

## ODOT'S EMERGING SMALL BUSINESS PROGRAM WORKS!

From July 2011 to June 2014, approximately

**220** ODOT contracts valued  
at nearly **\$10 million** were  
awarded to ESB firms.

As of April 2015, there were

**2,339** small Oregon companies  
certified as ESBs.

**606** also qualified as  
Disadvantaged Business  
Enterprises

**778** also qualified as Minority-  
owned Business Enterprises

**1,317** also qualified as Women-  
owned Business Enterprises.

*Firms may qualify for certification in more than one  
category.*

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## START BUILDING YOUR BUSINESS TODAY!

- ODOT and the statewide Small Business Development Center network have joined to provide small business management training to ESB companies specializing in highway construction and related professional services. For more information contact the Chemeketa SBDC at (503) 399-5088.
- ODOT is recruiting ESB firms interested in a mentor-protégé relationship with a more experienced firm. You must be a certified ESB currently under contract or subcontract on a larger ODOT contract. This is a potentially long-term commitment of 1-3 years. For more information, contact the Small Business Program Manager at (503) 986-3016 or [ocrinforequest@odot.state.or.us](mailto:ocrinforequest@odot.state.or.us)
- Private associations and public agencies are great places to get engaged throughout Oregon. Learn about these and other helpful organizations on our website.

### How can I find out more?

[www.odotsmallbusinesssupport.org](http://www.odotsmallbusinesssupport.org)

ODOT's Office of Civil Rights

**(503) 986-4350**

[ocrinforequest@odot.state.or.us](mailto:ocrinforequest@odot.state.or.us)

Contact us today!

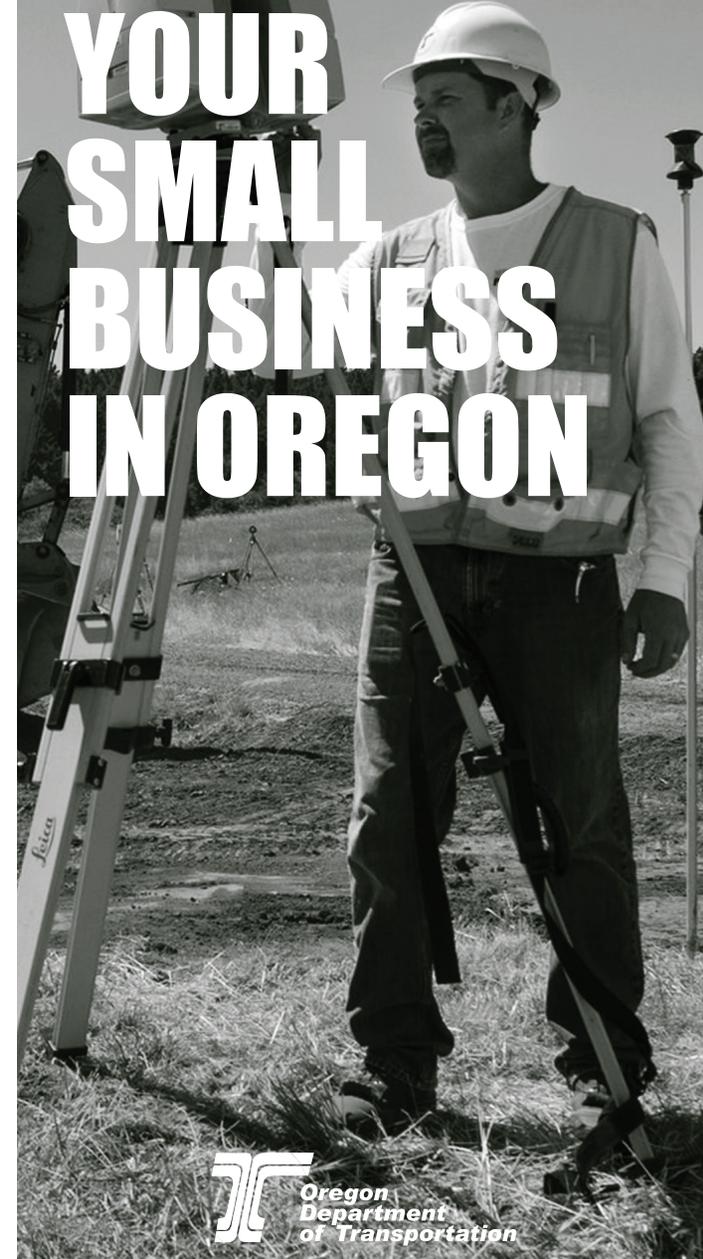


[www.odotsmallbusinesssupport.org](http://www.odotsmallbusinesssupport.org)

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# BUILDING YOUR SMALL BUSINESS IN OREGON



 Oregon  
Department  
of Transportation

Contract with the Oregon Department  
of Transportation through the  
**Emerging Small Business Program**

## OPPORTUNITIES FOR QUALIFIED SMALL BUSINESSES!

ODOT has set aside contracting opportunities for emerging small businesses, including firms with dual certification as minority and women owned businesses.

### *We can help you grow your business!*

Qualified small businesses compete against other small companies of the same relative size and ability. As firms gain experience in the program, they can pursue larger or more complex contracts or subcontracts as a single entity or in a partnering or joint venture relationship with other ESB companies.



## WHAT DOES IT TAKE TO QUALIFY FOR THE ESB PROGRAM?

In order to be certified as a qualified ESB, your business must:

- Have its principal place of business located in Oregon
- Be an independent business (not a subsidiary of a larger firm)
- Be properly licensed and legally registered in this state
- Have an average annual gross receipts over the last three years in either of two Tiers\*:

#### *Tier I —*

- o Not exceeding \$1,846,995.87 for construction firms and \$738,798.34 for non-construction firms
- o Have 19 or fewer employees

#### *Tier II —*

- o Not exceeding \$3,693,991.75 for construction firms and \$1,231,330.58 for non-construction
- o Have 29 or fewer employees

The current statute allows a firm to participate in the program a maximum of 12 years.

\*These amounts are as of March 24, 2015, and will be adjusted to the Consumer Price Index on Jan. 1 of each year — check the [www.oregon4biz.com](http://www.oregon4biz.com) website for updated figures.

## How do I get started?

### *Get certified as an Emerging Small Business*

The forms and directions for completing them are available by calling the Office of Minority, Women and Emerging Small Businesses at (503) 986-0062 or by visiting the website, [www.Oregon4Biz.com](http://www.Oregon4Biz.com).

When your certification is complete, visit [www.oregon.gov/ODOT/CS/CIVILRIGHTS/Pages/sbe/esb/esb\\_program.aspx](http://www.oregon.gov/ODOT/CS/CIVILRIGHTS/Pages/sbe/esb/esb_program.aspx) to find out how ODOT can help build your business.

**“Along with our partners, ODOT continues to create new programs and achieve great success in supporting the backbone of Oregon: our small businesses. I encourage you to take advantage of these opportunities. We are committed to helping you.”**

**Matt Garrett**  
Director  
Oregon Department of Transportation

**“The ESB Program is uniquely designed to help grow small business and to stimulate Oregon’s economy. Successful small businesses are critical for the future of Oregon, and the ESB Program is a sound investment that will benefit the state for years to come.”**

**John Downing**  
Small Business Programs Manager  
Oregon Department of Transportation  
Office of Civil Rights