



**U.S. Department  
of Transportation**



# **AANHPI Business Series- How to Do Business with the Federal Government**

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Manager**

# Organization



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- Secretary Buttigieg's Top Priorities – Safety, Innovation and Infrastructure
- 10 Operating Administrations (OA)
- Different mission based on industry focus
- OSDBU Leadership part of Secretary's Executive Team
- Support DOT's Disadvantaged Business Enterprise program and Small Business initiatives

DOT SMALL BUSINESS SPECIALISTS



# Operating Administrations

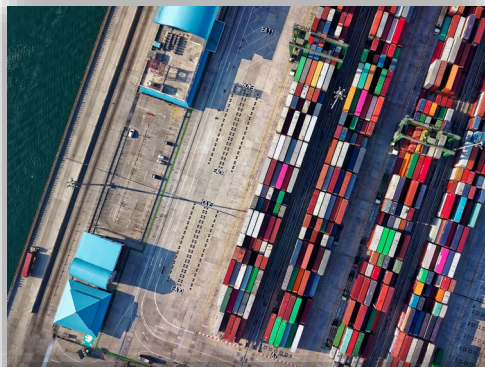
- [Office of the Secretary](#)
- [Federal Aviation Administration](#)
- [Federal Highway Administration](#)
- [National Highway Traffic Safety Administration](#)
- [Federal Railroad Administration](#)
- [Federal Transit Administration](#)
- [Maritime Administration](#)
- [Federal Motor Carrier Safety Administration](#)
- [Pipeline Hazardous Materials Safety Administration](#)
- [Great Lakes Seaway Development Corporation](#)

[DOT SMALL BUSINESS SPECIALISTS](#)



# The Infrastructure Investment and Jobs Act in Brief

## Top areas of investment:



**Roads, Bridges,  
and Major Projects**  
\$110 Billion

**Public Transit**  
\$89.9 Billion

**Electric Vehicles  
and Buses**  
\$15 Billion

**Environmental  
Remediation and  
Power Infrastructure**  
\$86 Billion

**Transportation  
Safety**  
\$11 Billion

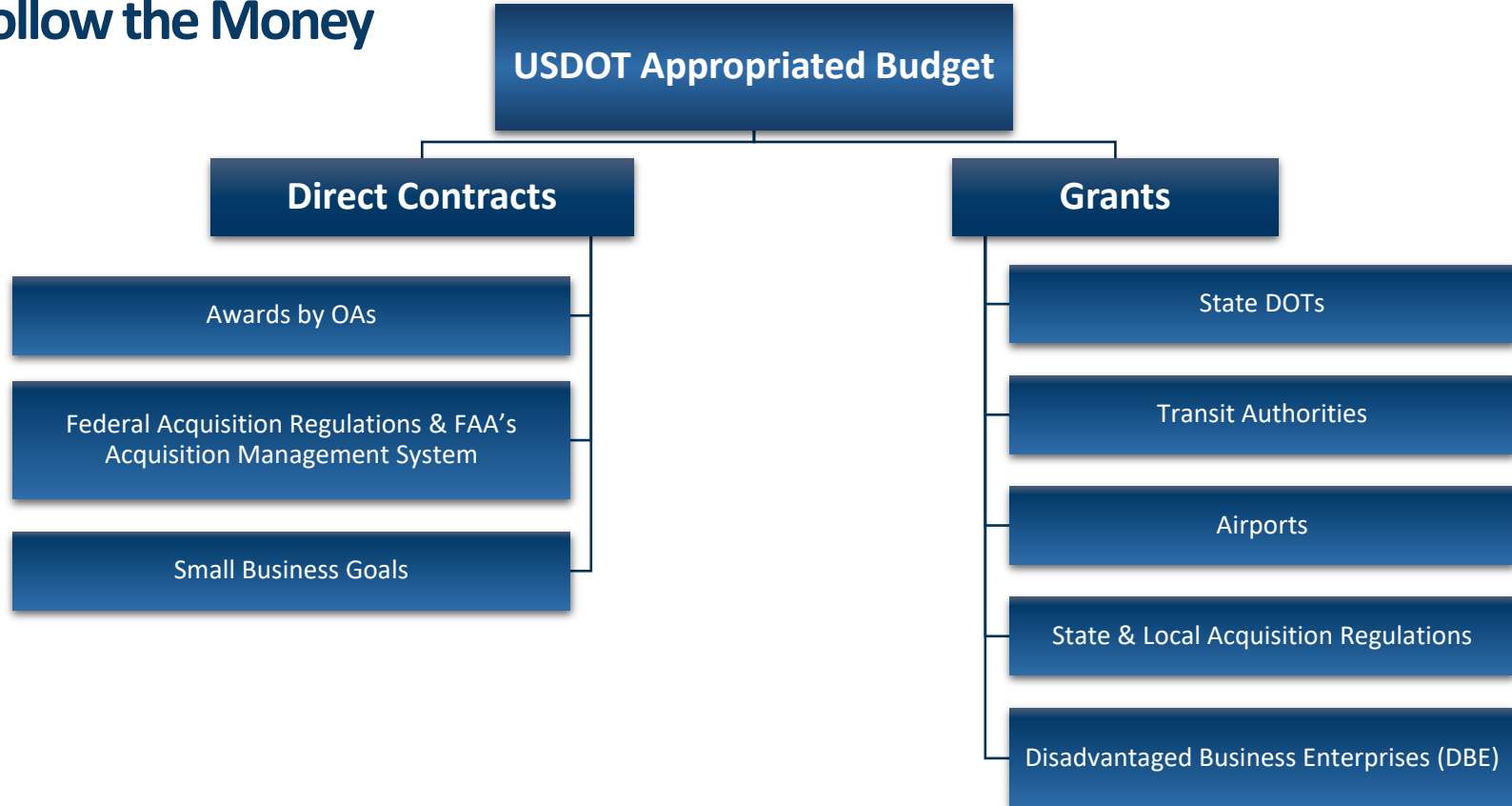
**Passenger and  
Freight Rail**  
\$66 Billion

**Airports, Ports,  
and Waterways**  
\$42 Billion

**Other Areas of  
Investment**  
\$121 Billion



## Follow the Money







# BITL at a glance State Fact Sheet Virginia

- \$7.7 billion over five years in Federal highway formula funding for highways and bridges.
- \$166 million over five years in formula funding to reduce transportation-related emissions, in addition to about \$189 million over five years to increase the resilience of its transportation
- \$13 billion over the Fixing America's Surface Transportation (FAST) Act levels directly into improving roadway safety
- \$1.2 billion over five years under the Bipartisan Infrastructure Law to improve public transportation options across the state
- Electric Vehicle Charging Stations –
  - \$106 million over five years to support the expansion of an EV charging network in the state
  - Opportunity to apply for grants out of the \$2.5 billion available for EV charging program
- Freight rail efficiency and safety
  - Eligible to compete for \$10 billion for rail improvement and safety grants, and
  - \$5.5 billion for grade crossing safety improvements.
- Airport Improvements - Approximately \$386 million for infrastructure development for airports over five years

[State by State Fact Sheet](#)

# FY20 Small Business Goals & Achievements

Socioeconomic	Goal	Achievement
Small Business (SB)	32.25%	34.05%
Woman-Owned Small Business (WOSB)	5%	8.29%
Small Disadvantaged Business (SDB)	5%	19.31%
Service-Disabled Veteran-Owned Small Business (SDVOSB)	3%	3.76%
HUBZone	3%	3.41%

\*SOURCE: FY2020 SBA SCORECARD

# USDOT FY22 SMALL BUSINESS GOALS

Socioeconomic Group	Government-wide	USDOT
Small Business (SB)	23%	34%
Woman-Owned Small Business (WOSB)	5%	5%
Small Disadvantaged Business (SDB)	11%	20%
Service-Disabled Veteran-Owned Small Business (SDVOSB)	3%	3%
HUBZone	3%	3%



# How USDOT OSDBU Can Help You



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# Small Business Transportation Resource Centers (SBTRC)

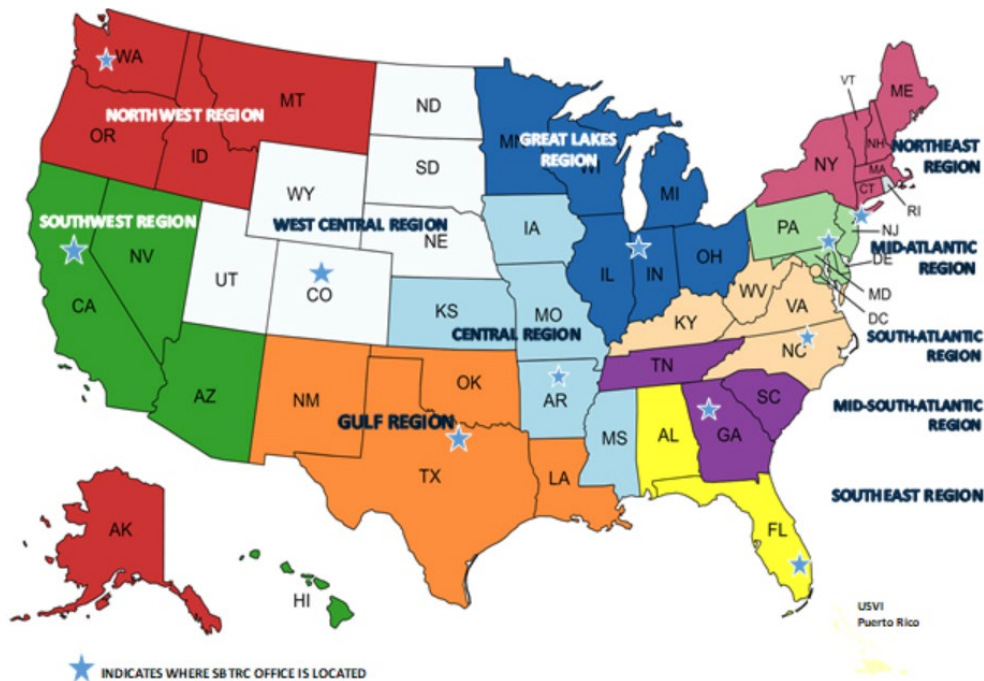


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- **11 Centers** – by Region, providing services to the Continental US, US Virgin Islands, and Puerto Rico
- **Technical Assistance**
- **Two BEPs a year (minimum)**

**To find the SBTRC Near You:**

[Small Business Transportation  
Resource Centers | US  
Department of Transportation](#)



## **FREE TECHNICAL ASSISTANCE INCLUDES:**

**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**

**Capital Access and Surety Bond Assistance**

**Women & Girls In Transportation Initiative (WITI)**

## Bonding Education Program (BEP)

The mission of the BEP is to increase small businesses' economic competitiveness to maximize opportunities by becoming surety bonded and compete for transportation-related contracts through education and resources to understand risk management, safety, workforce development and company capabilities.



# What is the Connections MarketPlace (CMP)?

Historically small businesses have had a difficult time building relationships with federal agency representatives, large prime contractors, and meaningful decision makers within the federal government. Through the **Connections MarketPlace (CMP)** online community, we will be bridging the gap by building new conversations that will lead with hard hitting questions, team building, and decision making through roundtable and matchmaking sessions. Constructing meaningful connections will in turn create more contracting opportunities for small businesses and help to fuel our nation's economy.

Types of Sessions:

## **Meet the Mentors**

- Purpose: Mentoring Open Discussion
- Teaches small businesses about USDOT programs and how to find opportunities

## **Team Talks**

- Purpose: To help Primes meet their small business goals.
- Industry focused

## **Buyer Side Chat**

- Purpose: To help OA's meet and exceed their small business goals.
- Opportunity focused

## **One-on-one Matchmaking**

- Purpose: Connecting small business owners with decision makers
- Relationship building made easy

Please see the listing of Small Business specialists in each OA whose primary role is to serve as small businesses advocates.

➤ DOT SMALL BUSINESS SPECIALISTS

The Dynamic Small Business Database (DSBS) allows government buyers to research potential contractors and evaluate the small business community's capacity to perform certain work. Vendors can also connect to the DSBS to identify small businesses as potential teaming partners or subcontractors.

➤ DYNAMIC SMALL BUSINESS DATABASE

# Small Business Transportation Resource Centers (SBTRCs)



## **Central (AR, IA, KS, MO, MS)**

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# QUESTIONS?



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