



Florida Department of
TRANSPORTATION

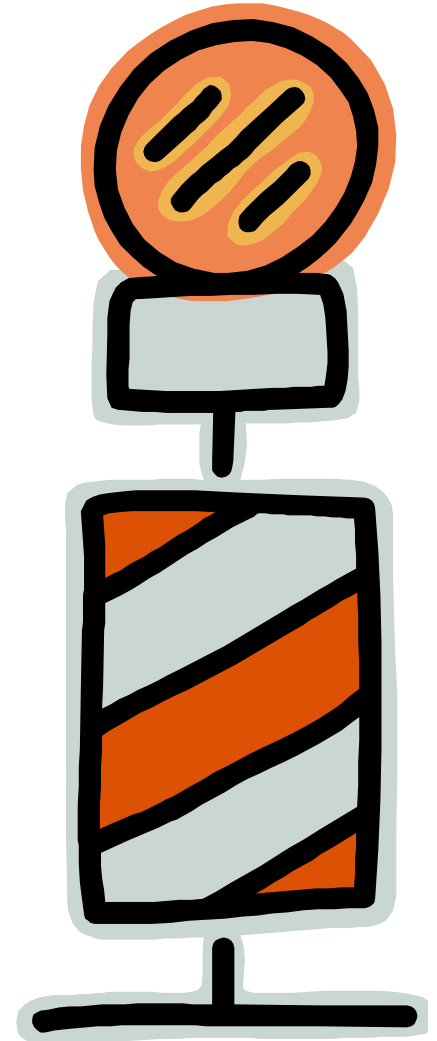
FDOT Support Services Programs

Assisting Small and Disadvantaged
Businesses

Equal Opportunity Office

FDOT Supportive Services Programs

- Construction Management Development Program/Bond Guarantee Program (state funded)
- DBE/Supportive Services Program (FHWA funded)
- Specialized Development Program (state funded)



Primary Purpose

Increase number of certified DBE contractors and consultants doing business with the Florida Department of Transportation and the dollar percentage awarded to DBEs



Specialized Development Program (SDP)

- Program was created by FDOT in 2012
- Designed to assist prime contractors on major projects and identify qualified DBEs to take advantage of subcontracting opportunities
- Currently the program is assisting 18 prime contractors on 35 projects worth over \$5 billion
- Has assisted DBEs that have received over \$360M in contracts
- Provider: **Florida State Minority Supplier Development Council (FSMSDC) and Ariel Business Group**

About Ariel Business Group

- Worked on more than \$12 billion in construction projects including transportation, airports, housing, industrial, and commercial industries
- Primary business is working with DBEs, primes, and government agencies across Florida
- Has over 20 years experience with Diversity and Inclusion, Program Implementation, and Compliance Management
- Award winning and effective management consulting firm
- www.arielbusinessgroup.com



About the SFMSDC

- The largest minority business organization in Florida helping MBEs and DBEs to grow
- Helped MBEs receive more than \$26 billion in contracts
- 40 years of experience in helping DBEs, MBEs, and primes
- One of 24 affiliates nationwide of the National Minority Supplier Development Council (NMSDC), with more than 17,000 certified minority-owned companies and 3,500 corporate members
- **Mission:** Help minority business to grow and help large corporations meet their supplier diversity objectives
- **Vision:** A diverse and inclusive business environment where economic success is achieved
- www.sfmsdc.org



Specialized Development Program

- Assistance to Primes to meet their DBE Goals on large projects
- Technical Assistance Referrals
- DBE Capacity Assessments
- Bonding and Financing Referrals
- Administers the Bridging the Gap Pilot Program



SDP Process

Identification of Interested and Qualified DBEs

- SDP contacts DBEs by mail, email, and phone to determine interest in working on FDOT projects
- SDP maintains database and encourages DBEs to complete and maintain business profile
- SDP meets with DBEs to determine DBE capabilities and capacity

SDP Process

Project assigned to SDP

- Major project, over \$50 million
- Usually design-build

Pre Proposal Meeting

Shortlist Announced

- SDP requests a list of all items that will not be self-performed by firm (sub-contracting opportunities)

SDP Process

SDP DBE Forum

- Scheduled at district office at least 3 weeks prior to submission of pricing proposals
- Shortlisted design-build firms invited and scheduled for meetings with DBEs
- Qualified DBEs are invited to participate in DBE Forum

SDP Process

Pre-Construction Meeting

Design Completion and Construction Phase

- SDP continues to work with prime's construction staff until project completion to identify additional DBE opportunities and assist the prime with identifying DBEs qualified to perform as sub-contractors
- SDP is available to assist with any DBE related problems and coordinates additional assistance provided by other support service programs
- DBE commitments and payments tracked through the FDOT Equal Opportunity Compliance System (EOC)



DBE Specialized Development Program

A focused approach to assisting prime contractors



- HOME
- ABOUT US
- PROGRAMS
- SERVICES
- NEWSLETTER
- LEARNING CENTER
- PARTNERS
- CALENDAR
- CONTACT US



- DOING BUSINESS WITH FDOT**
- BID FORMS
 - EXPEDITE BIDDING SYSTEM
 - NEW BIDDER ORIENTATIONS
 - BID SOLICITATION NOTICES
 - SMALL BUSINESS OPPORTUNITIES | BDI
 - VENDOR BID SYSTEM
 - BID INFORMATION
 - CONSTRUCTION & DESIGN
 - DISTRICT CONTRACT ADMIN
 - HOW TO PREQUALIFY FOR FDOT CONTRACTS
 - BOND APPLICATION**
 - LOAN APPLICATION**

Update your DBE profile today, so we can Match you with FDOT Opportunities!

DBE LOGIN

- BUSINESS RESOURCES**
- FDOT HOME PAGE
 - NEW FDOT WEBSITE DETAILS
 - ONLINE RESOURCES
 - GLOSSARY OF TERMS
 - FREQUENTLY ASKED QUESTIONS
 - IBM SMALL BUSINESS TOOLKIT
 - OFFICE DEPOT SMALLBIZCLUB
 - DISASTER RECOVERY TOOLKIT
- CERTIFICATION**
- EQUAL OPPORTUNITY OFFICE
 - DIRECTORY OF DBES
 - FLORIDA OFFICE OF SUPPLIER DIVERSITY
 - MY FLORIDA MARKETPLACE

Bonding and Financing Solutions



Contact the Specialized Development Program

www.fdotbeservices.com

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Additional DBE Assistance Provided BY FDOT Support Services Programs

Construction Management Development Program/ Bond Guarantee Program (CMDP/BGP)

- Designed to improve technical and business management skills, as well as assist in learning how to do business with FDOT
- Created by the Florida Legislature in 1984
- Provider: **Construction Estimating Institute (CEI)**
- Training is available to both small (SBE) and disadvantaged (DBE) businesses
- DBEs who complete this program are eligible for bond guarantees up to \$500,000

Construction Estimating Institute

- Teaching construction for over 32 years
- Estimating and management courses
- Over 100,000 construction professionals have attended CEI courses
- Offers over 25 construction training courses
- Bid matching and database specialists
- Custom on-site training
- DBE support services



Training subjects include:

- Becoming an FDOT contractor, including requirements, terminology, and website navigation
- Fundamental business practices and operation
- Project planning and scheduling
- Plan reading and estimating
- Submitting a bid
- Bonding, Financing, and Compliance
- Marketing Your Business



CMDP/BGP

- Classroom and online training available
- Classroom training consists of five, eight-hour sessions, one day a week for five weeks
- Online training modules match classroom training
- Training is offered in nine Florida cities around the state
- Training is available in Spanish



CMDP/BGP

- Additional technical assistance is available to businesses participating in the program, which includes:
 - Trade estimating and bidding assistance
 - FDOT bid preparation methods
 - Cash flow and specific project planning
 - Billing and payments
- One free overhead audit is available for professional service DBEs requiring prequalification

Bond Guarantee Program (BGP)

- State of Florida funded program to help DBEs obtain bonding for FDOT projects
- The State of Florida acts as a second surety, guaranteeing the construction bonds for DBEs working on FDOT projects
- The State will guarantee
 - Up to 90% of a bond in the amount of \$250,000 or less and
 - Up to 80% of a bond over \$250,000

www.CMDP-BGP.com



Florida Department of Transportation
Construction Management Development Program
and Bond Guarantee Program

Home

Training

Bond Program

Eligibility

Contact Us

more...



Training and Assistance for Small Businesses and Disadvantaged Business Enterprises

The Florida Department of Transportation's Construction Management Development Program and Bond Guarantee Program provide assistance to small and disadvantaged business enterprises to help them perform successfully on FDOT contracts. Assistance is provided in the areas of business and technical training and bond guarantees. For more information, choose a subject from the menu above. To visit the FDOT DBE Supportive Services Program website, click on the button below.

[DBE Supportive Services Program](#)

CONTACTS FOR CEI/CMDP/BGP

- 800-423-7058
- Mike Somers - Curriculum/ Instructor
- Rick Langedyk – Instructor/ Software
- Wes Partin – Instructor
- Tom Quinn
- Bill Gallas

WWW.CMDP-BGP.COM

Additional DBE Assistance Provided by FDOT Support Services Programs

DBE Supportive Services Program (DBE/SS)

- DBE recruitment and DBE certification assistance
- Technical and marketing assistance through FDOT Business Development Program (BDP)
- Access to contract based financial resources
- Access to conventional construction bonding opportunities

DBE Supportive Services Program

- Designed to increase the number of certified DBEs participating in highway and bridge construction, as well as, assist DBEs with growing and eventually becoming self sufficient
- Statewide provider: **Construction Estimating Institute (CEI)**
- Provides the following services:
 - General outreach and recruiting of potential DBEs
 - DBE certification assistance to potential DBEs



DBE Supportive Services Program

Provides the following services to certified DBEs:

- Counseling and one on one technical and managerial assistance
- Matching prime contractors and consultants with certified DBEs for subcontracting opportunities
- Developmental assistance through the Business Development Program (BDP)
- Automated Bid Notification System notifies DBEs of contracting and subcontracting opportunities by project location and work classification
- Marketing Assistance

FDOT DBE/SS Bid Matching Program

- Unbundles proposals by line item, including lump sum projects matching opportunities to DBE work types.
- Gathers information from the DBEs on the type of work they do by specialty codes.
- Provides customized bid matching reports to all DBEs according to their certified work types and specialty codes.
- Provides DBEs with the names of the primes that are interested in bidding on specific projects.

FDOT DBE/SS Bid Matching Program

- Includes a database that will track the DBE and the projects they have been awarded as a prime or sub-contractor, as well as the dollar amount.
- The Bid Matching Program pinpoints work opportunities by NAICS codes as well as pay items. (specialty codes)
- There is an opportunity posting page for Primes looking for DBEs.
- DBE/SS staff will assist Primes with identifying potential DBEs for subcontracting opportunities

How does bid matching work?

- As soon as a construction or maintenance project is let the proposal is broken down line item by line item.
- Each DBE that has subscribed to the program and completed a profile form will receive an email with work opportunities that match its NAICS codes, as well as pay or specialty item.
- DBE will receive a pdf, that will allow them to access both the proposal and a list of primes that have requested a copy of the proposal.
- There is also a page that identifies statewide opportunities by job type.

Mowing Opportunities

Date	District	Proposal	Proposal Holders	Line	Item	Qty	Unit	Description
8/26/2015	CO	T2595	PH	100	0107 2	2171.76	AC	MOWING
8/26/2015	CO	T2585	PH	110	0107 2	23.134	AC	MOWING
8/26/2015	CO	T1630	PH	110	0107 2	47.43	AC	MOWING
8/26/2015	CO	T6365	PH	135	0107 2	237.43	AC	MOWING
8/26/2015	CO	T3403	PH	75	0107 2	606.95	AC	MOWING
8/26/2015	CO	T2584	PH	75	0107 2	208.52	AC	MOWING
8/26/2015	CO	T1560	PH	75	0107 2	524.66	AC	MOWING
8/26/2015	CO	T7370	PH	85	0107 2	123.43	AC	MOWING
8/26/2015	CO	T2596	PH	90	0107 2	15.2	AC	MOWING

Letting Date

Proposal Holders

Quantity

Proposal Number

Pay Item

Type

When the DBE receives this PDF they can click either one of these links and they will be taken to either the proposal or a list of proposal holders.



Asphalt Work Opportunities

Click on a letting date to view work opportunities for that letting. The central office lettings contain work opportunities in multiple districts that are let through central office.

Central Office

[September 24, 2014 Letting](#)

District 1

[September 18, 2014 Letting](#)

District 2

District 3

[October 9, 2014 Letting](#)

[September 11, 2014 Letting](#)

District 4

District 5

[September 9, 2014 Letting](#)

District 6

District 7

Turnpike

[October 14, 2014 Letting](#)

[September 9, 2014 Letting](#)

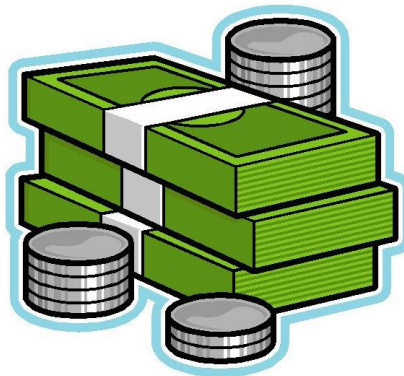
Bonding and Financing Assistance

Bonds are available based on certain criteria

- Credit score
- DBE status
- Previous bonding
- Net worth

Loans are available based on certain criteria

- Funds control
- Collateralized
- Credit score
- Size of project





Disadvantaged Business Enterprise (DBE) Supportive Services Program

The Florida Department of Transportation (FDOT) provides supportive services to Disadvantaged Business Enterprises (DBEs) conducting business with or seeking to conduct business with FDOT. Supportive Services are those activities and services that are designed to contribute to the growth and eventual self-sufficiency of DBEs so that they may achieve proficiency in competing for contracts and subcontracts.

[DBE Support](#)

[DBE Database](#)



01

DBE Certification

We can assist you with the process of becoming certified as a DBE. Click [here](#) to find out more about the certification process.

02

DBE Support

The DBE Supportive Services programs provide assistance to DBEs in the areas of matchmaking, capacity building, bidmatching and more. Click [here](#) to learn more.

03

DBE Opportunities

Click [here](#) to learn about FDOT contracts scheduled for letting, including projects reserved for small businesses under the Business Development Initiative.

CONTACTS FOR DBE/SS

- District 1,3,7 Kimberly Jean-Louis 941-586-9339
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- District 2,5 Luis Pinzon 321-377-7610
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- District 4,6 Jackie Del Rio 941-822-9415
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- Project Manager Tom Quinn 407-394-8684
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WWW.FDOTDBESUPPORTSERVICES.COM

FDOT Support Services Programs

For additional information, please contact:

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