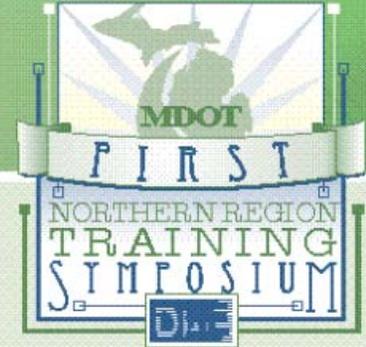


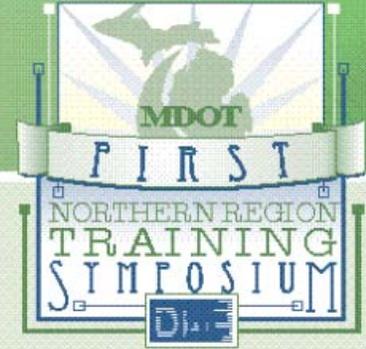


Terrence M. Hicks, Director
OFFICE OF BUSINESS DEVELOPMENT

Overview

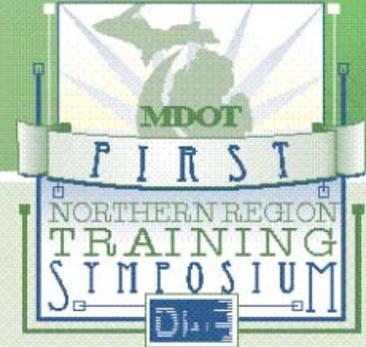


- DBE Information at Time of Bid
- Capacity Targeted Projects
- Small Business Bid Preference Initiative



DBE Information at Time of Bid

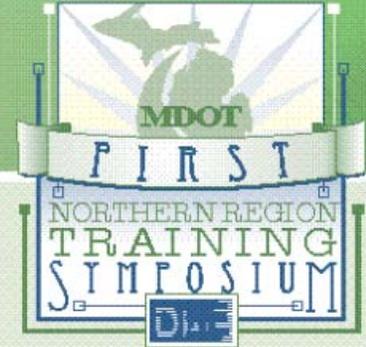
DBE Information at Time of Bid



Purpose

- Obtain better information regarding prime contractors commitments to DBE contractors at time of bid.
- Obtain better information concerning the pre-bid efforts of prime contractors in soliciting DBE contractor participation, and DBE contractors responding to and quoting prime contractors.
- Shorten timeframe for completing prime contractor DBE goal Modification/Waiver requests.
- Evaluate if MDOT's project specific goals were realistic.

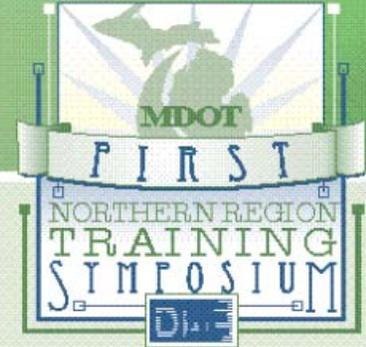
DBE Information at Time of Bid



Successes

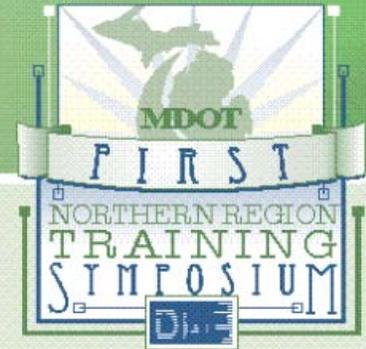
- Obtained better information concerning the pre-bid efforts of prime contractors in soliciting DBE contractor participation, and DBE contractors responding to and quoting prime contractors.
- Shortened the timeframe for completing prime contractor DBE goal modification/waiver request.
- In determining whether project specific goals were realistic. Of the seven projects let during the pilot all of the lowest bidders with the except two, met or exceeded the DBE project specific goal.

DBE Information at Time of Bid



Moving Forward

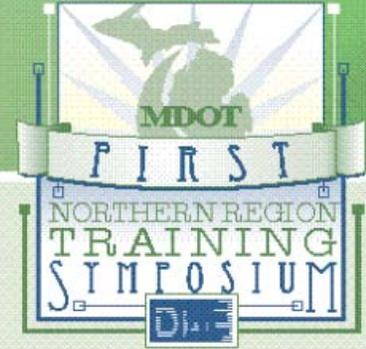
- 10% of Trunkline projects will be included
- Discussions will be held in December to select the projects including, size, scope and location of projects
- The value of the contracts could be worth \$20 to \$30 million dollars of contracting opportunities to DBE's
- This should include 30 to 35 projects for the 2011 construction season



Capacity Targeted Projects

Capacity Targeted Projects

(formerly Small Pilot Project)



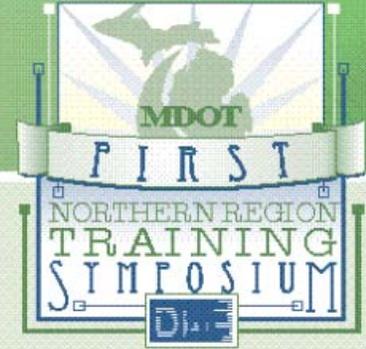
Goals:

- To increase the capacity of DBE construction industry in core MDOT work items (i.e. grading, drainage, paving etc.)
- To provide more opportunities for certified and pre-qualified DBE contractors to perform work on MDOT projects.
- DBE firms will have greater success obtaining practical road building experience.
- Increase bidding capacity on smaller projects.



Capacity Targeted Projects

(formerly Small Pilot Project)

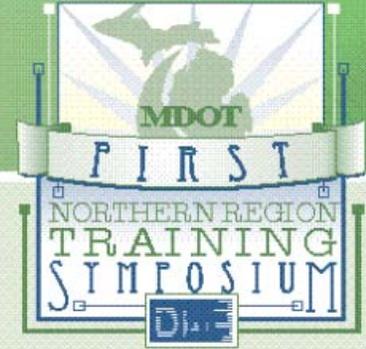


Program Process Definition:

- Projects for this program are within \$1 to \$2 million or less in construction value.
- Projects will have a variety of key work items, a significant portion of which should include core MDOT work items such as grading, drainage, or paving.
- Projects selected for program will have DBE goals set in the range of 20 percent to 30 percent, based on specific characteristics of the contract work.



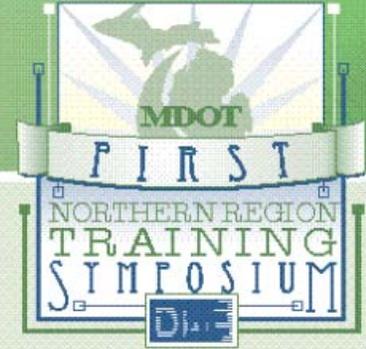
Capacity Targeted Projects (formerly Small Pilot Project)



Moving Forward:

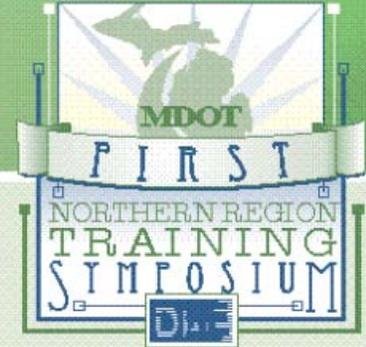
- MDOT administration supports the concept and is interested in moving forward with projects using the same criteria in the small pilot project process
- MDOT administration will issue instructions on how the Region Engineers will integrate the projects in their Call for Projects.





Small Business Bid Preference Initiative

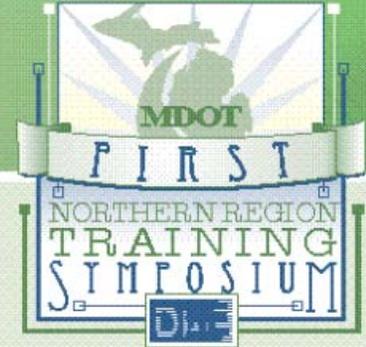
Small Business Bid Preference Initiative



Purpose:

- The Small Business Bid Preference initiative is a race- and gender-neutral tool designed to improve construction contracting opportunities for small businesses.
- The goal is to strengthen and enhance the capabilities of small, prequalified construction businesses by creating more opportunities to perform work on MDOT projects as prime contractors.
- The premise of this program is that small construction-prequalified firms will have greater success obtaining practical road building experience and increasing their bidding capacity on small projects.
- Over time, participants will be better prepared to compete against larger contractors.

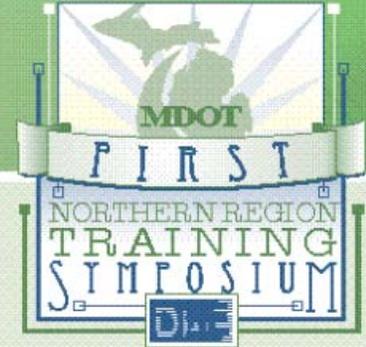
Small Business Bid Preference Initiative



Conditions To Bid:

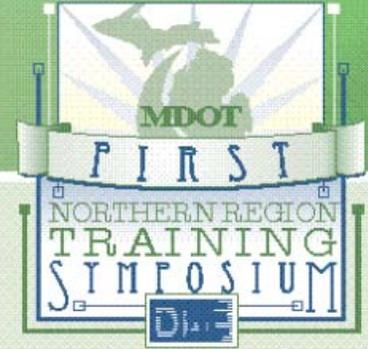
- Be MDOT construction prequalified;
- Have a maximum construction prequalification capacity rating of \$1.9 million or less;
- Be prequalified in the net classification required to bid on a respective project;
- Have sufficient prequalification capacity available to be eligible to bid, as determined by submission of MDOT Form 1300EZ, "Statement of Current Contracts and Subcontracts."

Small Business Bid Preference Initiative



Selection Criteria:

- Small Business Bid Preference projects are selected by the MDOT Contract Selection Team (CST), using the following criteria:
 - Small Business Bid Preference projects must be MDOT-let projects.
 - Engineers' estimates for the construction portion of pilot projects must be \$300,000 or less.
 - Projects have key work items in which small businesses are prequalified and can competitively bid.
 - There will be no geographical preferences.
- Initiative still requires approval by FHWA in Washington D.C.



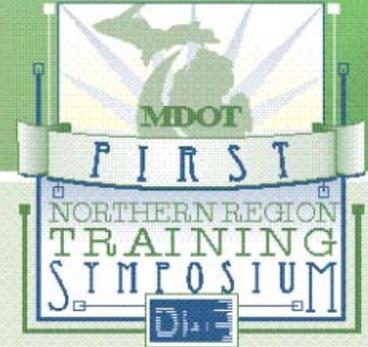
Successes Still Obtainable

Successes Still Obtainable



- **Enhancement projects (possible equivalent to Capacity Targeted Projects)**
- **Aeronautics projects**
- **Methods to have regions more accountable to DBE goals**





Questions

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