

WSDOT DBE NEWS

SEPTEMBER
QUARTERLY EDITION

TRAINING & OTHER SERVICES

Small Business Administration – Learning Center

Take a class anywhere, anytime with the Small Business Administration's (SBA) – Learning Center. The SBA's Learning Center is a virtual campus offering online sources, publications, and other forms of technical assistance. Courses are typically self-paced, free and take about 30 minutes to complete. Some of the classes include:

- Business Opportunities: A Guide to Winning Federal Contracts
- Customer Services
- Strategic Planning
- How to Write a Business Plan
- Introduction to Accounting

Access the all the training at: www.sba.gov/tools/sba-learning-center/search/training.

FREE PLANS, SPECIFICATIONS AND MANUALS

WSDOT offers free plans, specifications and manuals to DBEs. Also, WSDOT sends out weekly email Notice to Contractor and Consultants, containing upcoming opportunities, events and free training. If you are interested in either of these, please email DBESS@wsdot.wa.gov or call toll free (888) 259-9143.

Mike North OEO's new Interim Director



On August 1st, Mike North joined WSDOT as Interim Director of our Office of Equal Opportunity (OEO). OEO is responsible for a number of important programs and activities that directly impact the DBE community and Mike is excited to step in to help bridge the gap in OEO leadership, while WSDOT conducts a nationwide search for a permanent OEO Director. As an agency, WSDOT has strengthened our DBE program and continues to work hard to ensure that all businesses have an equal opportunity to participate on our transportation projects.

Mike is committed to ensuring a fair and equitable environment for DBEs, if you have any questions, comments or concerns please contact NorthM@wsdot.wa.gov or 360.705.7095.

Dennis Worrell is OEO's new Business Development Advisor



On August 17th, Dennis Worrell joined WSDOT OEO as the Business Development Advisor. Dennis has over twenty years' private sector experience in marketing, management, construction, and sales. His extensive business experience will make him a valuable asset to the DBE community and to our team! Dennis will be working in the DBE Support Services Program assisting small disadvantaged business owners in the Long Term Business Development Program. Dennis will be working with other agency and professional partners on delivering services and technical assistance to help you succeed.

If you are interested in becoming more strategic in your business planning or want to know how to position your company to do business with WSDOT contact Dennis via telephone at 360.705.7088 or WorrelD@wsdot.wa.gov.

SAVE THE DATE

2015 BUSINESS AFTER HOURS
NOVEMBER 12TH
FROM 5:00 TO 8:00 PM
PIER 66 IN SEATTLE

Sound Transit, the Port of Seattle, and Washington State Department of Transportation (WSDOT) are sponsoring the sixth annual Business After Hours Event! This event is for small, veteran, minority and women owned consulting and construction firms to network and establish meaningful relationships with prime contractors, consultants and agency staff, all in a casual and engaging atmosphere. This event includes an awards ceremony, networking opportunities with prime contractors and consultants, and refreshments. More information, including registration, will be coming later this fall.

Because You Asked...

What is a Commercially Useful Function?

A Commercially Useful Function or CUF is an important task that you as a DBE must do if you are performing work on WSDOT projects to count towards the project goals or the overall DBE goal. Repetitive findings of not performing a CUF can jeopardize your DBE certification status and in rare circumstance could result in legal trouble. To make sure you are performing a CUF when working on a federal-aid project, here are the basic requirements (written in plain English, for the legal requirements see 49 Code of Federal Regulation Part 26.55):

- Perform, manage and supervise the work using your own staff;
- Perform the work with your own equipment;
- Purchase, manage and negotiate your materials; and
- The regulations are very specific about trucking so if you have questions or concerns about how your firm is operating as a DBE, please contact the Office of Equal Opportunity or read the contract language (DBE General Special Provision).

Most commonly, DBE firms are found not to be performing a CUF if they are:

- Sharing equipment and/or personnel with the Prime Contractor;
- Subcontracting portions of their work to non-DBEs and trying to count that work; or
- Working as a pass through or letting other companies borrow or buy your DBE certification.

WSDOT wants to see your company succeed but bending rules or being unaware of the requirements of performing work as a DBE can be detrimental to your company. If you have questions or concerns about this issue, please contact OEO toll free at 1.888.259.9143 and ask to speak to Greg Bell, DBE Program Manager or John Huff, DBE Program Supervisor.