



Connecting the DOTs

Office of Small & Disadvantaged Business Utilization Newsletter

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Message from PAD Manager Leonardo San Roman

FY2023 Procurement Forecast Released

The Department purchases a wide variety of goods and services and commits to small business participation in our acquisition program. The Small Business Act, as amended requires federal agencies to publish a procurement forecast at the beginning of each fiscal year (FY) for anticipated contract actions over the Simplified Acquisition Threshold (SAT) of \$250,000. On October 1, the Department released the [FY2023 Procurement Forecast](#) with a snapshot of what we plan to purchase this fiscal year. Our goal is for this forecast to assist you in doing business with DOT by helping firms identify procurement opportunities as early in the acquisition process as possible. There is a point of contact identified next to each requirement for any questions.

Also, in FY2022, we merged DOT and FAA's procurement forecasts into one DOT web-based system that includes planned actions from all DOT Operating Administrations (OAs). This provides an opportunity to easily drill down by DOT OA, Competition type or estimated procurement value. This action was aimed to lessen the burden on small businesses seeking DOT opportunities.

Equity in Procurement: Small Disadvantaged Business Goal

On October 4, as part of the Administration's efforts to promote equity in federal procurement, the Office of Management and Budget (OMB) released the [OMB Memo 23-01 Increasing the Share of Contracting Dollars Awarded to Small Disadvantaged Businesses](#) to raise the governmentwide goal for Small Disadvantaged Business (SDB) spending to 12% for FY2023. It also authorizes the Small Business Administration (SBA) to negotiate SDB goals with 24 Chief Financial Officers (CFO) Act agencies. These actions attempt to build diversity and resilience of the Federal supplier base, to lower barriers to entry and create opportunities for SDBs, WOSBs, SDVOSBs, and HUBZone businesses. They have begun the negotiation process and are expected to announce goals before December 31.

Adoption of 2022 NAICS for Size Standards

OMB's North American Industry Classification System (NAICS) revision of January 2022 created 111 new industries by reclassifying, combining, or splitting the 156 industries from NAICS 2017. The SBA released a [final rule](#) at the end of last fiscal year to reorganize SBA's size standard table for OMB's new NAICS revision. These new size standards were effective October 1, 2022. The SBA has advised that businesses registered in SAM.gov must update their registration in the system in order to have their small business status updated based on the new size standards. Until the SAM registration is updated, the SAM profiles will continue to display the small business status under the old size standards.

Sincerely,

Leonardo San Roman

Procurement Assistance Division Manager

Contact Us

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BUSINESS FORUM 2022



Secretary Pete Buttigieg Joins Small Businesses at US DOT Event



Principals Panel at Business Forum event with U.S. Secretary Pete Buttigieg. (Left to Right: Office of Small and Disadvantaged Business Utilization Director Shelby M. Scales, Senior Advisor to the Secretary and Director of Public Engagement Lynda Tran, U.S. Secretary of Transportation Pete Buttigieg, SBA Administrator Isabella Guzman, Under Secretary of Commerce for Minority Business Development MBDA Don Cravins Jr.) Photo Credit: Larry Simmons, US DOT Photographer

On September 20, the [Business Forum 2022](#) was held at the U.S. Department of Transportation Headquarters. Over 350 participants attended this all-day event focused on small business growth opportunities; access to capital; and relationship building with primes, US DOT small business specialists, and financial partners. The first half of the day included remarks from the U.S. Secretary of Transportation Pete Buttigieg, and a panel with the SBA Administrator Isabella Guzman and Under Secretary of Commerce for Minority Business Development (MBDA) Don Cravins, Jr. Other panel sessions provided insights on how to do business with US DOT and increase small disadvantaged business utilization with an emphasis on contract equity and best practices.

In the morning, there were several formalized collaborations through three signed Memorandums of Understanding (MOU) between our federal partners SBA and MBDA in support of advancing contract equity for small and disadvantaged businesses. The first MOU will enhance support for contract surety bonding for small business owners in partnership with SBA. The second MOU will increase our engagement with MBDA and Minority Business Enterprises regarding our transportation supply chains and provide better local capacity building. The third MOU signed at the event will roll out a new program with SBA to provide small businesses with more facilitation to access to capital resources and support.

The afternoon portion was dedicated to the Connections MarketPlace (CMP) which included one-on-one business matchmaking, an interactive Stakeholder EXPO, and Access to Capital sessions in partnership with the Small Business Administration. During the one-on-one meetings, small businesses were matched with large primes, US DOT modal business specialists, Small Business Investment Companies (SBICs), Community Development Financial Institutions (CDFIs), and transportation stakeholders to build connections and learn more about contracting opportunities, financial and technical assistance, and other resources.



Small businesses meet with transportation primes and stakeholders at the Business Forum 2022 event.



SUCCESS STORIES

Recognizing & Celebrating our Small Business Community

Business Forum 2022 Event Highlights Small Business Owners

The Office of Small and Disadvantaged Business Utilization (OSDBU) highlighted three small business owners at the Business Forum 2022 event. Each owner shared their story, how they have engaged with the US DOT, and utilized small business assistance programs. They also had an opportunity to meet with the U.S. Secretary of Transportation, Pete Buttigieg.



Billy Freeman, Jr. and his father founded Technique Concrete Construction, LLC in 2010. Their vision of the company grew from working on construction sites at an early age as Billy became a craftsman of various trades. As a DBE-certified business, the program offered his company the opportunity to perform at the highest level. The firm’s scope qualifications and specialties consist of sitework, roadways, runways and transportation tunnels. They have an extensive DOT resume including the widening of Interstate 85 and I-16 as well as many bridge repair projects throughout the southeast region. One of Technique’s current projects is the Plane Train Tunnel West Extension which is a major tunnel that runs beneath Hartsfield-Jackson Atlanta International Airport, recognized as the world’s busiest and most efficient airport.

July Franco is the President and Founder of Franco Hauling LLC. The daughter of Mexican immigrants, she was honored to serve as Gunnery Sergeant Franco in the United States Marine Corps for 18 years. During that time, her brother became one of the safest and most reliable truck drivers in Illinois. In 2020, they decided to join forces to establish a logistics trucking small business in Illinois. Franco Hauling LLC is certified as a Service-Disabled Veteran-Owned Small Business, Women Business Enterprise, Minority Business Enterprise, and Disadvantage Business Enterprise. She has been empowered by the services received from the US DOT Great Lake Small Business Transportation Resource Center and Illinois Hispanic Chamber of Commerce. Their technical assistance, knowledge, resources, and mentorship programs have been instrumental to growing the business. Today, July and her brother are partnering with several companies and working on two Illinois Tollway Projects.



Luis MacDonald is the Founder and President of AutoFlex Fleet, Inc., celebrating 35 years of being in business. AutoFlex Fleet became the first certified SBA 8(a) small business to offer vehicle leasing services to Federal Government Fleets. Luis is also a decorated veteran, and his firm is a Service-Disabled Veteran-Owned Small Business. In 1999, AutoFlex Fleet was selected to serve as the Project Coordinator for the installation of 500+ electric vehicle charging stations at U.S. Post Offices throughout California and Washington D.C. They recently became a supplier under a multiple award contract that will provide 50,000+ EV charging stations at U.S. Post

Offices nationwide starting in January 2023. Luis is excited for the future of electric transportation and the EV opportunities that will become available.

WELCOMING NEW STAFF



Meet the New OSDBU Team Members



The Office of Small and Disadvantaged Business Utilization (OSDBU) welcomes Edens Duphresne back to the team! Edens Duphresne started his new role as Data Scientist with OSDBU in August 2022. Mr. Duphresne has worked at OSDBU previously for several years as a Small Business Specialist, supporting small businesses and helping them navigate the DOT's federal contracting space. While in that role, Mr. Duphresne completed a training program with Office of Management and Budget (OMB) to become a Data Scientist. After completing the program, he served as a Business Development Specialist at the Export-Import Bank of the United States assisting U.S. companies in international trade and accumulated a great deal of expertise and experience analyzing complex data.

Mr. Duphresne is also a certified Project Management Professional and holds two Bachelors of Science degrees, one in Business Administration and the other in International Business from the University of Delaware. To reach out, please email Edens.duphresne@dot.gov.

Samuel "Sam" J. Boyd, Jr. joins the Office of Small and Disadvantaged Business Utilization (OSDBU) on a work detail as the Director of the Access to Capital Initiative. This work detail is in partnership with the U.S. Small Business Administration, which he has worked for as the Director of the Office Program Development (OPD) in the Investment Division since June 2012. In his SBA role, Mr. Boyd leads all SBIC program front end engagements with prospective SBIC applicants and institutional investors, to include pre-screening and advisory support. He is also responsible for creating and executing SBIC's outreach strategy and ensuring it aligns with the agency's overall goals and objectives. Mr. Boyd is a voting member of the both the Investment and Divisional Licensing Committees.

As the Director of the Access to Capital Initiative, Mr. Boyd is building and implementing a strategy to bridge the gap between providers of differentiated capital (most notably SBICs & CDFIs) within the federal government and SDBEs within the DOT network in an effort to enhance SDBEs' ability to compete for larger contracts by scaling their businesses through equity investments. To reach out, please email Samuel.boyd@dot.gov.



Sam Boyd moderating the Access to Capital session at the October 20th Small Business Contracting Symposium in Philadelphia.



OSDBU ON THE ROAD

Locally Engaging with Our Partners at Fall Outreach Events



Left to Right: DOT OSDBU Director Shelby M. Scales, DOTOP Acting Federal Grants Office Director Yrsa Dávila, DOTOP Secretary Eileen Vélez Vega, US Dept. of Commerce Under Secretary (MBDA) Don Cravins Jr., MBDA Office of Business Development Chief Joann Hill and DOTOP Chief Legal Counsel Gian García García

OSDBU Cohort Goes to Puerto Rico

The Office of Small and Disadvantaged Business Utilization (OSDBU) and Minority Business Development Agency (MBDA) traveled to San Juan, Puerto Rico in October to share updates on the Bipartisan Infrastructure Law opportunities to Puerto Rico's Department of Transportation and Public Works (DTOP), and small business stakeholders.

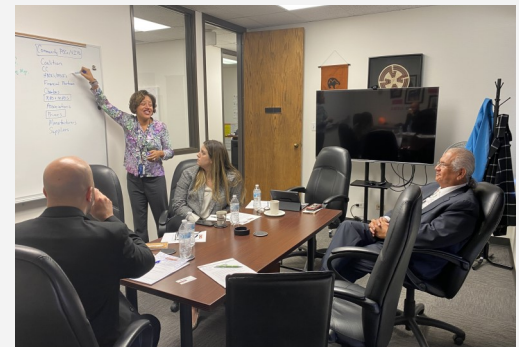
DTOP Secretary Eileen Vélez Vega, U.S. Department of Commerce Under Secretary for Minority Business Development Don Cravins Jr., and DOT OSDBU Director Shelby M. Scales met to discuss critical transportation needs and increasing small business utilization. The group also attended a Business Roundtable with primes and DBEs.

OSDBU Connects with Colorado SBTRC

OSDBU Director Shelby M. Scales and staff met with a variety of state and local community stakeholders in Colorado inclusive of DBE firms which have successfully graduated DOT's Bonding Education Program and leveraged SBTRC resources. OSDBU collaborates with prime contractor Flatiron to strategize around business growth and better position DBEs for success, along with economic development officials from the City and County of Denver, and Utah State DOT and PTAC officials.

DOT encourages workforce development initiatives to build a pipeline of women entrepreneurs in transportation starting with girls from elementary school through college. Beyond supporting the OSDBU Women in Transportation Initiative (WITI) program, the West Central SBTRC highlighted their host organization, Hoya Foundation. Their organization elevates women in the field of transportation and construction through their [Transportation & Construction GIRL program](#).

Officials from Denver International Airport (DEN) provided a tour of the airport facility for OSDBU Director Scales and staff. The tour highlighted airport expansion activities and the development of the Center of Equity and Excellence in Aviation. The center would be a first of its kind in the aviation industry focusing on business development, career pathways, and research and innovation.



Left to Right: RAD Manager Peter Kontakos, DOT OSDBU Director Shelby M. Scales, RAD Program Analyst Magen Elenz and West Central SBTRC Project Director Joe Serna



Mignayah G. testing bolts at Kiewit facility during Career Week 2022 in Colorado. Photo credit: The Hoya Foundation

CONTRACT WITH DOT

SBTRC Regional Symposiums for Small Business Opportunities



October 20th Philadelphia Symposium.
Left to Right: RAD Program Analyst Steronica Mattocks, DOT OSDBU Director Shelby M. Scales, U.S. Secretary of Transportation Pete Buttigieg, RAD Program Manager Peter Kontakos, Senior Advisor to DOT Office of Civil Rights Portia Allen-Kyle, and DOT Office of Civil Rights - Sandra Norman (Photo Credit: The Enterprise Center)

US DOT SBTRCs Host Small Business Contracting Symposiums in Philadelphia PA and Greensboro NC

The US DOT Office of Small and Disadvantaged Business Utilization (OSDBU) and its Small Business Transportation Resource Centers (SBTRCs), in collaboration with the US Small Business Administration (SBA) and Minority Business Development Agency (MBDA) within US Department of Commerce, are partnering to host regional “Advancing Equitable Infrastructure Opportunities – Small Business Contracting Symposiums.” In 2023, these monthly symposiums will be held to provide small businesses information and resources related to upcoming contracting opportunities generated at the federal and state levels from the recently passed Bipartisan Infrastructure Law (BIL).

On October 20, the USDOT Mid-Atlantic SBTRC hosted the [first in-person regional symposium in Philadelphia, PA](#) which

was also livestreamed for audiences in Delaware, Maryland, New Jersey, and Pennsylvania. U.S. Secretary of Transportation Pete Buttigieg participated in a fireside chat to discuss BIL opportunities, contract equity and wealth creation for small businesses. He was joined by other transportation officials and discussed the efforts of the President Biden’s [Justice40 Initiative](#) and the [Equity in Infrastructure Project \(EIP\)](#) which is working to improve contracting practices and increase opportunities for Historically Underutilized Businesses (HUBs) in order to build generational wealth and reduce the racial wealth gap through more prime, joint ventures and equitable contracting opportunities. Additionally, the US DOT Office of Civil Rights and other DOT Operating Administrations shared critical information for SDB and DBE small businesses to increase their business utilization.

To close out 2022, the South Atlantic SBTRC hosted a regional symposium in Greensboro, North Carolina on November 1. The second FY23 in-person regional symposium was also delivered virtually for audiences in Kentucky, North Carolina, Virginia, West Virginia, and the DC metro area. Secretary Pete Buttigieg delivered opening remarks via pre-recorded video, and panelists and representatives in attendance included MBDA, SBA, State DOTs, capital providers, and prime contractors. Please look for upcoming 2023 symposium dates and information on the [OSDBU News and Event page](#).



Top photo: U.S. Secretary of Transportation Pete Buttigieg addressing the South Atlantic SBTRC event participants by recorded message.
Second photo (Left to right): MBDA Business Development Specialist Angela Washington, RAD Manager Peter Kontakos, PAD Manager Leo San Roman



WHAT'S IN OUR TOOLBOX

The Tools Your Small Business Needs to Know



Grant Resources Available for Technical Assistance

USDOT established the [Thriving Communities](#) program to provide technical assistance and capacity building resources to improve and foster thriving communities through transportation improvements. This initiative launched a new online portal called the [DOT Navigator](#) to help communities understand the best ways to apply for grants, and to plan for and deliver transformative infrastructure projects and services. To learn about

what money is available, check out potential options on the [Overview of DOT Funding and Financing](#) webpage.

Small Businesses are Small and Mighty



Check out all the essential tools for small businesses on the [OSDBU Resources and Tools](#) page. Learn more about the tools, resources and programs with our federal partners, the [Small Business Administration](#) (SBA) and [Minority Business Development Agency](#) (MBDA). The SBA provides free or low-cost [local assistance](#) in an array of technical centers, financial opportunities, and programs for small businesses. MBDA invests in a national network of MBDA [Business Centers](#) and [Federal Procurement Centers](#) which offer customized business development and industry-focused services to provide greater access to capital, contracts and markets.

Don't forget to talk with our [DOT Small Business Specialists](#) in each Operating Administration whose primary role is to serve as small businesses advocates. Our Procurement Assistance Division (PAD) works closely with each of these specialists to ensure that adequate procurement opportunities are made available to small businesses.

Meet with OSDBU on the Road or Virtually



Attend an upcoming virtual event on our Connections Marketplace platform, which features an online community, roundtable sessions, and business match-making services with our DOT Operating Administrations.

Join the OSDBU team at one of our upcoming small business contracting symposiums to learn more about the Bipartisan Infrastructure Law opportunities in your region, navigating procurement within the region and federally, receiving technical and financial resources, and meeting one-on-one with procurement professionals and other stakeholders. To get all the information on upcoming events, go to our [event page](#) and please [subscribe to our listserv](#) for updates.

WITI HIGHLIGHTS

Getting Women and Girls Involved in Transportation Careers



DBE business owner speaks to young women at Gulf Region WITI event about career pathways.

Young Women from Dallas High Schools Get Excited about DOT Career Pathways

The USDOT [Women & Girls In Transportation Initiative \(WITI\)](#) administered through our Small Business Transportation Resource Center (SBTRC) offers young women from colleges and universities across the country to participate in transportation-related internships. In October, the Gulf SBTRC hosted over 45 participants including young women from Spruce High School and Field Crest High School who were interested in learning more about careers and internships in transportation. The Federal Aviation Administration (FAA) and transportation-related DBE firms shared with the young women and high school students

endless career possibilities in areas such as aviation, engineering and even the drone industry. The high school students left the event with a better understanding on how their current career aspirations has numerous applications in transportation and how they can make that career a reality.

If you are interested in hosting a WITI program at your small business or agency; if interested please reach out to a SBTRC near you and our Regional Assistance Division Program Analyst, Steronica Mattocks at Steronica.Mattocks@dot.gov.



High school girls participated in the "World of Drones" WITI event hosted by Gulf region SBTRC engaging with industry DBE firms and US DOT officials.



Kiya Anderson, HBCU WITI Intern

HBCU College Student Participates in WITI Summer Internship

This summer, Kiya Anderson, a Political Science major attending the University of Arkansas at Pine Bluff participated in the Women & Girls in Transportation Initiative (WITI) administered through the Mid-South Atlantic Small Business Transportation Resource Center (SBTRC). Her internship with the City of Pine Bluff Transit Department in Arkansas, provided Ms. Anderson with invaluable experience as well as an understanding of how important transportation truly is to a local community.

Ms. Anderson's internship in the City of Pine Bluff Transit Department allowed her to actively engage with transit patrons, learn more about the Accessible Disability Act, and work on city transit projects around current routes and expansions. As an aspiring attorney, she was also able to translate that career path to the transportation field and met with various stakeholders such as the Pine Bluff Regional Airport leadership and airport manager who shared information regarding aviation law and FAA regulations.



BEP HIGHLIGHTS

Updates from the USDOT Bonding Education Program

US DOT SBTRC Clients Reported over \$210 Million in Bonding for FY2022

In Fiscal Year 2022, Bonding Education Programs (BEPs) were held all over the country and many small businesses took advantage of the information provided by industry experts resulting in over \$210 million in bonding reported to our regional Small Business Transportation Resource Centers (SBTRCs). The BEP is a multi-component program, designed to address what businesses need to become bond-ready when competing for transportation-related contracts. Each BEP includes workshops with industry professionals for business development and one-on-one sessions with SBA-approved surety bonding representatives to help small and disadvantaged business owners compile the necessary components to

complete a bond application. This program is tailored to businesses competing for transportation-related contracts.

More exciting BEP news includes the signing of a Memorandum of Understanding (MOU) between U.S. Small Business Administration and U.S. Department of Transportation during the Business Forum 2022 on September 20. SBA Administrator Isabella Guzman and U.S. Secretary of Transportation Pete Buttigieg signed the MOU, which was motivated by the Bipartisan Infrastructure Law and our mutual dedication to provide the small business community with world-class technical assistance in their pursuit of contracting opportunities ahead.

This MOU represents a clear commitment of our interagency efforts to support our respective programs, the SBA Surety Guarantee Program and the US DOT Bonding Education Program. While the BEP provides free training, technical assistance in bonding, business development, and facilitates meetings with surety agents, the [SBA Surety Guarantee Program](#) can guarantee surety bonds for certain surety companies,

which allows the companies to offer surety bonds to small businesses that might not meet the criteria for other sureties. The partnership between US DOT Office of Small & Disadvantaged Business Utilization (OSDBU) and SBA Office of Surety Guarantees not only represents our dedication to the small business community but also strengthens OSDBU's efforts to assist small and disadvantaged businesses succeed in transportation-related contracting.

U.S. Department of Transportation
MID SOUTH ATLANTIC
SMALL BUSINESS TRANSPORTATION RESOURCE CENTER

Atlanta Transportation Bonding Education Program
Kickoff: Tuesday, September 13, 2022, 3-5 PM
Classes: Sept. 20 - Nov. 10, 6-8 PM (Virtual)

ACCESS - READY, WILLING, & ABLE

- DBE, 8A, WOSB, VOSB
Transportation & Construction
Owned Firms
- BONDING EDUCATION WORKSHOPS
- ACCESS TO CAPITAL
- BUSINESS ANALYSIS
- IDENTIFY UPCOMING PROJECTS

STAKEHOLDERS

Focusing on the upcoming
Bipartisan Infrastructure Law Projects

Contact: BBARNER@MSASBTRC.ORG or 404-334-0545



SBA Administrator Guzman and U.S. Secretary Buttigieg sign MOU at Business Forum 2022 on September 20.



The [Bonding Education Program \(BEP\)](#) provides a minimum of 2 BEPs per region annually. BEPs are offered through our 11 [Small Business Transportation Resource Centers \(SBTRCs\)](#). To find BEPs happening in your region, please reach out to the Project Director covering your state found [here](#). For additional questions regarding the BEP, please contact the Bonding Education Program Manager, Lisa Leone at Lisa.Leone@dot.gov.