DOING BUSINESS WITH THE PHILADELPHIA REGIONAL PORT AUTHORITY
PHILAPORT - WHO WE ARE – WHAT WE DO
THE COVID IMPACT

CONS:
• Rise in bidding prices
• Supply chain issues – shortage of materials (direct impact of bid prices)
• Project schedules have been impacted
• Availability of contractors and short-staffed companies
• Worked remotely from March 2020 – June 2021

PROS:
• Implementation of e-Bidding
• Forced PhilaPort staff to find creative ways to be efficient and get the job done
Helping Small and Diverse Businesses Do Business with PhilaPort

1. Come to Pre-Bid Meetings
2. Network with Primes
3. Get your name out there
4. Attend outreach events

How Small and Diverse Businesses Can Receive PhilaPort Opportunities

1. BY PHONE: 215-426-2600 or Direct Line: 215-423-5668
2. SEND AN EMAIL: procurement@philaport.com
   • Include a list of services
   • Include any diverse certifications
   • Include contact information

How Small and Diverse Businesses Can Do Business with Other State Agencies

CoStars – Commonwealth’s Cooperative Purchasing Program
Contact GS-PACostars@pa.gov, Ph: 1-866-768-7827
TYPES OF SOLICITATIONS ISSUED AT PHILAPORT

- Invitation For Bid
  - Construction (over $19K)
  - On-call construction (under $19K)

- Request For Proposals
  - Professional Services (over $19K)
  - Design Professional Services (On-Call Engineering and RFPs)

- Request For Qualifications
  - Issued prior to highly specialized construction

- Request For Quotations
  - Small Procurements
    - Services and Supplies
MAINTENANCE AND REPAIRS: BUDGETED YEARS

Fiscal Year 18-19: $20 Million
Fiscal Year 19-20: $20 Million
Fiscal Year 20-21: $15 Million
Fiscal Year 21-22: $15 Million

FUNDING SOURCES:

Commonwealth of PA funding
Federal/State Grant Funds
Operating Revenue (Generated by tenants)
### 19-131.1-Construction of a New Dry Warehouse at the PhilaPort Distribution Center  *Revised Dates*

<table>
<thead>
<tr>
<th>Available on Website</th>
<th>Friday, January 3, 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mandatory Pre-Bid Meeting</td>
<td>Thursday, January 9, 2020 at 10:00 A.M.</td>
</tr>
<tr>
<td>Questions Due:</td>
<td>Tuesday, January 21, 2020 by 12:00 P.M.</td>
</tr>
</tbody>
</table>
| Bid Submission Deadline:  | Friday, February 21, 2020 at 2:00 P.M *Extended*

**Attachments:**

- **Bid Document Parts 1-3**
  - Bid Document Parts 1-3

- **Bid Document Part 4**
  - Specifications
  - Geotechnical Report
  - Architectural – Drawings
  - Civil – Drawings
  - E-FA-SS – Drawings
  - M-P-FP – Drawings
  - Structural – Drawings

**Addenda**

- Addendum 1
- Addendum 2
## UPCOMING PROJECTS LISTING

www.philport.com/procurement

<table>
<thead>
<tr>
<th>UPCOMING:</th>
<th>Type</th>
<th>Planned</th>
</tr>
</thead>
<tbody>
<tr>
<td>Various Fire Suppression Improvements</td>
<td>Formal Bid</td>
<td>2021 Q4</td>
</tr>
<tr>
<td>Request for Qualifications TMT Crane Electrification</td>
<td>RFQ</td>
<td>2021 Q4</td>
</tr>
<tr>
<td>TMT Crane Electrification of K1 (K4 Add Alt)</td>
<td>Formal Bid (to qualified bidders)</td>
<td>2021 Q4</td>
</tr>
<tr>
<td>78 Annex Sprinklers</td>
<td>Formal Bid</td>
<td>2021 Q4</td>
</tr>
<tr>
<td>Pier 84 Elevator Repairs</td>
<td>RFP</td>
<td>2021 Q4</td>
</tr>
<tr>
<td>Request for Proposals for Electric Yard Tractors</td>
<td>RFP</td>
<td>2021 Q4</td>
</tr>
<tr>
<td>PAMT Security Camera Upgrades</td>
<td>Formal Bid</td>
<td>2021 Q4</td>
</tr>
<tr>
<td>PAMT Cyber-Security Assessment and Training Program</td>
<td>Formal Bid</td>
<td>2021 Q4</td>
</tr>
</tbody>
</table>
PHILAPORT’S REQUIREMENTS

• VENDOR DATA MANAGEMENT UNIT NUMBER:
  • www.vendorregistration.state.pa.us
  • Or google “PA VENDOR NUMBER”

• APPROVED APPRENTICESHIP TRAINING PROGRAM

• PERFORMANCE AND PAYMENT BONDS

• INSURANCE

• DIVERSITY INCLUSION (20%)
• **REQUIREMENT:** 20% Historically Underutilized Business (HUB) participation of the total contract value

• Must use **at least two (2)** of the following categories of inclusion:
  - Minority, Women, Veteran, Service-Disabled Veteran, LGBT

• Not one category being utilized can have less than 5%

• Contracts that are not compliant may be subject to liquidated damages

• Repeat offenders can be precluded from bidding for a 6 month period
SOME REQUIREMENTS OF BID SUBMISSIONS

• Bid Form
  o Bidder Responsiveness and Responsibility Certification
    o Affidavit of Non-Collusion (incorporated into the bid form)
    o Diversity and Inclusion
    o Approved Apprenticeship Training Program
    o Safety
    o TWIC
  o Vendor Management Unit ID Number
  o Federal Tax Id

• Diversity Inclusion Information
• Performance and Payment Bonds
• Acknowledged Addenda
Contact Information:

Kate Bailey
215.426.2600 or 215.423.5668
procurement@philaport.com

Follow us on Facebook and Twitter
Opportunities in Transportation

A 2021 City of Philadelphia’s Virtual Minority Enterprise Development Week (MED WEEK) Event

Oct 2021
Opportunities in Transportation

Diane McCarthy, MBA
Senior Contract Administrator
Professional and Technical Services Group
SEPTA Procurement & Supply Chain Management

Nathan G. Heitzman
DBE Program Specialist
SEPTA DBE Program Office
SEPTA’S VALUE PROPOSITION

- Multimodal “Legacy System”
- Created by PA State Legislature in 1964
- 5th Largest Mass Transit System in the U.S.
- 2,800 Vehicles
- 9,500 Employees
- $1.4B Operating Budget
- $675M Capital Budget
Opportunities in Transportation

Procurement & Supply Chain Management

➢ Broad Range of Needs at SEPTA
➢ Registering on SEPTA’s electronic Procurement System (ePS)
➢ Accessing Procurement Information via our website
➢ SEPTA Forward – A Vision for a Stronger Future
  ▪ Planning & Construction Projects

Disadvantaged Business Enterprise (DBE) Program

➢ Overview
➢ Certification Requirements / Applying
➢ DBE vs *MBE/**WBE/***DsBE

(*Minority Business Enterprise/**Woman Business Enterprise/***Disabled Business Enterprise)
Opportunities in Transportation--
(unmuting your opportunities)

Procurement & Supply Chain Management
Opportunities in Transportation

Broad Range of Needs

➢ Suppliers of materials / equipment / supplies
➢ Suppliers of services
➢ Business partners
➢ Proactive collaborators
➢ Everything has changed in this past year (like no other!)
Opportunities in Transportation

Electronic Procurement System (ePS)
**Electronic Procurement System (ePS)**

The Procurement & Supply Chain Management Department remains committed to providing a full and open competitive environment for procurement opportunities in conformance with local, state and federal regulations. The Authority offers prospective bidders the ability to access information on business opportunities through an electronic system. All pricing offers posted to this system will remain secure and unreadable until the deadline listed.

SEPTA provides an eProcurement System (ePS) allowing registered users to receive automatic notification when a product or service within a firm’s area of business expertise is being procured by SEPTA. This system is free but requires an Internet connected device. No other form of bid or quotation will be accepted for procurements facilitated through ePS.

Prospective bidders can contact the appropriate buyer to receive copies of select procurements not listed in ePS.

Suppliers should first read our [registration instructions for ePS](#), then [register using the vendor form](#) to request approval for participation in our System.

Upon approval, read the [quoting instructions](#) (procurements under $100,000) and [bidding instructions](#) (procurements over $100,000) and ePS FAQs to learn how to properly navigate the system. If you need help during the registration process you can contact us by email at [epsadmin@septa.org](mailto:epsadmin@septa.org).

*Med Week Event – Oct 2021*
Opportunities in Transportation

Accessing Procurement Information

Over $100,000 Bid/RFP Opportunities

21-00217-AJEB
ARMOURED REVENUE VAN REBID

- Contact Name: Justin Benante
- Contact Email: jbenante@septa.org
- Contact Phone: 215-580-7022

21-00210-ADWC
EMERGENCY GENERATOR FOR 1234 MARKET STREET

- Contact Name: Dustin Cotton
- Contact Email: dcottson@septa.org
- Contact Phone: 215-580-3545

21-00215-AJEB
Body Worn Cameras (BWC) and Accessories Rebid

- Contact Name: Justin Benante
- Contact Email: jbenante@septa.org
- Contact Phone: 215-580-7022

21-00204-ATMM
Down Guy and Catenary Foundation Installation

- Contact Name: Thomas Noiani
- Contact Email: tnoiani@septa.org
- Contact Phone: 215-580-8311

MED Week Event – Oct 2021
Opportunities in Transportation

Reimagining the System (previously Growing the System)

➢ New Rail Projects
➢ Redesigning Locations
➢ Improving Sustainability
➢ Restoration
➢ Equipment Upgrades
➢ Artificial Intelligence
➢ Information Technology
➢ Business Systems
➢ Acquiring Properties
Opportunities in Transportation

Current Construction & Planning Projects

Planning & Construction

Current Construction Projects
- Positive Train Control
- Rebuilding the System Program

Planning Projects
- Comprehensive Bus Network Redesign
- King of Prussia Rail Project
- 30th St. Station Design Project
- Frankford Ave. Corridor Improvements
- West Chester Line Restoration Feasibility Study
- Broad Street Line Extension Study
- Susquehanna Dauphin Station Improvement

Community Meetings
- Scheduled Community Planning Meetings
Opportunities in Transportation

Upcoming Plans

https://planning.septa.org/reports/
Opportunities in Transportation

Disadvantaged Business Enterprise (DBE) Program
Opportunities in Transportation

DBE Program Office – Overall Responsibilities

- DBE Certification/SBE Verification
- Establish SEPTA’s Annual DBE Goal, Contract Goals and Monitoring
- REBUILDING the System Workforce Reporting
- Technical Assistance, Business Development, & Outreach
The DBE Program is a **Federal Program** regulated by the United States Department of Transportation’s Title 49 Code of Federal Regulations, Parts 26 and 23.

Applicants must meet eligibility criteria to be certified as a DBE.

A DBE is a for-profit small business that is at least 51%:

- **Owned**,  
- **Managed** and  
- **Controlled** by one or more socially and economically disadvantaged individuals

In the case of a corporation, 51% of the stock must be **owned** by one or more such individuals.
Social Disadvantage—

- Members of the following groups are presumed to be disadvantaged:
  - Women
  - Black Americans
  - Hispanic Americans
  - Native Americans
  - Asian-Pacific Americans
  - Subcontinent Asian Americans
  - Other minorities found to be disadvantaged by the U.S. Small Business Administration (SBA)

- Persons who are not members of the presumed groups may be eligible if they establish their “social” and “economic” disadvantage
Economic Disadvantage –

- **Personal Net Worth (PNW)** must not exceed **$1.32 Million**
- Firm’s three-year average annual gross receipts (including affiliates) must not exceed the overall size limit of **$26.29 Million**
  - Must also meet the size standard for the firm’s North American Industry Classification System (NAICS) Code(s)

- For **Interstate certification**, applicant firms must be DBE certified in their home state

**SBE Verification**

- Must meet the same size standards (PNW & gross receipts) as DBEs
- Social disadvantage is not a criteria
Opportunities in Transportation
Pennsylvania Unified Certification Program (PA UCP)

➢ SEPTA is one of five certifying participants in the PA UCP:
  ➢ SEPTA DBE Program Office
  ➢ Philadelphia International Airport, Office of Business Diversity
  ➢ Port Authority of Allegheny County
  ➢ Allegheny County Department of Equity and Inclusion
  ➢ Pennsylvania Department of Transportation, Bureau of Equal Opportunity
PA UCP’s website: www.paucp.com

➢ All firms listed on the PA UCP website are certified DBEs
➢ Contractors/consultants source the PA UCP website when seeking to fulfill DBE participation requirements on contracts
➢ Firms apply on-line for DBE certification (must obtain login credentials)
➢ Once certified, all DBE certification maintenance (e.g., annual updates, contact information, change in structure, ownership, etc.) is done via the electronic system
Minority Business Enterprise (MBE) and Women’s Business Enterprise (WBE) Certifications

➢ State or City government regulated programs for minority and women owned businesses
➢ Varying criteria for certification
➢ Certified firms count towards respective agency’s contracting goals
➢ Agencies often accept third-party certification for reciprocal certification approval

DBE Certification

➢ Guided by One Regulation Nationwide (49 CFR Part 26)
➢ Federal program implemented by state agencies
Opportunities in Transportation

DBE Participation (Federally-funded Projects)

<table>
<thead>
<tr>
<th>Federal Fiscal Year</th>
<th>DBE Goal</th>
<th>Total Contract Dollars</th>
<th>Total DBE Dollars</th>
<th>Total DBE %</th>
<th>Total DBE Payments</th>
<th>Total Prime Payments</th>
<th>Total DBE Payments %</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>14%</td>
<td>$7,513,195</td>
<td>$1,079,101</td>
<td>14.4%</td>
<td>$28,209,291</td>
<td>$4,215,609</td>
<td>14.9%</td>
</tr>
<tr>
<td>2018</td>
<td>15%</td>
<td>$8,233,738</td>
<td>$1,290,611</td>
<td>15.7%</td>
<td>$23,597,662</td>
<td>$2,952,369</td>
<td>12.5%</td>
</tr>
<tr>
<td>2019</td>
<td>15%</td>
<td>$19,595,489</td>
<td>$3,348,688</td>
<td>17.1%</td>
<td>$24,772,487</td>
<td>$5,729,991</td>
<td>23.1%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>$35,342,422</td>
<td>$5,718,400</td>
<td>16.2%</td>
<td>$76,579,440</td>
<td>$12,897,969</td>
<td>16.8%</td>
</tr>
</tbody>
</table>

DBE Certification

➢ Since February 2018, SEPTA has processed more than 210 DBE certification applications, approving certification for 126 new DBEs, and 2 Small Business Enterprises (SBE)

➢ Currently responsible for the annual review of over 500 certified DBEs and SBEs
Popular MBE/WBE/DsBE Programs:

- The Enterprise Center – MBE, WBE and Disabled Business Enterprise (DsBE)

- Women’s Business Enterprise Center (WBEC) East & Women’s Business Enterprise National Council (WBENC) – WBE
  [www.wbecouncil.org](http://www.wbecouncil.org) | [www.wbenc.org](http://www.wbenc.org)

- Eastern Minority Supplier Development Council (EMSDC) & National Minority Supplier Development Council (NMSDC) – MBE
  [www.emsdc.org](http://www.emsdc.org) | [www.nmsdc.org](http://www.nmsdc.org)

- New Jersey Department of Treasury – MBE and WBE
  [www.nj.gov/njbusiness/contracting](http://www.nj.gov/njbusiness/contracting)
37TH ANNUAL
MINORITY ENTERPRISE DEVELOPMENT (MED)
WEEK PRESENTATION

OPPORTUNITIES IN TRANSPORTATION: A
VIRTUAL WORKSHOP HOSTED BY SEPTA

Tiffany Spraggins–Payne
Project Director
U.S DOT Mid-Atlantic Region
Small Business Transportation Resource Center
Email: tspraggins@theenterprisecenter.com

Tuesday, October 5, 2021
The Enterprise Center

Since 1989, The Enterprise Center (TEC) and its affiliates, The Enterprise Center Capital Corporation and The Enterprise Center Community Development Corporation, have targeted the systemic roots of economic disparity for minority and women small business owners in Greater Philadelphia.

TEC believes that growing minority businesses is one of the strongest pathways to economic self-sufficiency. Businesses use TEC’s services because we provide the advanced resources that they need to transition from to survival to growth.
The Enterprise Center's Service Offerings

The Enterprise Center provides financial education and access and skill development to MBEs through the following primary activities:

- **Management:** To address knowledge skill gaps TEC provides 5-10 hours of personalized coaching per client in core skills such as marketing, recordkeeping, accounting, and long-term planning.

- **Money:** To overcome investment capital disparities for MBEs, TEC provides low-interest loans ranging up to $500,000 through our CDFI.

- **Markets:** TEC increases contracts for MBEs by connecting businesses with major buyers through our extensive networks, including over 100 procurement officers.
U.S. DOT's Mission Statement

The United States Department of Transportation (USDOT), Office of Small and Disadvantaged Business Utilization's (OSDBU) mission is to ensure Small Business policies and goals of the Secretary of Transportation are implemented in a fair, efficient and effective manner.
DOT Operating Administrations

- Office of the Secretary
- Federal Aviation Administration
- Federal Highway Administration
- National Highway Traffic Safety Administration
- Federal Railroad Administration
- Federal Transit Administration
- Maritime Administration
- Federal Motor Carrier Safety Administration
- Pipeline Hazardous Materials Safety Administration
- Great Lakes Saint Lawrence Seaway Development Corporation
Office of Small and Disadvantaged Business Utilization (OSDBU)

• **Procurement Assistance Division (PAD)**
  - Mentor-Protégé Program
  - Procurement Forecast

• **Regional Assistance Division (RAD)**
  - Small Business Transportation Resource Center
  - Bonding Education Program
  - Women & Girls in Transportation Initiative (WITI)
Why Your Business Should Know About DOT

• The U.S. Department of Transportation's 10 operating Administrations (OAs) have independent procurement authority and procure approximately $6.5 billion a year in goods and services.
• DOT works continuously to ensure that small businesses are included in those annual procurement numbers.
• The U.S. Department of Transportation is the largest infrastructure building agency within cabinet level federal agencies.
• Transportation is an industry for consideration of opportunities for small, medium and larger sized goods and services companies.
• Approximately $400 to $500 million in contracts are committed to DBEs each year.
FY2020 DOT Spend

- Federal Aviation Administration: $921 million
- Federal Highway Administration: $212 million
- Immediate Office of the Secretary of Transportation: $240 million
- National Highway Traffic Safety Administration: $785 million
- Maritime Administration: $785 million
- Other Operating Administrations: $307 million

Source: SAM.GOV
U.S. DOT Awards
FY 2020 - NAICS 541715 (in millions)

- Federal Highway Administration, $17.2
- Federal Aviation Administration, $15.5
- Federal Motor Carrier Safety Administration, $1.6
- Federal Railroad Administration, $12.5
- Office of the Secretary, $9.6
- Pipeline and Hazardous Materials Safety Administration, $9.9
- National Highway Traffic Safety Administration, $2.1
## FY 2020 Small Business Goal and Achievements

<table>
<thead>
<tr>
<th>Socioeconomic Category</th>
<th>Goal</th>
<th>Achievement *</th>
<th>Total Small Business Awards*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business (SB)</td>
<td>32.25%</td>
<td>34.05%</td>
<td>$2.5 B</td>
</tr>
<tr>
<td>Woman-Owned Small Business (WOSB)</td>
<td>5%</td>
<td>8.29%</td>
<td>$612.0 M</td>
</tr>
<tr>
<td>Small Disadvantaged Business (SDB)</td>
<td>5%</td>
<td>19.31%</td>
<td>$1.4 B</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned Small Business (SDVOSB)</td>
<td>3%</td>
<td>3.76%</td>
<td>$277.5 M</td>
</tr>
<tr>
<td>HubZone</td>
<td>3%</td>
<td>3.41%</td>
<td>$251.3 M</td>
</tr>
</tbody>
</table>

*Source: SAM.GOV
## FY2020 Top 10 NAICS Codes

<table>
<thead>
<tr>
<th>6 Digit NAICS Code (Description)</th>
<th>Total Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>541330 (ENGINEERING SERVICES)</td>
<td>$1,314,399,218.80</td>
</tr>
<tr>
<td>336611 (SHIPBUILDING AND REPAIRING)</td>
<td>$685,630,119.19</td>
</tr>
<tr>
<td>541512 (COMPUTER SYSTEMS DESIGN SERVICES)</td>
<td>$492,430,504.82</td>
</tr>
<tr>
<td>237310 (HIGHWAY, STREET, AND BRIDGE CONSTRUCTION)</td>
<td>$491,623,246.07</td>
</tr>
<tr>
<td>541519 (OTHER COMPUTER RELATED SERVICES)</td>
<td>$467,496,171.43</td>
</tr>
<tr>
<td>483111 (DEEP SEA FREIGHT TRANSPORTATION)</td>
<td>$367,202,309.38</td>
</tr>
<tr>
<td>517310 (TELECOMMUNICATIONS RESELLERS)</td>
<td>$364,026,435.74</td>
</tr>
<tr>
<td>541611 (ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES)</td>
<td>$342,984,006.26</td>
</tr>
<tr>
<td>488111 (AIR TRAFFIC CONTROL)</td>
<td>$291,720,454.26</td>
</tr>
<tr>
<td>334511 (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING)</td>
<td>$259,319,336.24</td>
</tr>
</tbody>
</table>

*Source: SAM.GOV*
Top NAICS Codes FY 2021

1. 541330 - Engineering Services: $699,505,699
2. 336611 - Ship Building and Repairing: $604,028,382
3. 237310 - Highway, Street, and Bridge Construction: $318,574,369
4. 488111 - Air Traffic Control: $256,966,135
5. 483111 - Deep Sea Freight Transportation: $243,750,060
6. 541519 - Other Computer Related Services: $200,655,759
7. 541512 - Computer Systems Design Services: $180,879,015
9. 517310 - Telecommunications Resellers: $151,500,933
10. 611430 - Professional and Management Development Training: $117,064,884
The Federal Aviation Administration (FAA) hosts its own procurement opportunity forecast on a different website. Please visit their forecast for Fiscal Year 2021 for more information.
Filter by Category. Press CTRL to Select more than one option.
Click on "View full details" to see more information about a particular forecast.
**Procurement Office**
FHWA - Washington DC / Office of Contracts and Procurement

**Procurement Category**
Management Services

**Contract Awarded**
No

**Estimated Value**
$250,000 to $700,000

**Competition Type**
Full and Open

**RFP Quarter**
1st QTR

**RFP Fiscal Year**
2021

**NAICS**
541 611

**Sequence Number**
2020-288

**Description**
This is a non-personal services contract or task order to conduct outreach research best practices and develop recommendations in order to improve road networks submitted to the Federal Highway Administration (FHWA).

**Contact Name**
National Roads Network Pilot Support

**Email**
justin.clarke@dot.gov

**Phone**
(202) 366-9245

**Is this a follow-on to a current 8(a) contract?**
No

**Is this funded through the American Recovery and Reinvestment Act?**
No

---

Tip: Use email address to contact the Contracting Officer (CO) managing that forecast, and make sure your capability statement is in line with it.
"Navigating Procurement Forecast with Excel"

Fiscal Year 2021 Procurement Opportunity Forecast

The forecast data is for planning purposes, does not represent a pre-solicitation synopsis, does not constitute an invitation for bid or request for proposal, and is not a commitment by the government to purchase the desired products and services. Actual solicitation notices will be posted on beta.SAM.gov as prescribed by the Federal Acquisition Regulation (FAR). To learn more details about this forecast please view the following page: Legal Information. To view a complete listing of all forecasted procurement in Excel format, please click onto the spreadsheet icon above. Please view current U.S. Department of Transportation Opportunities on beta.SAM.gov.

The Federal Aviation Administration (FAA) hosts its own procurement opportunity forecast on a different website. Please visit their forecast for Fiscal Year 2021 for more information.
Click on "Sort & Filter"
Mid-Atlantic Region SBTRC

About Us

The Enterprise Center (TEC) is a grantee of the U.S. Department of Transportation and hosts the Mid-Atlantic Regional Small Business Transportation Resource Center (MA SBTRC). The Mid-Atlantic Region SBTRC serves the states of Delaware, Maryland, New Jersey and Pennsylvania.

Founded in 1989 by the Wharton Small Business Development Center, The Enterprise Center provides access to capital, capacity building, business education and economic development opportunities to high-potential, minority entrepreneurs. Through our portfolio of business-acceleration initiatives, TEC seeks to better position minority enterprises to compete in the local, regional, and global economies.

Services

The Mid-Atlantic Region SBTRC provides an array of technical assistance to build the capacity of small and disadvantaged businesses that include:

- Business Analyses
- Market Research and Procurement Assistance
- General Management & Technical Assistance
- Business Counseling & Coaching
- Regional Planning Committees
- Liaison between Prime Contractors and Sub-Contractors
- Outreach/Conference Participation
What Your Business Should Know

- The micro-purchase threshold is raised from $10,000 to $20,000 for domestic purchases and to $30,000 for purchases outside the U.S.

- The simplified acquisition threshold is raised from $250,000 to $750,000 for domestic purchases and $1.5 million for purchases outside the U.S.

- Agencies may use simplified acquisition procedures up to $13 million for purchases of commercial items buys (product or service wholesale, retail, or other mercantile activities)

Source: OMB MEMO TO THE HEADS OF EXECUTIVE DEPARTMENTS OF AGENCIES
What are the Small Business Transportation Resource Centers (SBTRCs) and why is that important to know?

The Office of Small and Disadvantaged Business Utilization (OSDBU) established the Small Business Transportation Resource Centers (SBTRCs) through a network of grantees across the country.

The SBTRCs work closely with the transportation contracting community [such as SEPTA] and other technical assistance providers to serve small and disadvantaged transportation businesses.
Small Business Transportation Resource Center (SBTRC)

Goal:

To increase the number of small businesses that are prepared to compete for, and enter, transportation-related prime and sub-contracts, at the local, state, and federal levels.
The Mid-Atlantic Region Small Business Transportation Resource Center (MA-SBTRC) Services and Programs

MA-SBTRCs provide an array of technical assistance to build the capacity of Small and Disadvantaged Businesses, making the businesses more competitive when bidding on DOT procurement opportunities and federally-funded contracts.

Services include the following:
- Business Analyses
- Market Research and Procurement Assistance
- General Management & Technical Assistance
- Business Counseling & Coaching
- Regional Planning Committees & Matchmaking
- Intermediary between Prime Contractors and Sub-Contractors
- Outreach/Business Development

Programs include the following:
- Capital Access program
- Construction Management & Bonding Educations Program (BEP)
- Women & Girls In Transportation Initiative (WITI)
- Mentor-Protégé program
Eligible Small Businesses

- Small business concerns (SB)
  - Small Disadvantaged Businesses (SDB) - Firms in the 8(a) Business Development program included
- Women Owned Small Business (WOSB)
- Historically Underutilized Business Zone (HubZone)
- Service Disabled Veteran Owned Small Business (SDVOSB)
- Veteran Owned Small Business (VOSB)
- Disadvantaged Business Enterprises (DBE)
- Women Business Enterprises (WBE)
- Minority Business Enterprises (MBE)
Do's and Don'ts for Federal Contracting

- **Do** get categorized as a small business and obtain proper certification with SEPTA, TEC, and certifying entity near you.
- **Do** prepare a capability statement which describes your business's certifications, qualifications, and information.
- **Do** become familiar with the Federal Acquisition Regulation (FAR).
- **Do** keep records of all contact with federal government agencies and employees. And meet with them quarterly.
- **Don't** set up meetings with contract specialist until capability statements, certifications, and financials are prepared. Also, make sure you are familiar with websites and agency needs before contracting officers.
- **Don't** bid on opportunities that exceed the capabilities and qualifications of your business.
- **Don't** be afraid to reach out to the Mid-Atlantic Region SBTRC field office for any questions and concerns! We are here to help.
Strategic Partnerships

State DOTs, Primes, and other Federal agencies are encouraged to leverage the SBTRCs resources by working in partnership with the SBTRCs in each region.
Helpful Resources:

Mid-Atlantic Region SBTRC
https://www.transportation.gov/osdbu/mid-atlantic-region-sbtrc

OSDBU PROCUREMENT ASSISTANCE DIVISION
https://www.transportation.gov/osdbu/resources-and-tools

SEPTA Pennsylvania Unified Certification Program
www.paucp.com

The Enterprise Center
https://www.theenterprisecenter.com/business/entrepreneur-landing

The Enterprise Center Capital Corporation
https://www.theenterprisecenter.com/capital/under-50-000
Any Questions?
Thank You!

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