

American Recovery & Reinvestment Act

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Information Session



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What the Federal Stimulus Means to Me?

Disadvantaged, EDGE and Minority Owned Businesses

Presenter: Stephon Ash, Administrative Officer
Ohio Department of Transportation



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DBE Defined

DBE (Disadvantaged Business Enterprise)

- DBEs are for-profit small enterprises where socially and economically disadvantaged individuals own at least a 51% interest and also control management and daily business operations.
- African Americans, Hispanics, Native Americans, Asian-Pacific and Subcontinent Asian Americans, and women are presumed to be socially and economically disadvantaged. Other individuals can also qualify as socially and economically disadvantaged on a case-by-case basis.



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DBE Eligibility

- To participate in the DBE program, a small business owned and controlled by socially and economically disadvantaged individuals must receive DBE certification from the relevant state— generally through the state [Uniform Certification Program \(UCP\)](#).
- To be regarded as economically disadvantaged, an individual must have a personal net worth that does not exceed \$750,000. To be seen as a small business, a firm must meet SBA size criteria AND have average annual gross receipts not to exceed \$22.4 million. Size limits for the airport concessions DBE program are higher.



DBE Certification Procedures

- Must become certified by one of the UCP (Unified Certification Program) agencies – ODOT, Cleveland RTA, City of Dayton, Cleveland Hopkins (Concessionaires only), Columbus Regional Airport Authority (Concessionaires only)
- UCP Application on line – www.OhioUCP.org



DBE Certification Procedures Continued

- No application fee for DBE certification.
- All applications for certification must be accompanied by a sworn affidavit attesting to the accuracy and truthfulness of the information provided.
- The Ohio UCP certification application must be submitted by each firm seeking DBE certification including SBA 8(a) and Small Disadvantaged Businesses (SDB) and EDGE/MBE.



DBE Certification Procedures Continued

- The ODOT DBE Certification Officers conduct an on-site review at the applicant firm's premises after a complete application has been received.
- Applicant firms must allow the DBE Certification Officer to examine and review all books, records, documents and files of the firm and its affiliates, inspect its place of business and equipment, and permit interviews of its principals, agents and employees.



What Types Of Firms Are Utilized In The DBE Program?

- Consultants, contractors & suppliers for the planning, design, construction and maintenance of Highways, Transit and Airports systems.



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What DBE Certification can do for a DBE Firm

- Work on any DOT funded project
 - Federal Highway (FHWA)
 - Federal Transit (FTA)
 - Federal Aviation (FAA)
 - Federally funded projects can have goals
 - Primes required to contract with DBE's to meet goals
 - Supportive Services
- Provide statewide exposure to all contractors bidding on DOT Federally funded projects



Types of ODOT ARRA Construction Projects

151 – Estimated number of ARRA funded ODOT let projects

- 18% – Bridge Work (replacement, repair, maintenance, deck replacement, painting)
- 15% - Resurfacing
- 14% - Railroad Improvements & Rehab
- 10% - Mill & Fill
- 7% - Minor rehabilitation
- 4% - Intersection Improvements
- 2% - Signalization

**THE ABOVE REPRESENTS THE MAJORITY OF ODOT LET WORK THAT
WILL BE FUNDED BY ARRA**



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State of Ohio Federal Stimulus Initiative

For more information go to:

<http://recovery.ohio.gov/>

<http://www.dot.gov/recovery/>

<http://www.fhwa.dot.gov/economicrecovery/index.htm>

<http://www.ohiomeansjobs.com/omj/>

Or contact one of the ODOT DBE Section employees at:

1-800-459-3778



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**Department of Administrative Services
Equal Opportunity Division
MBE/EDGE program**

Presenter: Melinda Carter, EOD Deputy Director



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What is the State of Ohio doing
to optimize ARRA opportunities for DBE/MBE/EDGE

MBE/EDGE requirements

In addition to DBE participation goals established in ARRA projects in accordance with applicable federal laws and regulations, any program funded by money appropriated to the State of Ohio under this act shall be administered in a manner that encourages participation by MBE & EDGE businesses



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Optimize opportunities con't

Provide assistance to State Agencies to accomplish the following goals:

- Meeting DBE/MBE/EDGE goals
- Development of a monitoring reporting tool to ensure transparency
- The implementation of a comprehensive statewide outreach initiative that increases the ability and capacity of DBE/MBE/EDGE businesses to perform contracts originating from ARRA.



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MBE defined

MBE (Minority Business Enterprise)

- The MBE program is designed to assist minority businesses in obtaining state government contracts through a set aside procurement program for goods and services only. There is a 15% MBE goal for state agencies, boards and commissions and 4 year state universities



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EDGE defined

EDGE (Encouraging Diversity Growth & Equity)

- The EDGE program is designed by the state of Ohio to facilitate access to state government contracts and business services for EDGE certified businesses. EDGE procurement contracts apply to : goods and services, professional services, information technology services, construction, architecture and engineering. State agencies are required to spend 5% of the agency's total eligible budget for expenditures with EDGE certified firms only.



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MBE/EDGE Eligibility

- A MBE participant must be a member of one or more of the following groups: Black, American Indian, Hispanic, and Asian and be owned and controlled by U.S. citizens who are Ohio residents
- A EDGE participant must be a small socially and economically disadvantaged business enterprise owned and controlled by U.S. citizens who are Ohio residents
- MBE & EDGE participants must have been in business for one year.



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What Types of Firms are utilized in the MBE/EDGE program

MBE

Goods & Services

EDGE

Goods & Services

Construction

Architecture & Engineering

Information Technology

Professional Services



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What Certification CAN do for a MBE/EDGE firm

MBE

State agencies are required to set-aside 15% of the agency's Goods & Services eligible budget for expenditure with MBE certified firms only.

EDGE

State agencies are required to spend 5% of the agency's total eligible budget for expenditure with EDGE certified firms only.

Through the Department of Development MBE/EDGE firms can access additional benefits such as capital access, the direct loan program, technical assistance for accounting, bid packaging, etc.



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MBE/EDGE Certification Process

- Applicants can complete certification application on-line at www.mbe.ohio.gov and www.edge.ohio.gov
- Reciprocal certification is granted for DBE and may be accepted from other governmental agencies.
- For certification assistance please contact **EOD at 614-466-8380**.



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**Ohio Department of Development
Minority Business Enterprise Division**

Presenter: Philip Shotwell, Director



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**Ohio Department of Development
Minority Business Enterprise Division**

Are you a small or minority owned business enterprise?

Need to know where to find the financial and technical resources you need to grow your business....

Call the Minority Business Enterprise Division...we can help!

**Professional and High-Quality Business Counseling
Access to Financial Assistance
Assistance with Contracting Opportunities**

We do it ALL...at **no cost** to you!!!



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Office of Financial Incentives

Need Land, Building, Machinery or Equipment? You have choices!!

Minority Direct Loan Program can provide funding up to \$450,000 for eligible projects like land, building, machinery or equipment at rates as low as 3% interest for the state's portion of the loan.

Ohio Capital Access Program can provide funding up to \$500,000 for land, building, machinery or equipment...**or**...it can also fund your working capital needs such as rent, inventory, or payroll up to \$250,000.

Need Bonding?

Minority Business Bonding Program has a \$1,000,000 maximum bonding line available to approved businesses



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Office of Management & Technical Assistance

How do I grow my business? What should I do next? Who can help?

If you have questions like these, call your local **Minority Contractors and Business Assistance Programs (MCBAP)**.

Akron-Michael Davis at (234) 542-4144
Cincinnati-Onnie Martin at (513) 631-7666
Cleveland-**Contact the Akron Office #**
Columbus-Kim Asamoah Ansah at (614) 252-8005

Dayton-Goodloe Gillispie at (937) 223-2164
Portsmouth-Maxine Malone at (740) 354-6626
Toledo-George Robinson at (419) 243-8191
Youngstown-Herman Hill at (330) 480-9609

Assistance with marketing, financing, business operations training, state and local contracting opportunities are available at your local MCBAP office. Call today!!



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Ohio Procurement Technical Assistance Centers

The PTAC network helps small and minority businesses sell goods and services to local state and the federal government.

A broad range of procurement technical assistant services are available including:

- **Bid matching services**
- **Buy history service**
- **MIL-SPEC and FAR Assistance**

For more information regarding the PTAC program and center locations, please contact 800-848-1300, ext. 6-5700 or 614-466-5700. Or visit us on the web at www.development.ohio.gov/dmba



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Office of Management and Technical Services

- The **Minority Business Development Organizations (MBDO)** provide outreach and advocacy for the minority business community. This initiative should result in:
 - **Strengthening the state's minority business community**
 - **Contributing to the economic viability of the State of Ohio**
 - **Providing a mentor-protégé program**
 - **Provide management and technical assistance services**
 - **Access to financial and other resources**
- **Akron MBDO**
 - 440 Vernon Odom Boulevard
 - Akron, Ohio 44307
 - 234/542-4144
 - 330/434-1132 Fax
 - Tracey Lane, Director
- **Cincinnati MBDO**
 - 2945 Gilbert Avenue
 - Cincinnati, Ohio 45206
 - 513/751-9900
 - 513/751-9100
 - Sean Rugless, Director



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Minority Business Enterprise Division

For additional information on all of the **Minority Business Enterprise Division** programs, please contact us at:

(614) 466-5700 or (800) 848-1300 ext. 6-5700
or

www.development.ohio.gov

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**Ohio Department of Development
Entrepreneurship and Small Business Division**

Presenter: Iris Cooper, Director



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Ohio Department of Development

Entrepreneurship and Small Business Division

Are you a small or women owned business enterprise?

Are you a Veteran or over 50, looking to start a business?

Need to know where to find the marketing, management and technical resources you need to grow your business?

The Entrepreneurship and Small Business Division of the Ohio Department of Development provides assistance to business owners and entrepreneurs to encourage both the creation and the expansion of small business through the State.



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Small Business Development Centers

How do I grow my business? What should I do next? Who can help?

The Ohio SBDC program is the gateway for small business owners and entrepreneurs to access supportive services. The SBDC's are staffed with highly trained business advisors who offer FREE counseling and low to no- cost training to help with specific business needs. There are 39 centers in Ohio that offer resources and services to help your business grow and succeed.

Visit [www. EntrepreneurshipOhio.org](http://www.EntrepreneurshipOhio.org)

The Ohio SBDC through the portability project has launched a website aimed at displaced workers and high unemployment communities in Ohio. The website features information tools, links to state agencies and resources, real-time training, and entrepreneurial assessment for the worker who may be interested in starting his/her own business after displacement. Visit www.backtoworkohio.com



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1st Stop Business Connection – Provides FREE, comprehensive business start-up kits to guide you through registering your business in Ohio. 1st Stop is a service of the Ohio Department of Development and the U.S. Small Business Administration. (614)466-4232 or 800-248-4040

Women's Business Resource Programs - Provides valuable resources to women entrepreneurs to help overcome barriers that impede business success. These resources include training, procurement, marketing, networking and counseling through our Small Business Development Center network.

Check Ohio First – This program will provide a link to procurement opportunities in large Ohio businesses to small business vendors. An on-line directory will enable purchasing and sourcing agents to identify potential vendors and offer Ohio small businesses the opportunity to be considered for a wider variety of sale opportunities.

SmallBiz Hotline – Provides answers to business-related questions on topics such as starting, sustaining and closing a business, credit and financing, marketing, technical support, human resources, and general management strategies. The hotline also provides information to those businesses affected by the decline in the automotive and manufacturing industries, with referrals to local, state, and federal resources and programs. Second, Third and Fourth tier suppliers can also receive assistance through the Small Business Hotline. Callers receive a response within 24 hours of contacting the hotline. To reach the hotline call 1-877-25SMBIZ or 1-877-257-6249. Questions can be submitted at smallbiz@development.ohio.gov



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Current Stimulus Information from the S.B.A.

**THE ASSISTANCE AVAILABLE IS
DIRECTED TO LENDING
INSTITUTIONS TO HELP THEM MAKE
MORE SMALL BUSINESS LOANS.**

- Several loan programs have increased guaranties – up to 90% for loan guaranties up to \$1,500,000
- Most fees have been temporarily suspended until approximately December 31, 2009.
- Some uses are not allowed. Casinos, golf courses, etc.
- The American Recovery Capital (ARC) loan will help small businesses catch up on loan payments for up to 6 months with deferred payments for 12 months. Maximum loan is \$35000 and has a 100% guaranty. This program is not available yet, but details will be presented as soon as possible.
- **PLEASE CONTACT YOUR BANKER
OR THE SBA FOR MORE
INFORMATION.**



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Small Business Advocacy Concerns

- Workers Compensation
- License and Permits
- Sales Training
- Technology Based Support
- Taxes
- Financing
- EPA Concerns
- Succession Planning
- Financial Literacy
- Government Regulations and “Red Tape”
- Healthcare Insurance
- Workforce Development



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Call the Entrepreneurship and Small Business Division ...we can help!

Entrepreneurship and Small Business Division

77 South High Street, 28th Floor

Columbus, Ohio 43215-6108

1-800-848-1300 ext.62718

(614)466-2718

(614)466-0829 Fax

www.development.ohio.gov/Entrepreneurship

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**Ohio Department of Development
Community Development Division**

Presenter: Melissa Stanford, Assistant Director



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Ohio's Home Weatherization Assistance Program (HWAP) 2009

What is HWAP
Funding
Providers
Training and Certification
Schedule of Classes



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What is the Home Weatherization Assistance Program (HWAP)?

HWAP is a federally funded program designed to:

- Increase the energy efficiency of dwellings owned or occupied by households at or below 200% of federal poverty guidelines
- Reduce participants household energy expenditures
- Improve participants health and safety

Weatherization providers conduct tests, seal and insulate attics and sidewalls and take other steps to make sure the home is operated safely and efficiently including educating customers.

Although the average cost for weatherization is \$6500 per dwelling, there is no charge to the customer.



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Funding Levels

- Under the Federal Stimulus Legislation, the State of Ohio will receive approximately \$266 Million in 2009 to be expended over 3 years.
- Funding will flow-through Ohio's experienced, certified weatherization providers and their delegates and sub-contractors.
- Funding is distributed primarily on the basis of a formula.
- Monitoring and oversight by Office of Community Services Energy Analysts assures that funds are spent on time and that work quality meets or exceeds Weatherization Program Standards (WPS).



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Ohio's Weatherization Providers

A list of providers with contact information can be accessed through the internet at:

www.development.ohio.gov/cdd/ocs/hwap.htm



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Training and Certification

Training and Certification of HWAP practitioners are provided by the:

- Ohio Weatherization Training Center (OWTC) in Athens, Ohio, and,
- Building Performance Institute, Inc. (BPI) in Malta, New York

Weatherization training includes some or all of the following:

- Pollution-safe weatherization work practices
- Basic weatherization tactics
- Mobile home weatherization



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Training and Certification Continued

- Blower door
- Infrared camera use
- Consumer education
- Inspector orientation
- Heating unit inspection
- Inspection
- National Energy Audit Tool (NEAT)
- Mobile Home Energy Audit (MHEA)



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List of Trainings Scheduled

- Registration for classes, review of upcoming classes, and course descriptions can be accessed through the internet at: www.coadinc.org.
Choose Programs/Services then Community Development Division Services
- For more information contact: Nikki Morris at: 740-594-8499 Ext. 218 or e-mail her at: nmorris@coadinc.org



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For more information on Ohio's Home Weatherization Assistance Program

Please contact the Office of Community Services hotline at 800-282-0880, or inquiries can be e-mailed to energyhelp@development.ohio.gov

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Questions???



The State of Ohio is an Equal Opportunity Employer and Provider of ADA Services.