



FY2013 Service Disabled Owned Veteran Businesses efforts and activities report:

It is our pleasure to present the following information regarding our efforts and activities relating to the Service Disabled Veteran Owned Small Business Program. In compliance with Executive Order 13360, DOT continues to expand opportunities and increase SDVOSB participation in its procurement process.

- For FY 2013, DOT exceeded the 3% goal awarding \$66 million or 4.03% of all DOT contracting available for small businesses, to SDVOSBs, and continues its upward trend of improving performance on a year-to-year basis.
- For FY 2012, DOT exceeded the 3% goal awarding \$50 million or 3.1% of all DOT contracting available for small businesses, to SDVOSB.
- For FY 2011, DOT awarded \$44.1 million or 2.46% of all DOT contracting available for small businesses, to SDVOSB.
- For FY 2010, DOT awarded \$48.1 million or 2.33% of all DOT contracting, available for small businesses, to SDVOSB.
- For FY 2009, DOT awarded \$33 million or 1.71% of all DOT contracting, available for small businesses, to SDVOSB.

DOT is committed to continue exceeding the 3% SDVOSB goal by emphasizing internal efforts, monitoring performance and increasing outreach to the SDVOSB community. We ultimately achieved the goal and continue to administer the following list of our SDVOSB efforts...

- Continued "All Hands on Deck for SDVOSB" initiative for SDVOSB set asides with the assistance from the agency acquisition staff.
- Established a DOT SDVOSB Round Table to develop and coordinate implementation of an aggressive program.
- Appointed a SDVOSB Coordinator within DOT OSDBU to facilitate and monitor implementation of the SDVOSB program.
- Developed a SDVOSB webpage with relevant information and links specifically for SDVOSB program.
- Identified procurements for the SDVOSB program, (sole source and competitive) in accordance with FAR 19.14 and 13 CFR 125.18 and 125.19, in upcoming updates to the forecast of Contracting Opportunities.

- Hosted DOT SDVOSB outreach events, including a specific event to coincide with the national Veterans Day holiday in November.
- Collaborated with veteran groups and the Small Business Administration to conduct outreach and identify SDVOSB.
- Participated in SDVOSB events hosted by other federal agencies and trade associations.
- Utilized SDVOSB participation from GSA's Federal Supply Schedule (FSS) when using the FSS in accordance with FAR 8.405-5.
- Promoted the use of all available SDVOSB databases for market research and inclusion/consideration (such as www.ccr.gov and www.vetbiz.gov) with our acquisition staff.
- Developed a SDVOSB marketing banner to inspire and promote the benefits of the program to the DOT program and acquisition personnel.

Additional activities include:

Heroes Building and Developing their Business Panel at the U.S. Department of Transportation's 2011 OSDBU Small Business Summit: "From Recovery to Beyond"

On April 20, 2011, OSDBU hosted this panel moderated by the Honorable Victor Mendez, Administrator, U.S. Department of Transportation, Federal Highway Administration for this session which was an opportunity for panelists to share the successes of leading a high profile business, their experience with entrepreneurship, their defining moment in business, and the role of Veteran-Owned and Service Disabled Veteran-Owned Small Businesses. Panelists also included Mr. Percell Johnson, President/CEO, Cassell, Inc.; Ms. Heidi Gerding, President and CEO, HeiTech Services, Inc.; Mr. Michael Cherock, Principal, AE Works; and Scott Denniston, President, The Scott Group of Virginia, LLC.

DOT OSDBU Small Business Day: "Jobs, Infrastructure, and You- Putting America to Work"

On November 17, 2011, OSDBU hosted this event which focused on job opportunities for small businesses which coincide with the National Veterans Day holiday. The Event served to connect small businesses and qualified professionals with jobs on the federal, state, and local level, while educating small business owners on the resources available to help their business grow. Many SDVOSB were represented as the U.S. Small Business Administration, and the Minority Business Development Agency, presented workshops on How to Grow a Small Business and Access to Capital.

DOT OSDBU Small Business Day: "Moving Forward"

On April 10, 2012, OSDBU hosted Small Business Day: Moving Forward, which focused on current small business initiatives at the Department of Transportation (DOT), the White House, and the Small Business Administration (SBA). OSDBU Director Brandon Neal kicked off the event by welcoming over 400 small businesses, including many SDVOSB, from across the country and highlighted the various services and programs offered by the OSDBU, as well as recent accomplishments.

U.S. Secretary of Transportation Ray LaHood offered keynote remarks and announced the launch of the DOT force that will move our economy forward if we provide the right tools to help them succeed. "We want every company, no matter how big or small and no matter who owns it, to have a chance to do the work America needs done," Secretary LaHood said. In the Mentor-Protégé Pilot Program, large and prime contractors will establish an agreement with small businesses to provide developmental assistance in areas such as project management, financial assistance, technical support, marketing techniques, cooperation on Joint Venture projects, and rent-free use of facilities among others. Mentor Protégé agreements can be established for a maximum of 24 months.

DOT OSDBU Small Business Day: "Mapping Your Small Business Opportunities with DOT"

On February 5, 2013, OSDBU hosted Small Business Day: Mapping Your Small Business Opportunities with DOT, which focused on the recently approved, Moving Ahead for Progress in the 21st Century Act (MAP-21) legislation and provided SDVOSB and other event attendees with the opportunity to network with prime contractors.

Victor Mendez, Administrator, FHWA, U.S. DOT provided an update on MAP-21 and the potential opportunities that it brings to the small business community.

Wesley Stith, Vice President for Small Business Development, Clark Construction shared best practices and advice on doing business with prime contractors at the federal and state level.

There was also an active Networking Session where attendees were able to interact with OSDBU representatives from other federal agencies, meet with state and local transportation representatives, and increase their marketing efforts while learning about potential contracting opportunities from Small Business Specialists representing each DOT Mode.

DOT OSDBU Small Business Day: "Shifting Gears"

On August 5, 2013, OSDBU hosted "U.S. DOT Small Business Day: Shifting Gears" U.S. Department of Transportation Secretary Anthony Foxx, and OSDBU Director Brandon Neal, shared their vision for the Disadvantaged Business Enterprise (DBE) Program and discussed the potential job opportunities for the small business community.

The event included a presentation by A. John Shoraka, Associate Administrator of Government Contracting and Business Development at the U.S. Small Business Administration (SBA). He highlighted new small business initiatives that support thousands of small businesses every year as they compete for over \$500 Billion in federal prime contracts and billions more in subcontracts.

There was also an active networking session where SDVOSB and other small businesses learned about potential contracting opportunities from Small Business Specialist in each DOT Operating Administration, OSDBU representatives from other federal agencies, state and local transportation representatives, and prime contractors.