California Unified Certification Program

AIRPORT CONCESSIONS DISADVANTAGED BUSINESS ENTERPRISE (ACDBE) WORKSHOP

Presented by Marta Carrera

Small Business Outreach Specialist

Office of Business & Economic Opportunity



Understanding the California Unified Certification Program.

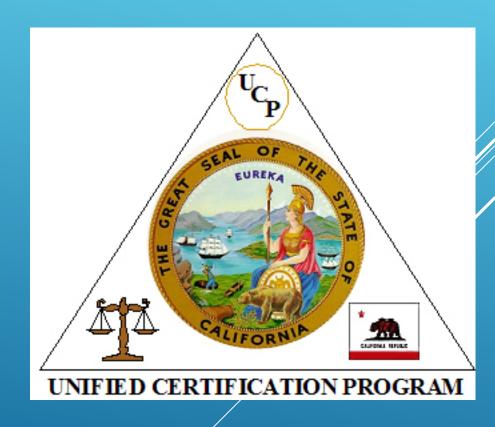
Where can I apply and what are the benefits?

Who is eligible to be a ACDBE and what is the application like?

I'm certified, what next?

CALIFORNIA UNIFIED CERTIFICATION PROGRAM (CUCP)

- ☐ The United States Department of Transportation (USDOT) requires that a Unified Certification Program (UCP), governed by 49 CFR, Part 23 be put into practice by each state.
- The purpose of the UCP is to provide "onestop shopping" of certification services to socially and economically disadvantaged individuals. Caltrans is the statewide certifying agency.



ACDBE CERTIFYING AGENCIES (4)

- CA Department of Transportation (Caltrans)
- ► City of Los Angeles
- ► San Diego Regional Airport Authority (SDRAA)
- San Francisco International Airport





BENEFITS OF BECOMING CERTIFIED

- □ Certification is recognized by 800 local agencies in California, other states and private companies.
- □ Expands opportunities to participate on federally-funded contracts.
- □ Increases opportunities to network at events such as procurement fairs and pre-bids.
- □ Listing on the official CUCP database.







Applicants MUST Meet All Requirement Within Business **‡Socially &** Meet the 51% Meet the 51% & Economical Size Standards? Net Worth (PNW) Fconomically Ownership Operational Limitations?+ *Up to \$23.98 Disadvantaged? Requirement? Control Disadvantaged? \$1.32 Million Requirement? IF NO Submit Application for DBE ou Are NOT Qualified for This Program Documents Included? File analyst reviews application for completeness Letter Requesting Applicant Contacted & Onsite Visit Documents Application Denied File Analyst Conducts Assessm of Application, Site Visit Report, etermine Ownership & Contro Application Approve NAICS Codes Assigned: Denied Applicant Granted Approval Letter Sent: Yes / No Appeal Rights with US DOT **‡Social & Economical Disadvantaged Group** ++If an individual demonstrate Business Size Standards are set by the Fronomic Disadvantage that he/she is able to accumulate S Small Business Administration Individuals who do not fall within six substantial wealth, the individual's (SBA). Size standards are a three yea Subcontinent Asian presumptive groups are encouraged to Visit claim of economic disadvantage erage annual receipts. Visit 13 CFR Native American Appendix E to Part 26 for SBA regulations may be denied, even though the Asian Pacific concerning social & economic disadvantage individual's PNW is less than \$1.32 121.201 or http://sba.gov/size for 6. Female determinations, 13 CFR 124,103(c) & 124,104

ACDBE APPLICATION PROCESS

- Initial review of ACDBE application by file analyst.
- Applicants will be contacted if application is incomplete and/or more information is required.
- Includes scheduling and conducting the mandatory onsite interview at the applicant's place of business or home office.
- ACDBE regulations requires Caltrans to process applications within 90 days of receipt of all required documents.

ACDBE Eligibility Criteria

- □ Social and Economic Disadvantage
- Business Size Standards
- ☐ Personal Net Worth
- Ownership
- □ Control

- Women, Black, Hispanic, Subcontinent-Asian, Asian-Pacific, & Native American
- ➤ 3 year averaged gross receipts to be no greater than \$56.42 Million. The amount is not the same for all industries.
- > \$1.32 Million
- ▶ 51% Majority owner(s)
- Majority owner(s) control

NOTE: If you are not in one of the six (6) presumptive groups, you will be asked to provide a narrative explaining why you should be considered both Socially and Economically disadvantage. (See 49 CFR Part 26, Appendix E)



Appendix F

<u>UNIFORM CERTIFICATION APPLICATION</u> DISADVANTAGED BUSINESS ENTERPRISE (DBE) / AIRPORT CONCESSION DISADVANTAGED BUSINESS ENTERPRISE (ACDBE) 49 C.F.R. Parts 23 and 26

Roadmap for Applicants

1. Should I apply?

You may be eligible to participate in the DBE/ACDBE program if:

- The firm is a for-profit business that performs or seeks to perform transportation related work (or a concession activity) for a recipient of Federal Transit Administration, Federal Highway Administration, or Federal Aviation Administration funds
- The firm is at least 51% owned by a socially and economically disadvantaged individual(s) who also controls it.
- The firm's disadvantaged owners are U.S. citizens or lawfully admitted permanent residents of the U.S.
- The firm meets the Small Business Administration's size standard and does not exceed \$23.98 million in gross annual receipts for DBE (\$52.47 million for ACDBEs). (Other size standards apply for ACDBE that are banks/financial institutions, car rental companies, pay telephone firms, and automobile dealers.)

2. How do I apply?

First time applicants for DBE certification must complete and submit this certification application and related material to the certifying agency in your home state and participate in an on-site interview conducted by that agency. The attached document checklist can help you locate the items you need to submit to the agency with your completed application. If you fail to submit the required documents, your application may be delayed and/or denied. Firms already certified as a DBE do not have to complete this form, but may be asked by certifying agencies outside of your home state to provide a copy of your initial application form, supporting documents, and any other information you submitted to your home state to obtain certification or to any other state related to your certification.

3. Where can I send my application? INSERT UCP PARTICIPATING MEMBER CONTACT INFORMATION]

4. Who will contact me about my application and what are the eligibility standards?

The DBE and ACDBE Programs require that all U.S. Department of Transportation (DOT) recipients of federal assistance participate in a statewide Unified Certification Program (UCP). The UCP is a one-stop certification program that eliminates the need for your firm to obtain certification from multiple certifying agencies within your state. The UCP is responsible for certifying firms and maintaining a database of certified DBEs and ACDBEs for DOT grantees, pursuant to the eligibility standards found in 49 C.F.R. Parts 23 and 26.

5. Where can I find more information?

U.S. DOT—https://www.civilrights.dot.gov/ (This site provides useful links to the rules and regulations governing the DBE/ACDBE program, questions and answers, and other pertinent information)

SBA—Small Business Size Standards matched to the North American Industry Classification System (NAICS):

WHERE CAN I FIND THE DBE APPLICATION PACKET?

□ CUCP DBE Application Packages are available online at https://cucp.dot.ca.gov/cucp

OBEO Main Page has all your DBE information in one location www.dot.ca.gov/oboe/index.html





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The California Department of Transportation (Caltrans), Office of Business & Economic Opportunity (OBEO) is dedicated to increasing the participation of Small Business (SB), Disadvantaged Business Enterprise (DBE), and Disabled Veteran Business Enterprise (DVBE) firms in both Federal and State contracting and procurement.

OBEO ensures non-discrimination in the execution of contracts and promotes positive external customer relations.

Disadvantaged Business Enterprise Program (DBE)

Caltrans is committed to an overall Disadvantaged Business Enterprise (DBE) goal of 12.5 percent on its federal-funded projects based upon a race-neutral and race-conscious methodology. To learn more about how the DBE goal was established and how to obtain DBE Certification, click on the links below: How do I... Find a DBE Certified Firm Become DBE Certified Find Other Certifying Agency (PDF)



Downloading the DBE/ACDBE Application







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Select (check box) all that apply:

- This Business is at least 51% owned and controlled by one or more socially and economically disadvantaged individual(s). ‡
- This Business is an existing For-Profit Small Business whose three-year annual gross receipts (including affiliates) does not exceed \$23.98 million *
- The Personal Net Worth of applicant(s) does not exceed \$1.32 million. ¥
- The Business Owner is a U.S. Citizen or Lawfully Admitted Permanent Resident of the U.S.
- This Business is Independent.

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‡ Social & Economical Disadvantaged Groups: 1. Hispanic; 2. Black; 3. Subcontinent Asian; 4. Native American; 5. Asian Pacific; 6. Female. Individuals who do not fall within six presumptive groups are encouraged to Visit Appendix E to Part 26 for SBA regulations concerning social & economic disadvantage determinations. 13 CFR 124.103(c) & 124.104. [Black Americans, Hispanic Americans, Native Americans, Alaska Natives, Asian-Pacific Americans, Subcontinent Asian Americans, and Women (as per 49 CFR Part 26 and SBA).]

* Business Size Standards are set by the US Small Business Administration (SBA). Size standards are a three year average annual receipts. Visit 13 CFR §121.201 or http://sba.gov/size for more information.

‡ Social & Economical Disadvantaged Groups: 1. Hispanic; 2. Black; 3. Subcontinent Asian; 4. Native American; 5. Asian Pacific; 6. Female. Individuals who do not fall within six presumptive groups are encouraged to Visit Appendix E to Part 26 for SBA regulations concerning social & economic disadvantage determinations. ¥ If an individual demonstrates that he/she is able to accumulate substantial wealth, the individual's claim of economic disadvantage may be denied, even though the individual's PNW is less than \$1.32 million.







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California DBE Application

You may proceed with completion of the Disadvantaged Business Enterprise (DBE) certification application.

Use the links below to:

- view application instructions
- download the fillable application
- view mailing instructions

Note: The application can be downloaded, filled out, printed, and saved. Currently, you may not submit the application electronically.

DBE Instructions

DBE Application

Mailing Instructions

After You Submit Your Application:

- Certification is not provided until the application is reviewed and approved by a certifying agency.
- The application process may take up to 90-days from the date that all pertinent documents are provided to certifying agency.
- There is a mandatory site visit required at business/work location (if any); you will be contacted to arrange this once documents are verified.

Thank you for your interest in doing work with the State of California.

Do your NAICS
Code research fo
your firm before
starting your
application.

Resource websites:

□www.census.gov/e os/www/naics/

☐ www.naics.com

Section 1: CERTIFICATION INFORMATION

A. Basic Contact Information	CERTIFICATIO	NINFORMATION							
(1) Contact person and Title: JOHN DOE	(2) I	Legal name of firm: JO	HN DOE CONSTRUCTION,						
(3) Phone #: (123) 456 - 7890 (4) Oth	er Phone #: () (5) Fa	x #: (123) 456 - 7891						
(6) E-mail. JD@JDCONSTUCTION.COM	(7) Firm	Websites: WWW.JDCONS	STRUCTION.COM						
(8) Street address of firm (No P.O. Box): 1234 OBEO LANE	City: SACRAMENTO	County/Parish: SACRAMENTO	State: Zip: CA 99999 -						
(9) Mailing address of firm (if different):	City:	County/Parish:	State: Zip:						
B. Prior/Other Certifications and Applicat		W. DOT							
(10) Is your firm currently certified for an □ DBE □ ACDBE Names of certifying ag	_	U.S. DOI programs?							
\otimes If you are certified in your home state as a DBF Ask your state UCP about the interstate certificati		ot have to complete this ap	plication for other states.						
List the dates of any site visits conducted b	y your home stat	e and any other states o	or UCP members:						
Date// State/UCP Member:	Date	_// State/UCP N	Member:						
(11) Indicate whether the firm or any person	ons listed in this a	pplication have ever b	een:						
(a) Denied certification or decertified as a DBE, ACDBE, 8(a), SDB, MBE/WBE firm? ☐ Yes ☐ No (b) Withdrawn an application for these programs, or debarred or suspended or otherwise had bidding privileges denied or restricted by any state or local agency, or Federal entity? ☐ Yes ☐ No									
If yes, explain the nature of the action. (If you	appealed the decisi	on to DOT or another ager	ncy, attach a copy of the decisio						
A. Business Profile: (1) Give a concise descript provides. If your company offers more than use additional paper if necessary. This descripance certified as a DBE or ACDBE.	one product/servi	s primary activities and ce, list the primary prod	uct or service first. Please						
GENERAL "A" LICENSED CONTRACTOR, SPECIALIZ	ING IN ROADWAY CO	NSTRUCTION AND EXCAVA	ATION						
(2) Applicable NAICS Codes for this line o (3) This firm was established on 01 /01	f work include: 2/2010 (4) 1	37310 238910 /We have owned this fi	irm since: 01 /01 /10						
(5) Method of acquisition (Check all that app. ■ Started new business ■ Bought exist ■ Merger or consolidation ■ Other (explo	sting business	☐ Inherited business	☐ Secured concession						
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NAICS CODES AND WORKS CODES

□ North American Industry Classification System (NAICS) classifies business for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. economy. NAICS codes are required for the application and based on the firm's primary business activity.

Go to...http://www.naics.com

□ Certifying agencies use the accompanying license(s) and the NAICS cross references to assign <u>Work Codes</u> that describe a firms' primary business activity. The work codes distinguish DBE/ACDBE firms involved in the physical act of construction from those that provide support services to the construction industry.

NOTE: Works codes are assigned based on the <u>primary</u> business activities of the firm at the time of certification, and not what the firms intends to do in the future.

Firm Tax ID#

Gross receipts

(6) Is your firm "for profit"? ☑ Yes ☐ No→ Federal Tax ID# 00-123456789 STOP! If your firm is NOT for-profit, then you do NOT qualify for this program and should not fill out this application.							
□ Partnership	d Liability Partner ation enture (Identify all	•					
(8) Number of employees: Full-time 5 (Provide a list of employees, their job titles, and da	Part-time 2	Seasonal 1 to your application).	Total _8				
(9) Specify the firm's gross receipts for the las each year. If there are affiliates or subsidiaries of the firms' Federal tax returns).							
Year 2010 Gross Receipts of Applicant Firm	\$ \$550,679	Gross Receipts of Aff	filiate Firms \$				
Year 2011 Gross Receipts of Applicant Firm		Gross Receipts of Af					
Year 2012 Gross Receipts of Applicant Firm		Gross Receipts of Aff					
B. Relationships and Dealings with Other Bus							
office or storage space, yard, warehouse, facili employees with any other business, organizati If Yes, explain the nature of your relationship with the have any formal, informal, written, or oral agreement	on, or entity? 🗆	Yes 🏿 No by identifying the busine					
(2) Has any other firm had an ownership interc ☐ Yes ☑ No If Yes, explain_	est in your firm a	t present or at any tir	ne in the past?				
(3) At present, or at any time in the past, has ye (a) Ever existed under different ownership, a de (b) Existed as a subsidiary of any other firm? □ (c) Existed as a partnership in which one or mo (d) Owned any percentage of any other firm? □ (e) Had any subsidiaries? □ Yes ☒ No (f) Served as a subcontractor with another firm	ifferent type of ov ☐ Yes ☒ No ore of the partners ☐ Yes ☒ No	are/were other firms?	■ Yes 🗷 No				
(If you answered "Yes" to any of the questions in (2) whether the arrangement continues).	and/or (3)(a)-(f), yo	u may be asked to provid	le further details and explain				

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Describe familial relationships with other owners & employees

Section 3: MAJORITY OWNER INFORMATION A. Identify the majority owner of the firm holding 51% or more ownership interest. (1) Full Name: (2) Title: (3) Home Phone #: JOHN DOE OWNER & PRESIDENT/CEO (123) 456 _ 7891 (4) Home Address (Street and Number) SACRAMENTO 1234 OBEO LANE (8) Number of years as owner: 5 (5) Gender: Male □ Female (9) Percentage owned: Class of stock owned: Date acquired 01/01/10 (6) Ethnic group membership (Check all that apply): (10) Initial investment to Dollar Value Black Hispanic acquire ownership ■ Asian Pacific Native American interest in firm: Real Estate \$ Subcontinent Asian Equipment \$ Other (specify) Describe how you acquired your business: (7) U.S. Citizenship: Started business myself It was a gift from: ■ U.S. Citizen I bought it from: Lawfully Admitted Permanent Resident I inherited it from: Other (Attach documentation substantiating your investment) B. Additional Owner Information (1) Describe familial relationship to other owners and employees: MY SPOUSE OWNS 49% OF THE BUSINESS (2) Does this owner perform a management or supervisory function for any other business? ☐ Yes Mo If Yes, identify: Name of Business: (3)(a) Does this owner own or work for any other firm(s) that has a relationship with this firm? (e.g., ownership interest, shared office space, financial investments, equipment, leases, personnel sharing, etc.) 🔲 Yes 💆 No Identify the name of the business, and the nature of the relationship, and the owner's function at the firm: (b) Does this owner work for any other firm, non-profit organization, or is engaged in any other activity more than 10 hours per week? If yes, identify this activity: N/A (4)(a) What is the personal net worth of this disadvantaged owner applying for certification? \$5,100 (b)Has any trust been created for the benefit of this disadvantaged owner(s)? ■ Yes ☑ No (If Yes, you may be asked to provide a copy of the trust instrument). (5) Do any of your immediate family members, managers, or employees own, manage, or are associated with another company? I Yes No If Yes, provide their name, relationship, company, type of business, and

Accurately reflect your ownership and initial investment, your financials should support this. Please provide any backup documentation.

indicate whether they own or manage the company: (Please attach extra sheets, if needed):

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If something doesn't apply to you, write N/A.

Section 3: OWNER INFORMATION, Cont'd.

A. Identify all individuals, firms, or holding companies that hold LESS THAN 51% ownership interest in the firm (Attach separate sheets for each additional owner) (1) Full Name: (2) Title: (3) Home Phone #: Jane Doe Owner/Secretary & Treasurer (123) 456 - 7891 (4) Home Address (Street and Number). Sacramento (5) Gender: ☐ Male ☒ Female (8) Number of years as owner: 5 (9) Percentage owned: 49 Class of stock owned: A (6) Ethnic group membership (Check all that apply) Date acquired 01/01/2010 Black (10) Initial investment to Type ■ Asian Pacific
■ Native American acquire ownership Subcontinent Asian interest in firm: Real Estate \$ Other (specify) Equipment \$ (7) U.S. Citizenship: Describe how you acquired your business: ■ U.S. Citizen Started business myself Lawfully Admitted Permanent Resident It was a gift from: I bought it from: I inherited it from: Other Contributed into business with spouse (Attach documentation substantiating your investment) B. Additional Owner Information (1) Describe familial relationship to other owners and employees: Part owner with spouse (2) Does this owner perform a management or supervisory function for any other business? ☐ Yes ☒ No If Yes, identify: Name of Business: Function/Title: (3)(a) Does this owner own or work for any other firm(s) that has a relationship with this firm? (e.g., ownership interest, shared office space, financial investments, equipment, leases, personnel sharing, etc.) 🔲 Yes 🛛 No Identify the name of the business, and the nature of the relationship, and the owner's function at the firm: (b) Does this owner work for any other firm, non-profit organization, or is engaged in any other activity more than 10 hours per week? If yes, identify this activity N/A (4)(a) What is the personal net worth of this disadvantaged owner applying for certification? \$ 120,000 (b)Has any trust been created for the benefit of this disadvantaged owner(s)? ☐ Yes ☒ No (If Yes, you may be asked to provide a copy of the trust instrument). (5) Do any of your immediate family members, managers, or employees own, manage, or are associated with another company?

Yes
No If Yes, provide their name, relationship, company, type of business, and indicate whether they own or manage: (Please attach extra sheets, if needed):

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Who does what?

Make sure to accurately provide this information and ensure it reflects the duties of the staff listed.

Section 4: CONTROL

A. Identify your firm's Officers and Board of Directors (If additional space is required, attach a separate sheet):

	Name	Title	Date	Ethnicity	
			Appointed		Gender
(1) Officers of the Company	(a) JOHN DOE	PRESIDENT/CEO	01/01/10	Native Amer	M
	(b) JANE DOE	SECRETARY/TRESUR	01/01/10	Hispanic	F
	(c)				
	(d)				
(2) Board of Directors	(a) JOHN DOE	CHAIRMAN	01/01/10	Native Amer	M
	(b) JANE DOE	DIRECTOR	01/01/10	Hispanic	F
	(c)				
	(d)				

3)	Do	any	of	the	pers	ons l	listed	above	perform	a managei	nent or	supervisory	function	for any	other	business?
	37		TAT-	TCT	57		CO. C.	1								

Person:	Title:
Business:	Function:
Person:	Title:
Business:	Function:

(4) Do any of the persons listed in section A above own or work for any other firm(s) that has a relationship with this firm? (e.g., ownership interest, shared office space, financial investments, equipment, leases, personnel sharing, etc.)

■ Yes ⋈ No If Yes, identify for each:

Firm Name:	Person:	
Nature of Business Relationship:		

B. Duties of Owners, Officers, Directors, Managers, and Key Personnel

1. (Identify your firm's management personnel who control your firm in the following areas (Attach separate sheets as needed).

		Ma	Majority Owner (51% or more)					Min	Minority Owner (49% or less)							
A= Always	S = Seldom				N DOE				Name: JANE DOE							
F = Frequently	N = Never	Title: PRESIDENT/CEO						Title: SECRETARY & TREASURER								
r - Frequently	IV-Ivevel	Per	cent (Own	ed: 5	1			Perc	ent (Owne	d: 49	9			
Sets policy for comp	any direction/scope	Α		F		S		N	A		F		S		N	
of operations			×													
Bidding and estimat	ing	A	×	F		S		N	Α		F		S		N	
Major purchasing de	ecisions	Α		F	×	S		N	Α		F	X	S		N	
Marketing and sales		Α		F	×	S		N	Α		F	X	S		N	
Supervises field ope	rations	Α	×	F		S		N	Α		F		S		N	×
Attend bid opening	and lettings	Α	×	F		S		N	Α		F		S		N	X
Perform office mana	gement (billing,	Α		F		S		N	A		F		S		N	
accounts receivable/	payable, etc.)						×			×						
Hires and fires mana	gement staff	Α	×	F		S		N	Α		F	X	S		N	
Hire and fire field staff or crew		Α	×	F		S		N	Α		F	X	S		N	
Designates profits spending or investment		Α		F	×	S		N	Α		F		S	×	N	
Obligates business by contract/credit		Α		F		S	X	N	Α	X	F		S		N	
Purchase equipment				F	×	S		N	Α	×	F		S		N	
Signs business check	cs	Α		F	×	S		N	A		F	×	S		N	

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2. Complete for all Officers, Directors, Managers, and Key Personnel who control the following functions for
the firm (Attach senarate sheets as needed)

	Officer/Director/Manager/Key Personnel						nnel	Officer/Director/Manager/ Key Personnel						
A= Always S = Seldom	Name:							Name:						
F = Frequently N = Never	Title:							Title:						
1 - Frequency 14 - Frever	Race at	nd Ge	nder:					Race a	and (Gend	ler:_			
	Percent Owned:							Percent Owned:						
Sets policy for company direction/scope	A	F		S	1			A	F		S		N	
of operations				[
Bidding and estimating	A	F		S [1			A 📺	F		S		N	
Major purchasing decisions	A	F		S [1			Α 🗀	F		S		N	
Marketing and sales	A	F		S [1			Α 🔙	F		S		N	
Supervises field operations	A	F		S	1			Α 🔲	F		S		N 🔲	
Attend bid opening and lettings	A	F		S	1			Α 🗀	F		S		N _	
Perform office management (billing,	A	F		S	1			A	F		S		N	
accounts receivable/payable, etc.)				[
Hires and fires management staff	A	F		S [1			Α 📉	F		S		N	
Hire and fire field staff or crew	A	F		S	1			Α 🛄	F		S		N	
Designates profits spending or investment	A	F		S [1			Α 🗀	F		S		N 🔲	
Obligates business by contract/credit	A	F		S	1			A 🗀	F		S		N	
Purchase equipment	Α 🔲	F		S [l			Α 🔲	F		S		N _	
Signs business checks	A	F		S [1			Α 📮	F		S		N	

Do any of the persons listed in B1 or B2 perform a management or supervisory function for any other business? If Yes, identify the person, the business, and their title/function:

Do any of the persons listed above own or work for any other firm(s) that has a relationship with this firm? (e.g., ownership interest, shared office space, financial investments, equipment, leases, personnel sharing, etc.) If Yes, describe the nature of the business relationship: N/A

C. Inventory: Indicate your firm's inventory in the following categories (Please attach additional sheets if needed):

1. Equipment and Vehicles

	Make and Model	Current Value	Owned or Leased by Firm or Owner?	Used as collateral?	Where is item stored?
1.	EXCAVATOR	\$ 155,000	OWNED	NO	HOME OFFICE
2.	DOZER	\$ 35,000	OWNED		HOME OFFICE
3.	SKID-STEER	\$ 10,000	OWNED		HOME
4.					
5.					
6.					
7.					
8.					
9.					

2. Office Space Street Address

Street Address Owned or Leased by Firm or Owner?

OWNED OWNED

Current Value of Property or Lease \$ 500,000

Don't forget to include all of your equipment you own or lease to perform your work and conduct business.

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3. Storage Space (Provide signed lease agreements for the properties listed)											
Street Address		Owned or I		y Cur	rent Value o	f Property or Lease					
Home Office		Home Add									
D. Does your firm rely on any other firm for management functions or employee payroll? Yes No											
E. Financial/Banking Information	1 (Provide bank	k authorization	and sign	ature cards)							
Name of bank: Bank of Money		City	and State	e: Sacrament	o, CA						
The following individuals are able	to sign checks	on this accor	ınt: Joh	n Doe							
Name of bank:		City	and State	a-							
The following individuals are able											
Bonding Information: If you have Aggregate limit \$ _1,000,000				s bonding	aggregate an	d project limits:					
F. Identify all sources, amounts, and purposes of money loaned to your firm including from financial institutions. Identify whether you the owner and any other person or firm loaned money to the applicant DBE/ACDBE. Include the names of any persons or firms guaranteeing the loan, if other than the listed owner (Provide copies of signed loan agreements and security agreements).											
Name of Source Address of S	ource	Name of P Guarantee	ing the	Original Amount	Current Balance	Purpose of Loan					
1. Bank of Money 12345 Lane		Loan John	Doe	\$ 200,000	\$ 140,000	Wprking Capital					
2											
2.											
3											
G. List all contributions or transf individual over the past two years				d to/from	any of its ow	ners or another					
Contribution/Asset Dollar Va	alue From	Whom	To W	hom	Relation	ship Date of					
	Trans	ferred	Trans	ferred		Transfer					
1.											
2											
3											
H. List current licenses/permits held by any owner and/or employee of your firm (e.g. contractor, engineer, architect, etc.)(Attach additional sheets if needed):											
Name of License/Permit Holder 1. John Doe		pe of Licens neral "A" Contra			Expiration D 1/01/2016	Oate State CA					
2. <u> </u>											
3.											

"HINT" read through the application and make note of what financial information is needed prior to beginning the process. This will allow you to move through the application without stopping.

Page 12 of 14

I. List the three largest contracts completed by your firm in the past three years, if any

Name of Owner/Contractor CA Department of Transpor	Name/Location of Project Interstate-5 Widening	Type of Work Performed Roadway excavation, leveling, compactin	Dollar Value of Contract \$ 205,843
2. City of Sacramento	J St. repairs Sacramento, CA	Grading & Earthwork	\$ 55,456
3. CA Dept of Transportation	Interstate 80 repairs Davis CA	Earthwork, grading, demolition, & paving	\$ 556,893

J. List the three largest active jobs on which your firm is currently working:

١,	Name of Prime Contractor and Project Number	Location of Project	Type of Work	Project Start Date	Anticipated Completion Date	Dollar Value of Contract
1.	JOHN DOE CONSTRUCTION, INC	Sacramento	Earthwork, grading, demolition, paving	01/01/15	04/12/15	\$ 650,432.00
2.						
3.						

AIRPORT CONCESSION (ACDBE) APPLICANTS ONLY MUST COMPLETE THIS SECTION

Identify the following information concerning the ACDRE applicant firm:

Concession Space	Address / Location at Airport	Value of Property or Lease	Fees/Lease Payments Paid to the Airport

Provide information concerning any other airport concession businesses the applicant firm or any affiliate owns and/or operates, including name, location, type of concession, and start date of concession

Name of Concession	<u>Location</u>	Type of Concession	Start Date of Concession

If you don't have contracts or work to reference, simply write N/A.

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AFFIDAVIT OF CERTIFICATION

This form must be signed and notarized for <u>each</u> owner upon which disadvantaged status is relied.

A MATERIAL OR FALSE STATEMENT OR OMISSION MADE IN CONNECTION WITH THIS APPLICATION IS SUFFICIENT CAUSE FOR DENIAL OF CERTIFICATION, REVOCATION OF A PRIOR APPROVAL, INITIATION OF SUSPENSION OR DEBARMENT PROCEEDINGS, AND MAY SUBJECT THE PERSON AND/OR ENTITY MAKING THE FALSE STATEMENT TO ANY AND ALL CIVIL AND CRIMINAL PENALTIES AVAILABLE PURSUANT TO APPLICABLE FEDERAL AND STATE LAW.

T JOHN DOE	/C.11	
	(full name	printed),
swear or affirm under penalty of law	that I am	
PRESIDENT/CEO (tit	tle) of the applic	ant firm
JOHN DOE CONSTRUCTION, INC.		and that I
have read and understood all of the o	questions in this	
application and that all of the forego	ing information	and
statements submitted in this applicat	ion and its attacl	hments
and supporting documents are true a	nd correct to the	best of
my knowledge, and that all response	s to the question	s are full
and complete, omitting no material i	nformation. The	responses
include all material information nece	essary to fully ar	ıd
accurately identify and explain the o	perations, capab	ilities and
pertinent history of the named firm a	s well as the ow	marchin

I recognize that the information submitted in this application is for the purpose of inducing certification approval by a government agency. I understand that a government agency may, by means it deems appropriate, determine the accuracy and truth of the statements in the application, and I authorize such agency to contact any entity named in the application, and the named firm's bonding companies, banking institutions, credit agencies, contractors, clients, and other certifying agencies for the purpose of verifying the information supplied and determining the named firm's eligibility.

control, and affiliations thereof.

I agree to submit to government audit, examination and review of books, records, documents and files, in whatever form they exist, of the named firm and its affiliates, inspection of its places(s) of business and equipment, and to permit interviews of its principals, agents, and employees. I understand that refusal to permit such inquiries shall be grounds for denial of certification.

If awarded a contract, subcontract, concession lease or sublease, I agree to promptly and directly provide the prime contractor, if any, and the Department, recipient agency, or federal funding agency on an ongoing basis, current, complete and accurate information regarding (1) work performed on the project; (2) payments; and (3) proposed changes, if any, to the foregoing arrangements.

I agree to provide written notice to the recipient agency or Unified Certification Program of any material change in the information contained in the original application within 30 calendar days of such change (e.g., ownership changes, address/telephone number, personal net worth exceeding \$1.32 million, etc.). I acknowledge and agree that any misrepresentations in this application or in records pertaining to a contract or subcontract will be grounds for terminating any contract or subcontract which may be awarded; denial or revocation of certification; suspension and debarment; and for initiating action under federal and/or state law concerning false statement, fraud or other applicable offenses.

I certify that I am a socially and economically disadvantaged individual who is an owner of the above-referenced firm seeking certification as a Disadvantaged Business Enterprise or Airport Concession Disadvantaged Business Enterprise. In support of my application, I certify that I am a member of one or more of the following groups, and that I have held myself out as a member of the group(s): (Check all that apply):

□ Female
 □ Black American
 □ Hispanic American
 ■ Native American
 □ Asian-Pacific American
 □ Other (specify)

I certify that I am socially disadvantaged because I have been subjected to racial or ethnic prejudice or cultural bias, or have suffered the effects of discrimination, because of my identity as a member of one or more of the groups identified above, without regard to my individual qualities.

I further certify that my personal net worth does not exceed \$1.32 million, and that I am economically disadvantaged because my ability to compete in the free enterprise system has been impaired due to diminished capital and credit opportunities as compared to others in the same or similar line of business who are not socially and economically disadvantaged.

I declare under penalty of perjury that the information provided in this application and supporting documents is true and correct.

,

NOTARY CERTIFICATE

Don't forget to get me NOTARIZED!!

Supporting Document Checklist

- Required Documents for ALL applicants
- Partnership or Joint Venture
- Corporation or LLC
- Possible Documents to Be Provided on Request
- Suppliers



UNIFORM CERTIFICATION APPLICATION SUPPORTING DOCUMENTS CHECKLIST

In order to complete your application for DBE or ACDBE certification, you must attach copies of all of the following REQUIRED documents. A failure to supply any information requested by the UCP may result in your firm denied DBE/ACDBE certification.

Required Documents for All Applicants

- ☐ Résumés (that include places of employment with corresponding dates), for all owners, officers, and key personnel of the applicant firm
- ☐ Personal Net Worth Statement for each socially and economically disadvantaged owners comprising 51% or more of the ownership percentage of the applicant firm.
- Personal Federal tax returns for the past 3 years, if applicable, for each disadvantaged owner
- ☐ Federal tax returns (and requests for extensions) filed by the firm and its affiliates with related schedules, for the past 3
- □ Documented proof of contributions used to acquire ownership for each owner (e.g., both sides of cancelled checks)
- ☐ Signed loan and security agreements, and bonding forms ☐ List of equipment and/or vehicles owned and leased including VIN numbers, copy of titles, proof of ownership, insurance cards for each vehicle.
- ☐ Title(s), registration certificate(s), and U.S. DOT numbers for each truck owned or operated by your firm
- Licenses, license renewal forms, permits, and haul authority forms
- ☐ Descriptions of all real estate (including office/storage space, etc.) owned/leased by your firm and documented proof of ownership/signed leases
- Documented proof of any transfers of assets to/from your firm and/or to/from any of its owners over the past 2 years
- DBE/ACDBE and SBA 8(a), SDB, MBE/WBE certifications, denials, and/or decertifications, if applicable; and any U.S. DOT appeal decisions on these actions.
- □ Bank authorization and signatory cards
- ☐ Schedule of salaries (or other remuneration) paid to all officers, managers, owners, and/or directors of the firm
- ☐ List of all employees, job titles, and dates of employment.
- Proof of warehouse/storage facility ownership or lease arrangements

Partnership or Joint Venture

☐ Original and any amended Partnership or Joint Venture Agreements

Corporation or LLC

- Official Articles of Incorporation (signed by the state official)
- ☐ Both sides of all corporate stock certificates and your firm's stock transfer ledger
- ☐ Shareholders' Agreement(s)
- ☐ Minutes of all stockholders and board of directors meetings

Corporate by-laws and any amendments
☐ Corporate bank resolution and bank signature cards
☐ Official Certificate of Formation and Operating Agreemen

Optional Documents to Be Provided on Request

with any amendments (for LLCs)

The UCP to which you are applying may require the submission of the following documents. If requested to provide these document, you must supply them with your application or at the on-site visit.

- □ Proof of citizenship
- ☐ Insurance agreements for each truck owned or operated by your firm
- ☐ Audited financial statements (if available)
- ☐ Personal Federal Tax returns for the past 3 years, if applicable, for other disadvantaged owners of the firm.
- ☐ Trust agreements held by any owner claiming disadvantaged status
- ☐ Year-end balance sheets and income statements for the past 3 years (or life of firm, if less than three years)

Suppliers

☐ List of product lines carried and list of distribution equipment owned and/or leased

Page 14 of 14

PERSONAL NET WORTH STATEMENT

- □ A supplemental form required with application.
- □ Report an individual's personal net worth includes only his or her own share of assets held separately, jointly, or as community property with individual's spouse and excludes the following:
 - □ Individual's ownership interest in the applicant firm;
 - □ Individuals' equity in his or her primary residence;
 - □ Tax and interest penalties that would accrue if retirement savings or investments (e.g., pension plans, Individual Retirement Accounts, 401 (k) accounts, etc.) were distributed at the present time.

Personal Net Worth Statement

- Must fill out all line items on the Personal Net Worth Statement
- All assets must be reported at current fair market values as of the date of the statement.
- Assets
 - Cash and cash equivalents
 - Retirement accounts, IRA, 401Ks, 403Bs, Pensions
 - Brokerage and custodial accounts, stocks, bonds, retirement accounts
 - Assets held in trust
 - Loans to shareholders and other receivables not listed
 - Real Estate
 - Life insurance
- Liabilities
 - Mortgages on real estate
 - Loans on life insurance
 - Unpaid Taxes

	U.S. Departm Transportat		Personal I For DBE/ACI As of	DBE Pr				AB APPROVAL NO: EXPIRATION DATE:
owner of a firm ap Each person signi statements made.	plying to participate a ng this form authoriz	as a DBE or A es the Unified bly to will use	ACDBE, whose ow d Certification Prog the information pro	nership a ram (UCF ovided to (nd contro) recipie determine	I are relied upon for nt to make inquiries whether an owne	or DBE certifica s as necessary r is economica	Programs. Each individual tion must complete this form. to verify the accuracy of the ly disadvantaged as defined in DOT.
Name								Business Phone
Residence Addres City, State and Zip	ss (As reported to the Code	e IRS)						Residence Phone
Business Name of	f Applicant Firm							
Spouse's Full Nar (Marital Status: Si	ne ngle, Married, Divorc	ed, Union)						
ASSETS			(Omit C	ents)	LIABILI	TIES		(Omit Cents)
Cash and Cash E	quivalents		\$			Life Insurance ete Section 5)		\$
Pensions, etc.) (R interest penalties	nts (IRAs, 401Ks, 40 eport full value minus that would apply if as (Complete Section 3	s tax and sets were	\$		Excludi	es on Real Estate ng Primary Reside ete Section 4)		\$
Brokerage, Investi	ment Accounts		\$		Notes, (Comple	Obligations on Pere	sonal Property	\$
Assets Held in Tru	ıst		\$			Accounts Payable		\$
Loans to Shareho (Complete section	Iders & Other Receiv	ables	\$			iabilities ete Section 8)		\$
Real Estate Exclu (Complete Section	ding Primary Resider 1 4)	nce	\$		Unpaid (Comple	Taxes ete Section 8)		\$
Life Insurance (Ca (Complete Section	ash Surrender Value n 5)	Only)	\$					
Other Personal Pr (Complete Section	operty and Assets n 6)		\$					
Business Interests (Complete Section	Other Than the App 17)	licant Firm	\$					
		Total Assets	\$				otal Liabilities	\$
Section 2. Notes	Payable to Banks	and Others					NET WORTH	
		Original	Current	Dove	ment	Frequency	How So	cured or Endorsed Type of
Name of Noteholo	ler(s)	Balance	Balance		ount	(monthly, etc.)	1 IOW 36	Collateral

Personal Net Worth Statement - Page 2

- Section 3 Include brokerage and custodial accounts, stocks, bonds, and retirement account information.
- Section 4 Include all Real Estate
 Owned (Include primary residence, investment properties, and Personal property leased or rented, Farm Properties, or any other income producing property.
- Section 5 Life Insurance including beneficiaries

Name of Security / Brokerag Accou		irement	Cost	Market Value Quotation/Exchange	Date Quotation/l		Total Value
				<u> </u>			
Section 4. Real Estate Owne	ed (Including P	rimary Resig	dence, Investr	nent Properties, Person	al Property L	eased or R	ented for Business
Purposes, Farm Properties,		ncome Produ ary Residenc		y). (List each parcel separ Property B	rately. Add ad	lditional she	ets if necessary). Property C
Type of Property	Finne	ary resident	e	Floperty 5			Property C
Address							
-oui ess							
Date Acquired and Method of Acquisition (purchase, inherit, divorce, gift, etc.)							
Names on Deed							
Purchase Price			-+				
Present Market Value							
Source of Market Valuation							
Name of all Mortgage Holders							
Mortgage Acc. # and balance (as of date of form)							
Equity line of credit balance							
Amount of Payment Per Month/Year (Specify)							
Section 5. Life Insurance He		mount and ca	ash surrender v	alue of policies, name of	insurance cor	npany and b	beneficiaries).
Insurance Company	Face Value	Cash Surre	ender Amount	Beneficiaries		Loan on P	Policy Information

Personal Net Worth Statement - Page 3

- Section 6 Include personal property or assets such as automobiles, recreation vehicles, motorcycles, boats, etc.) Household Goods / Jewelry will also be included in the section.
- Section 7 Value of Other Business Investments
- Section 8 Other Liabilities and Unpaid Taxes.
- Section 9 Transfer of Assets to spouse, domestic partner, relative, or entity.
- Important Have PNW Notarized!!!

Type of Property or Asset	Total Present Value	Amount of Liability (Balance)	Is this asset insured?	Lien or Note amount and Terms of Payment
Automobiles and Vehicles (including recreation vehicles, motorcycles, boats, etc.) Include personally owned vehicles that are leased or rented to businesses or other individuals.				
Household Goods / Jewelry				
Other (List)				
wiel (List)				
Accounts and Notes Receivables				
iection 7. Value of Other Business Investments, Other Businesses Owr iole Proprietorships, General Partners, Joint Ventures, Limited Liability Com			ded Corporati	ons
partner, relative, or entity in which you have an ownership or beneficial declare under penalty of perjury that the information provided in this persona orrect. I certify that no assets have been transferred to any beneficiary for less	interest including I net worth statements than fair market	a trust? Yes ent and supportinuous in the last to	No 🛘 If yes, do	escribe. is complete, true and cognize that the
partner, relative, or entity in which you have an ownership or beneficial declare under penalty of perjury that the information provided in this persona orrect. I certify that no assets have been transferred to any beneficiary for les formation submitted in this application is for the purpose of inducing certifica gency may, by means it deems appropriate, determine the accuracy and trut tatement, and I authorize such agency to contact any entity named in the appropriate, the properties of the	Interest including I net worth statements than fair market tion approval by a hof the statements olication or this pengencies for the purepresentations in the may be awarded.	atrust? Yes ant and supporting the last to government ager in the application sonal financial structure pose of venifying this application of the denial or revoce	g documents g documents wo years. I re noy. I understs n and this per stement, inclu the informati r in records per stion of certific	is complete, true and cognize that the and that a government sonal net worth ding the names on supplied and artaining to a contract sation; suspension and
partner, relative, or entity in which you have an ownership or beneficial declare under penalty of perjury that the information provided in this persona orrect. I certify that no assets have been transferred to any beneficiary for les formation submitted in this application is for the purpose of inducing certifica gency may, by means it deems appropriate, determine the accuracy and trut tatement, and I authorize such agency to contact any entity named in the apparating institutions, credit agencies, contractors, clients, and other certifying a etermining the named firm's eligibility. I acknowledge and agree that any misr subcontract will be grounds for terminating any contract or subcontract while bearment; and for initiating action under federal and/or state law concerning	Inet worth statements than fair market iton approval by a h of the statements olication or this per agencies for the purepresentations in h may be awarded false statement, free NOTAR	ant and supporting white in the last to government agers in the application of the suppose of verifying this application of the suppose of verifying the suppose of verifyi	g documents wo years. I re noy. I underste n and this per stement, incluithe information in records price able offense	is complete, true and cognize that the and that a government sonal net worth ding the names on supplied and artaining to a contract sation; suspension and
declare under penalty of perjury that the information provided in this persona orrect. I certify that no assets have been transferred to any beneficiary for les formation submitted in this application is for the purpose of inducing certifica gency may, by means it deems appropriate, determine the accuracy and trut tatement, and I authorize such agency to contact any entity named in the apy anking institutions, credit agencies, contractors, clients, and other certifying a tetermining the named firm's eligibility. I acknowledge and agree that any mist subcontract will be grounds for terminating any contract or subcontract while ebarment; and for initiating action under federal and/or state law concerning	Inet worth statements than fair market iton approval by a h of the statements olication or this per agencies for the purepresentations in h may be awarded false statement, free NOTAR	ant and supporting white in the last to government agers in the application of the suppose of verifying this application of the suppose of verifying the suppose of verifyi	g documents wo years. I re noy. I underste n and this per stement, incluithe information in records price able offense	is complete, true and cognize that the and that a government sonal net worth ding the names on supplied and ertaining to a contract pation; suspension and s.
Section 9. Transfer of Assets: Have you within 2 years of this personal partner, relative, or entity in which you have an ownership or beneficial declare under penalty of perjury that the information provided in this personal orrect. I certify that no assets have been transferred to any beneficiary for les information submitted in this application is for the purpose of indusing certification gency may. By means it deems appropriate, determine the accuracy and trut tatement, and I authorize such agency to contact any entity named in the appraishing institutions, credit agencies, contractors, clients, and other certifying eletermining the named firm's eligibility. I acknowledge and agree that any mis resubcontract will be grounds for terminating any contract or subcontract will be promoted from the properties of the province of the prov	Inet worth statements than fair market iton approval by a h of the statements olication or this per agencies for the purepresentations in h may be awarded false statement, free NOTAR	ant and supporting white in the last to government agers in the application of the suppose of verifying this application of the suppose of verifying the suppose of verifyi	g documents wo years. I re noy. I underste n and this per stement, incluithe information in records price able offense	is complete, true and cognize that the and that a government sonal net worth ding the names on supplied and ertaining to a contract pation; suspension and s.

SOME HELPFUL TIPS...

- Use the Supporting Documents Checklist and indicate "N/A" for items "Not Applicable."
- Remember to complete each section of the application and submit the required documents.
- Remember to sign, date, and notarize both the application and the Personal Net Worth Statement.
- For DBE/ACDBE questions, E-mail: DBE/ACDBE.Certification@dot.ca.gov or call 916-324-1700
 Monday Friday between 8:00am 5:00pm and ask to speak to the "Analyst of the Day."
- Check out our Frequently Asked Questions at:
 http://www.dot.ca.gov/hq/bep/files/Disadvantaged_Business_Enterprise_DBE_Program_FAQs.pdf

WHAT HAPPENS NEXT?

- ☐ Your application is assigned to an Analyst.
- □ Analyst conducts preliminary review to determine missing documentation and further clarification (if needed).
- □ A Site Visit is scheduled and conducted.
- ☐ The analyst will conduct a final review of the record in its entirety, and make an eligibility recommendation.
- □ Certification determination completed.



I'M A CERTIFIED DBE, WHAT DO I DO NOW?

- □ Be Proactive
- □ Educate yourself
- Market your firm
- □ Network
- Be prepared



Hit the ground running

RESOURCES

For Application Assistance:
Call the DBE Analyst of the Day
(916) 324-1700

QUESTIONS



Marta Carrera
Statewide Small Business Outreach Specialist
Training and Outreach Branch
(916) 324-1027
marta.carrera@dot.ca.gov

