

# Doing Business with PennDOT SUPPORTIVE SERVICES CENTERS

## Spring 2019



# Our Mission

The mission of the Center is to provide training and consulting services that will enable

**DBEs & SBEs | DBs** to acquire the proficiency, expertise and experience necessary to compete, on an equal basis, for federally-assisted PennDOT highway contracts and subcontracts

# Why work with PennDOT?

- PennDOT awards over \$1 BILLION in contracts each year.
- Any project receiving federal funds has a DBE/SBE Goal.
- There are still many opportunities for SBEs who don't qualify as DBE or DB.
- **All Services Provided by the Supportive Centers are Free of Charge.**



# What is a Disadvantaged Business Enterprise (DBE)?

- Organized as a for-profit business.
- At least 51% owned by one or more socially and economically disadvantaged individuals who also control the firm.
- Owned by a U.S. citizen or lawfully permitted U.S. resident.



# What is DBE cont.?

- Owner's personal net worth less than \$1.32 million.
- Meets the Small Business Administration size standards.
- Three years average of business income does not exceed \$23.98 million.

# Service Delivery Goals

- Increase the number of READY-TO-WORK DBE firms available across the Commonwealth of Pennsylvania
- Increase the percentage of READY-TO-WORK DBE firms receiving Subcontract Awards
- Increase the number of DBE firms who grow from Subcontractors to Primes
- Impact the DBE Goals on PennDOT Contract Awards

# Service Delivery Model

**Cohort 1**: Serviceable but not READY TO WORK

**Cohort 2**: READY TO WORK but not receiving PennDOT awards

**Cohort 3**: READY TO WORK and receiving PennDOT awards

# Serviceable means...

The DBE firm has a current  
certification through PAUCP

&

the DBE firm is registered as a  
PennDOT Business Partner.



# Serviceable does not mean....

That a DBE firm is

**READY-TO-WORK**

# READY-TO-WORK means...

The DBE firm appears on the ECMS website as a firm that is:

- “Qualified” as a Sub-Consultant
- “PreQualified” as a Sub-Contractor
- “Approved” as a Trucker, Supplier or Service Provider

# READY-TO-WORK does not guarantee...

Winning bids on PennDOT  
sub-contract awards

But we are here to help...

# Certification

as a

Disadvantaged Business Enterprise

(DBE)

through

PA Unified Certification Program (PAUCP)

= improved access to business opportunities.



[www.paucp.com](http://www.paucp.com)

**Applications are available online  
&  
There is no fee to apply for  
DBE Certification**



# Spring 2019 Methodology & Goals DB



# What is a Diverse Business ( DB)?

A minimum of 51 percent of the business must be owned and controlled by one of the these groups

- Woman-Owned Business
- Minority-Owned Business
- Veteran/Disabled Veteran-Owned Business



# Benefits of being a Diverse Business

- Increased business visibility.
- Increased potential for contracting opportunities.
- Opportunities to partner with other Diverse Business firms on PennDOT projects.
- Free access to services provided by the Supportive Services Centers).





# DB Certifying Agencies

- National Minority Supplier Dev. Council  
[www.nmsdc.org](http://www.nmsdc.org)
- Women's Business Enterprise Council  
[www.wbecouncil.org](http://www.wbecouncil.org)
- Small Business Administration [www.sba.gov](http://www.sba.gov)
- Dept. of Veteran Affairs [www.va.gov](http://www.va.gov)
- PA UCP [www.paucp.com](http://www.paucp.com)



# PAUCP Certifying Agencies:

- Pennsylvania Department of Transportation (PennDOT)
- Allegheny County
- City of Philadelphia
- Port Authority of Allegheny County
- Southeastern Pennsylvania Transportation Authority (SEPTA)



# Spring 2019 Methodology & Goals SBE



# Seeking SBE Certification?

- The SBE element is race and gender neutral.
- The Mission of the Small Business Enterprise Supportive Services Center (SBESSC) is to serve as a resource for assisting SBE firms in gaining access to FAA, FHWA, and FTA assisted, transportation-related contracts. The Center will also assist SBEs active in the transportation arena in becoming self-sufficient and achieving proficiency in order to compete on an equal basis with non SBEs.



# SBE Program Overview

- The purpose of the SBESSC is to remove barriers faced by all small businesses in an effort to increase their participation on federally-assisted transportation projects.
- SBEs will need to apply and be certified by the Department's Bureau of Equal Opportunity, unless they are currently certified as a Disadvantaged Business Enterprise (DBE).
- Firms currently certified as a DBE by PA UCP are eligible to participate in the SBE Element and DO NOT need to submit an SBE application.



# What is an SBE?

- A for-profit business owned by a United States citizen or lawfully admitted permanent resident of the United States.
- A firm that does not exceed the Small Business Administration's size standards for the work they desire to perform.
- A firm whose average annual gross receipts for the three previous fiscal years does not exceed \$23.98 million.
- All DBs and DBEs are automatically SBEs.



# DBE/DB/SBE Supportive Services Overview

## Comprehensive Business Development Program

- Marketing Assistance
- Professional Trainings & Workshops
- Technical Assistance with ECMS Navigation
- One-on-one & On-Site Assistance:

***There is no charge to DBE/DB/SBE firms for these services***



Mark Corbin, Director

**Disadvantaged Business Enterprise Supportive Services Center**

Telephone: 877-PENNDBE / Email: [PennDBE@Cheyney.edu](mailto:PennDBE@Cheyney.edu)

Saheed Sims, Director

**Diverse Business Enterprise Supportive Services Center**

Telephone: 610-399-2601 / Email: [ssims@cheyney.edu](mailto:ssims@cheyney.edu)





# DBE & SBE | DB Supportive Services Centers

## QUESTIONS?

# Thank You.

