

How To Get A Contract With The Michigan Department Of Transportation (MDOT)

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SMALL BUSINESS WORKSHOP

U. S. Army Corps of Engineers

Society of American Military Engineers



Topic To Be Discussed Today

- ❖ **MDOT's Transportation Program**
- ❖ **Disadvantaged Business Enterprise (DBE) Update**
- ❖ **Services Provided to DBEs**



2006 Investment Program

- ❖ MDOT - \$3.4 billion business
- ❖ Highway and Bridge - \$1.4 billion
- ❖ Bus, Rail and Marine - \$276 million
- ❖ Airport Improvement - \$163 million



Jobs Generated By Transportation Program

- ❖ Road & Bridge - 30,824
- ❖ Transit - 11,610
- ❖ Aeronautics - 6,923
- ❖ Total - 49,357

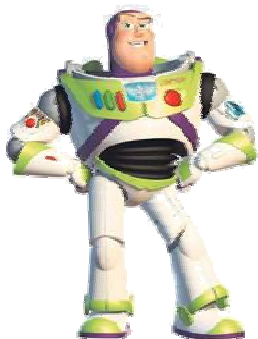


Investing In Michigan's 21st Century Economy

- ❖ **Michigan Jobs Today, Jobs Tomorrow Economic Plan**
- ❖ **Jobs Today Initiative – \$618 Million State Projects**
- ❖ **Local Jobs Today Program - \$400 Million**
 - Construction program to support more jobs

How To Get Into The Action?

DBE Program Federal Legislation



Any business meeting the federal DBE regulation at U.S. Department of Transportation (USDOT) regulation 49 CFR 26.45 may qualify for the MDOT DBE Program.

What Is A DBE?

A FOR-PROFIT SMALL BUSINESS CONCERN THAT IS:

- ❖ Disadvantaged Business Enterprise (DBE)
- ❖ That is at least 51% owned by minority, female, or a socially and economically disadvantaged individual(s) who controls the firm.
- ❖ Meets the Small Business Administration (SBA) North American Industry Classification System (NAICS) size standards and the overall gross receipts cap for the DBE Program
- ❖ Meets the personal net worth criteria
- ❖ Certified by a certifying agency into the Michigan Unified Certification Program (MUCP)

2005 Goals & Accomplishments

GOALS:

- ❖ To meet the 11% DBE Goal
- ❖ To increase awareness about the DBE Program
- ❖ To assist the growth and development of DBEs
- ❖ To encourage DBE joint venturing on MDOT projects



2005 Goals & Accomplishments (Continued)

ACCOMPLISHMENTS:

- ❖ An unbundling initiative and more smaller projects
- ❖ More DBE prime contractor bids
- ❖ Greater emphasis on increasing understanding of DBE regulations
- ❖ More use of technology to communicate program, events and activities
- ❖ Awarded over \$115 million in total contract commitments to DBE's
- ❖ Maintained partnering efforts with several organizations
- ❖ Provided DBE training and networking opportunities

2006 DBE Program Goals

- ❖ Provide more contracting opportunities
- ❖ Support skills training and job creation for individuals
- ❖ Add new firms, increase capacity and graduate more DBE's from MDOT's program
- ❖ Continue to deliver a cost effective DBE program
- ❖ Increase awareness of MDOT's DBE program

MDOT Needs DBEs In These Areas

- ❖ Landscaping
- ❖ Inspection & Testing Services
- ❖ Design
- ❖ Pavement Marking
- ❖ Construction Supplies/Materials
- ❖ Surveying
- ❖ Trucking
- ❖ Chip Seal
- ❖ Transportation Planning
- ❖ Value Engineering
- ❖ Overhead and Permanent Traffic Signs
- ❖ Fencing
- ❖ Construction Engineering



Three Steps To Become Certified

- ❖ Submit a complete Michigan Unified Certification Program Application to MDOT
- ❖ Be available for the on-site held at your office. This is to assure that your company qualifies as a DBE
- ❖ Once your company qualifies and is granted DBE status, attend DBE Orientation and be ready willing and available to participate in the DBE Program

Benefits To DBEs

- ❖ **Business Development and Growth Opportunities**
- ❖ **Networking Opportunities**
- ❖ **Access to Professionals**
 - Insurance, bonding, financing, etc
- ❖ **Contracting Opportunities**
- ❖ **Access to other Government Agencies**



Services Provided To DBEs

- ❖ **Call Services**
- ❖ **Training**
 - Business Plan Development
 - Accounting Software Training (QuickBooks)
 - Bid Preparation Training
 - Annual Conference
- ❖ **Reimbursements**



Summary

- ❖ The Program contributes to Michigan's economy
- ❖ More DBEs and prime contractors are needed, especially in specific areas
- ❖ We welcome your involvement
- ❖ We've done a lot – There's more to do!



ADDITIONAL INFORMATION AVAILABLE AT THE RESOURCE TABLE

MUCP Certification Application today or download it at
www.michigan.gov/mdotdbe

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Thank You!

QUESTIONS

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