



Certification Workshop

2014 DES Trade Show

Edwina Martin-Arnold



Washington State Office of
**MINORITY &
WOMEN'S**
Business Enterprises

Embracing Small Business, Empowering Entrepreneurs

Intent of Certification Workshop

- Certification
- Change Perspectives
- Increase certified firm participation in government contracting



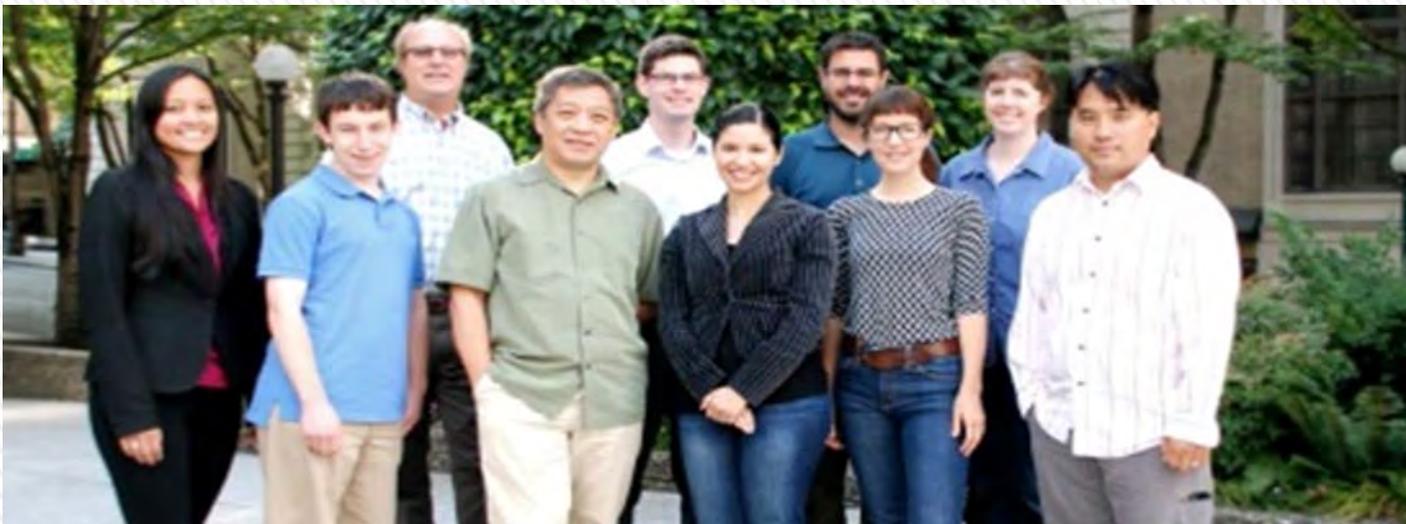
Embracing Small Business, Empowering Entrepreneurs



- OMWBE Certifications
- OMWBE & DBE Program Overview
- Benefits of State and Federal Certification
- Eligibility Criteria for State and Federal
- Q& A



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OMWBE Certifications

State Certification

- M/WBE
- CBE
- SEDBE

Federal Certification

- DBE
- ACDBE
- SBE



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Why Were We Created?

- OMWBE opened its doors in 1983 to offer certification of Washington's small businesses that meet the criteria for minority and women-owned business enterprise (M/WBE).
- The purpose of the certification was to help these historically under-used businesses get contracts with state and local agencies and schools.
- Before OMWBE was created, local jurisdictions and the Washington State Department of Transportation (WSDOT) each certified firms they used for meeting their minority, women's and disadvantaged business enterprises participation goals. They did this without any coordination between agencies.



What Does OMWBE Do?

Identify Minority and Women owned firms

Help connect firms to government and agency opportunities

Monitor state utilization of minority and women-owned firms

Develop programs designed to improve the contributions of minority and women-owned small businesses to the Washington State economy.



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DBE Program Overview



The main objectives of the DBE Program are:

- To ensure that small disadvantaged business enterprises (DBE) can compete fairly for federally funded transportation-related projects.
- To ensure that only eligible firms participate as DBEs.
- To assist DBE firms in competing outside the DBE Program.



DBE Program Overview

- ❑ In 1983, Congress enacted the first Disadvantaged Business Enterprise (DBE) statutory provision.
- ❑ This provision required the Department to ensure that at least 10% of the funds authorized for the highway and transit Federal financial assistance programs be expended with DBEs.
- ❑ In 1987, Congress re-authorized and amended the statutory DBE program to include women to the groups presumed to be disadvantaged.



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DBE Program Overview



Three major DOT Operating Administrations :

- Federal Highway Administration
- Federal Aviation Administration
- Federal Transit Administration



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Why should I get certified?

It All Adds Up

- OMWBE's online directory
- Supplier diversity goals
- Outreach
- Linked Deposit Program



A word cloud of business and economic terms. The words are arranged in a roughly rectangular shape. The largest words are 'State Expansion', 'Growth', 'Linked-Deposit', 'Opportunity', 'Procurement', 'Sustainability', 'Federal', and 'Contracts'. Other words include 'Economy', 'Jobs', 'Revenues', and 'Deposit'.



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M/WBE, DBE, & SBE Eligibility Criteria

- Group Membership (M/WBE & DBE)
- Business Size
- Economic Disadvantage (DBE & SBE)
- Ownership
- Control
- Commercially Useful Function (M/WBE)



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Group Membership

- Black Americans
- Hispanic Americans
- Native Americans
- Asian-Pacific Americans
- Subcontinent Asian Americans
- Women
- Any individual who a recipient finds to be a socially and economically disadvantaged individual on a case-by-case basis.





Business Size

- ❑ Three year average of gross receipts
- ❑ Small business
- ❑ Cannot exceed \$22.41 million

You are here: [Census.gov](#) > [Business & Industry](#) > [NAICS](#) > [NAICS Search/Tools](#)

North American Industry Classification System

- Main
- History
- Development Partners
- Federal Register Notices
- NAPCS
- FAQs

NAICS Search:

Enter keyword or 2-6 digit code

2012 NAICS Search

Enter keyword or 2-6 digit code

2007 NAICS Search

Enter keyword or 2-6 digit code

2012 NAICS Definition

T = Canadian, Mexican, and United States industries are comparable.

541330 Engineering Services

This industry comprises establishments primarily engaged in applying physical laws and principles of engineering in the design, development, and utilization of machines, materials, instruments, structures, processes, and systems. The assignments undertaken by these establishments may involve any of the following activities: provision of advice, preparation of feasibility studies, preparation of preliminary and final plans and designs, provision of technical services during the construction or installation phase, inspection and evaluation of engineering projects, and related services.

Illustrative Examples

Economic Disadvantage

- \$1.32 million
- Exclude ownership interest in applicant firm
- Exclude equity in primary residence

Name		Business Phone	
Residence Address		Residence Phone	
City, State, & Zip Code			
Business Name of Applicant/Borrower			
ASSETS		LIABILITIES	
	(Omit Cents)		(Omit Cents)
Cash on hand & in Banks	\$ _____	Accounts Payable	\$ _____
Savings Accounts	\$ _____	Notes Payable to Banks and Others	\$ _____
IRA or Other Retirement Account	\$ _____	(Describe in Section 2)	
(Describe in Section 5)		Installment Account (Auto)	\$ _____
Accounts & Notes Receivable	\$ _____	Mo. Payments \$ _____	
(Describe in Section 5)		Installment Account (Other)	\$ _____
Life Insurance-Cash Surrender Value Only	\$ _____		



Ownership

- 51% or more
- Real, substantial, and continuing
- Community Property



Control

- Independent
- Managerial
- Operational



Commercially Useful Function

- ❑ Performance of real and actual services which are integral and necessary in the discharge of any contractual endeavor, and not solely for the purpose of obtaining certification or obtaining credit for participation goal attainment.



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