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1/11/11	Sm Bus Develop Center (SBDC) Boise State	DBE Outreach training provides a wealth of valuable info on resources available: assist in market, differentiate, etc; access and intro to state and regional governments.	DBEs have more opportunities with Gov entities versus non-DBEs.	No discrimination seen believe it is the right and obligation of a business to know the parameters of their gov partners and programs available such a Veteran owned, Hub zone, WOB, etc.	Barriers in gov work are paperwork and compliance issues.		
1/18/11	ITD Organization Meeting – Rigby IUOE Local 370 SBDC – Idaho Falls				Start up money is a barrier for new businesses.		<p>Work coming to eastern Idaho includes a 7 year Uranium Plant west of Idaho Falls. A 2 ½ year project for a power line covering 400 + miles from Wyoming to Oregon by Rocky Mtn/Idaho Power. Hydro Dams being redone by Pac Corp and heard of 400 windmills in the Twin Falls area.</p> <p>Many businesses going under but seeing new businesses being started due to people being laid off.</p> <p>Some primes won't do work previously done by DBEs because it is specific work areas.</p> <p>The fact that bids are still so low is a big issue. Believe that construction as a whole is starting to turn around especially in the areas of power, energy, and rail.</p>

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							Boise recently got a job for Metro trains and is rehab existing trains for service.
1/19/11	DBE Summit - Id Falls 12 companies DBE and Non-DBE	Certification has help in getting work with Forest Service and BLM but not with ITD.			<p>Non-DBE: DBEs unfamiliar with bonding req.</p> <p>DBE: stated bonding is not an issue.</p> <p>Consultant DBEs have trouble meeting the requirements some primes request such as past experience.</p>	<p>DBE goals on agreements would benefit Consultant DBE firms.</p> <p>ITD outreach trainings for DBEs should emphasize training on how to function as a sub and how to compete for contracts not how to become a DBE.</p> <p>If DBE project goals were required more firms would register and then more DBEs would be used.</p> <p>Use an A+D bidding which would give primes' using DBE firms preference.</p> <p>Be more robust on training DBE firms and provide more OJT for</p>	<p>Consultants have no benefit from being a DBE. They never know when ITD has work available and they receive no TERM agreements.</p> <p>ITD does not give preference points to DBE firms.</p> <p>When there is a project goal (in other states) DBEs are brought in from the start or before as soon as the prime consultant becomes aware that there is a DBE requirement. This develops relationships that are maintained.</p>

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						<p>primes.</p> <p>Advertise more contracts that could be bid by DBE firms as a prime.</p> <p>Develop a mentor/protégée program with an incentive to companies that become mentors to offset costs.</p> <p>Include the use of DBE firms as a part of the consultant evaluation.</p> <p>Promote the qualifications of DBE firms in the DBE newsletter.</p>	
1/27/11	ITD Organization Meeting – Boise Idaho Department of Commerce (PTAC)	If not meeting annual goal will turning to project goals really help.			<p>Biggest concern is the lack of money (federal and state) which is creating fewer contracts to bid.</p> <p>Forest Services is only using HUB Zone companies right now.</p>		<p>Saw a lot of companies turning to government work to stay in business now this is becoming less and less due to lack of funds.</p> <p>In the Small Business Innovation Res. Program most of the companies don't meet the size limits needed.</p>

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					<p>New Women Owned Business (WOB) program requires 5% for all federal work to go to WOB. This will impact non WOB companies. This is a set aside of 5% on all federal money through commerce. This will be on top of the Vet, ADA, HUB etc. set asides. All through SBA. The WOB companies will be able to self certify. Have asked the SBA to certify or hire a 3rd party (approved by SBA) to certify.</p> <p>Additional reporting requirements are creating problem for companies due to the lack of man power to provide reports.</p> <p>Bonding is an issue especially for small businesses – lack of</p>		<p>Stated even in the poor economy companies are still bringing money into Idaho. Out of state companies aren't helping Idaho since many bring their own workforce.</p> <p>Companies are trying to survive and commerce would support a neutral program with a lower annual goal.</p> <p>Still seeing nothing on the private side and now with the government work drying up this creates real problems. Companies are currently just getting by.</p>

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					banks who will work with surety companies. See companies getting in over the heads on Federal jobs because they don't know the rules and regulations.		
1/31/11	Community Council of Idaho – Caldwell (former Idaho Migrant Council)				Living wage jobs are less in east/south Idaho but, Idaho is not as bad as some states such as Washington where taxes and living costs are higher.		<p>Their records show that in Eastern Idaho through Pocatello there is an 18% unemployment rate. They are seeing more work opportunities in the west and northern parts of the state.</p> <p>Cost of living in Idaho is increasing and they are seeing farm workers having a harder time surviving.</p> <p>They work to educate workers to help them have more opportunities. Stated education improves the economy. They have a Head Start Program that focuses on children to help them succeed part of this is helping children become bilingual. It is believed that this will give the child the opportunities to contribute to the economy at a higher level.</p>

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							<p>They have a \$17 mil budget with an impact to Idaho is \$55 mil Budget is totally through grants examples of grant funding include: \$1.25 Mil DOL; \$2 Mil HSS; \$7.85 Mile Migrant HS; \$600,000 CSPG; \$2 Mil Housing HUD.</p> <p>This organization owns their building and generates income from tenants and also has funding to operate up to 2 months if funding is lost.</p> <p>They have 250 units and this includes 120 units for farm workers in Twin Falls, American Falls, Blackfoot, Dubois, and Heyburn. There is 104 affordable housing units in Twin Falls for anyone. They are applying for grant Monday to increase these. There are 32 unites in Hammet currently close but being revitalized. Again they have applied for grants to help with the costs on this.</p> <p>They have 12 Migrant seasonal HS schools and 6 community centers throughout Idaho.</p> <p>They have seen an increase in clinic</p>

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							<p>services by 56% in the past year. These services are to the migrant workers and poor.</p> <p>They are working on becoming a Community Development Financial Institution. This would be a program under the Department of Treasury and would allow them to work with emerging businesses.</p> <p>Finally stated that they have just started a day care for their clients' children.</p>
2/2/11	DBE Summit – Boise 23 companies DBE and Non-DBE	<p>Representatives from AGC and ACEC both stated that they are in support of the DBE program in Idaho and want it to be successful and viable.</p> <p>Was stated that the DBE program is not just a benefit to the DBE firms but is also a benefit to the economy of Idaho.</p> <p>Company prefers race neutral program which allows them the ability to choose subs based on performance.</p>			<p>Talked about new ruling that will require reciprocity between states on certification. Audience stated that it costs several thousand dollars to register as a DBE in Washington.</p> <p>Contractors want to put together the best team they can to do a project and prefer to use subs that are in the location of the work to avoid travel</p>	<p>ITD should work with partners such as the Chamber of Commerce to develop a packet of information to prospective DBE Firms to follow on how to become a DBE.</p> <p>Other suggestions included: marketing – build relationships; network with other firms involved in industry; financial management training; information on opportunities for DBEs;</p>	<p>FHWA explained that if DBE utilization does not improve Idaho will be required to use project specific goals.</p> <p>Various questions on what current annual goal is (10.5%); number of current DBE firms (180+); can out of state firms become Idaho DBEs (Yes).</p> <p>Audience asked why DBE numbers are declining. ITD answered that believe it is due to poor economy and that firms are not registering due to no project goals.</p> <p>Audience asked if there is DBE</p>

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		<p>Few DBE companies to choose from and many companies have ability to do work in house and prefer this over subs (DBE or non-DBE).</p> <p>Consultants stated they prefer neutral program because it allows them the flexibility in choosing subs to match specific work on complicated projects.</p> <p>Non-DBEs interpret the statement that project goals will return if not meeting DBE annual goal as a threat. Stated bigger companies need to “feed themselves” so others have to shoulder the DBE burden. Stated that flexibility is key for liking a race neutral program.</p> <p>New dollar limit of PNW going up to \$1.32 Mil will allow more firms to be eligible for certification.</p> <p>No incentive for DBE firms</p>			<p>cost. This helps to develop the low bid. Also, stated that DBE firms need to build relationships with primes. Feel that DBEs don’t market themselves enough.</p> <p>Other barriers that were identified as to why DBE firms are not used included: lack of internal capabilities; not low bid; availability to do the work; location of work; lack of DBE marketing; and Primes doing more work in-house.</p> <p>Sub-contractors do not know if they have been selected to be part of the low bidder’s team.</p> <p>Not worth registering as a DBE due to the paperwork.</p> <p>Non-DBE small</p>	<p>accounting system training on overhead rates using FARS approved; and ITD specification and bid process training.</p>	<p>participation that is not being counted. ITD responded that the information comes from the companies and ITD can only track what is provided. Also, stated that information is tracked on all companies not just DBEs.</p> <p>Consultant asked if they use DBE firms can they get additional points as a part of the RFP evaluations. ITD explained that this is not allowed.</p> <p>Suggested that ITD regulate DBE firms and remove their certification if they don’t perform.</p> <p>If there is an advantage companies will use a DBE firm.</p> <p>In regards to A+D bidding the audience stated that it will work but will not be popular because it takes away the flexibility from the primes and ends up costing more money.</p> <p>IT was also stated that this would cause more wives of contractors to start DBE firms and that there may be legal issues or challenges with the A+D bidding.</p>

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		to grow and graduate. Also, with new PNW amounts very few will grow that large and graduate out of program.			specialty companies have a hard time competing against DBE firms and this will be even more of a disadvantage with project goals.		
2/9/11	DBE Summit – CdA 14 companies DBE and Non-DBE	<p>Program is unfair to small non-DBE businesses. Low bids get thrown out due to DBE project goals. Allows large DBE firms to crush out small firms (DBE and non-DBE) Program uproots low bid system.</p> <p>DBE firms that don't bid ITD work prefer other work this needs to be factored in.</p> <p>Primes don't want to lay off their own personnel in order to hire a DBE.</p> <p>See DBE firms that stay as a DBE or if they graduate reduce work in order to get back into the program.</p> <p>Under a project goal system once a DBE</p>		Price drives bidding in Idaho not race or gender.	<p>DBE need to market themselves,(no DBE firms at meeting).</p> <p>DBE firms are not selected due to not being low bid.</p> <p>Tight economy is causing work to be done in house by some primes.</p> <p>Competition from firms that know how to manage people and know the government regulations.</p> <p>Government rules, regulations and the DBE program is an obstacle.</p>	<p>DBEs should use all trade organizations available to them such as ACEC and AGC to access contacts and become involved with the Transportation industry.</p> <p>DBE firms need to learn how to market themselves.</p> <p>No one in audience was in favor of an A+D Bidding.</p>	<p>Was a lot of comparison to Washington DOT's DBE program where project goals are causing low bids to be thrown out in order to meet DBE project requirements. (See documentation of this in data provided by Tom Stewart with Frank Gurney Inc.)</p> <p>DBE firms need to be able to provide quality work and have the ability to perform. Primes stated they use low bid companies with prior experience that are bondable. Stated that the DBE company must bring something to the table.</p> <p>Consultants stated that the QVS spells out what the criteria are and if the DBE firms don't meet the QVS they cannot be used. Again they look at "will the DBE help the bid?"</p> <p>DBE firms are hired if they seek out work. Currently the DBEs need to</p>

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		graduates they are no longer used. This gives a disincentive for DBE's to graduate. Currently seeing companies trying to go back into the DBE program. See no type of pipeline of people to become a transportation contractor.			Heavy accents are an obstacle to communication.		be vetted by the Primes. Primes stated that a mentor/protégée program would mean that the prime would have to spend their own dollars to participate.
2/10/11	Inland Northwest AGC				Companies have scaled back to core crews.	Trying to get small businesses to become involved in the AGC training/apprenticeship program believes this could be used as a marketing tool.	Not seeing any AGC subs that would certify for the DBE program seeing a lot of Russian owned businesses being started.
2/10/11	Coeur d'Alene TERO	No current tribal recognized firms interested in DBE program due to no incentive. Most of their companies don't do transportation, do logging, smoke shops, etc.			Have gone from large road project on the reservation to nothing. Believe money is spent on projects that are not needed and then no money for projects that are needed. Lack of money is big issue.		Tribe has a casino and hotel expansion underway and will be breaking ground on a new school that will go for 13 months. Also, bus stop barn project through FTA grant with City Links that has a 20% DBE requirement. TERO provided the prime with a list of DBE tribal recognized companies.
2/15/11	Northwest TTAP - Tribal Transportation Training & Technical Assistance		Monthly DBE Newsletter is shared with others where applicable. Also help him with his			Hope to be able to participate more in the future in supporting the DBE program by	

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			participation on the Transportation Research Board DBE Committee.			sharing information, technical assistance and instruction.	
2/28/11	Southern Idaho Development Center – College of Southern Idaho	<p>New PNW limits will allow some companies to come back into program.</p> <p>Hispanic culture can be a problem when having a female telling them how to apply for the DBE program.</p> <p>The application process is good but creates barriers. Have seen some companies who didn't get into the program because of the process and have not been successful but, maybe could have been if they had gotten certified and were able to use the benefits of the program.</p> <p>Their clients are in a HUB Zone so if they could get into the DBE program this would really help them.</p>			<p>Process to find and document outreach to DBEs is hardship to Primes. Hard to factor in cost of this especially in fixed cost projects such as LHTAC projects. Also this adds time to preparation of bids.</p> <p>DBE application process is intense and sees the need for additional staff at ITD to help with this.</p> <p>Cash flow between ITD and LHTAC to companies is a barrier.</p> <p>Bonding is a hardship</p>		

