



**Joint Transportation Legislative
Oversight Committee
Small Business Enterprise (SBE) Report**

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Purpose: The purpose of this report is to provide the Legislature with a periodic update of the utilization of Small Business Enterprises, and any program adopted to promote contracting opportunities to those businesses.

Authority: G.S. 136-28-10 Highway Fund & Highway Trust Fund Small Project Bidding (State Funds only)

Definitions:

- Small Business Enterprise (SBE) is defined as a business that is owned, operated, and controlled by one or more eligible owners and is 25% or less of the applicable size standards established by the Small Business Administration (SBA).
- SBA defines a small business as one that is independently owned and operated, is organized for profit, and is not dominant in its field. Depending on the industry, size standard eligibility is based on the average number of employees for the preceding twelve months or on sales volume averaged over a three-year period.

Aspirational Goals:

- NCDOT does not establish aspirational goals for the SBE program (*the SBE Program is Race and Gender Neutral*)

Implementation:

4th Quarter Report for SFY 2014 - April 1, 2014 – June 30, 2014

SBE Contract Amount: \$6,454,265.87

1st Quarter Report for SFY 2015 – July 1, 2014 through September 30, 2014

SBE Contract Amount: \$5,098,062.19

Cumulative Total – April 1, 2014 through September 30, 2014

SBE Contract Total: \$11,552,328.06

Evaluation and Improvement:

Proposed plan includes:

- Ensuring we have an accurate SBE Database
- Establishing a baseline of qualified SBE Firms
- Sending our Business Development Specialists out to visit these firms and conduct “on-site” assessments

- Providing training to those firms who are not “ready, willing, and able” once we have identified their needs
- Working with our external partners to provide training
- Working with our colleges and university systems to provide specialized technical training
- Targeting division- let projects in order to better identify the items of work and match the available SBEs
- Continuing to conduct trainings on “How to Do Business with NCDOT”
- Conducting targeted business development outreach to the SBE businesses for projects scheduled to be let before the end of the fiscal year; and
- Conducting targeted certification outreach in order to recruit minority businesses that have the expertise and capacity to participate in State highway construction contracting

The goal is to maximize those firms who are SBE certified/available and firms who are “ready, willing, and able” to perform work on our projects.