

# DOING BUSINESS WITH THE OHIO DEPARTMENT OF TRANSPORTATION



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Department of  
Transportation

# THE OHIO DEPARTMENT OF TRANSPORTATION



## Lorraine Stevens

***Central and SE Ohio Outreach Manager, Office of Outreach***  
ODOT Division of Small Business & External Workforce  
Development



# ODOT'S MISSION

## Our Mission

To provide a transportation system that is safe, accessible, well maintained, and positioned for the future.

To serve all Ohioans,  
we work together as



The Ohio Department of Transportation (ODOT) supports the state highway system and promotes transportation initiatives statewide.

As a more than \$3 billion per year enterprise, ODOT invests the bulk of its resources in system preservation through maintenance, construction, and snow and ice operations.



# TRANSPORTATION THROUGH OHIO

## Ohio Transportation System Statistics:



### Nation's 5th Largest Interstate System

With more than 8,000 lane miles - enough to travel from Wash., D.C. to LA, CA about 3 times.



### 2nd Most Bridges in U.S.

The Buckeye state is second only to Texas, with more than 27K structures.



### 6th Highest Vehicle Miles Traveled

More than 103 billion annual total VMT through the state.



### 6th Largest Volume of Freight

1.38 billion tons move annually in and through Ohio.



### 4th in Active Rail Line Mileage

Third most in the country, with 5,081 route miles, 3.6% of the US Rail System.



### 7th Most Centerline Miles

The nation's 7th largest total of centerline road miles.



# DIVISION OVERVIEW - SMALL BUSINESS & EXTERNAL WORKFORCE DEVELOPMENT



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**Deborah Green, Deputy Director**

[Small Business & External Workforce Development | Ohio Department of Transportation](#)

Office of Small Business Services  
Juleda Stoltz, Administrator

DBE & SBE Certification

DBE & SBE Reporting

Supportive Services

On the Job Training (OJT) Program

External Workforce Development

Title VI

Americans with Disability Act (ADA) /  
Section 504

Office of Contractor Compliance  
Katie LaPlace, Administrator

Prevailing Wage

Certified Payroll

Prompt Payment

DBE, SBE, and EDGE Goal Setting

Good Faith Efforts

Commercially Useful Function (CUF)  
Monitoring

Office of Outreach  
Lynn Stevens, Administrator

Statewide, Regional, District DBE, SBE,  
MBE, EDGE Resources

ODOT, Business Community  
Resources

DBE & Small Business Webinars,  
Workshops, Events





# OUTREACH'S FOCUS

**Connecting businesses to ODOT and other state agency opportunities**

**Use education, outreach, and targeted resources to build access and awareness**

**Passionate about growing partnerships**



## Bridging Connections



### Certify

Help firms obtain  
DBE & SBE  
certifications



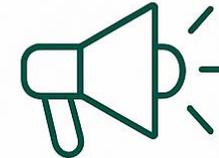
### Connect

Facilitate  
meet-and-greet  
sessions with  
prime contractors



### Guide

Navigate  
participation goals  
on transportation  
projects



### Advocate

Represent small  
businesses in  
Ohio's Heavy  
Highway industry



## Empowering Veteran-Owned Businesses

- **Connect**
  - Partner with agencies to link veterans to opportunities
- **Educate**
  - Host target outreach and training events
- **Support**
  - Assist veteran-owned businesses in navigating resources



# DOING BUSINESS WITH ODOT

## A Vendors Road Map



# DOING BUSINESS WITH ODOT

## Doing Business with ODOT (2026)

### Supplier Onboarding & Bidding Guide



Get an OHID



Access  
OhioBuys



Complete  
Supplier Profile



Respond to  
Solicitations

- What you'll need
- Where to go
- Who to contact

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# ODOT CONTRACTING & PROCUREMENT OPPORTUNITIES

Construction & Trades	Professional & Technical Services	Construction Material Supplier & Services	Commodities & Goods	Administrative & Other
Highway & Bridge sub-consultant, and Sub-contractor	Engineering design and drafting	Rock and Hauling (aggregates, asphalt, etc. )	Safety products and PPE	Marketing, graphic design, and printing
Concrete flatwork, asphalt paving, striping	Environmental consulting	Equipment rental (with or without operator)	Office supplies and IT equipment (for internal support services)	Training, Translation, and facilitation services
Traffic control services, erosion control, seeding	Surveying, geotechnical services, and inspection	Site preparation and demolition		
Electrical work (signals, lighting, guardrail installations)	Right-of-way services			



# WHAT DOES ODOT BUY – GOODS AND SERVICES

Construction & Maintenance Services	Materials & Supplies	Equipment & Vehicles	Professional Services	Technology & Software	Training
Roadways & bridge construction	Asphalt, concrete, aggregate, & salt	Snowplows, dump trucks, and maintenance vehicles	Engineering & Design consulting	Traffic monitoring systems	Vendor & Contractor training programs
Asphalt & concrete paving	Paint, signs, & lighting materials	Construction equipment (loaders, rollers, excavators)	Environmental studies & permitting	GIS and mapping tools	Public outreach & communication services
Snow & ice removal services	Fuel and Lubricants	IT and office equipment	Surveying & geotechnical services	Project management & scheduling software	Event Support & facilitation
Roadside mowing & landscaping	Safety equipment & personal protective gear		Construction inspection & project management	Data analytics tools for planning safety	
Drainage, guardrails, & signal installation					



# ODOT CONTRACTING CERTIFICATIONS AT A GLANCE

Federal	State
<b>DBE Goals (23-25) — 15.7%</b>  (Currently no goals)	<b>EDGE Goals — 5%</b> 
<b>DBE Development Goals</b>  (Currently no goals)	<b>EDGE Development Goals</b> 
<b>ODOT SBE Set-Asides</b>  	<b>MBE Set-Asides — 20%</b> 
<b>ODOT SBE Goals</b> 	<b>VFBE Preference Program</b> 



# SMALL BUSINESS ENTERPRISE (SBE) PROGRAM

## Eligibility, Benefits, Requirements, Timeline



# SBE PROGRAM – CURRENT STATUS



**ODOT Projects:** Advertised DBE goals updated to SBE goals; SBE Set-Asides continue.



**Local Programs:** DBE goals removed for projects currently advertised.



**Future LPA Projects:** SBE goal setting begins for projects December 1.



# SBE PROGRAM

## SBE Pilot

- Pilot projects for construction were included in lettings across a 90-day span from June - September
  - 3 engineering projects in the September programmatic
- 
- Formal approval received in August 2025 to continue SBE contract goal setting



# SBE SET-ASIDE PRE-QUALIFICATIONS

- All SBE firms must be certified prior to submitting a bid.
- In order to bid on a SBE set aside your company must be prequalified with ODOT's Office of Contracts
  - [Prequalification & Certification | Ohio Department of Transportation](#)
- SBE certification is primarily focused on firms that perform work directly to heavy highway construction services.



## Prequalification & Certification

Information for Contractors  
Currently or Wanting to Become  
Prequalified, Prequalified  
Contractors List and Work Type  
Forms. DBE & EDGE Certifications  
and requirements. Certified

CONTRACTS

SHARE



# ODOT SBE CERTIFICATION: WHERE IT APPLIES

## ODOT SBE Certification: Where It applies

SBE certification applies only to federally funded ODOT projects.



### Heavy Highway Construction

Roads, highways, bridges



### Consulting & Engineering Design

Major highway reconstruction,  
geotechnical, environmental  
consulting

SBE is race- and gender-neutral. Any small business meeting size and net worth requirements can qualify. ODOT received FHWA approval (Aug. 1, 2025) to apply SBE



# SBE REQUIRMENTS



# BUSINESS & SIZE STANDARDS

## SBE Certification – Eligibility Requirements

### Business Requirement

- Firm must be an independent, for-profit business

### Financial Criteria

- Personal Net Worth (PNW) < \$2.047 million

### Revenue Limits

- Construction: ≤ \$22.5M (3-year avg)
- Consultant: ≤ \$12.75M (3-year avg)

Refer to ODOT SBE Guidelines for full details.



# PERSONAL NET WORTH (PNW)

## Personal Net Worth PNW Guidelines & IFR Changes (Oct 2025)

**PNW THRESHOLD: \$2.047 MILLION**

### Excludes

- Primary residence
- Equity in the applicant firm
- Retirement accounts

### New Requirements (Effective Oct 2025:

- New PNW Form (OMB No. 2105-0586, valid through May 2027)
- Personal Narrative proving social & economic disadvantage

### Includes

- Equity in other business interests
- Full value of contents of primary residence  
(Exclude 50% if cohabiting with spouse/domestic partner )
- Value of all motor vehicles, raft, and ATVs titled in owner's name or operated by them

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# SBE CONTRACTS & REQUIREMENTS

- ODOT will continue set-asides
- Construction set-asides < \$2 million
- Consulting set-asides < \$350,000
- The SBE must perform and exercise responsibility for at least 30% of the total cost of its contract with its own workforce.
- The SBE must perform a commercially useful function.
- In order to bid or submit a letter of interest on an SBE set aside, the company must be prequalified with ODOT's Office of Contracts and/or Office of Consultant Services.



# SBE QUALIFICATIONS

- A for Profit-Heavy Highway Firm –Must work in Construction or Construction Related Consultant Services AS A PRIME.
- Perform or exercising responsibility for at least 30 percent of the total cost of a construction or construction-related consultant services contract with its own workforce.
- PRIME = CUF(Commercial Useful Function)
- Subcontractors can perform other 70%.



# SBE DISQUALIFICATION

- All applications must be completed in their entirety.
- If an applicant knowingly supplies false or inaccurate information, the applicant shall be disqualified and may be subject to further penalties as provided by law.
- The business, or any principal owner of the business, must not have been debarred or convicted of bid-related crimes or violations within the past six years in any state or federal jurisdiction, or be under notice of intent to debar in any jurisdiction.



# ODOT SBE CERTIFICATION: ADVANTAGES

## Benefits of SBE Certification



SBE directory  
listing



Showcase  
capability statement



Networking  
opportunities



Supportive  
services



Mentor/Protégé  
program



Training &  
workshops

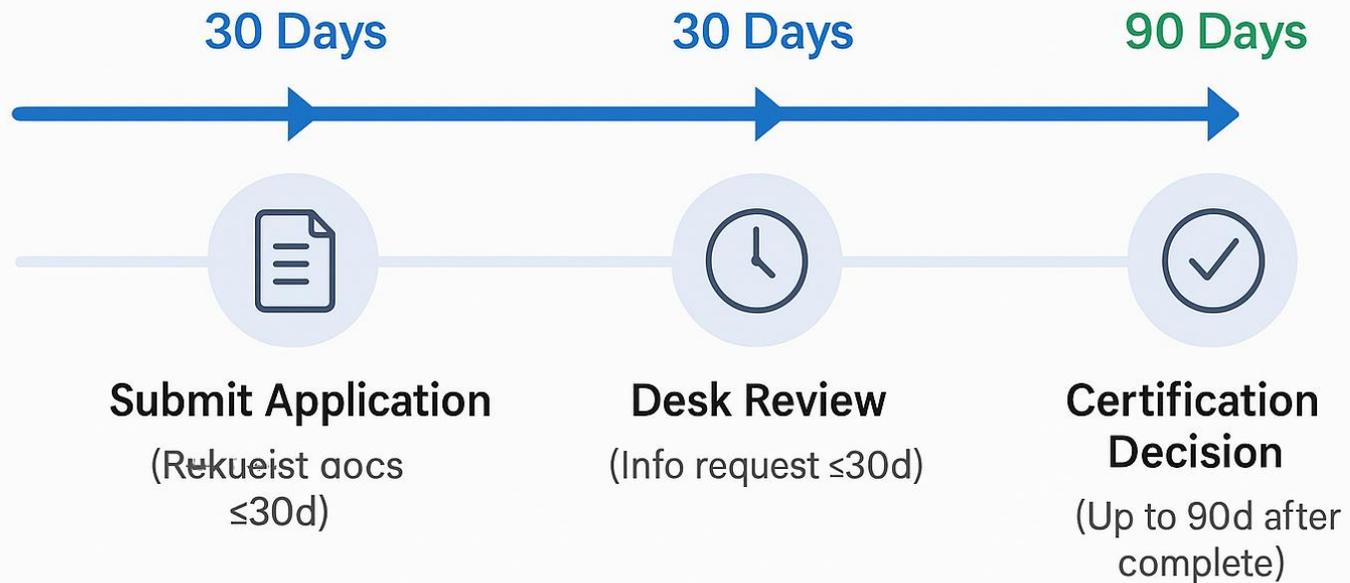
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# CERTIFICATION PROCESS & TIMEFRAMES

## SBE Certification Process & Timeframe



Additional information may be requested anytime during review.



# SMALL BUSINESS ENTERPRISE WITH ODOT: SBE SET-ASIDE

## Comparison: Construction SBE vs Consultant Services SBE

	Construction SBE	Consultant Services SBE
Set-Aside Amount	Under \$2M	\$250K – \$300K
Typical Projects	Bridge, Culvert, Resurfacing	Geotechnical, Environmental
Eligibility Notes	ODOT Prime Contractor	ODOT Prime Contractor



# ELIGIBILITY FOR SBE - WRAP IT UP

## Small Business Enterprise (SBE) Program | Ohio Department of Transportation

 <b>Business Size</b>	Meets U.S. DOT size standards
 <b>Ownership &amp; Control</b>	51% disadvantaged ownership
 <b>Personal Net Worth</b>	Below \$2.047M per owner
 <b>Independence</b>	Operates independently
 <b>Location</b>	U.S.-based, performs useful function
 <b>Management &amp; Control</b>	Owner's direct operations
 <b>Licensing &amp; Expertise</b>	Required licenses & skills



# OFFICE OF OUTREACH CONTACTS



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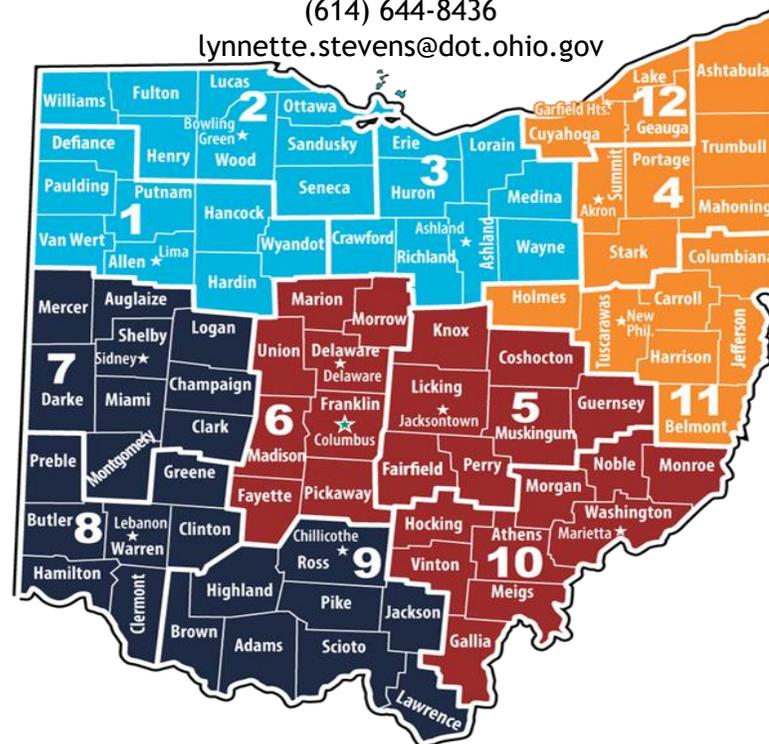


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