

Disadvantaged Business Enterprise

- The challenges and rewards of being a Certified Disadvantaged Business Enterprise operating in the Public Transportation sector.
- Presented by Ken Rivera – President & CEO
JM Fiber Optics, Inc. – Chino CA
www.jmfiberoptics.com

DOT DBE Certification Requirements

- To become a certified as a DBE, a firm must be a small business owned and controlled by socially and economically disadvantaged individuals. Certifiers make the determinations based upon on-site visits, personal interviews, reviews of licenses, stock ownership, equipment, bonding capacity, work completed, resume of principal owners and financial capacity.

DOT Certification Requirements

- To be certified as a DBE in multiple states, a firm must go through a separate certification process.
- Individual transit agency's may require their own DBE certification.
- The DOT has established a single DBE goal, encompassing both firms owned by women and minority group members.

What is a Disadvantaged Business Enterprise?

- A DBE is a social and economically disadvantaged business enterprise certified by a government assigned entity of the State in which it is located.
- A certified DBE may be a small business, but has the resources, experience and capability to offer products and services for a variety of DOT projects.
- A certified DBE has gone through a rigorous certification process to prove we have the resources to do the job.
- We are simply asking for the opportunity to show what we can do!

What a Disadvantaged Business Enterprise is NOT

- A certified DBE is NOT simply a pass-through, paper pushing company used to meet federal participation requirements.
- A certified DBE is NOT just an entity you're forced to use to win a project.
- A certified DBE is NOT too small to do the job.
- A certified DBE is NOT unqualified if used for their core competencies and capability.

Challenges Facing DBEs

- Opportunity to participate in projects that fit a DBEs capability.
- Ability to develop long-term relationships with transit agency's, prime contractors, consultants, vehicle manufacturers and key suppliers.
- Project financing and bonding.
- Staffing.

How Can DBEs Overcome Obstacles

- Join organizations such as APTA and participate in committees that fit your core competency.
- Create a solid business and marketing plan that allows you to maximizing your financial resources.
- Make it easy for someone to find you by utilizing resources such as a company web site, social media and electronic newsletters to get the word out about who you are and what you do.

How Can DBEs Overcome Obstacles

- Do some research. Identify what organizations it is you want to work with and reach out to them. Many company's will require a DBE to go through their own internal certification process.
- Form a partnership such as the SBA Mentor/Protégé program.
- Make sure you have the staff, subcontractors and vendors to support the projects you're going after.
- Don't wait for opportunities to come to you, go find them!

What are the Benefits and Rewards of being a Certified DBE

- DBEs have access to a list of projects typically subcontracted by Prime Contractors and Consultants.
- DBEs receive information regarding upcoming projects and the Prime Contractors/Consultants that have shown interest in them.
- DBEs can create more jobs.
- DBEs can experience long term growth.
- DBEs will have greater financial stability.

Federal DOT DBE Program Questions and Answers

- Official Questions and Answers (Q&A's) about the DOT Disadvantaged Business Enterprise Program Regulation (49 CFR 26) can be found at <http://www.dot.gov/osdbu/disadvantaged-business-enterprise/official-questions-and-answers-26>