

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**

Available on Website	Friday, January 3, 2020
Mandatory Pre-Bid Meeting	Thursday, January 9, 2020 at 10:00 A.M.
Questions Due:	Tuesday, January 21, 2020 by 12:00 P.M.
Bid Submission Deadline:	Friday, February 21, 2020 at 2:00 P.M. *Extended
Attachments:	
Bid Document Parts 1-3	
<ul style="list-style-type: none">Bid Document Parts 1-3	
Bid Document Part 4	
<ul style="list-style-type: none">SpecificationsGeotechnical ReportArchitectural – DrawingsCivil – DrawingsE-FA-SS – DrawingsM-P-FP – DrawingsStructural – Drawings	
Addenda	
<ul style="list-style-type: none">Addendum 1Addendum 2	

UPCOMING PROJECTS LISTING

www.philport.com/procurement

UPCOMING:	Various Fire Suppression Improvements	Formal Bid	Planned 2021 Q4
	Request for Qualifications TMT Crane Electrification	RFQ	Planned 2021 Q4
	TMT Crane Electrification of K1 (K4 Add Alt)	Formal Bid (to qualified bidders)	Planned 2021 Q4
	78 Annex Sprinklers	Formal Bid	Planned 2021 Q4
	Pier 84 Elevator Repairs	RFP	Planned 2021 Q4
	Request for Proposals for Electric Yard Tractors	RFP	Planned 2021 Q4
	PAMT Security Camera Upgrades	Formal Bid	Planned 2021 Q4
	PAMT Cyber-Security Assessment and Training Program	Formal Bid	Planned 2021 Q4

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%)

DIVERSITY IN CONTRACTING

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

- Diversity Inclusion Information
- Performance and Payment Bonds
- Acknowledged Addenda

DOING BUSINESS WITH PHILAPORT

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





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


SEPTA's Website: www.septa.org

The screenshot shows the SEPTA website homepage. At the top left is the SEPTA logo. To its right is the text "Southeastern Pennsylvania Transportation Authority" and "Serving Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties". A search bar is located to the right of the text. The date and time "Tuesday 10.05.21" are displayed in the top right corner. A navigation bar below the header contains links for "Getting Around", "About", "Customer Service", "Media", "Careers", and "Business". A red arrow points to the "Business" link. Below the navigation bar are several sections: "Choose Your Service" with a list of service types (Regional Rail, Market-Frankford Line, Broad Street Line, Trolley Lines, Norristown High Speed Line, Buses, CCT Connect); "Trip Planner" with icons for "Trip Planner" and "Seat Availability"; "Quick Links" with icons for "Schedules", "Maps", "Fares", and "Elevator Outages"; "Real Time" with icons for "TransitView", "SMS", "NTA", and "System Status"; "News & Events" with a list of recent news items; "Alerts" with a "General Announcement" regarding face mask requirements; "PAWS & GENTRY SAY: Learn the Sounds of Fire Safety" featuring a dog and a firefighter; "Social Media" with icons for Facebook, Twitter, Chat, YouTube, and Pinterest; and a "TransitView" section at the bottom with the slogan "SEPTA Forward - A Vision for a Stronger Future" and "SEPTA + SUSTAINABILITY".



Opportunities in Transportation

Electronic Procurement System (ePS)

 **Southeastern Pennsylvania Transportation Authority**
Serving Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties

Tuesday | 10.05.21

- Getting Around
- About
- Customer Service
- Media
- Careers
- Business

Choose Your Service

- Regional Rail
- Market-Frankford Line
- Broad Street Line
- Trolley Lines
- Norristown High Speed Line
- Buses
- CCT Connect

Google Transit


From

To

10/05/21 1:25 AM

Departing Arriving

Quick Links

-  [Schedules](#)
-  [Maps](#)
-  [Fares](#)
-  [System Status](#)

Procurement

- [Business Integrity Policy](#)
- [Bid & RFP Opportunities](#)
- [Business Directory](#)
- [Electronic Procurement System \(ePS\)](#)
- [Material Sales](#)
- [Procurement and Supply Chain Comment Form](#)
- [Terms & Conditions](#)



Please see our new Business Integrity Policy



Opportunities in Transportation

Electronic Procurement System (ePS)

Wednesday | 5.19.21



Southeastern Pennsylvania Transportation Authority
Serving Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties

- Getting Around
- About
- Customer Service
- Media
- Careers
- Business

Choose Your Service

- Regional Rail
- Market-Frankford Line
- Broad Street Line
- Trolley Lines
- Norristown High Speed Line
- Buses
- CCT Connect

Google Transit

Departing
 Arriving

Quick Links

- Schedules
- Maps
- Fares
- System Status

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.

[ePS Vendor Login](#)

- [\\$100,000 and under ePS award listings](#)
- [\\$25,001-\\$100,000 Quote Listings](#)
- [\\$100,000 and above Bid Listings](#)
- [\\$100,000 and above Bid Results](#)
- [Terms & Conditions](#)
- [Video Tutorials: eBid](#)



Opportunities in Transportation

Accessing Procurement Information

SEPTA Southeastern Pennsylvania Transportation Authority
Serving Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties

Tuesday 10.05.21

Getting Around | About | Customer Service | Media | Careers | Business

Choose Your Service

- Regional Rail
- Market-Frankford Line
- Broad Street Line
- Trolley Lines
- Norristown High Speed Line
- Buses
- CCT Connect

Google Transit

From

To

10/05/21 1:25 AM

Departing Arriving

Submit System Map

Quick Links

- Schedules
- Maps
- Fares
- System Status

Procurement

- Business Integrity Policy** >
- Bid & RFP Opportunities** >
- Business Directory** >
- Electronic Procurement System (ePS)** >
- Material Sales** >
- Procurement and Supply Chain Comment Form** >
- Terms & Conditions** >




Please see our new Business Integrity Policy



Opportunities in Transportation

Accessing Procurement Information

Tuesday | 10.05.21


 **Southeastern Pennsylvania Transportation Authority**
Serving Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties

Getting Around | About | Customer Service | Media | Careers | Business





Choose Your Service

- Regional Rail
- Market-Frankford Line
- Broad Street Line
- Trolley Lines
- Norristown High Speed Line
- Buses
- CCT Connect

Trip Planner [System Map](#)


Trip Planner

Quick Links

-  Schedules
-  Maps
-  Fares
-  System Status

Over \$100,000 Bid/RFP Opportunities

21-00217-AJEB
ARMoured REVENUE VAN REBID

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

21-00210-ADWC
EMERGENCY GENERATOR FOR 1234 MARKET STREET

- Contact Name: Dustin Cotton
- Contact E-mail: dcotton@septa.org
- Contact Phone: 215-580-3545

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

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

21-00204-ATMM
Down Guy and Catenary Foundation Installation

- Contact Name: Thomas Moiani
- Contact E-mail: tmoiani@septa.org
- Contact Phone: 215-580-8311



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


The screenshot shows the SEPTA website interface. At the top left is the SEPTA logo. To its right is the text "Southern Pennsylvania Transportation Authority" and "Serving Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties". The date "Tuesday 10.05.21" is displayed in the top right. A search bar is located below the date. The navigation bar contains links for "Getting Around", "About", "Customer Service", "Media", "Careers", and "Business". A red arrow points to the "About" link. Below the navigation bar, there are several sections: "Choose Your Service" with a list of services (Regional Rail, Market-Frankford Line, Broad Street Line, Trolley Lines, Norristown High Speed Line, Buses, CCT Connect); "Google Transit" with a search form for routes and times; "Quick Links" with icons for Schedules, Maps, Fares, and System Status; "Planning & Construction" with sub-sections for "Current Construction Projects" (Positive Train Control, Rebuilding the System Program) and "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); and "Community Meetings" (Scheduled Community Planning Meetings).



SEPTA
Fiscal Year
2022 Operating Budget
FISCAL YEAR 2023-2027 | FINANCIAL PROJECTIONS



SEPTA
FISCAL YEAR 2022
CAPITAL BUDGET
Fiscal Years 2022–2033 Capital Program



<https://planning.septa.org/reports/>



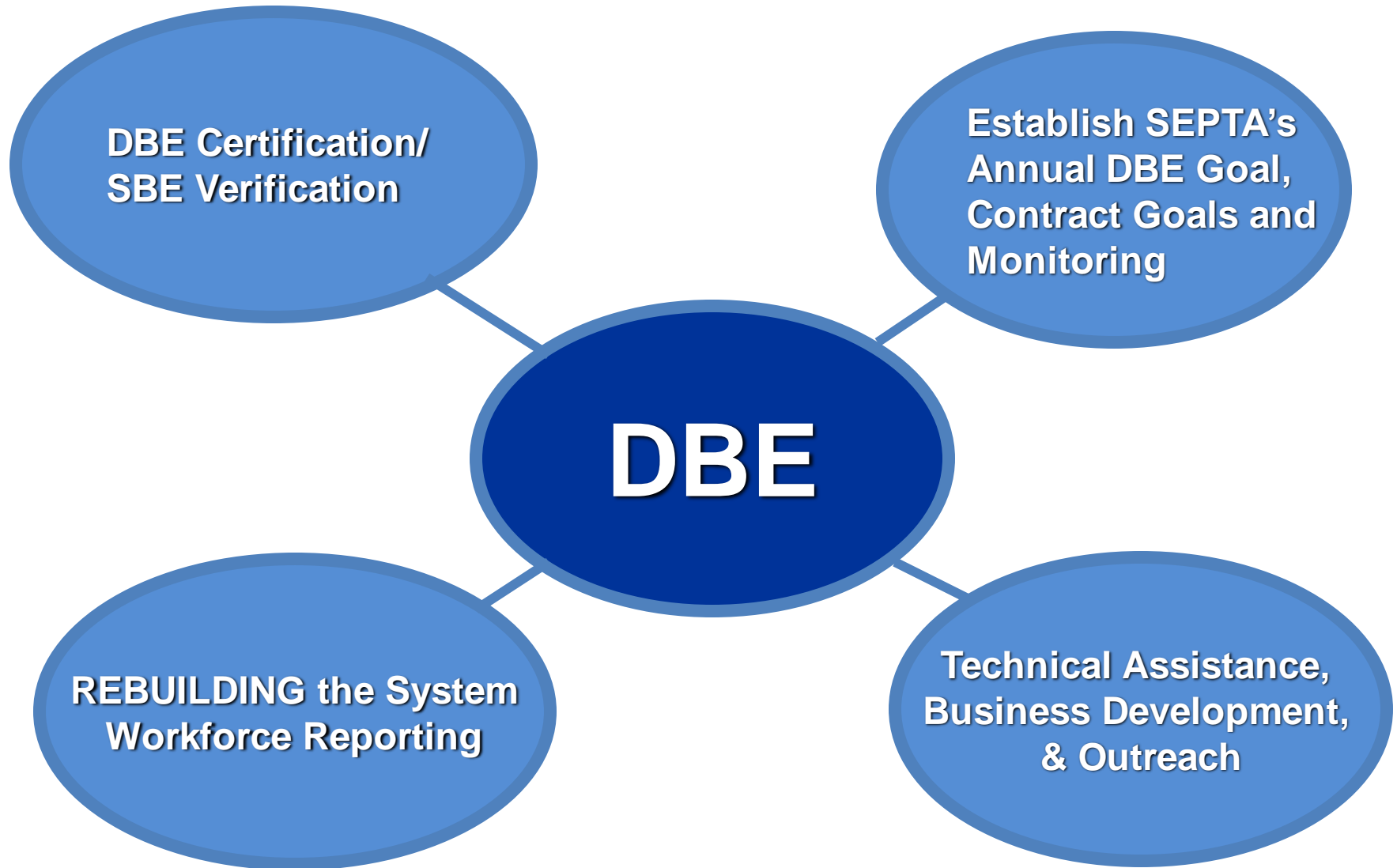
Opportunities in Transportation

*Disadvantaged Business Enterprise (DBE)
Program*



Opportunities in Transportation

DBE Program Office – Overall Responsibilities





- 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



Opportunities in Transportation

DBE Certification / Small Business Enterprise (SBE) Verification

- 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



Opportunities in Transportation

Pennsylvania Unified Certification Program (PA UCP)

PA UCP's website: www.paucp.com

apply online

- 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



DBE Participation (Federally-funded Projects)

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

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



Opportunities in Transportation

Third Party MBE/WBE/DsBE Certifications

Popular MBE/WBE/DsBE Programs:

- The Enterprise Center – MBE, WBE and Disabled Business Enterprise (DsBE)
<http://www.theenterprisecenter.com/certification>
- Women’s Business Enterprise Center (WBEC) East & Women’s Business Enterprise National Council (WBENC) – WBE
www.wbecouncil.org | www.wbenc.org
- Eastern Minority Supplier Development Council (EMSDC) & National Minority Supplier Development Council (NMSDC) – MBE
www.emsdc.org | www.nmsdc.org
- New Jersey Department of Treasury – MBE and WBE
www.nj.gov/njbusiness/contracting

Mid-Atlantic Small Business Transportation Resource Center
U.S. Department of Transportation
Office of Small and Disadvantaged Business Utilization



**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

Phone: 215-243-4103 Direct: 267-225-6898

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 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.



BUSINESS SERVICES

CAPITAL SERVICES

COMMUNITY INITIATIVES

ABOUT

MEDIA

INVEST TODAY



Business Services

The Enterprise Center

Services

Certification - MBE-WBE-DSBE

Join Our Networks

The Expertise Center

COVID-19 Resources and Guidance for Small Businesses

COVID-19 Business Support Services

COVID-19 Recovery Trainings & Resources

Capital for Businesses Impacted by COVID-19

Our Centers

Minority Business Development Agency Business Center of Pennsylvania (MBC-PA)

The US-MBDA Coronavirus Response and Relief (CRR) Center

US-DOT Mid-Atlantic Small Business Transportation Resource Center

The Dorrance H. Hamilton Center for Culinary Enterprises

The Construction Center

Initiatives and Opportunities

Events Calendar

Opportunity Zone Catalysts

Rebuild Ready Business Support Program

Seeking a Food Truck Operator

The Grit Studios



THE ENTERPRISE CENTER



THE ENTERPRISE CENTER
CAPITAL CORPORATION



THE ENTERPRISE CENTER
COMMUNITY
DEVELOPMENT
CORPORATION

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)

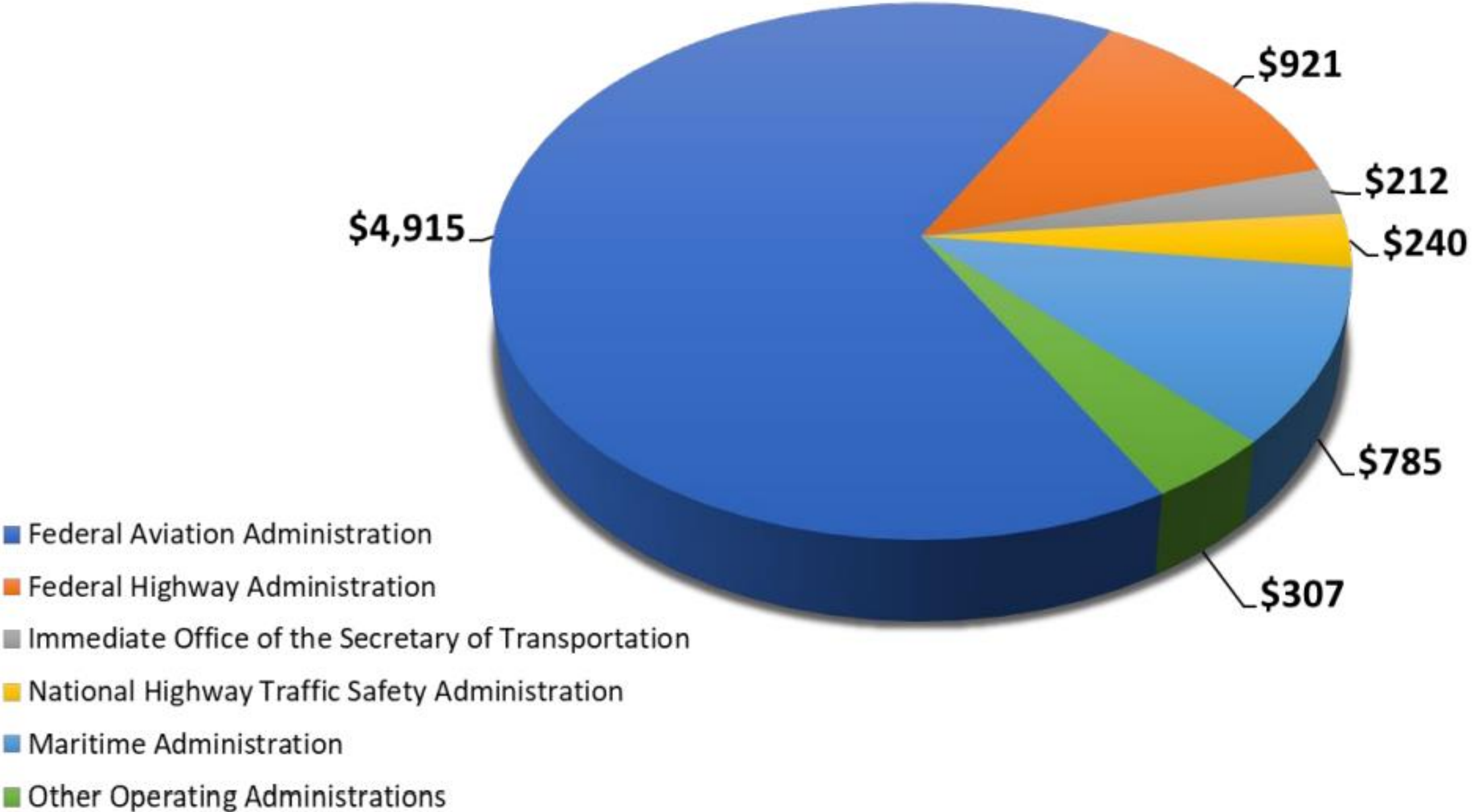
- **Procurement Assistance Division (PAD)**
 - Mentor-Protégé Program
 - Procurement Forecast
- **Regional Assistance Division (RAD)**
 - Small Business Transportation Resource Center
 - Bonding Education Program
 - Women & Girls in Transportation Initiative (WITI)

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.



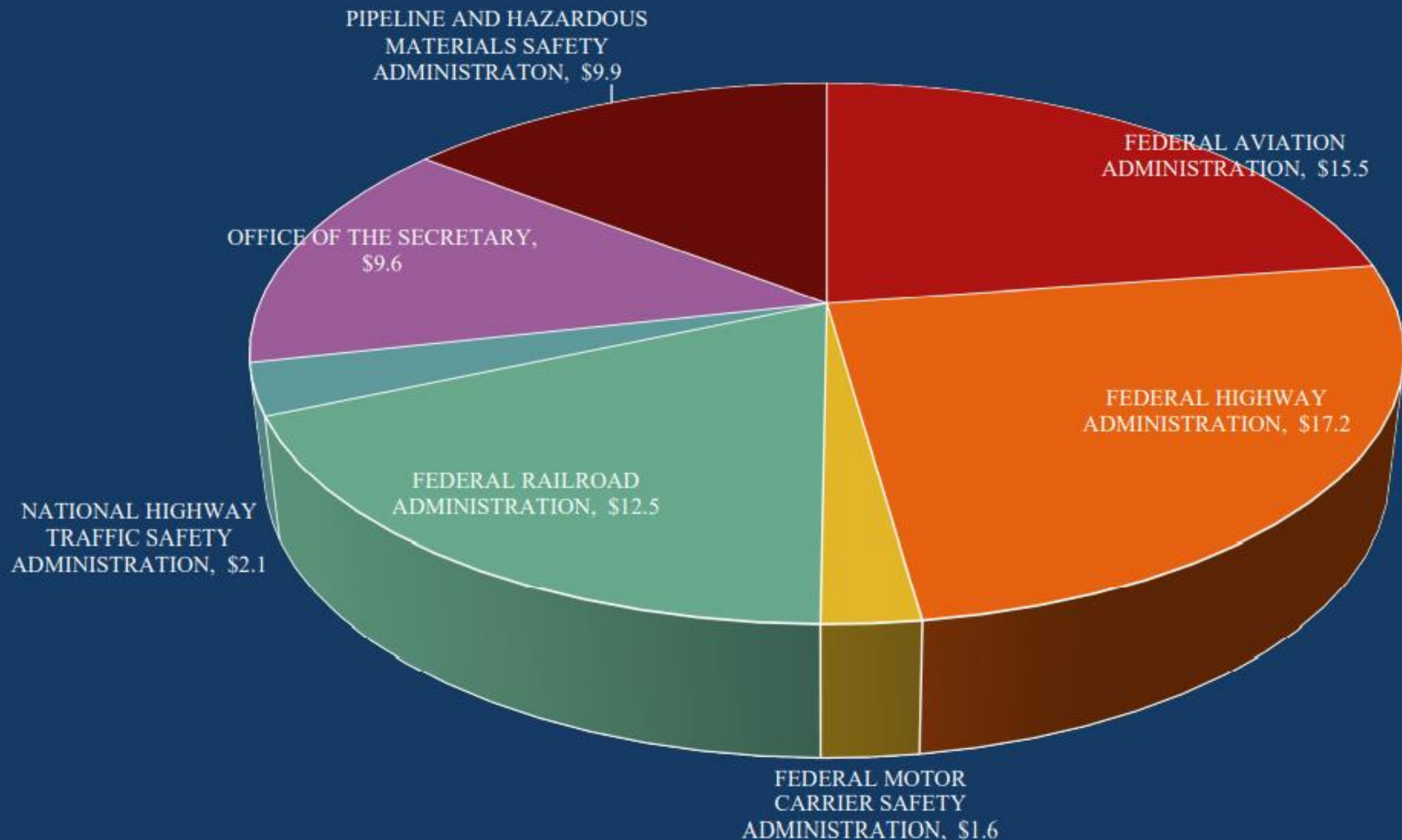
FY2020 DOT Spend



Source:
SAM.GOV

*in millions

U.S. DOT Awards FY 2020 - NAICS 541715 (in millions)



FY 2020 Small Business Goal and Achievements

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

*Source:
SAM.GOV

FY2020 Top 10 NAICS Codes

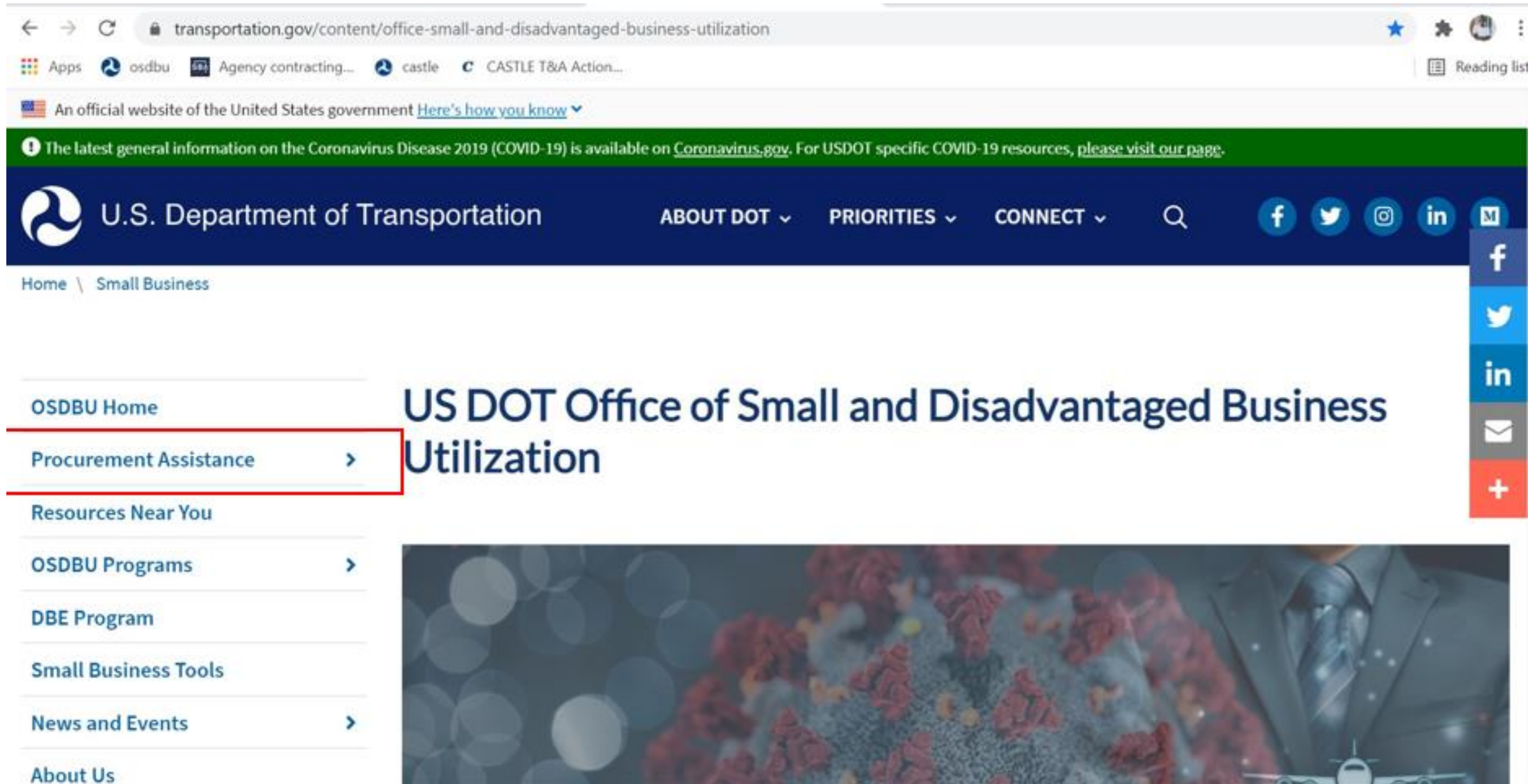
6 Digit NAICS Code (Description)	Total Dollars
541330 (ENGINEERING SERVICES)	\$1,314,399,218.80
336611 (SHIP BUILDING AND REPAIRING)	\$685,630,119.19
541512 (COMPUTER SYSTEMS DESIGN SERVICES)	\$492,430,504.82
237310 (HIGHWAY, STREET, AND BRIDGE CONSTRUCTION)	\$491,623,246.07
541519 (OTHER COMPUTER RELATED SERVICES)	\$467,496,171.43
483111 (DEEP SEA FREIGHT TRANSPORTATION)	\$367,202,309.38
517310 (TELECOMMUNICATIONS RESELLERS)	\$364,026,435.74
541611 (ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES)	\$342,984,006.26
48811 (AIR TRAFFIC CONTROL)	\$291,720,454.26
334511 (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING)	\$259,319,336.24

*Source:
SAM.GOV

Top NAICS Codes FY 2021



DOT Procurement Assistance



The image is a screenshot of a web browser displaying the DOT Procurement Assistance page. The browser's address bar shows the URL: transportation.gov/content/office-small-and-disadvantaged-business-utilization. The page features a dark blue header with the U.S. Department of Transportation logo and navigation links for 'ABOUT DOT', 'PRIORITIES', and 'CONNECT'. A green banner at the top provides information about COVID-19 resources. The main content area is titled 'US DOT Office of Small and Disadvantaged Business Utilization'. On the left, a sidebar menu lists various sections, with 'Procurement Assistance' highlighted by a red box. Below the menu, there is a large image showing a person in a suit and a globe.

transportation.gov/content/office-small-and-disadvantaged-business-utilization

Apps osdbu Agency contracting... castle CASTLE T&A Action...

An official website of the United States government [Here's how you know](#)

The latest general information on the Coronavirus Disease 2019 (COVID-19) is available on [Coronavirus.gov](#). For USDOT specific COVID-19 resources, [please visit our page](#).

U.S. Department of Transportation ABOUT DOT ▾ PRIORITIES ▾ CONNECT ▾

Home \ Small Business

OSDBU Home

Procurement Assistance >

Resources Near You

OSDBU Programs >

DBE Program

Small Business Tools

News and Events >

About Us

US DOT Office of Small and Disadvantaged Business Utilization

DOT Procurement Assistance

transportation.gov/content/office-small-and-disadvantaged-business-utilization

U.S. Department of Transportation

ABOUT DOT ▾ PRIORITIES ▾ CONNECT ▾

OSDBU Home

Procurement Assistance ▾

- How Can We Help?
- DOT Procurement Forecast 2021**
- DOT Procurement Forecast 2022
- Current Request for Information (RFI)
- Subcontracting with DOT
- Talk with a DOT Small Business Specialist
- Small Business Innovation

US DOT Office of Small and Disadvantaged Business Utilization

FAA Procurement Forecast

The latest general information on the Coronavirus Disease 2019 (COVID-19) is available on [Coronavirus.gov](https://www.coronavirus.gov). For USDOT specific COVID-19 resources, please visit [our page](#).

Fiscal Year 2021 Procurement Opportunity Forecast

Download CSV

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.](#)

Competition Type	Agency	Estimated Value	Procurement Category	RFP Quarter
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Filter by Category. Press CTRL to Select more than one option.

transportation.gov/osdbu/procurement-forecast/summary/2021

U.S. Department of Transportation

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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.

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Competition Type	Agency	Estimated Value	Procurement Category	RFP Quarter
8(a) Competitive	FHWA	\$2 million to \$5 million	Architectural & Engineering	1st QTR
8(a) non-competitive	FMCSA	\$5 million to \$10 million	Business Services	2nd QTR
Service-Disabled Vet-Owned SB	FRA	\$10 million to \$20 million	Commercial Equipment	3rd QTR
Small Business Set-Aside	FTA	\$20 million to \$50 million	Computer and Peripherals	4th QTR
Sole Source	MARAD	\$50 million to \$100 million	Computer Related Services	TBD
Full and Open	NHTSA	Over \$100 million	Construction	
HUBZone	OST	TBD	Construction Materials	
To be determined	PHMSA	N/A	Education Services	

To choose multiple values, please hold the Ctrl key as you make your selection

Keywords

Apply **Reset**

Click on "View full details" to see more information about a particular forecast.

transportation.gov/osdbu/procurement-forecast/summary/2021?field_competition_type_value%5B%5D=4&field_operating_administration_value%5B%5D=8&f...

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SBIR
Woman Owned Small Business
Economically Disadvantaged Women-Owned SB
Broad Agency Announcement (BAA)

MARAD
NHTSA
OST
PHMSA

\$10 million to \$20 million
\$20 million to \$50 million
\$50 million to \$100 million
Over \$100 million

Computer Related Services
Construction
Construction Materials
Education Services

TBD

To choose multiple values, please hold the Ctrl key as you make your selection

Keywords

Apply Reset

Agency ▾	Competition Type ▾	Estimated Value ▾	Procurement Category ▾	RFP Quarter ▾	
OST	Small Business Set-Aside	\$250,000 to \$700,000	Business Services	2nd QTR	View full details
OST	Small Business Set-Aside	\$250,000 to \$700,000	Business Services	TBD	View full details

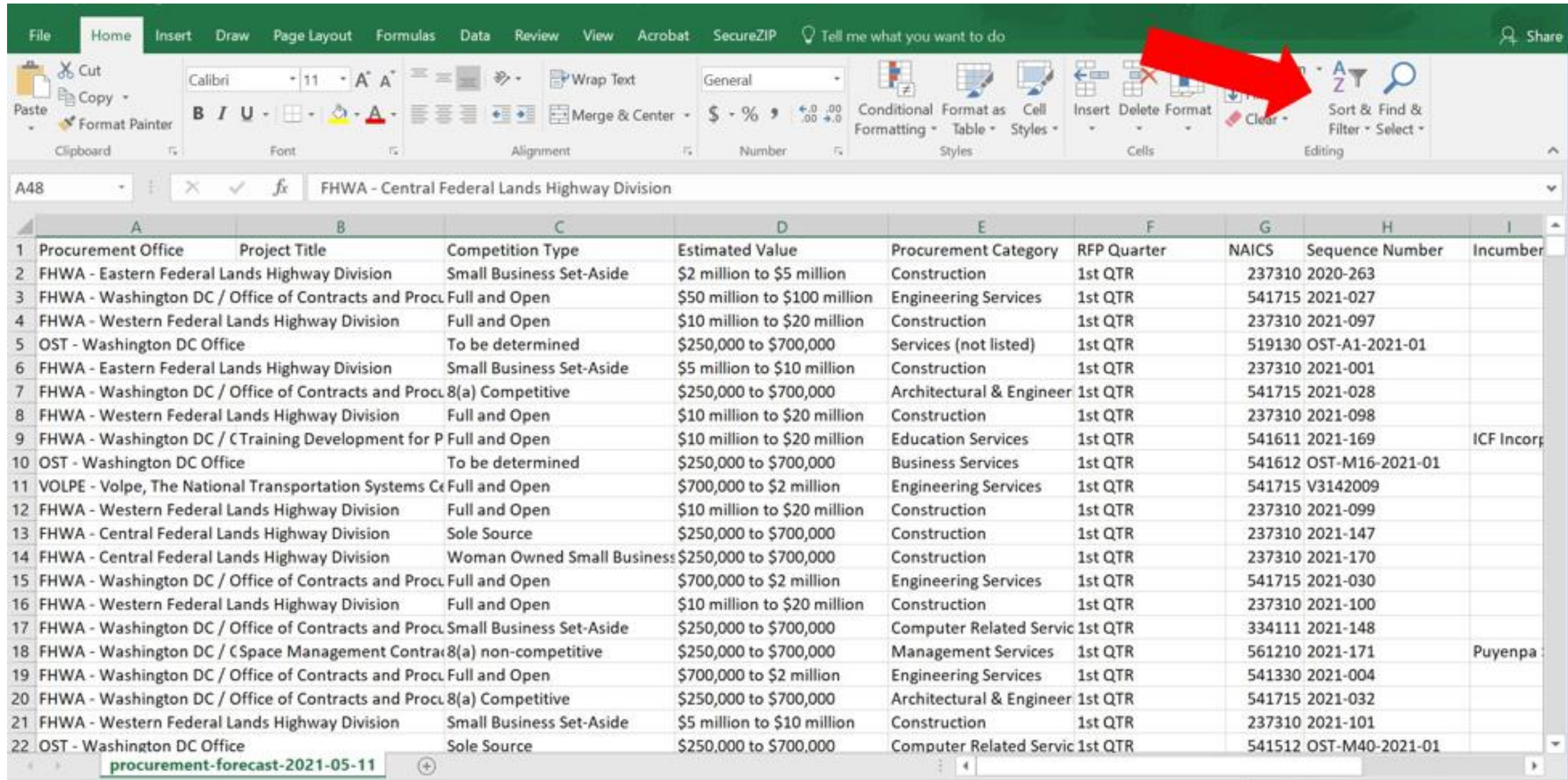
"View More Details Page"

Procurement Office	FHWA - Washington DC / Office of Contracts and Procurement ↕		
Procurement Category	Management Services		
Contract Awarded	No		
Estimated Value	\$250,000 to \$700,000	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).
Competition Type	Full and Open		
RFP Quarter	1st QTR		
RFP Fiscal Year	2021		
NAICS	541 611		
Sequence Number	2020-268	Contact Name	National Roads Network Pilot Support
Tip: Use email address to contact the Contracting Officer (CO) managing that forecast, and make sure your capability statement is in line with it.		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

"Navigating Procurement Forecast with Excel"

The screenshot shows a web browser window with the URL transportation.gov/osdbu/procurement-forecast/summary/2021. The browser's address bar and tabs are visible at the top. Below the browser window, the website header includes the U.S. Department of Transportation logo and navigation links: ABOUT DOT, PRIORITIES, and CONNECT. A search icon and social media icons for Facebook, Twitter, Instagram, LinkedIn, and Messenger are also present. A green banner at the top of the page contains a COVID-19 notice: "The latest general information on the Coronavirus Disease 2019 (COVID-19) is available on [Coronavirus.gov](https://www.cdc.gov/coronavirus/2019-ncov/index.html). For USDOT specific COVID-19 resources, [please visit our page](#)." Below the banner, the breadcrumb "Home \ OSDBU" is visible. The main heading is "Fiscal Year 2021 Procurement Opportunity Forecast". To the right of the heading is a button with a green Excel icon and the text "Download CSV", which is circled in red. Below the heading is a paragraph of text: "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](https://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](#)." Below this paragraph is another paragraph: "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"



The image shows a screenshot of the Microsoft Excel interface. The ribbon is set to the 'Home' tab, and the 'Editing' group is active. A red arrow points to the 'Sort & Filter' button, which is represented by a funnel icon. Below the ribbon, the spreadsheet is visible, showing a table with columns for Procurement Office, Project Title, Competition Type, Estimated Value, Procurement Category, RFP Quarter, NAICS, Sequence Number, and Incumber. The table contains 22 rows of data.

	A	B	C	D	E	F	G	H	I
1	Procurement Office	Project Title	Competition Type	Estimated Value	Procurement Category	RFP Quarter	NAICS	Sequence Number	Incumber
2	FHWA - Eastern Federal Lands Highway Division		Small Business Set-Aside	\$2 million to \$5 million	Construction	1st QTR	237310	2020-263	
3	FHWA - Washington DC / Office of Contracts and Procu		Full and Open	\$50 million to \$100 million	Engineering Services	1st QTR	541715	2021-027	
4	FHWA - Western Federal Lands Highway Division		Full and Open	\$10 million to \$20 million	Construction	1st QTR	237310	2021-097	
5	OST - Washington DC Office		To be determined	\$250,000 to \$700,000	Services (not listed)	1st QTR	519130	OST-A1-2021-01	
6	FHWA - Eastern Federal Lands Highway Division		Small Business Set-Aside	\$5 million to \$10 million	Construction	1st QTR	237310	2021-001	
7	FHWA - Washington DC / Office of Contracts and Procu		8(a) Competitive	\$250,000 to \$700,000	Architectural & Engineer	1st QTR	541715	2021-028	
8	FHWA - Western Federal Lands Highway Division		Full and Open	\$10 million to \$20 million	Construction	1st QTR	237310	2021-098	
9	FHWA - Washington DC / C	Training Development for P	Full and Open	\$10 million to \$20 million	Education Services	1st QTR	541611	2021-169	ICF Incorp
10	OST - Washington DC Office		To be determined	\$250,000 to \$700,000	Business Services	1st QTR	541612	OST-M16-2021-01	
11	VOLPE - Volpe, The National Transportation Systems Ce		Full and Open	\$700,000 to \$2 million	Engineering Services	1st QTR	541715	V3142009	
12	FHWA - Western Federal Lands Highway Division		Full and Open	\$10 million to \$20 million	Construction	1st QTR	237310	2021-099	
13	FHWA - Central Federal Lands Highway Division		Sole Source	\$250,000 to \$700,000	Construction	1st QTR	237310	2021-147	
14	FHWA - Central Federal Lands Highway Division		Woman Owned Small Business	\$250,000 to \$700,000	Construction	1st QTR	237310	2021-170	
15	FHWA - Washington DC / Office of Contracts and Procu		Full and Open	\$700,000 to \$2 million	Engineering Services	1st QTR	541715	2021-030	
16	FHWA - Western Federal Lands Highway Division		Full and Open	\$10 million to \$20 million	Construction	1st QTR	237310	2021-100	
17	FHWA - Washington DC / Office of Contracts and Procu		Small Business Set-Aside	\$250,000 to \$700,000	Computer Related Servic	1st QTR	334111	2021-148	
18	FHWA - Washington DC / C	Space Management Contra	8(a) non-competitive	\$250,000 to \$700,000	Management Services	1st QTR	561210	2021-171	Puyenpa
19	FHWA - Washington DC / Office of Contracts and Procu		Full and Open	\$700,000 to \$2 million	Engineering Services	1st QTR	541330	2021-004	
20	FHWA - Washington DC / Office of Contracts and Procu		8(a) Competitive	\$250,000 to \$700,000	Architectural & Engineer	1st QTR	541715	2021-032	
21	FHWA - Western Federal Lands Highway Division		Small Business Set-Aside	\$5 million to \$10 million	Construction	1st QTR	237310	2021-101	
22	OST - Washington DC Office		Sole Source	\$250,000 to \$700,000	Computer Related Servic	1st QTR	541512	OST-M40-2021-01	

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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 (SBTRC) 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!

Tiffany Spraggins-Payne

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US DOT Mid-Atlantic Region

Small Business Transportation Resource Center

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<https://www.transportation.gov/osdbu/mid-atlantic-region-sbtrc>