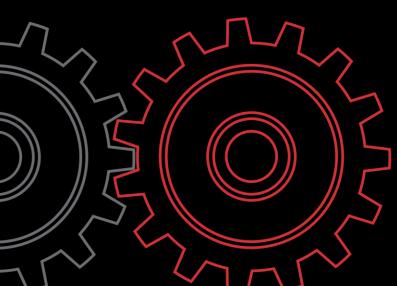
MetroConnect

OUR COMMITMENT TO SMALL BUSINESS SUCCESS



How To Do Business With Metro – Regional Hispanic Chamber Commerce, Certification Workshop

Thursday, June 23, 2016







Diversity & Economic Opportunity Department's, DEOD Responsibilities

Administer and oversee

Gather data & generate reports

Publicize contract opportunities

Provide training and resources

Set DBE/SBE/DVBE goals







About Metro

Multimodal transportation agency

- 1) Operator of buses and rail
- 2) Transportation planning and programming agency
- 3) Construction agency of mobility related building projects





What does that Mean?

Largest public works programs in the country

Dozen of projects

\$30 to \$40 Billion over 30 years

Metro is changing the urban landscape









Why is that Important?

Metro needs contractors to:

Design & build projects

Service & maintain existing projects and

infrastructure

Metro needs a LOT of:

Prime contractors

Small Business Enterprises (SBEs)









Metro Small Business Programs

- SBE (Small Business Enterprise) Program
- DBE (Disadvantaged Business Enterprise)
 Program
- Small Business Prime Program = Set-Aside
- DVBE (Disabled Veteran's Business Enterprise) Program
- DBE & SBE Certification







SBE Program (Small Business Enterprise)

- Based on the SBA's definition of SBEs
- Race and gender neutral
- Ensures maximum opportunity for SBEs
- Overall SBE goal is 30%



Non-federally funded contracts

Metro





What is an SBE? (Small Business Enterprise)

- Annual gross receipts less than \$23.98 million
- Personal net worth less than \$1.32 million
- Independent business



For-profit business





DBE Program (Disadvantaged Business Enterprise)

- Based on the SBA's definition of DBEs
- Socially and economically disadvantaged
- Ensures non-discrimination
- Overall DBE goal is 18%
 - Federally funded contracts







What is a DBE? (Disadvantaged Business Enterprise)

- Same as SBE requirements PLUS
- 51% ownership by one or more socially and economically disadvantaged individuals
- Socially and economically disadvantaged groups are:
 African Americans | Hispanics | Native
 Americans | Asian-Pacific Americans |
 Subcontinent Asian Americans | Women





Small Business Prime Program formerly "Set-Aside"

- Launched in June 2014
- Huge opportunity for SBEs
- Sets aside certain contracts
- Competition among SBEs only
- SBEs will become prime contractors



SBEs must be certified with Metro

Metro





Small Business Prime Thresholds and Applicability

At Least Three Metro Certified SBEs in a Given NAICS Code...

ACTION TYPE	INFORMAL ACQUISITIONS	FORMAL ACQUISITIONS
APPLIES TO BOTH FEDERALLY (FTA) FUNDED AND NON-FEDERALLY F	UNDED ACQUISITIONS	
Negotiated Awards¹ for supplies, equipment, materials and services, including architecture and engineering	\$3,000 to \$100,000	\$100,000 to \$3 Million
APPLIES ONLY TO FEDERALLY (FTA) FUNDED ACQUISITIONS		
2. Awards under sealed bid² procedures (except Public Works)	\$3,000 to \$100,000	\$100,000 to \$2 Million
APPLIES ONLY TO FEDERALLY (FTA) FUNDED ACQUISITIONS		
 Public Works³ projects, generally defined as construction, alteration, demolition, installation, or repair work done under contract and paid for in whole or in part out of public funds 	\$3,000 to \$100,000	\$100,000 to \$5 Million







DVBE Program (Disabled Veteran's Business Enterprise)

- Launched in November 2014
- Acknowledges & honors veterans
- Facilitates participation of DVBEs







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DVBE Program (Disabled Veteran's Business Enterprise)

• The DVBE program goal of non-federally funded contracts over \$100,000 and is aggregate to the overall SBE contract goal. Similar to the SBE program the goal is not a condition of award and does not require Good Faith Efforts. The overall contract goal will include a 3% DVBE goal. The DVBE goal is always 3% of the overall contract goal.







DVBE Certification

- Metro not certifying DVBEs
- Will accept the State of California's certification
- Visit: www.dgs.ca.gov/pd/home.aspx







Metro Certification

- Metro certifies and accepts two types of certifications:
 - 1) DBE Certification
 - Metro authorized by the California Unified Certification Program (CUCP) to certify companies as DBEs
 - 2) SBE Certification
 - Companies must be certified with Metro
 - No other agency certification is accepted







Benefits of Being Certified

- Eligibility for Small Business Prime/Set-Aside Program
- Prime contractors need SBEs and DBEs
- Metro has SBE goals and DBE goals







Why Doesn't Metro Accept Other SBE Certifications?

Benefits small businesses

Annual gross receipts

California: \$14 million maximum

Metro: \$23.98 million maximum

More SBEs eligible







Metro Certification

- Apply for SBE & DBE certification simultaneously
- Download application at DEOD website Metro.net/business







What You Need to Do

- Visit DEOD website often
 - Subscribe "Get The Latest News"
 - Read "6 Steps to Doing Business with Metro"
 - Register for Workshops
 - Get Certified
 - Attend Outreach events









Thank you for your attention!



