



# **Small Business Programs**

***Doing Business with ODOT***



# Small Business Programs

*The goal of the small business programs at ODOT is assist emerging small businesses in overcoming barriers to participating in the state's extensive public contracting procurement programs.*

- ❖ ESB Project Delivery Program
- ❖ Small Contractors Registry
- ❖ Mentor Protégé
- ❖ Certified Firms Supportive Services
- ❖ DBE Programs and Services



# Small Business Programs

## Many Doors into ODOT

- ✓ A&E Full Service Price Agreements
- ✓ On call Service Contracts for A&E firms
- ✓ Direct Appointments
- ✓ Ebids: Sub-contracting opportunities with larger firms
- ✓ Bid Exchange system: send quotes to primes online: Bidx.com
- ✓ ORPIN listings: Prime and sub-contracting opportunities
- ✓ Small Contractors Registry
- ✓ Maintenance Schedules
- ✓ Emergency Contractor Registration



# Small Business Certification



**OMWESB is now COBID, the Certification Office of Business Inclusion and Diversity**

**Carrie L. Hulse – COBID Program Manager**

**503-986-0075 ph.**

**<http://www.omwesb.com> website**



# Small Business Programs

## Emerging Small Business (ESB) Project Delivery

### *What is it??*

- Statutorily mandated set-aside for exclusive bidding by ESB certified firms
- Current Biennium (2015-17) budget is \$3.5 million or 1% of the state highway fund
- Split evenly between ODOT's 5 Regions and Facilities





# Small Business Programs

## ESB Program Specifics

- ☑ All ODOT ESB projects posted on ORPIN (Search 'ESB')
- ☑ Contracts, by law, may not exceed \$100k
- ☑ Obstacles removed: Bonds not required on public improvements up to \$100K
- ☑ On public improvements, 51% of the labor must be performed by ESB prime contractor's own workforce reflected in certified payrolls. You are the Prime!
- ☑ ESB projects will have mandatory pre-bid meetings.



# Small Business Programs

## Small Contractors Registry

Small firms may register online to become a part of ODOT's contractor 'phone book.' It's free and easy!

Register under hundreds of work categories in A&E,  
Construction and Trade/Professional Services

Project under  
\$100k

PM search by  
work category

Email Invitation  
to Bid



# Small Business Supportive Services

**Mentor  
Protégé  
Programs**

**Small  
Business  
Management  
Classes**

**DBE Business  
Development  
Program**

**Outreach  
Events**

**Technical  
Training**



# 2016 ODOT Disparity Study

## PURPOSE

- To analyze whether there is a level playing field for minority- and women-owned firms in the Oregon transportation contracting industry.
- This information will help ODOT operate its federal Disadvantaged Business Enterprise (DBE) program.
- ODOT's last disparity study was completed in 2011.
- Consultants Keen Independent Research is leading the 2016 disparity study and is in the process of finalizing the results.



# ODOT Disparity Study Draft Results

## Key Findings

- From 2010-14 MWESB firms received 11.7% of total contract dollars
- 27% of interested & qualified businesses in Oregon are MWESBs

## Proposed Goal

- ODOT proposes a DBE goal for federal fiscal years 2017-2019 of 11.6%
- 5% race-gender neutral portion, 6.6% race-gender conscious

## Recommendations

- ODOT should include all race groups as eligible to meet DBE goals on FHWA-funded construction and engineering contracts



# Current Opportunities



## Oregon Department of Transportation Upcoming Bid Opportunity

### Regional Active Traffic Management (ATM) Project

Become a contracting partner with the Oregon Department of Transportation on a \$10+ million project in the Portland Metro area! Potential subcontracting opportunities are available in the following work areas:

Construction Survey  
Traffic Loops  
Illumination  
Erosion Control  
Fiber Optic Cable  
Drilled Shafts

Excavation / Grading  
Landscaping  
Electrical  
Signals  
Fencing  
Pavement Markings

Hauling / Trucking  
Traffic Control / Flagging  
Steel Fabrication / Installation  
Signs & Sign Structures  
Horizontal Directional Drilling

The assigned minimum Disadvantaged Business Enterprise (DBE) goal for African American Disadvantaged Business Enterprise (AFDBE) and Subcontinent Asian American Disadvantaged Business Enterprise (SADBE) is 8%. There are plenty of opportunities for other DBE and non-DBE subcontractors as well.



# Current Opportunities

**BID OPEN DATE: 5/5/2016**

**Key #:** 18613      **Name:** OR126: TORRENCE RD - CORNERSTONE DR

**Range:** \$5M-\$10M

**Route:** OR-126      **Primary Work Type:** Pavement Preservation

**Hwy:** FLORENCE-EUGENE      **BID OPEN:** 5/5/2016

**Beginning and Ending Milepoints:** 40.7 to 47.35      **Proj Goal:** DBE 2%

**County:** LANE

**Description of Work:** 1R INLAY(TRAVEL LANES) HWY 0062: MP40.70-52.69; HWY 0069: MP00.00-03.10

## Project Components

Signing  
Paving  
Grading

**BID OPEN DATE: 5/12/2016**

**Key #:** 14313      **Name:** US101 @ OR6 (TILLAMOOK)

**Range:** \$20M-\$30M

**Route:** US-101      **Primary Work Type:** Modernization

**Hwy:** OREGON COAST HIGHWA      **BID OPEN:** 5/12/2016

**Beginning and Ending Milepoints:** 65.25 to 65.82      **Proj Goal:** DBE 10%

**County:** TILLAMOOK

**Description of Work:** WIDEN TRAVEL LANES, IMPROVE TRAFFIC FLOW, REPLACE BRIDGE

## Project Components


Illumination  
Signals  
Signing  
Structures  
Paving  
Grading



# Current Opportunities

## Sample ORPIN Listing


### ESB Project - Lakeview Office Remodel

20  [730-32402-16](#) ODOT - Agency - Transportation Commission 04/11/2016 2:59 PM 04/28/2016 2:00 PM


### OR 219 MP 0.175 to MP 10.05 Pavement Repair

21  [730-32414-16](#) ODOT - Central Services 04/15/2016 10:40 AM 04/28/2016 2:00 PM

### ODOT Region 4: Bridge Deck Preparation and Sealing Project

22  [730-00095-16](#) ODOT - Agency - Transportation Commission 04/04/2016 1:33 PM 04/29/2016 3:00 PM


### ORPIN Public Notice Announcement

23  [730-1032-16](#) ODOT - Agency - Transportation Commission 04/08/2016 4:53 PM 05/12/2016 2:00 PM

### Save the date: Meet & greet speed networking event Full Service

24  [730-32348-16](#) ODOT - Central Services 04/14/2016 4:56 PM 05/12/2016 3:00 PM

### Roadway Design/Engineering Svcs for S Century Dr - USFS Boundary

25  [730-32324-16](#) ODOT - Transportation Development 04/13/2016 9:24 AM 05/13/2016 4:00 PM





# Current Opportunities



## MEET THE PRIMES

**This speed networking event is designed to help Architectural & Engineering sub-consultant firms build relationships with prime consultants who are interested in ODOT Full Service Projects that include but not limited to:**

Project Management, Survey and Mapping, Environmental Services, Public Involvement, Geotechnical Services, Hydraulics Related Services, Traffic Engineering, Pavement Design, Roadway Design, Bridge Design, Landscape Architecture, and Construction Support.

### **SALEM, OR**

**Tuesday May 3, 2016**

**9:00 AM - 4:00 PM**

3930 Fairview Industrial Dr. SE  
Salem, OR 97302

Registration Deadline: 4/29/2016

### **PORTLAND, OR**

**Wednesday May 11, 2016**

**9:00 AM - 4:00 PM**

731 N Hayden Meadows Dr.  
Portland, OR 97217

Registration Deadline: 5/6/2016





# Partnerships



CERTIFICATION OFFICE FOR BUSINESS  
INCLUSION & DIVERSITY



# Thank You!

## Small Business Programs Manager

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## DBE Program Manager\*

Phone:

(503) 986-6382

CURRENTLY UNDER RECRUITMENT

## Office of Civil Rights Manager

Phone:

(503) 986-4353

Email:

[Angela.M.Ramos@odot.state.or.us](mailto:Angela.M.Ramos@odot.state.or.us)

Visit our Website, search **ODOT Office of Civil Rights**, for more detailed information!

*Resources for Equity and Opportunity  
in Oregon Transportation*