

# MetroConnect

OUR COMMITMENT TO  
SMALL BUSINESS SUCCESS

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

Thursday, June 23, 2016



**Metro**



## **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



**Metro** Monitor compliance



## 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



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## 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



**Metro**



## 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





## 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





## 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 FUNDED ACQUISITIONS		
1. Negotiated Awards <sup>1</sup> 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 bid <sup>2</sup> procedures (except Public Works)	\$3,000 to \$100,000	\$100,000 to \$2 Million
APPLIES ONLY TO FEDERALLY (FTA) FUNDED ACQUISITIONS		
3. Public Works <sup>3</sup> 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



# 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](http://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](http://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





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Thank you for your attention!

***Metro.net/connect***



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