

# US Department of Transportation Office of Small and Disadvantage Business Utilization Presentation

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# DOT MISSION

*Serve the United States by ensuring a fast, safe, efficient, accessible and convenient transportation system that meets our vital national interests and enhances the quality of life of the American people, today and into the future*



## OSDBU MISSION:

To ensure that small and disadvantaged business policies and goals of the Secretary of Transportation are implemented in a fair, efficient and effective manner to serve small and disadvantaged businesses throughout DOT and the nation by providing opportunities, technical assistance and financial services.



# OSDBU

- Advocate for small business
- Provide guidance in acquisition planning and execution
- Create opportunities at the local, state and federal level
- Provide technical assistance
- Provide information about opportunities
- Provide financial services

# OSDBU DIVISIONS

- Regional Partnerships Division
- Procurement Assistance Division
- Financial Assistance Division
- National Information Clearinghouse

# REGIONAL PARTNERSHIPS DIVISION

## SMALL BUSINESS TRANSPORTATION RESOURCE CENTERS (SBTRCs)

-The goal is to increase the number of small businesses that are prepared to compete for, and enter into transportation- related prime and subcontracts

- Outreach for the OSDBU
- Provides Technical assistance on STLP
- Share information about finding contracting opportunities
- Business Training and Counseling

# REGIONAL SBTRCs

- **Central Region – University of Missouri in Columbia, Missouri**
- **West Central Region- Metro Denver Chamber of Commerce, Denver, CO**
- **Southeast Region – Miami Dade College in Miami, Florida**
- **Gulf Region – Greater Dallas Hispanic Chamber of Commerce in Dallas, Texas**
- **Great Lakes Region – Hispanic American Construction Industry Association in Chicago, Illinois**
- **Mid-Atlantic Region – Greater Philadelphia Minority Business Strategic Alliance in Philadelphia, Pennsylvania**
- **South Atlantic – North Carolina A&T, Greensboro, North Carolina**
- **Mid-South Atlantic – Greater Atlanta Economic Alliance, Atlanta, Georgia**
- **Southwest – California Asian Pacific Chamber of Commerce, Sacramento, CA**
- **Northwest – Economic Development Council, Everett, Washington**
- **Northeast – La Guardia Community College, Queens, New York**

# Mid-Atlantic Small Business Transportation Resource Center

- Headquartered in Philadelphia- Operated by the Greater Philadelphia Minority Business Strategic Alliance (GPMBSA)
- Serving small and disadvantaged businesses in Pennsylvania, Delaware, Maryland, Washington DC, and Ohio
- Provides assistance with OSDBU programs, i.e. STLP and DBE BAP
- Provides counseling, technical assistance, training, and information dissemination to businesses that have or have the potential to do business with public and private entities in the transportation industry
- Oversees the DOT Women's Internship Program



# Doing Business with DOT

- Two Distinct Contracting Programs
  - Direct Contracting
    - Federal Acquisition Regulation (FAR)
    - Part of Government's Procurement Preference Program
  - Federal Financial Assistance to State and Local Transportation Agencies
    - DBE Program
    - State and Local Transportation Agencies

# Doing Business with DOT

## Direct Contracting

- DOT buys over \$4 billion in products and services annually;
- Adheres to the small business procurement goals set by Congress each year;
- Publishes open market solicitations on [www.FedBizOpps.gov](http://www.FedBizOpps.gov).
- Publishes the Procurement Forecast on Oct. 1
  - Provides information on anticipated procurements
  - [www.osdbu.dot.gov/procurement](http://www.osdbu.dot.gov/procurement)

# DOT Operating Administrations

- Office of the Secretary (OST)
- Federal Aviation Administration (FAA)
- Federal Highway Administration (FHWA)
- Federal Motor Carrier Safety Administration (FMCSA)
- Federal Rail Administration (FRA)
- Federal Transit Administration (FTA)
- Maritime Administration (MARAD)
- National Highway Traffic Safety Administration (NHTSA)
- Pipeline and Hazardous Materials Safety Administration (PHMSA)
- Research and Innovative Technology Administration (RITA)
- Saint Lawrence Seaway Development Corporation (SLSDC)

# TO DO BUSINESS WITH THE FEDERAL GOVERNMENT YOU MUST:

- Acquire a Data Universal Numbering System (DUNS) identification number
- Register on the Central Contractor Registration (CCR) system
- Complete the Online Representations and Certifications Application (ORCA)

# Certifications

SBA

DOT

SB

DBE

8(a)

SDB

WOB

HUBZone

SDVOB



# FEDERAL FINANCIAL ASSISTANCE TO STATES

- State Transportation Agencies
  - Ohio DOT
  - Cleveland Hopkins International Airport
- DBE Program
  - Unique to DOT
  - Administered by state agencies
  - Goals are set when federal funds are used by state transportation agencies

# WHAT IS A DBE?

- For profit business
- 51% ownership and control management of daily business operations by a socially and economically disadvantaged individual
- Social disadvantage presumption for : African Americans, Hispanics, Native Americans, Asian-Pacific and Subcontinent Asian Americans, and women
- Economic disadvantage: Personal net worth not to exceed \$750,000, meet SBA size criteria AND annual gross receipts not to exceed \$22.41 million

# Ohio DBE Certification

## Ohio Uniform Certification Program

The Ohio Department of Transportation's Office of Contracts, DBE Section, processes DBE certification applications for ODOT. To receive an application, go to [www.ohiouncp.org](http://www.ohiouncp.org) or or call 614-466-3778.

## OSDBU Financial Assistance Division Short Term Lending Program (STLP) Description

- Provides a loan guarantee on a revolving line of credit
  - Up to \$750,000 line of credit
- Primary collateral is receivables from transportation contract(s)
- Participants can apply for renewal for up to 5 years
- Prime or Subcontractor

# STLP Eligibility Requirements

(a) Certified as a DBE under DOT certification guidelines (49 CFR, part 23 & 26)

- or -

-certified by the U.S. Small Business Administration 8(a) program, Hubzone, Disabled Veteran or Service Disabled Veteran Owned Business

(b) Have a current contract with a US DOT mode or state or local entity funded by US DOT

(c) Must be current on federal taxes

# Helpful Websites

- DOT Procurement Forecast [www.osdbu.dot.gov/procurement](http://www.osdbu.dot.gov/procurement)
- Ohio UCP- [www.ohioucp.org](http://www.ohioucp.org)
- Central Contractor Registration (CCR) [www.ccr.gov](http://www.ccr.gov)
- Federal Business Opportunities (FedBizOpps) [www.fbo.gov](http://www.fbo.gov)
- Small Business Administration (SBA) [www.sba.gov](http://www.sba.gov)
- Disadvantaged Business Enterprise (DBE)
- General Services Administration (GSA) [www.gsa.gov](http://www.gsa.gov)
- Federal Procurement Data System – Next Generation (FPDS-NG)
- [www.fpds.gov](http://www.fpds.gov)

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