



**Dulles Transit  
Partners, LLC**

# DBE ENTERPRISES

NEWSLETTER ♦ Volume 2 ♦ January 2008

## PROJECT UPDATE – Work has Begun!

The Dulles Corridor Metrorail Project has entered an exciting new phase in its progress. This project, which will provide a seamless connection to the Washington metropolitan area's Metro system, recently began work on utility relocation along Route 7 in Tysons Corner.

Having received the necessary approvals from the Commonwealth of Virginia, Fairfax County, Loudoun County and the Washington Metropolitan Area Transit Authority, the Project is in the process of obtaining approval from the federal government to begin construction of the rail line in early 2008.

- **For marketing, be at least 6 weeks ahead in your mind.**

In December, you should be thinking about Valentine's promotions, and have Easter already in your mind. Think your services or products can't be promoted this way? Consider this: at the dentists' office there was a stand with brochures for tooth whitening. One of them said "Fall into a whiter smile," and was decorated with fall leaves. The one next to it had Christmas graphics and said, "Tooth whitening makes a great gift for someone you love." Get the point?

- **Revamp your website.**

Yes, the Internet moves fast and the styles come and go quickly. Take time to research websites of your competition, and see what's new out there. Websites should be revamped every 6-12 months.

- **Resolve to learn something new.**

Whatever your field, learning something new is the best way to keep yourself growing and on the competitive edge. Learn how to do your own website, learn a new language, take an accounting course, get an MBA. Do everything you can to increase your knowledge; it will make you more profitable, more marketable, and more desirable in today's market climate.

- **Increase your emotional intelligence.**

Chances are you're on top of the skills and knowledge in your field. If you're in business, you're taking the mandatory continuing education courses in your field, adding an MBA or taking advantage of the great online and weekend degree opportunities. But are you increasing your emotional intelligence? It accounts more for your success and happiness than your IQ. It accounts for the majority of promotions and firings - it crosses all categories and fields, benefiting both your work and personal life.

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## New Year's Resolutions for Business Owners and Entrepreneurs

*(Edited article by Susan Dunn, The EQ Coach)*

*Making resolutions means resolving to do something, committing to do something. It means saying what you mean, and meaning what you say. What are your intentions for your business and for your life this coming year? What do you intend to do to make this happen?*

- **Put your resolutions in writing.**

Show them to someone – spouse, friend. Post them on the office wall, refrigerator or dashboard.

- **Make a list of names and addresses of people you can promote your business to.**

You don't have to start an email introduction yet, or do a direct snail-mailing, but start making the list. Resolve to increase the list you already have by 100%. Every where you go, get names, business cards, and email addresses.

### Contact Us:

*For further information on DBE opportunities with Dulles Transit Partners:*

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- **Make your last resolution – TAKE ACTION!**

Writing down your resolutions will trigger your innate goal-accomplishment drives, but taking action is essential. Take action on every resolution within 30 days after writing them.

- **Get organized.**

Use an Accountability System for your resolutions! Accountability Systems work. The more you've got going on, the more there is to keep track of. An Accountability System makes this easy for you. Use one for your resolutions.

- **You can make your resolutions general as long as you include incremental action steps as sub points.**

If your list reads Lose Weight and Make More Money, you're being so vague you're defeating the purpose. It isn't a WISH LIST; it's a list of things you intend to accomplish. Make that "Lose 20 lbs. by April 1 by exercising 30 minutes every day, eating less than 100 grams of fat a day, eliminating sweets" and whatever else will get you to your goal.

- **Compare your list to last year's list.**

If it's the same, you're in trouble and you need to face up to it. Something isn't working for you, and if you keep doing what you've been doing, you'll keep getting what you've been getting. If you've had "Increase company profits by 25%" for 3 years in a row, deal with it. Either acknowledge you're not going to do it, and take it off your list, or marshal the forces you need to make it. There's nothing more demoralizing than a goal you never achieve.

- **And one last resolution for your list...**

**In support of DTP, be sure that your DBE certification is current with either:**

**Virginia Dept of Transportation (VDOT)**  
<http://www.dmb.e.virginia.gov/>

**OR Metropolitan Washington Airports Authority (MWAA)**  
[http://www.mwaa.com/business\\_information/contracting\\_opportunities/equal\\_opportunity\\_programs/lbde\\_dbe\\_certification](http://www.mwaa.com/business_information/contracting_opportunities/equal_opportunity_programs/lbde_dbe_certification)

## **Featured DBE Contractor**

### **ATHAVALE, LYSTAD & ASSOCIATES, INC.**

8180 Greensboro Drive, Suite 550, McLean, VA 22102  
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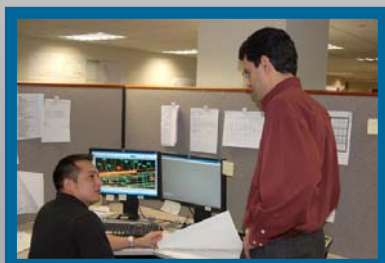
**Athavale, Lystad & Associates, Inc. (ALA)** is a minority-owned (DBE) engineering consulting firm with offices in McLean, Virginia and Rockville, Maryland. Founded in 1985, ALA provides professional services to a wide range of public and private clients throughout the mid-Atlantic region in Civil, Structural and Hydraulic Engineering Design; in Construction Inspection; and in Environmental Studies and Documentation.

ALA has undertaken significant multi-disciplinary engineering design and construction inspection roles on major transportation projects in the mid-Atlantic region including the Dulles Corridor Metrorail Project, the Woodrow Wilson Bridge Replacement Project in Alexandria, VA, the Widening of I-66 from Rte. 234 to US Rte. 29 in Manassas, the I-95/US Route 1 Interchange Project in Alexandria, VA, and the Section 100 Widening of I-95 in Baltimore.



ALA also provided design services on the 4<sup>th</sup> Lane Widening of the Dulles Toll Road and Improvements to Wiehle Avenue. ALA was responsible for roadway drainage and stormwater management design of the entire 12-mile corridor as well as the Wiehle Avenue Corridor between Sunrise Valley and Sunset Hills. ALA also provided structural design services for the widening of three bridges on the Dulles Toll Road and the widening and architectural enhancements to the Wiehle Avenue Bridge over the Dulles Toll Road.

As subconsultants on the Dulles Corridor Metrorail Project, ALA is a dedicated member of the design-build team working hand-in-hand with Dulles Transit Partners, LLC (DTP) on this challenging and important project.



*"We have several ALA engineers, designers and CAD technicians as part of our design team on the Dulles Corridor Metrorail Project. The ALA engineers are in design leadership positions for storm drainage and stormwater management system design, utility relocation design and retaining wall design. The ALA team members are highly skilled and very experienced in their work areas. They have been invaluable to the success of our project over the last 3 years."*

- Frank Matchner, Civil Engineering Group Supervisor

DTP appreciates the opportunity to work with ALA on this project and looks forward to its success.

[www.DullesTransitPartners.com](http://www.DullesTransitPartners.com)