March 31, 2008

Dear Transportation Partner:

The U.S Department of Transportation, Office of Small and Disadvantaged Business Utilization (OSDBU) has a program that is designed to assist Disadvantaged Business Enterprises (DBEs) to grow their businesses.

As you continue to build, maintain, and renovate our nation's transportation infrastructure you are creating jobs and a positive local, state and national economic impact. The small businesses who have been a large part of these transportation projects, usually as second, third or fourth tier subcontractors, can find themselves in need of additional capital. In response, the U.S. Department of Transportation (DOT) Short Term Lending Program (STLP) was created by the OSDBU to offer certified DBEs [1] the ability to obtain short-term working capital at competitive interest rates. The STLP provides revolving lines of credit to finance accounts receivable arising from transportation-related contracts.

I am attaching a brochure of the loan program to share with your technical assistance and equal opportunity officers so they may know this program is active and ready to assist small businesses in your area. We would be happy to participate in any of your DBE Business Outreach meetings and educate your DBEs, staff and even prime contractors on the program

If you would like additional information on the STLP and/or want us to participate in any of your DBE outreach meetings please contact Ms. Nancy Strine, Manager, Financial Assistance Division at 202-366-5343 or email Nancy.Strine@dot.gov.

I would also like to take this opportunity to invite you to include a link to our website on your own, as a resource to small businesses in your area. This link is www.osdbu.dot.gov.

We look forward to working with your office in the near future.

Sincerely,

Denise Rodriguez-Lopez
Director
Office of Small and Disadvantaged
Business Utilization

[1] For the purpose of the STLP, DBE does not include Airport Concessionaires.

WHAT IS THE PROGRAM?

Under the Short Term Lending Program US DOT guarantees up to $750,000 in loans with participating lenders for eligible small & disadvantaged businesses.

The loan guarantee provides a revolving line of credit for work on transportation-related contracts.

WHO CAN APPLY?

Businesses meeting the following eligibility requirements:

1. Certification

- Firms with DOT DBE certification from a state or local transportation agency; or
- Firms that have been certified by the SBA either as an 8(a), Small Disadvantaged Business or HUB Zone; or
- Firms that have received a disability rating by the Veteran's Administration and certify themselves as a Service Disabled Veteran Owned Small Business (SDVOSB).

2. Transportation Related Contract

The business must already have been awarded a DOT federally funded, in whole or in part, transportation-related contract, i.e., maintenance, rehabilitation, restructuring, improvement, or revitalization of any local, state, or federal mode of transportation.

3. Established Track Record

The business should have at least a three year track record.

4. Taxes Need to be Current

The business must be current on all federal and state taxes.

NEED MORE INFORMATION?

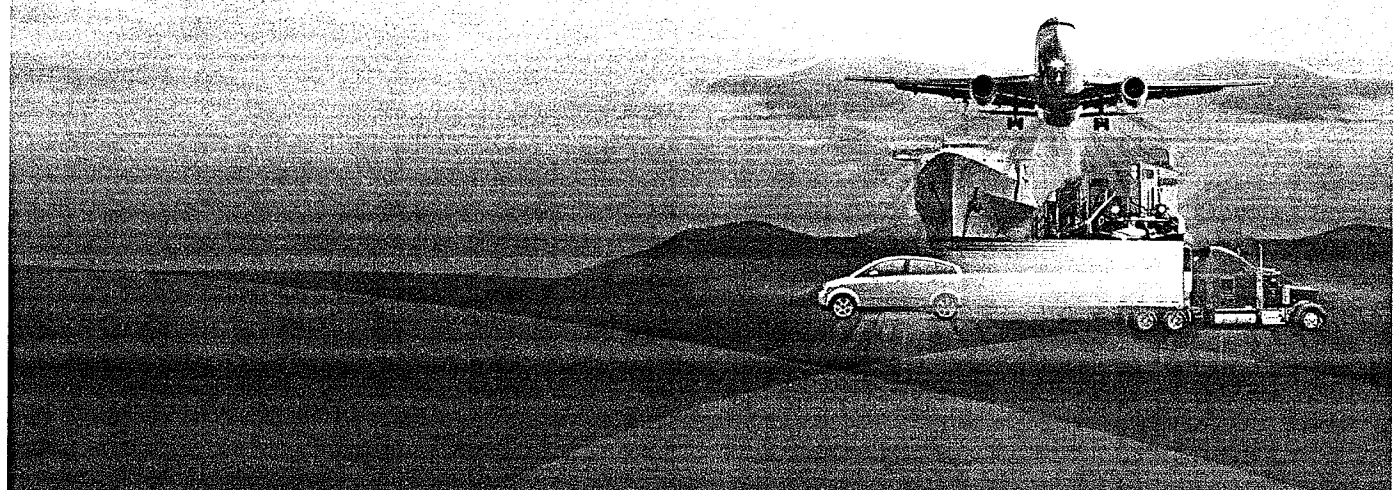
Visit the STLP page on www.osdbu.dot.gov
Financial Assistance Division/Short Term Lending Program or contact:

Nancy Strine [illegible]
Financial Assistance [illegible]
Phone: 1-800-[illegible]
Email: nancy.strine@dot.gov [illegible]

Office of Small and Disadvantaged Business Utilization

www.osdbu.dot.gov
1200 New Jersey Avenue, S.E. W56-485
Washington, DC 20590
Phone: 800-532-1169 Phone: 202-366-1930
Fax: 202-366-7228

Short Term Lending Program
STLP



Office of Small and Disadvantaged Business Utilization

www.osdbu.dot.gov

STLP
Participating Lenders

HOW DOES IT WORK?

Funds are to be used to meet the short-term costs of performing the contract(s) being financed.

- Lines of credit are managed by OSDBU through cooperative agreements between DOT and Participating Lenders. The final loan approval is made by both the Participating Lender and DOT.
- The interest rate of the loan is a variable rate calculated by using the current Wall Street Journal Prime Interest Rate and adding 2 points.
- Applicants can choose whether they want to set up a checking or savings account to access their line of credit.
- The line of credit covers a one-year period. The applicant can request a renewal (up to five years), as long as they remain eligible.
- Applicant submits an application fee of $150.00 to the Participating Lender along with a complete application.
- Application and checklist can be found on www.osdbu.dot.gov
- Loan processing and servicing is performed by the Participating Lenders. The funds are borrowed and advanced to the borrower against each invoice of the contract(s) being financed – up to 85% of the invoice total. Each invoice is paid directly to the Participating Lenders (otherwise referred to as "assignment of funds") by the Project Owner or Prime Contractor with a two-party check addressed to the Lender and the Borrower. The borrower re-pays the Principle and Interest, and the bank releases the balance to the borrower.

Citizens Trust Bank
75 Piedmont Avenue
Atlanta, GA 30303
www.ctbatlantahb.com/home/

Farrand Logan
Vice President
Commercial Lender
Phone: (404) 575-8333
Fax: (404) 659-6424
Email: farrand.logan@ctbatl.com

Fred Daniels
Senior Vice President
Phone: (404) 575-8331
Email: fred.daniels@ctbatl.com

Lynnette Crosslen
Loan Operations Assistant Manager
Phone: (404) 653-2886
Email: lynnette.crosslen@ctbatl.com

Continental National Bank of Miami
240 East Flagler St.
Miami, FL 33131
www.continentalbank.com

Amaury Betancourt
Vice President
Phone: (305) 642-2440
Fax: (305) 551-9034
Email: ABetancourt@continentalbank.biz

Legacy Bank
2102 West Fond du Lac Avenue
Milwaukee, WI 53206
www.legacybancorp.com

Ramona Moore
Vice President
Commercial Lending
Phone: (414) 343-3010
Fax: (414) 343-6910
Email: rmoore@legacybancorp.com

Native American Bank, N.A.
999 18th Street,
Suite 2460
Denver, CO 80202
Phone: (303) 988-2727
Fax: (303) 988-5533
www.nativeamericanbank.com

Joel Smith
Business Development Officer
Phone: (720) 963-5523
Cell: (720) 289-5951
Email: jsmith@nabna.com

Adams National Bank
1130 Connecticut Ave., NW
Suite #200
Washington, DC 20036
www.adamsbank.com

Susan Banks
Vice President
Commercial Lending
Phone: (202) 772-3721
Fax: (202) 835-3871
Email: sbanks@adamsbank.com

Cardinal Bank
1776 K Street, NW
Washington, DC 20006
www.cardinalbank.com

Kathy Speakman
Vice President
Commercial Lending
Phone: (202) 331-3957
Fax: (202) 659-6589
Email: Kathryn.speakman@cardinalbank.com

South Carolina Community Bank
1545 Sumter Street
Columbia, SC 20201
www.sccommunitybank.net

Deborah Dawson
Senior Vice President & Senior Lender
Phone: (803) 733-8100 Ext 1114
Toll Free: 1-866-696-5577
Fax: (803) 733-8125
Email: ddawson@sccommunitybank.net

DOT OSDBU Office of Small and Disadvantaged Business Utilization
Short Term Lending Program www.osdbu.dot.gov