preferred Lender group worked with the EDA on over 100 transactions totaling over \$220 million this year. In particular, PNC Bank and TD Bank were honored for their strong commitments to lending in New Jersey under the Preferred Lender Program. PNC was honored for closing the greatest number of transactions with the EDA, which amounted to nearly 50 transactions that provided a total of approximately \$25 million to New Jersey businesses. TD Bank was honored for closing the largest dollar volume of transactions with the EDA on behalf of New Jersey companies, with a total of over \$92 million in financing to companies through its partnership with the EDA.

The program features a three-day turnaround time for loan approval and applies to transactions in which the EDA buys a participation in bank financing and/or guarantees a portion of a bank loan. It is designed to help New Jersey businesses grow by providing funds at below-market interest rates with flexible terms. Funds can be used for fixed assets, working capital to meet operating needs, and the refinancing of other debt. Quick turnaround time from approval to closing provides a strong incentive for borrowers, while the EDA's exposure by participating in or guaranteeing a portion of a loan reduces the lender's risk.

The EDA's current Preferred Lenders include: Bank of America, Capital One Bank, TD Bank, Cornerstone Bank, Columbia Bank, PNC Bank, Sovereign Bank, Sun National Bank, Peapack-Gladstone Bank, The Bank, Roma Bank and Susquehanna Bank. A bank can become a preferred lender by submitting credit policies, samples of underwriting and resumes of the senior executives of the bank for consideration.

## \$ LIST OF ANNUAL CONTRACTS FOR DRPA \$

Most annual procurement for goods (non-professional services) at the **DRPA** are usually for periods of one (1) year with an option to renew for an additional year. At the end of the first year, assuming the vendor's performance has been satisfactory, a **DRPA** Purchasing staff member will contact the vendor to request pricing information for the second year. If all conditions are in the best interest of the DRPA, the DRPA will exercise its option for a second year renewal with the vendor. At the end of the second year, the contract will be rebid on a competitive basis. If you are interested in pursuing any of the contracts identified below, please call Susan Squillace, Purchasing Agent, at (856) 968-2163.

### 2009 Annual Contracts for DRPA

<u>Service Products</u>	<u>Contract Status</u>
Trash Removal (Solid, Non-Hazardous) for <b>DRPA</b>	DRPA may exercise its 3 <sup>rd</sup> year option in <b>May 2010</b> .
Emergency Generator Maintenance for <b>DRPA</b>	DRPA may exercise its 2 <sup>nd</sup> year option in <b>March 2009</b> .
Lubricants for Bulk Storage Dispensing System for <b>DRPA</b>	DRPA may exercise its 2 <sup>nd</sup> year option in <b>September 2009</b> .
Hazardous Waste Removal for <b>DRPA/PATCO</b>	DRPA may exercise its 2 <sup>nd</sup> year option in <b>March 2009</b> .
Office Supplies Products for <b>DRPA/PATCO</b>	Bid Process - This purchase will be up for competitive bid in <b>April 2009</b> .
Unleaded Gasoline, Diesel Fuel, & #2 Heating Oil for <b>DRPA/PATCO</b>	Bid Process - This purchase will be up for competitive bid in <b>January 2009</b> .
Fuel Tank Maintenance for <b>DRPA/PATCO</b>	Bid Process - This purchase will be up for competitive bid in <b>May 2009</b> .
Traffic Cones for <b>DRPA</b>	DRPA may exercise its 3 <sup>rd</sup> year option in <b>June 2010</b> .
Moveable Maintenance Platform Maintenance	DRPA may exercise its 3 <sup>rd</sup> year option in <b>September 2009</b> .

## List of Annual Contracts for DRPA *(continued from page 6)*

<u>Service Products</u>	<u>Contract Status</u>
Extermination Services for <b>DRPA</b>	DRPA may exercise its 2 <sup>nd</sup> year option in <b>September 2009</b> .
Prescription Safety Glasses for <b>DRPA</b>	DRPA/PATCO may exercise its 2 <sup>nd</sup> year option in <b>November 2008</b> .
Made to Measure Police Uniforms for <b>DRPA/PATCO</b>	DRPA/PATCO may exercise its 3 <sup>rd</sup> year option in <b>September 2009</b> .
One Year Supply Bottled Water for <b>DRPA/PATCO</b>	DRPA/PATCO may exercise its 2 <sup>nd</sup> year option in <b>January 2009</b> .
Office Paper Products for <b>DRPA/PATCO</b>	Bid Process - This purchase will be up for competitive bid in <b>January 2009</b> .



## List of Annual Contracts for PATCO

For your information, we are providing you with a list of annual contracts for **PATCO**, along with their expiration dates. If you are interested in pursuing any of these contracts, please contact Thomas J. Zamorski, Purchasing Agent, **PATCO** at (856) 772-6914 or Stephen Suder, Manager, Procurement, Records and Stores at (856) 968-2142.

<u>Service Products</u>	<u>Expiration Date</u>
Industrial Refuse Disposal Services for PATCO ..... Lindenwold Maintenance Facility	April 2009
Landscaping Maintenance for PATCO .....	December 2009
Pest Control and Exterminating at PATCO .....	May 2010

**"WE VALUE DIVERSITY"**



# Upcoming Purchases for 2009

*for DRPA* Nothing to Report





Questions regarding these or any other **DRPA** Purchases should be directed to Susan Squillace (DRPA Purchasing) at (856) 968-2163 or (215) 218-3750 ext. 2163.

*for PATCO* Nothing to Report

Questions regarding these or any other **PATCO** Purchases should be directed to Thomas J. Zamorski (PATCO Purchasing) at (856) 772-6914 or (215) 992-4600 ext. 6914.



## OBD&EO Information Corner

-  All interested subcontractors, subconsultants and suppliers are welcome to attend Pre-Bid and Pre-Proposal Meetings for DRPA projects, and briefly introduce yourselves to the contractors and consultants present. Information pertaining to these meetings is made available on our website at [www.drpa.org/obdeo](http://www.drpa.org/obdeo). Information on the project planholders and short-listed firms, can be found on the Bids and Contracts section at [www.drpa.org](http://www.drpa.org). For more information call OBD&EO at (856) 968-2270.
-  Don't forget to visit OBD&EO's web site at [www.drpa.org/obdeo](http://www.drpa.org/obdeo) for contract opportunities and other important information.
-  For upcoming events visit the **Other Events of Interest** section of our website.
-  Our next edition of *News Alert* will be published on or about

**Friday, March 27, 2009** ● **Friday, June 26, 2009** ● **Friday, September, 27 2009**

### Office of Business Development & Equal Opportunity

#### Mission Statement:

*A group of committed individuals dedicated to pursuing  
equal employment and contracting opportunities for everyone.*

Questions or comments concerning OBD&EO's *News Alert* may be directed to:  
(856) 968-2266 or (215) 218-3750 ext. 2266

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