

DBE Participation/ Utilization



U.S. Department
of Transportation
**Federal Aviation
Administration**

Office Of Civil Rights

*ACHIEVING SAFETY
THROUGH DIVERSITY*

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Training Conference for Airports

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DBE Participation/Utilization

2013 OIG Audit

Existing Practices

- Successful
- Unsuccessful

Business Development Program/Initiatives

2013 OIG Audit

Major Criticisms of the DBE Program

- Small percentage of DBE actually receiving work
 - Compare to the Unified Certification Program database
- Lack of company growth beyond the DBE Program
- Lack of clear guidance and training

Existing Practices

Successful

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- _____
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- _____

Unsuccessful

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- _____

Existing Practices

Successful

- Disseminate a list of upcoming bidding opportunities to stakeholder groups
- Unbundle large contracts to create additional opportunities
- Small-business set-aside
- Targeted outreach and technical assistance sessions

Unsuccessful

- Generalized outreach—non-specific to respective DBE community

Business Development Program/Initiatives

Further the development of DBEs:

- assisting them to move into non-traditional areas of work
- compete in the marketplace outside the DBE program
- training and assistance from the recipient

Business Development Program/Initiatives

Key Elements:

- **Pre-Requisites for a Successful BDP**
- Clear Objectives
- Business Assessments
- Supportive Services
- Monitoring Plan
- Access to Opportunity for Contracts
- Business Plan
- Performance Measures

Business Development Program/Initiatives

Pre-Requisites for Success:

- _____
- _____
- _____
- _____

Business Development Program/Initiatives

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Business Development Program/Initiatives

Clear Objectives:

- _____
- _____
- _____
- _____

Business Development Program/Initiatives

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Business Development Program/Initiatives

Business Assessments:

- _____
- _____
- _____
- _____

Business Development Program/Initiatives

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- **Supportive Services**
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Business Development Program/Initiatives

Supportive Services:

- _____
- _____
- _____
- _____

Business Development Program/Initiatives

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- Business Assessments
- Supportive Services
- **Monitoring Plan**
- Access to Opportunity for Contracts
- Business Plan
- Performance Measures

Business Development Program/Initiatives

Monitoring Plan

- _____
- _____
- _____
- _____

Business Development Program/Initiatives

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Business Development Program/Initiatives

Access to Opportunity for Contracts

- _____
- _____
- _____
- _____

Business Development Program/Initiatives

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Business Development Program/Initiatives

Business Plan:

- _____
- _____
- _____
- _____

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- **Performance Measures**

Business Development Program/Initiatives

Performance Measures

- _____
- _____
- _____
- _____

Thank you!

