



New Jersey Department of Transportation Office of Civil Rights & Affirmative Action

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Executive Manager

Contract Compliance/Contractor
Oversight/

DBE Supportive Services

NJDOT Office of Civil Rights

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Mission Statement

NJDOT provides a world class transportation system that enhances the quality of life for residents and traveling public in the State of New Jersey and aims to achieve consistent progress through focused investments in keeping infrastructure in a State of good repair. In addition, the Department simulates and sustains smart development and economic growth throughout it's counties and employs the latest technologies to adapt to changing conditions and environments.



DOING BUSINESS WITH US

- ❑ Prequalification with DOT
- ❑ Upcoming Outreach and Recruitment
- ❑ The Emerging Small Business Enterprise Program
- ❑ Bridge to Success Training Program
- ❑ 2021 Look Ahead
- ❑ Upcoming Bidding Opportunities



WHY BECOME PREQUALIFIED WITH NJDOT?

- ▶ To be eligible to bid as a prime contractor for department projects
- ▶ To be eligible to subcontract for department projects (only if project specifications require as such)
- ▶ Jurisdictions from the state of new jersey (e.g. counties and municipalities) may require prequalification with the department to be eligible to bid on their projects



PREQUALIFICATION OF CONTRACTORS 41-PRIMARY WORK TYPES

1. Grading
2. Paving
3. Grading & Paving
4. Bridge
5. Heavy Highway
6. Landscape
7. Electrical
8. General Concrete
9. Miscellaneous
10. Demolition
11. Dewatering
12. Dredging
13. Fencing
14. Rest and Service Buildings
15. Guide Rail
16. Impact Attenuators Installation
17. Standard Pavement Markings
18. Long Life Pavement Markings
19. Pneumatic Mortar or Gunitite
20. Sand Drains and Sand Fill
21. Permanent Signs
22. Underground Utilities
23. Waterproofing
24. Maintenance and Protection of Traffic
25. Milling
26. Blasting
27. Remove Petroleum, Debris, & Hazardous Materials
28. Health and Safety Plan
29. Sampling and Analysis
30. Design Services (Subcontracting only)
31. Modified Design Build
32. *Deleted and made part of work type classification 33*
33. Intelligent Transportation Systems
34. *Deleted and made part of work type classification 33*
35. Rumble Strips
36. Rehabilitation of Movable Bridge Houses
37. Machine Sweeping
38. Punch List Work
39. Precast Segmental Bridge Construction
40. Environmental Dredging
41. Moveable Bridge Installation/Rehabilitation
42. Complex Truss Rehabilitation
43. Navigational Dredging



PREQUALIFICATION COMMITTEE

▶ VOTING:

- ▶ Chief Financial Officer, Finance & Administration
- ▶ Assistant Commissioner, Transportation Operations Systems & Support
- ▶ Assistant Commissioner, Capital Program Management
- ▶ Director, Division of Procurement
- ▶ Director, Affirmative Action/Civil Rights

▶ NON-VOTING:

- ▶ Deputy Attorney General
- ▶ Manager Bureau of Construction Services (Procurement Division)



ACCOMPANYING FINANCIAL STATEMENTS

- ▶ Shall be for a full one-year accounting cycle.
- ▶ Shall be complete with:
 - ▶ a balance sheet,
 - ▶ related statements of income,
 - ▶ retained earnings
 - ▶ cash flows, and
 - ▶ notes to the financial statements in complete detail.
- Shall be completed by a CPA or public accountant who is independent of, and not an employee of, the contractor for which the financial statements are being provided.
- Shall be in accordance to U.S. G.A.A.P.
- May be audited or reviewed. Compilation reports are NOT acceptable.



FINANCIAL CAPABILITY AND JOB RATINGS

- BOTH ARE ASSIGNED IN RANGES:
 - UP TO \$1,000,000
 - \$1,000,001 TO \$2,000,000
 - \$2,000,001 TO \$5,000,000
 - \$5,000,001 TO \$10,000,000
 - \$10,000,001 TO \$20,000,000
 - \$20,000,001 TO \$50,000,000
 - \$50,000,001 TO \$100,000,000
 - \$100,000,001 TO \$200,000,000
 - \$200,000,001+
- A CONTRACTOR WHO DOES NOT QUALIFY TO BID IN THE \$1,000,001 TO \$2,000,000 RANGE OR HIGHER WILL BE CLASSIFIED WITH A PROJECT RATING EQUAL TO ITS FINANCIAL CAPABILITY.
- CORPORATIONS SUBMITTING REVIEWED FINANCIAL STATEMENTS WILL BE RESTRICTED TO FINANCIAL CAPABILITY NO GREATER THAN \$10,000,000.



CONTRACT AWARDS 2015-2019

Fiscal Year	Awarded Contracts at Value Less Than \$10M	Total Contracts	Percentage	Cumulative Value of Awarded Contracts Less Than \$10M	Total Value of All Contracts	Percentage
2015	81	93	87.10%	\$ 316,270,551.10	\$ 670,791,905.72	47.15%
2016	80	91	87.91%	\$ 296,406,184.85	\$ 609,130,009.08	48.66%
2017	114	127	89.76%	\$ 442,704,557.19	\$ 1,154,212,860.18	38.36%
2018	71	88	80.68%	\$ 296,111,759.65	\$ 631,709,947.67	46.87%
2019	97	122	79.51%	\$ 510,818,241.22	\$ 955,935,509.29	53.44%
Total	443	521	85.03%	\$ 1,862,311,294.01	\$ 4,021,780,231.94	46.31%

- 85% of our awarded contracts the past 5 fiscal years were valued at \$10M or less, and those awards accounted for 46% of the total award amount
- \$1.86B out of \$4B in 5 years could have been had by D/MWBE firms if they chose to become prime contractors rather than subcontractors!



REQUIREMENTS OF PREQUALIFICATION FOR TECHNICAL PROPOSALS

- Disciplines – 49 (you must satisfy at least 1)
- Levels of Service
 - Level A
 - Level B
 - Level C
- Obtain Cost Basis Approval – Federal Acquisition Regulations Requirement
- Meet NJ Corporation Requirements
- While not a requirement of Prequalification, a firm must have an approved Quality Management Plan approved as a function of contract execution.



PRE-QUALIFICATION ELEMENTS FOR TECHNICAL PROPOSALS

- Firms must be prequalified in all of the disciplines listed on the Technical Proposal Solicitation to submit as a prime.
- Teaming with another firm to meet Technical Proposal discipline requirements does not make this team eligible to submit, and the proposal will not be accepted. The submitting firm must be prequalified in all on the proposal.
- Firms may Joint Venture to meet the Technical Proposal discipline requirements. All JV firms must be prequalified with the NJDOT. The joint venture must satisfy the Technical Proposal requirements.
- Any firm may submit a prequalification application at least to 5 days prior to the closing date of the Technical Proposal to get prequalified in the applicable disciplines for the subject technical proposal.
- If your firm is not prequalified with the NJDOT, a longer processing time is required as Cost Basis must also be approved. A \$100 check made payable to the Treasurer, State of New Jersey must also be received.

Consultants

Get prequalified to
work with NJDOT



Virtual Workshop Hosted by NJDOT

for *Highway and Bridge Design,
Construction Inspection, Structural Evaluation,
Planning, and Environmental Firms*

Wednesday,
Dec 02, 2020

1:00 pm - 3:00 pm

HEAR DIRECTLY FROM
THE NJDOT BUREAU OF
PROFESSIONAL SERVICES

Are you aware that Professional Services Consultants must be prequalified by NJDOT to submit technical proposals? To work as a subconsultant, you must have Cost Basis Approval of your accounting system.

Join the 101 elite prequalified firms to be able to work directly as a Prime Consultant with NJDOT on Capital Infrastructure & Transportation Programs.

- If you provide any of the primary or project-specific disciplines that NJDOT needs, you should get prequalified
- Learn about the prequalification process and requirements
- Get the details on Cost Basis Approval and apply to work as a Subconsultant

Click **HERE** to Register - <https://bit.ly/2FS9fkW>



Questions? Contact us at
dot.dbe_esbeprograms@dot.nj.gov
njdotssp@r6catalyst.com

Hosted by NJDOT's
Disadvantaged and Small Business Programs Unit
and the Bureau of Professional Services.

the bridge to success
DBE Supportive Services Program



THE EMERGING SMALL BUSINESS ENTERPRISE PROGRAM

- ❑ NJDOT has established the Emerging Small Business Enterprise (ESBE) certification and Program in order to create competition for small businesses on DOT projects through race neutral means on Professional Service contracts.
- ❑ 34 Prequalified firms currently in the program



BRIDGE TO SUCCESS TRAINING PROGRAM

- ❑ Aimed to assist certified DBE/MBE/WBE/SBE contractors gain access and tools to the growing construction infrastructure.
- ❑ For a period of one-year, selected participants will receive free, in-depth business and technical training in vital business areas; one-on-one technical assistance.
- ❑ Since its inception in 2016, the program has helped over 200 DBE certified firms with various aspects of their business growth and development. Several of them were successful in attaining work on NJDOT and other agency projects.



NJDOT SBE & DBE PROGRAM RESULTS

- ❑ 122 projects were awarded totaling \$955M
- ❑ \$67.5 million in contracts were awarded to certified DBE firms
- ❑ \$116M million in contracts were awarded to certified SBE firms
- ❑ \$48,556,226 were paid to certified DBE contractors FY19
- ❑ \$101,833,394 were paid to certified SBE firms FY19

2021 LOOK AHEAD

- ▶ The FY 2021 Transportation Capital Program totals \$4.359 billion and is funded primarily by the State Transportation Trust Fund (TTF), federal, and third-party resources. The NJDOT total is \$2.929 billion
- ▶ State, or TTF funds, are programmed at \$2.600 billion.
- ▶ \$1,410 million state funding
- ▶ \$430 million Local Aid
- ▶ NJDOT's share of the federal funding is \$1.085 billion



NJDOT PROGRAM SUMMARY

- ❑ Pre-Qualification
- ❑ Apply to the ESBE Program
- ❑ Take Advantage of Bridge to Success Training Program
- ❑ Gain access to Bidding Opportunities
- ❑ Gain experience working on DOT Projects to take advantage of the 2.9 Billion Capital Program