



Date Issued: June 12, 2009
Date Last Revised: December 15, 2010

CHAPTER 32. Business Development Programs

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32.1 Policy

To the maximum extent possible, the Authority will actively encourage and support the utilization and participation of certified Local Business enterprises (LBEs), Local Small Business Enterprises (LSBEs), Minority Business Enterprises (MBEs) and Women-owned Business Enterprises (WBEs) in its contracting and procurement activities.

32.2 LBE and LSBE Program

LBE and LSBE requirements shall apply to non-federally funded competitively solicited contracts and procurements.

32.2.1 Large Purchases (\$100,000 or greater)

To encourage the participation of LBEs and LSBEs, preferences will apply to competitive solicitations for large purchases. Preference points will be used in evaluating proposals submitted by LBEs and/or LSBEs or prime contractors utilizing LBEs and/or LSBEs as subcontractors. Preference points for evaluating proposals are an additional 5 points for LBEs and an additional 10 points for LSBEs.

For sealed bids, a preference percentage reduction in price will be used in evaluating bids submitted by LBEs and/or LSBEs or prime contractors utilizing LBEs and/or LSBEs as subcontractors. For evaluation purposes, the preference reduction is 5% for LBEs and 10% for LSBEs or \$100,000, whichever is less.

For joint ventures, if the prime bidder/proposer is a joint venture that is not a certified LBE or LSBE joint venture, preference will be applied proportionately based on the total dollar value of the bid or proposal designated for the certified LBE or LSBE participation in the joint venture. If the prime bidder/proposer is a certified LBE or LSBE, preferences will also be applied to LBEs and/or LSBEs subcontractors based on the dollar value that is designated by the prime contractor for subcontracting with the LBEs and/or LSBEs.

The maximum eligible preference price reduction for a single bid is a total of 10% or \$100,000, whichever is less.

The maximum number of eligible preference points for a single proposal is 10 points.

32.2.2 Small Purchases (less than \$100,000)

Quotes may be limited to LBEs and/or LSBEs when there are at least two LBEs or LSBEs capable of providing the goods, services and/or construction.

32.2.3 Eligible LBE and LSBE Participants

Eligible participants must be currently certified as a Local or Local Small Business Enterprise (LBE or LSBE) by one of the following jurisdictions:

1. District of Columbia
2. Montgomery County
3. Prince George's County
4. Virginia Department of Transportation certification as accepted respectively by Fairfax and Loudoun County as local and local small.
5. Other certification programs recognized by the above listed jurisdictions and meet their respective criteria for local and local and small businesses.

Documentation of current certification status must be submitted at time of bid opening or in the case of a Request for Proposal (RFP), the documentation must be submitted as a part of the proposal.



32.3 Federal Fair Share MBE and WBE Program

Goals for the participation of MBEs and WBEs will apply to competitive solicited contracts for construction and architectural and engineering (A&E) services that are or may be eligible for federal assistance. MBE and WBE goals are approved by the U.S. Environmental Protection Agency (EPA).

The MBE and WBE participation goals may be achieved by certified MBE and/or WBE firms participating as a vendor, prime contractor, subcontractor or joint venture.

32.3.1 Eligible MBE and WBE Participants

Businesses participating in this program must be currently certified as a MBE or WBE (as defined by EPA) by the Small Business Administration (SBA), another federal agency, a State or State agency or local jurisdictions whose certification is accepted by EPA.