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2023 AK DBE Conference “Becoming a DBE Prime” (March 3 @10:15 a.m.)

Presented by:

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Compliance

Becoming a DBE Prime

From This...

To This!



SDC Haz-
Waste
Cleanup,
2003



Anchor River Bridge Replacement
Project, 2021-2022

Be a Responsive Bidder

Letting ID: CDRER01026

STATE OF ALASKA

Proposal ID: CDRER01026

Letting Date & Time: 10/19/2022 2:00 PM

DEPARTMENT OF TRANSPORTATION

AND PUBLIC FACILITIES

Bid Schedule - Advertisement

Section 1 - Basic Bid

Prop Line #	Item Number	Item Description	Quantity	Unit	Unit Bid Price	Amount Bid
10	640.0001.0000	Mobilization and Demobilization	All Required	Lump Sum	Lump Sum	
20	643.0002.0000	Traffic Maintenance	All Required	Lump Sum	Lump Sum	
30	643.0023.0000	Traffic Price Adjustment	All Required	Contingent Sum	Contingent Sum	\$0.00
40	643.0025.0000	Traffic Control	All Required	Contingent Sum	Contingent Sum	\$50,000.00
50	643.0032.0000	Flagging	All Required	Contingent Sum	Contingent Sum	\$25,000.00
60	699.2001.0000	Overcrossing Girder Replacement	All Required	Lump Sum	Lump Sum	

Total Bid: _____

Have your annual Bidders Registration form filed with DOT (Form 25D-6).

Send out bids to the listed primes prior to bid due (usually same day to avoid bid-shopping). Don't wait for them to ask you. Have your DOT Cert number on the top of the quote and include that you are a DBE/WBE and in what work categories.

Read the solicitations thoroughly to know what the DBE/WBE goals are and what services your firm can provide. Avoid "pass-throughs" and only bid/accept jobs that your firm will be performing a substantial amount of the work.

Submit your bids according to the appropriate bid schedule by the Prime's bid items- so the prime doesn't have to ask for clarification or bids. List any and all terms, exceptions, exclusions, inclusions, special payment terms, etc. on your bid.

Follow-up with the "Apparent Low Bidder." Find out why they DID or DID NOT use your number. Request copies of their DBE GFE forms from the CO.

Build your corporate team.

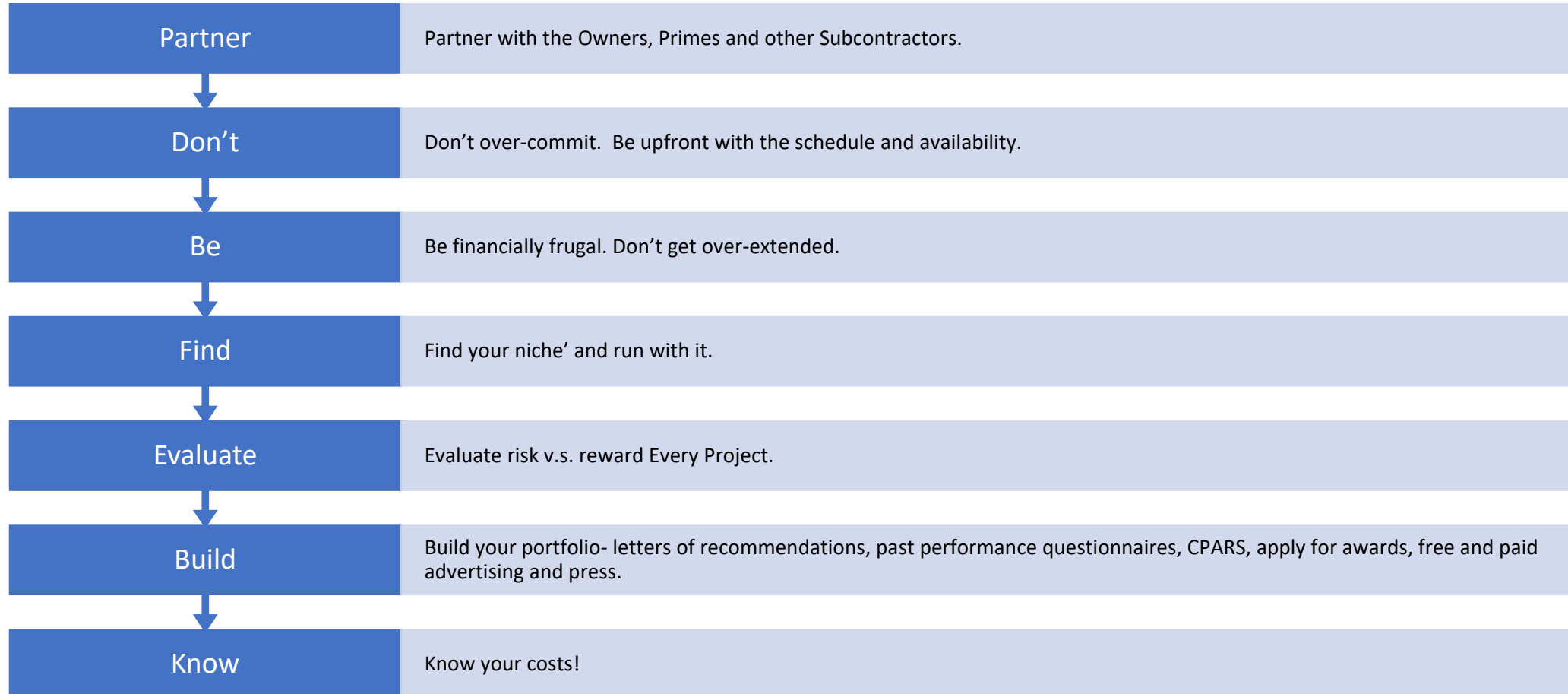
Bonding Agent (your jobs are only as big as your bonding capacity). How to increase your bonding?

Banker- How will you finance your jobs? How will you manage cash-flow? Capital purchases.

Insurance Agent- What insurance do you need? Did you include any special project specific requirements (AKRR jobs). How to minimize exposure and risk?

Internal Resources (labor, equipment, administrative help, bookkeeping).

Start small, gradually get bigger and better!



I'm the "Prime" now what?

Solicit sub-bids prior to bid day. Don't expect to just receive them on bid day.

Good Faith Efforts and how to comply.

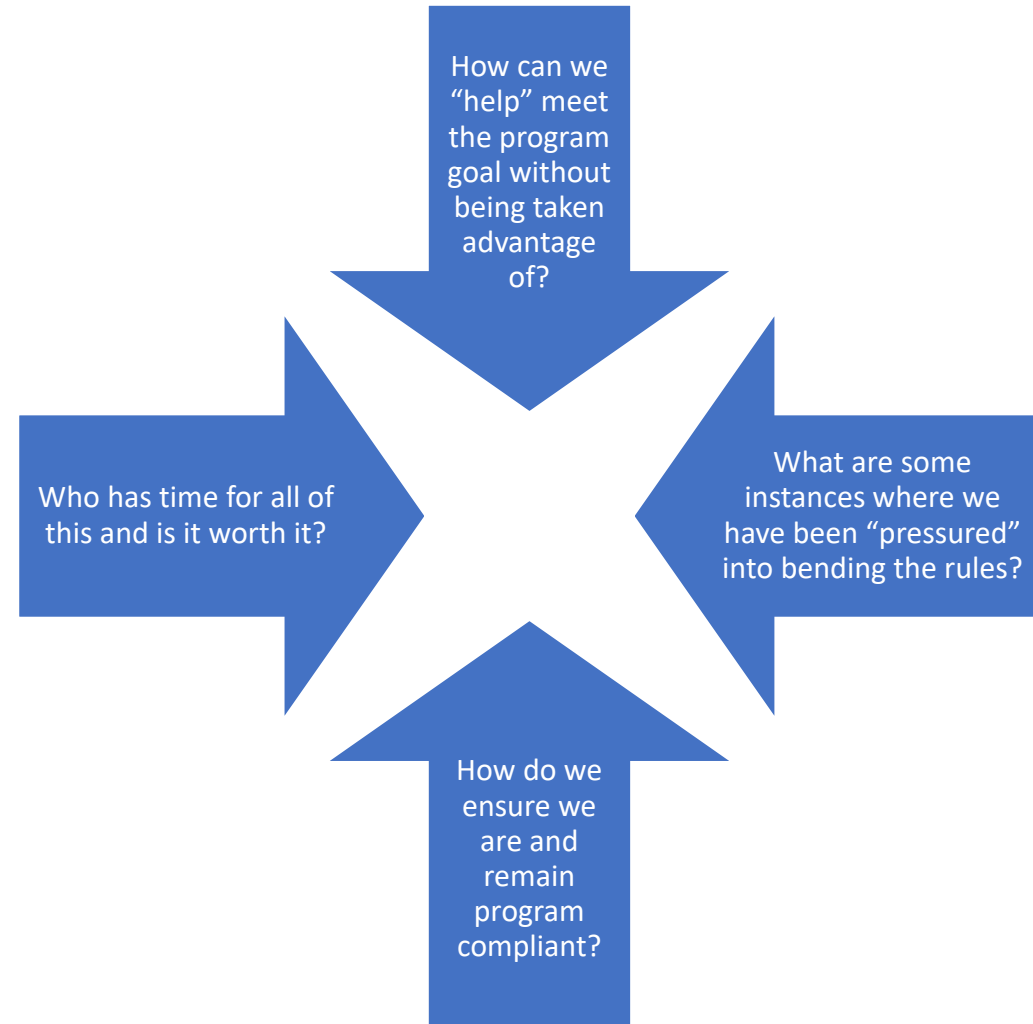
Bid smaller projects as a prime, then build over time based on resources, capacity and capabilities.

Perform well (even if you are losing money).

It's 100% all on you! Are you ready?

How can the DBE Program help you?

The primary remedial goal and objective of the DBE program is to level the playing field by providing small businesses owned and controlled by socially and economically disadvantaged individuals a fair opportunity to compete for federally funded transportation contracts.



How the DBE program has helped us.

We are busy performing our jobs/work and often don't have extra resources to handle all the red tape.

- Annual renewals
- Submitting reimbursements

DBE
Reimbursements

DBE Bidder
Preference (build
prime-sub
relationships)

Non/Late Payment
Enforcement &
Assistance

Networking
Opportunities