

NETWORKING

INNOVATION

PROJECTIONS

SUSTAINABILITY

GROWTH

DOING BUSINESS WITH CDOT

CONSULTING

MENTORING

BUSINESS

FINANCING

SUCCESS



Who is CDOT?

- [CDOT](#) is responsible for 9,146 miles of highway (23,061 lane miles) and 3,447 bridges
- One of the largest state government agencies with an annual budget of \$1.2 billion
- Primarily “horizontal” highway construction and maintenance
- Approximately \$400M spent annually on highway construction projects and \$115M on design and engineering
- New Responsible Acceleration of Maintenance and Partnerships ([RAMP](#)) program is adding \$300 million per year and 10,500 jobs over five years on projects in rural and urban areas of the state

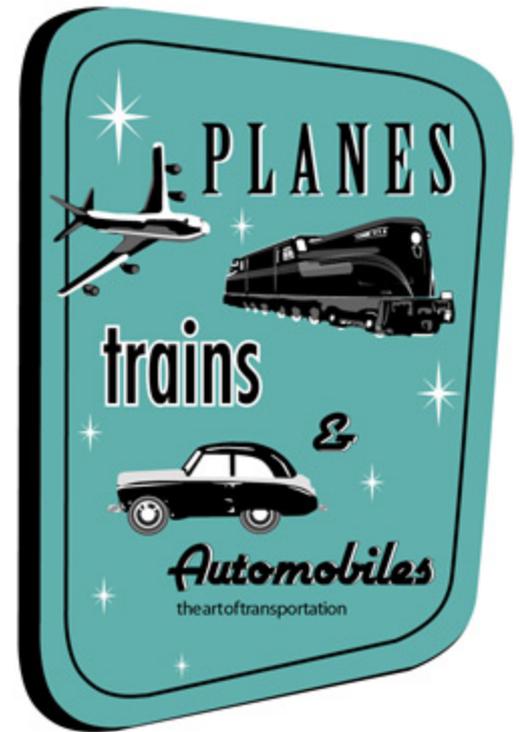
Mission

“To provide the best multi-modal transportation system for Colorado that most effectively and safely moves people, goods, and information.”

Who is CDOT?

More than roads and bridges...

- Aeronautics support for local airports
- Grants for rural transit and rail systems
- Transportation safety programs
- Funding for municipal roadway projects
- Co-projects with other transportation agencies
- Rail interconnectivity future



What CDOT Buys

There are 3 primary categories in which CDOT makes purchases

- Contracting for highway construction projects
- Contracting of design and engineering consultant services
- Purchasing professional services, goods, and supplies

CDOT also purchases other low-cost and special services

- General purchases of less than \$25,000
- Emergency maintenance services
- Research and development grants

Where Do Waste Tire Products Fit?

Highway Construction

- Tire-Derived Aggregates (TDA)
- Liquid asphalt IF it meets dense grade specifications
- NOT exploring as asphalt hot mix property – too expensive in tests
- Noise barriers, vibration dampeners
- Erosion control, retaining wall backfill
- Blocks/spacers for guardrail
- CDOT [approved product list](#)

Products and Supplies

- New products used for operations and maintenance
- Facilities and vertical construction

CDOT Construction Bidding

CDOT Projects

- [Advertisements](#) (“Ad Notice”) of open solicitations
- “[Go Sheet](#)” of upcoming projects

CDOT Prime Contractors

- [Prequalified prime contractor directory](#)
- [Plan holders listing](#)
- [Bid tabulations](#) and cost data

CDOT Contacts

- [Materials and Geotechnical Branch](#)
- [Regional Civil Rights Managers](#)
- [Regional CDOT Project Engineers](#)

CDOT Procurement Bidding

- CDOT Purchasing Department [website](#)
- Rocky Mountain [ePurchasing](#)
- Colorado [BIDS](#) (Price Agreements)
- All businesses that work with CDOT MUST be [registered](#) in the CDOT Vendor Portal
- Portal provides a centralized database of vendors available to CDOT staff
 - Find bidding opportunities
 - Submit proposals
 - Get prequalified
- CDOT [Vendor Open House](#) July 29th

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SMALL BUSINESS PROGRAMS



Disadvantaged Business Enterprise (DBE)

Federally-Mandated Program

- U.S. DOT program administered by individual state DOT's
- Federal statute 49 CFR Part 26
- Helps disadvantaged businesses compete for transportation contracts

Qualifications

- Small for-profit business concern
- 51% owned and controlled by *socially and economically* disadvantaged individual(s)
- Most minority and all women owners presumed to be disadvantaged
- SBA business size standard by NAICS
- Maximum 3-year average revenue of \$23.98M and
- Personal net worth cap of \$1.32M
- Veterans do not automatically qualify

Colorado DBE UCP

- Statewide Unified Certification Program (UCP) eliminating the need to obtain DBE certification from multiple agencies
- Single online [application](#) through B2G system
- Certifying agencies
 - The Colorado Department of Transportation (CDOT)
 - City and County of Denver (CCD)
- Participating USDOT federal agencies
 - FHWA
 - FAA
 - FTA
- Recognized by 50 state and local agencies
 - Municipalities
 - Regional airports

Why Get Certified?

- Listed publicly in the Colorado UCP DBE Directory (coloradodbe.org)
- Project specific goals set on federally-funded projects as percentage of total project value (0 - 15+ percent)
- Prime contractors actively seek DBE firms to meet goals
- Provides a competitive advantage for [subcontractors](#) to promote small business growth
- Support services such as training, counseling, technical assistance, and free BidX accounts

DBE Certification only applies to highway design and construction projects (not general goods and services)

Emerging Small Business (ESB)

State-Funded Program

- Race and gender-neutral [emerging small business program](#)
- [Online application](#) and mandatory orientation
- Specific to CDOT only - does NOT apply to other local agencies

Qualifications

- Small for-profit business concern
- 50% of SBA business size standard for NAICS
- Maximum 3-year average revenue of \$11.99M
- Must provide services in a CDOT eligible area of work
- May also be a DBE certified firm

Why Get Certified?

- Prime contractors receive incentives for meeting optional target participation goal on CDOT projects
 - Financial reward .5% - 1% of construction project cost
 - Past performance scoring points on proposals for using ESB firms
- Limited competition for ESB projects
- Listed publicly in the CDOT ESB Directory (coloradoesb.org)
- Support services such as training, counseling, and technical assistance, and free BidX accounts

ESB Certification only applies to highway design and construction projects (not general goods and services)

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SUPPORT SERVICES



Connect2DOT

Free Services Provided:

- One-on-one consulting
- Workshops and training
- Kiosk workstation
- One-stop website (connect2dot.org)
- Free Bid Express accounts
- Project notifications
- Networking and project events
- Tuition reimbursement and/or scholarships
- US DOT bonding and loan programs



Get Started Today!

1. Do your homework
2. Get certified
3. Get registered
4. Get prequalified
5. Get your other ducks in a row (licenses, insurance)
6. Identify key contacts
7. Network and team with prime contractors
8. Attend industry events, forums and meetings
9. Leverage free SBDC and Connect2DOT resources
10. Schedule a consulting session with an industry expert

Be persistent!

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