



COMTO Annual DBE Panel and Networking Event January 23, 2019

Overview of the Conference of Minority Transportation Officials (COMTO)

Founded in 1971, on the campus of Howard University in Washington, DC, the Conference of Minority Transportation Officials (COMTO) was created to provide an advocacy forum for minority professionals in the transportation industry.

COMTO is a nonprofit, nonpartisan association of individuals, groups, transportation agencies, private sector corporations, nonprofit organizations, and Historically Underutilized Businesses (HUBs).

WHAT WE DO

COMTO'S mission is to ensure opportunities and participation in the transportation industry for minority individuals, businesses, and communities of color, through advocacy, information sharing, training, education, and professional development.

Who is involved in COMTO?

COMTO has 29 active chapters throughout the United States. Members include individuals, groups, transportation agencies, academic institutions, industry non-profits, and HUBs across the United States, representing industry professionals at all levels within all modes of the transportation industry.

COMTO Chicago Chapter Executive Board 2018-2020

President	Roxann Galvan, RTA
1 st Vice President	Bryan Robinson, CTA
2 nd Vice President	Rovaughn Graham, CTA
Treasurer	Eunice Escobar, RTA
Secretary	James Jackson, CTA
Parliamentarian	Paris Tyler, CTA

Programs Available

- DBE
- M/WBE
- BEP
- VBE

What is the DBE Program

- The Department's Disadvantaged Business Enterprise (DBE) program is designed to remedy ongoing discrimination and the continuing effects of past discrimination in federally-assisted highway, transit, airport, and highway safety financial assistance transportation contracting markets nationwide.
- The primary remedial goal and objective of the DBE program is to level the playing field by providing small businesses owned and controlled by socially and economically disadvantaged individuals a fair opportunity to compete for federally funded transportation contracts.

DBE CERTIFICATION

- Personal net worth cannot exceed \$1,320,000. Items excluded from a person's net worth calculation include an individual's ownership interest in the applicant firm, and his or her equity in their primary residence.
- Firm must be at least 51% owned by a socially and economically disadvantaged individual(s) who also controls the firm.
- Disadvantaged owner must be a U.S. citizen or lawfully admitted permanent resident of the U.S.
- Firm must be a small business that meets the SBA's size standard and does not exceed \$22.41 million in gross annual receipts in the previous three fiscal years.

What is the M/WBE Program

- Minority and Women Business Enterprises are provided by state government contracting authorities. The goal is to increase the business visibility of small businesses. The business is listed in the MBE/FBE directory provided to companies doing business with the State.

M/WBE Certification

- Certification eligibility requires 51% ownership by member(s) of one of the presumptive groups or female(s) regardless of ethnicity. Additional gross receipts and or personal net worth limitations are applied as determined by the certifying entity.

What is BEP Program

- The Business Enterprise Program (BEP) is a state funded program that assists businesses owned by minorities, women and people with disabilities gain access to the State of Illinois procurement process.

BEP Program Certification

- There is no reciprocity between DBE and BEP programs. However, CMS has a BEP recognition application process.
- If you are currently certified with at least one of the IL UCP agencies you may complete the Recognition Affidavit.

What is the VBE Program

- Veteran business programs are administered by the State of Illinois and Cook County.
- Through the Veterans Business Program (VBP), State agencies and universities are encouraged to spend at least 3% of their procurement budgets with certified Veteran-owned businesses.

VBE Program Certification

- Illinois businesses with annual gross sales under \$75 million that 51% owned by one or more qualified service-disabled veterans or qualified veterans living in Illinois.

Small Business Initiative

- Small Business Set Aside certification/registration is provided by the State of Illinois thru the Chief Procurement Officer of General Services.

Small Business Initiative

- Eligibility requires a firm to be independently owned and operated, is not dominant in its field or operation, and meets the required size status per the following sales limitations:
- WHOLESALERS - \$13M in annual sales;
- RETAILERS - \$8M in annual sales;
- CONSTRUCTION - \$14M in annual sales;
- MANUFACTURERS – No more than 250 employees.

NOT TO BE CONFUSED WITH ANY SMALL BUSINESS PROGRAM ADMINISTERED BY THE SBA.

Accepted Certification Matrix

	DBE	M/WBE	BEP	VBE	SBI
IDOT	X		X		X
CTA	X				X
Tollway	X	X	X	X	X
RTA	X	X		X	X
Metra	X				X
Pace	X				X

Sub-Contractor Agreements

- Read it and Understand it.
- Don't be afraid to redline/negotiate terms.
- Prompt Payment Clause
- Bonding
- Consider legal consultation.

Remember Diversity offices at each agency will help to advocate for business.

What is Supportive Services?

- Each Agency (IDOT, CTA, and Tollway) goal is to provide assistance to DBE firms and individuals interested in doing business with the agencies in ways that ensure equity, access, and transparency. Each Agency, in accordance with federal guidelines, strives to facilitate and implement programs that can help current and future business partners open the door to doing business with us.
- The Supportive Services Program that is executed through our partnerships with consultants who provide management and technical supportive services assistance, and corresponding supportive services programs that fall under the umbrella Supportive Services Program. This support is provided at no charge to I DBE firms, to firms seeking DBE certification, to IL UCP DBE certified firms who have an agency contract, and to prime contractors doing business with each agency.
- IDOT
- CTA
- Tollway

Leveraging Opportunities with Prime Contractor

- Earned Credit Program
- Prime Contractor Received Bid Credit
- Partnering for Growth/Mentor Protégé (IDOT, Tollway, and CTA)
- Construction Workforce Goals (CTA, Tollway, and IDOT)

Establishing Relationships With Prime Contractor

- How does DBE establish Relationship?
- Sourcing Process with Engineering Firm
 - WSP USA maintains its Small Business Program in compliance with and in furtherance of corporate, federal, state, local, and private contractual and regulatory requirements. In furtherance of our Program we: (1) engage in outreach efforts to identify small/disadvantaged businesses; (2) post potential subcontracting opportunities; (3) offer helpful resources for small/disadvantaged business concerns; and (4) participate in Mentor Protégé Programs.
 - Small /disadvantaged businesses should identify any and all small /disadvantaged business certifications that they have when they complete their Supplier Registration application. Remember, that small business certification requirements differ by the entity issuing the certification.
- Do's and Don'ts of soliciting engineering firm

DBE needs to be prepared to talk to prime

- What Value added do you bring to the Prime?
- How are you marketing your firm?
- Are you looking for opportunities to grow your business?
- Review Agency Buying Plans/Forecast
- Importance of Networking
 - Membership of an Interest Group

Value of COMTO

- Advocacy
- Training & Education
- Networking
- Professional Development
- Career Advancement
- Business Development
- Informational Sharing
- Historically Underutilized Businesses (HUBs) Support & Networking