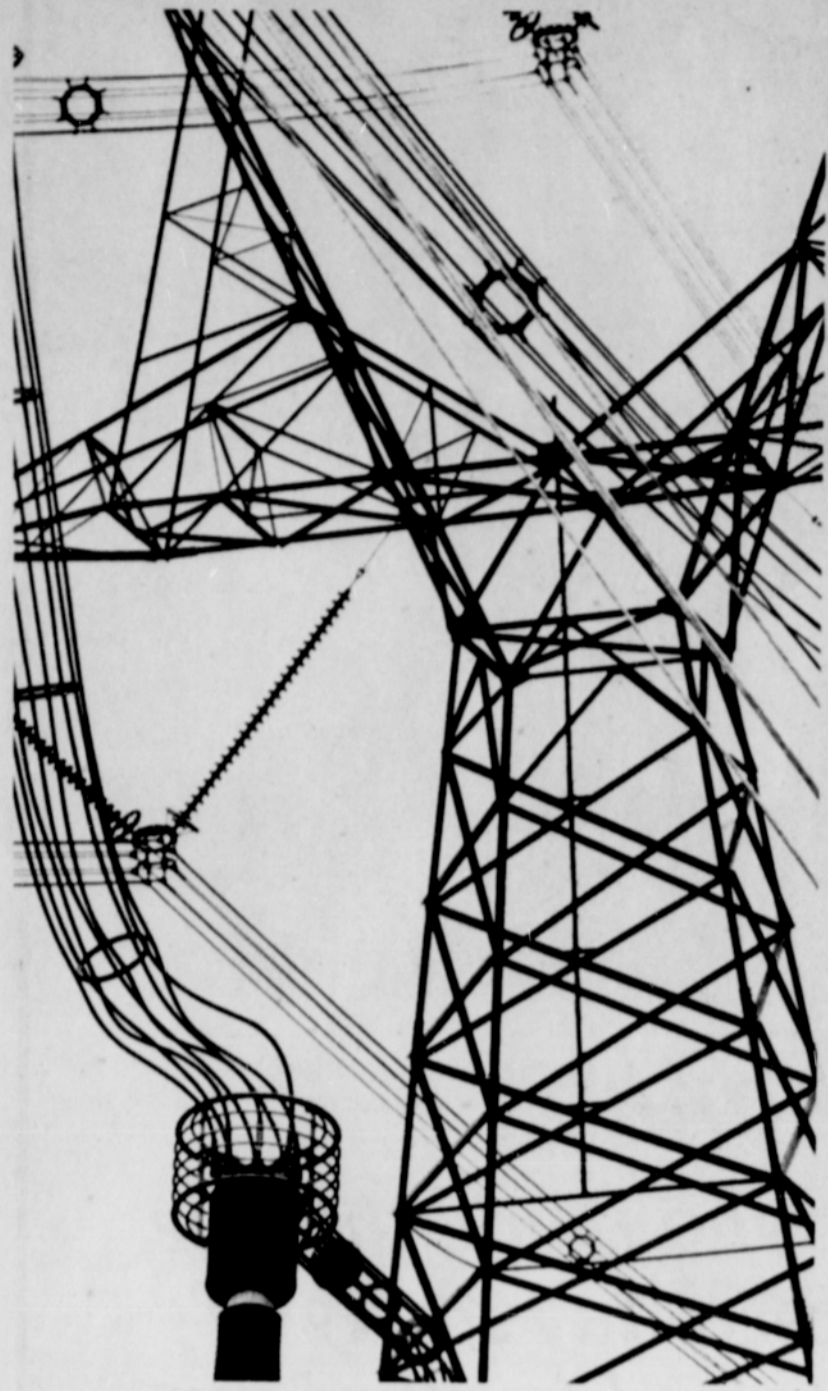


BPA encourages minority vendors, contractors



BPA, formerly a bureau of the Department of the Interior, and now a part of the Department of Energy, was created by Congress in 1937 to act as marketing agent for power from Bonneville Dam. By subsequent legislative and executive acts, BPA has been designated to market the power from the 29 additional Federal dams in the region.

BPA also markets the output from the 800,000-kilowatt Hanford generating plant of the Washington Public Power Supply System on the Hanford Reservation and the 30 percent of the Trojan nuclear plant output owned by the Eugene Water & Electric Board.

Under the Pacific Northwest Electric Power Planning and Conservation Act of 1980, BPA has also become the "power broker" for the Northwest. The Region Act empowers BPA to help the region achieve an adequate power supply, and place maximum reliance on conservation and renewable sources of energy in responding to growing demand for electricity.

To accomplish its power-marketing mission, BPA has designed and built the nation's largest network of long-distance, high-voltage transmission lines. The system, adding capacity rapidly, is the main grid for the Pacific Northwest. BPA does not build dams or power plants. These are built and operated by the U.S. Army Corps of Engineers and the Bureau of Reclamation. Most Corps and BR projects are multi-purpose; that is, they are designed to provide flood control, navigation, irrigation, municipal and industrial water supply, pollution control, recreation, and other public benefits, besides generating power.

BPA has been and will continue to operate a vigorous minority business enterprise (MBE) support program. Our support is multi-faceted and takes the form of not only contract awards, but also peripheral activity to promote MBE participation and development.

In recent years, BPA has consistently awarded contracts to MBEs, with annual award totals between \$2 and \$3 million. In FY 1982 (October 1, 1981 through September 30, 1982) BPA awarded more than \$2.7 million in contracts to MBEs.

In addition to contract awards, BPA has contributed extensively to MBE outreach and development efforts. BPA volunteers have taken major responsibility to plan and conduct regional minority business trade fairs in 1979 and 1981. These events are no-nonsense, no-frill opportunities where nearly 100 major purchasers (governmental and private sector) are gathered in one location at one time to facilitate contact and marketing for MBEs. BPA volunteers are presently engaged in planning another such

event for October 12, 1983. The event (Minority Business Opportunity Day VI) will be open at no charge to minority entrepreneurs throughout the region, in every walk of business. Other areas of MBE support include liaison with other purchasers to share, compare and consolidate MBE source lists to improve our outreach, and realize the economies and efficiencies of scale through cooperative endeavors. BPA's volunteers have planned and delivered seminars on various business topics to enhance competitiveness and operating efficiency of MBE bidders and contract recipients.

Bonneville Power Administration is constantly seeking MBEs who might be matched to our contractual requirements. We obviously cannot guarantee awards to all

MBEs because BPA, as a Federal agency, must operate within requirements of competitive Federal procurement regulations.

BPA invites MBEs and their contacts to work in concert with us to expand our MBE outreach, particularly in areas of MBE scarcity. We encourage MBEs to contact us and share information on their capabilities; learn about BPA's contracted needs; and get on appropriate bidders' mailing lists so they may be contacted to bid if their products, services, or construction capabilities may be matched to contracted BPA needs. Please contact Roy Nakayama, (503) 230-4725, or Carl Deiz, (503) 230-3630, for additional information or referral contact. We at BPA look forward to working with you for increased minority business opportunities.

AGC organizes pension plan

The Oregon-Columbia Chapter, Associated General Contractors of America (AGC), has introduced an innovative fringe benefit for its members and their employees.

The AGC Money Purchase Pension Trust is a defined contribution retirement plan specifically designed for open shop contractors working on prevailing wage jobs. The plan, the first in the nation of its type sponsored by a construction association, provides immediate vesting, portability among participating member employers, variable contribution rates, and full dollar payout, giving participants the choice of an IRA, annuities or other options. Each participating employee has an individual account in their name with the United States National Bank, plan trustee and administra-

tor. According to Jeff Mullican, director of Open Shop Services for AGC, motivation to develop the plan came from the fact that 69 percent of all public jobs bid in the state of Oregon are going to open shop contractors. These jobs, with prevailing wage requirements, call for the payment of a predetermined base wage plus benefits.

Contractors operating under union labor agreements are able to contribute to collectively bargained fringe benefit plans, while open shop contractors (lacking any similarly sanctioned plans) must pay both wages and benefits in cash. The resultant increase in payroll taxes places these contractors at a competitive disadvantage. By participating in the plan, some open shop employers estimate they will save approximately \$20,000 in a single

year, while providing their employees with a high quality, secure retirement program.

In keeping with AGC's policy to provide services to all its members without regard to union affiliation, the AGC Money Purchase Pension Trust can also provide a retirement plan to hourly or salaried employees of all members.

Mullican predicts that a large percentage of AGC's members will enroll in the plan once its benefits are widely known. "Our members realize the importance of taking good care of the people who work for them," Mullican states. "Employees are becoming more aware of the need to plan for their future, and plans like this provide for a secure retirement."

For more information, contact Jeff Mullican at the Oregon-Columbia Chapter, AGC, (503) 682-3363.

**We at Franklin Market support
National Minority Business Week**

M B E

We thank our community for their support of
Franklin's Market — a Minority Business Enterprise.

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- * Request subcontractor quotations on street and road construction work. Concrete work, electrical and signals, signing and structures.
- * Request that subcontractors furnish a Performance and Payment Bond. It is required that the subcontractor have Workman's Compensation Insurance and the same limits of Public Liability and Public Damage that the owner requires us to have.
- * Subcontracts awarded, based upon quotes submitted to us prior to the bid date.
- * Pipe, concrete, asphaltic materials, filter materials, manhole and inlet frames and grates, cement, and lime.
- * Crushed Rock, Cement Treated Base and Asphaltic Concrete.

**CONTACTS: GEORGE R. MORTON, VICE PRESIDENT, ENGINEERING
LARRY HANSON, PROJECTS COORDINATOR**

**Bonneville Power
Administration,
part of the U.S. Department of Energy**

BPA welcomes the "small business" bidder with the capacity and the desire to furnish needed supplies, materials and services. Government policy is to encourage small business firms in order to broaden sources of supply and to help maintain a sound national economic structure.

BPA purchases products utilized by a major electric utility. For example, last month we ordered armor rods, annunciator cables, insulator washers, galvanized guystands, power cable, substation steel and survey stakes.

We also have requirements for construction work. In the past month we have awarded contracts for a storage building, site development, and right-of-way preparation, and construction of access roads in Montana; capacitor additions at a Montana substation and construction of a new substation near Tacoma, Washington; several contracts for roof repairs at different facilities; sidewalks at a Southern Oregon substation and a major line construction job from Southern Oregon to Northern California.

Soon we will open bids for painting of steel towers, installation of chain link fencing and retirement of a line in Central Washington. After the first of the year we will be publishing our substation construction bulletin, which lists the year's proposed construction projects. In the near future, we will open bids on treated Douglas Fir poles, dropped forge hangers, and substation steel.

To find out about these and other bid openings call Carl H. Deiz, Small Business Specialist (503) 230-3630, between the hours of 7:30-4:15.



BONNEVILLE POWER ADMINISTRATION
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