

THE EPA DISADVANTAGED BUSINESS ENTERPRISE (DBE) PROGRAM

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What is the EPA DBE Program?



Outreach, Education, Goaling Program

Designed to increase and encourage the utilization and participation of DBEs in procurements funded by EPA assistance agreements (grants).



Applies to Procurements

The EPA DBE Program applies to all procurements for equipment, supplies, construction, and services funded by an EPA grant, cooperative agreement or IAG.



Grants vs. Direct Contracts

EPA awards four times as much money in the form of grants/assistance agreements than to direct contracts.



EPA grants do not provide assistance in the form of direct cash assistance to an individual or business.

Most EPA grants are awarded to government, education and non-profit organizations.

7

How Does the Program Work?

Recipient (i.e. state) receives EPA money



If recipient plans to procure equipment, supplies, construction, or services, they must follow the Six Good Faith Efforts to locate DBEs



Contracts are awarded to EPA certified DBEs to provide goods or services to meet fair share objectives/ goals



A fair share objective is NOT a quota

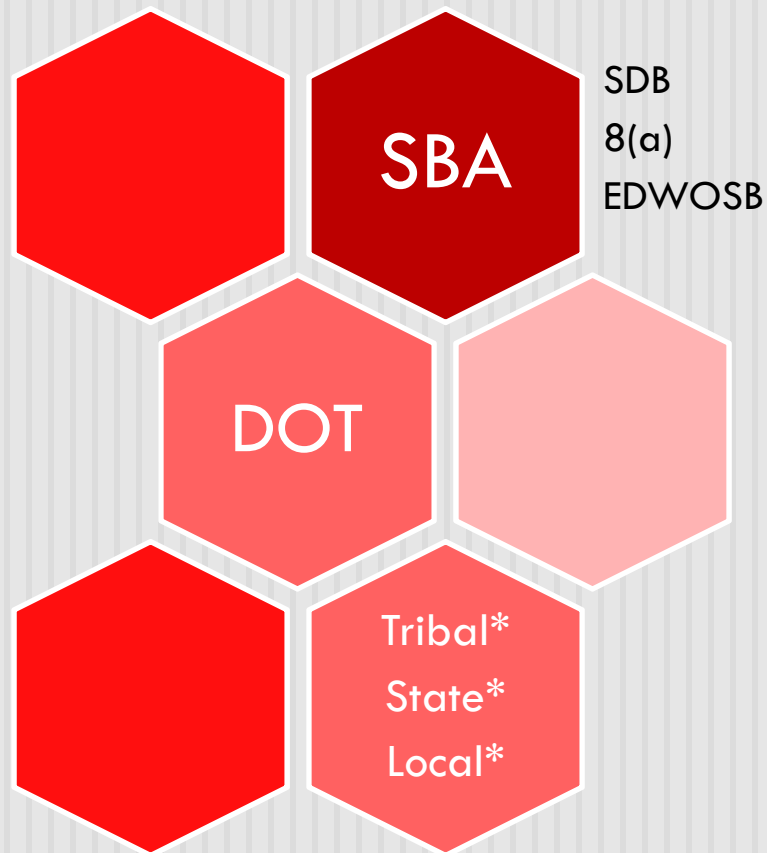
Recipient reports back to EPA on their efforts to comply with DBE Program requirements

9

The EPA DBE Certification Process

Certifications EPA Accepts

10



*As long as the certifications meet or exceed EPA's requirements.

EPA DBE Certification Requirements

11

- In order to be certified by EPA, an entity must first attempt to be certified by SBA or DOT, or a Tribal, State, or local government, or by an independent private organization, and be unsuccessful in that attempt.
- To qualify as a MBE or WBE under EPA's programs an entity must establish that it is at least 51% owned and/or controlled by socially and economically disadvantaged individuals who are of good character and are citizens of the United States.
- An individual claiming economic disadvantaged status must have an initial and continued personal net worth of less than \$750,000.



EPA will ONLY certify firms that have been denied certification from other entities.

WHY?

Because the EPA DBE certification is only applicable to EPA funded opportunities. Certifications from SBA, DOT, etc. have broader applicability.

13

Finding Opportunities



Most EPA grants are awarded to state/local government, education and non-profit organizations.

Small business can participate in grant projects through prime contracting opportunities with our grant recipients and subcontracting opportunities with our recipient's prime contractors.

Finding Contracting Opportunities with EPA Grant Recipients and Contractors

15

1. **Grants.Gov:** Allows public to search for grants throughout the Federal Government.
 - ▣ By doing a simple search, a small business can generate a list of current EPA grant opportunities.
 - ▣ This information should be used as a part of a firm's market research strategy. By knowing the type of work EPA awards its grant dollars, small businesses can determine whether their products and/or services align with EPA's mission.
2. **EPA Grants Awards Database:** Contains a summary record for all non-construction EPA grants awarded in the last ten years.
 - ▣ Small Businesses can use the “advanced search” option to generate a list of awards granted in their geographic area, which includes the recipient, project description and cumulative award amount.
 - ▣ Since grant recipients are required to seek, and encouraged to utilize minority, and women-owned businesses for their procurement needs, small business firms should identify the projects from this list for which are interested in offering their goods and/or services.

Finding Contracting Opportunities with EPA Grant Recipients and Contractors

16

3. **SBA State Government Listing:** Search for prime contracting opportunities with state grant recipients.
4. **SBA Sub-Net Database** and **SBA Subcontracting Opportunities Directory :** Search for subcontracting opportunities with grant recipient prime contractors.

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17

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* Grants

** Contracts

Questions/ Comments

18

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****This presentation will be emailed to all attendees****