



U.S. Small Business  
Administration

# Agenda

- President Biden's Management Agenda
  - Increasing federal contracts to small disadvantaged businesses
- 5-year Infrastructure Investment and Jobs Act (IIJA)
  - In Total, Texas only , and beyond 2022
- How Federal Grant Funds Get Distributed?
- How Small Businesses Can Participate



U.S. Small Business  
Administration

# **Review of the 5-year Infrastructure Investment and Jobs Act (IIJA)**

# Disclaimer

- Winston Labbe is not an expert on the Infrastructure Investment and Jobs Act (IIJA)
- Most information presented can be found online
- You are encouraged to do research to benefit your small business
- I recommended that you connect with an SBA Resource Partner to help you assess opportunities and develop plans to exploit them.

# For General Assistance *SBA Resource Partners Can Help*

***Texas Gulf Coast Small Business Development Center (SBDC)***

713-752-8444 | [www.sbdc.uh.edu](http://www.sbdc.uh.edu)

***WBEA Women's Business Center (WBC)***

713-681-9232 | [www.wbea-Texas.org/womens-business-center](http://www.wbea-Texas.org/womens-business-center)

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- [Infrastructure Investment and Jobs Act | EY - US](https://www.ey.com)
- [Tax+Alert+2021-2024 HousePassesInfrastructure.pdf](https://www.house.gov)
- [Overview of Funding and Financing at USDOT | US Department of Transportation](https://www.usdot.gov)
- [Infrastructure package: Here's what's in it - CNNPolitics](https://www.cnn.com)
- [Here's how long it may take Biden's infrastructure package to jolt the economy - CNNPolitics](https://www.cnn.com)
- [Biden signs \\$1 trillion bipartisan infrastructure bill into law \(cnbc.com\)](https://www.cnbc.com)
- [\(\[macroeconomic-consequences-of-the-infrastructure-investment-and-jobs-act-and-build-back-better-framework.pdf\]\(https://www.moodyanalytics.com\) \(moodyanalytics.com\)\)](https://www.moodyanalytics.com)
- [Legislative Analysis for Counties: The Infrastructure Investment & Jobs Act \(naco.org\)](https://www.naco.org)
- [America has an infrastructure bill. What happens next? \(brookings.edu\)](https://www.brookings.edu)
- [USDOT Discretionary Grant Process | US Department of Transportation](https://www.usdot.gov)



U.S. Small Business  
Administration

# President Biden's Management Agenda

**Increasing federal contracts to small  
disadvantaged businesses**



# FACT SHEET: Biden-Harris Administration Announces Reforms to Increase Equity and Level the Playing Field for Underserved Small Business Owners

DECEMBER 02, 2021 • STATEMENTS AND RELEASES

The federal government is the largest purchaser of goods and services in the world, buying everything from software and building construction to financial and asset management—making its procurement a powerful tool to advance equity and build wealth in underserved communities. Despite this, less than 10 percent of federal agencies' total eligible contracting dollars typically go to small disadvantaged businesses (SDB), a category under federal law for which Black-owned, Latino-owned, and other minority-owned businesses are presumed to qualify. Moreover, while women own roughly 20 percent of all small businesses economy-wide, less than 5 percent of federal contracting dollars go to women-owned small businesses.

Increasing federal spending with underserved businesses not only helps more Americans realize their entrepreneurial dreams, but also narrows persistent wealth disparities. According to [new analysis](#) from the White House Council of Economic Advisers, based on data provided by the Small Business Administration (SBA), differences in business ownership account for 20 percent of the wealth gap between average white and Black households.



## PRESS RELEASE

# Statement by Administrator Guzman on SBA-Proposed Reforms to Increase Equity in Federal Buying

Major changes adopted by OMB will help boost access to \$560 billion in contracting opportunities for disadvantaged small businesses

*December 2, 2021 | Release Number 21-112*

Contact U.S. Small Business Administration at [Press\\_Office@sba.gov](mailto:Press_Office@sba.gov)

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WASHINGTON – Today, [U.S. Small Business Administration \(SBA\) Administrator Isabella Casillas Guzman](#) released the following statement applauding [major reforms](#) being made by the Biden-Harris Administration to level the playing field for all contracting entrepreneurs through a more equitable federal procurement system and buying strategy:

“President Biden issued a powerful challenge in Tulsa earlier this year to harness the buying power of the U.S. government—the largest purchaser of goods and services in the world—to invest in equity and open doors of opportunity to America’s 32 million small businesses and innovative startups, including many more underrepresented entrepreneurs and small businesses in underserved communities,” **said Administrator Guzman**. “Today’s historic release of federal contracting data disaggregated by race, ethnicity, and geography, and our corresponding reforms to federal strategic sourcing strategies known as ‘category management,’ will help guarantee greater transparency and accountability in federal contracting and put more small businesses in a position to start doing business with the United States government.”



# President Biden's Management Agenda

## *SDB Contracting*

- 15% of federal contracts to Small Disadvantaged Businesses (SDBs) by 2025
  - Increase from 5%
- Asked agencies to increase goals to achieve this
  - For FY2022 has asked for 11%
- Implementing “category management” changes to increase opportunities for SDBs
- Released federal contracting data by race/ethnicity
- Promoting new entrants to the Federal marketplace



# How the Money is Distributed

# Federal Grant Process

# How Federal Grants Are Distributed



# Federal Grants - Details



# US DOT Grants



# Grants at US DOT

Federal investment can be drawn from several sources. Congress appropriates funding to USDOT and authorizes transportation programs based on national priorities. USDOT and its operating administrations provide funding for these programs to invest in transportation infrastructure, safety, and innovation across the country. This toolkit focuses on USDOT's discretionary grant funding programs. However, a variety of potential funding and financing options should be considered to support transportation needs.

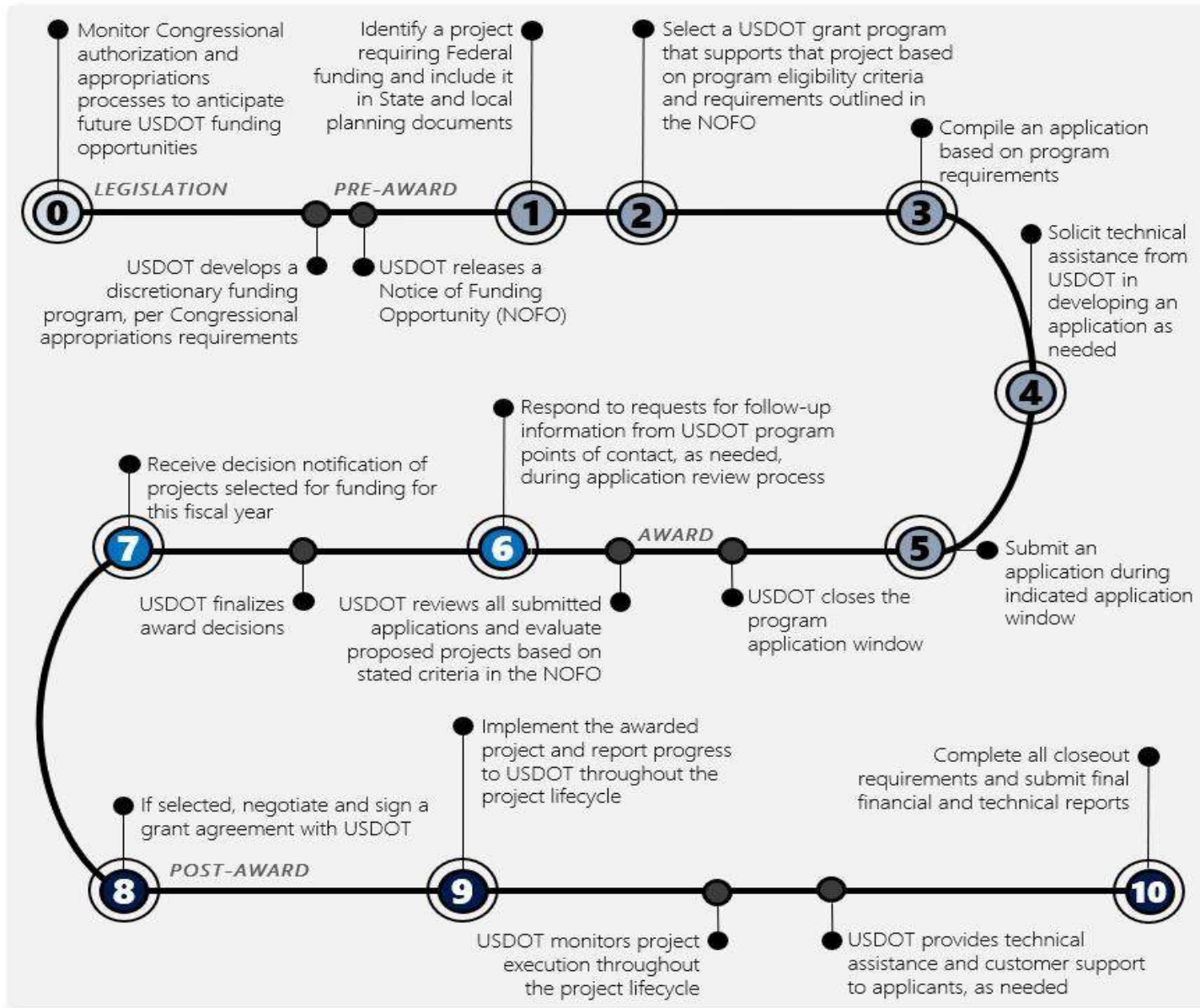
## Discretionary Grant Funding Programs

USDOT administers competitive discretionary grant programs through its operating administrations (OAs) and OST. Each program office solicits applications and selects projects based on program eligibility, evaluation criteria, and Departmental or program priorities. **This toolkit focuses on discretionary grant programs**, providing an overview of the competitive grant funding process, consolidating program information and resources across the Department, and introducing the USDOT discretionary funding matrix.

## Formula Grant Funding Programs

Formula grant programs allocate funding to recipients based on formulas set by Congress. USDOT distributes these funds to States, Federally-recognized tribal recipients, and transit agencies. The funds may be further allocated to localities at State, tribal, or agency discretion. Formula-based grant programs include the Formula Funds for Rural Areas (Section 5311) and Buses and Bus Facilities formula grants (Section 5339). Contact your State DOT for more information about available formula grant funding programs.

# Grants at US DOT





# US DOT Overview

# US DOT Components

The top priorities of DOT and their 55,000+ employees are:

- Keep the traveling public safe and secure
- Increase their mobility
- Have transportation system contribute to the nation's economic growth

US DOT is composed of the following main administrations:

1. Federal **Aviation** Administration (FAA)
2. Federal **Highway** Administration (FHWA)
3. Federal **Motor Carrier** Safety Administration (FMCSA)
4. Federal **Railroad** Administration (FRA)
5. Federal **Transit** Administration (FTA)
6. Maritime Administration (MARAD)
7. National **Highway Traffic Safety** Administration (NHTSA)
8. **Pipeline** and Hazardous Materials Safety Administration (PHMSA)
9. Great Lakes St. Lawrence **Seaway** Development Corporation (GLS)



# Plan In Total

# “...Years to Start Seeing IIJA’S Projects in our Communities”

## *Brookings Institution*

- IIJA is not another stimulus effort; it represents a generational shift in how (and what types of) projects get done
- Federal agencies... have to oversee the surge in funding, including administering new grants and designing new programs
- States and localities... have to identify and execute needed projects on the ground
- ... all comes amid continued challenges overseeing other expanded funding from the American Rescue Plan
- Most projects will not happen overnight. The pace ... depends on the types of projects pursued ...

# **“...Years to Start Seeing IIJA’S Projects in our Communities” – *Brookings Institution***

- ... existing federal programs, including those distributed by formula... tends to move faster than funding in new competitive grant programs, which involve new rulemaking.
- As we learned during the American Recovery and Reinvestment Act (ARRA) a decade ago ... resurfacing or improving roads, happen(ed) faster than ... new system expansions.
- ... estimates from the Congressional Budget Office ... show that DOT only spent about 9% of its allocated ARRA funding in the first six months and around half of its funding in the first 18 months.

# \$550 Billion Over 5 Years



# Two Categories

## *Roughly 50% of \$\$ Each*

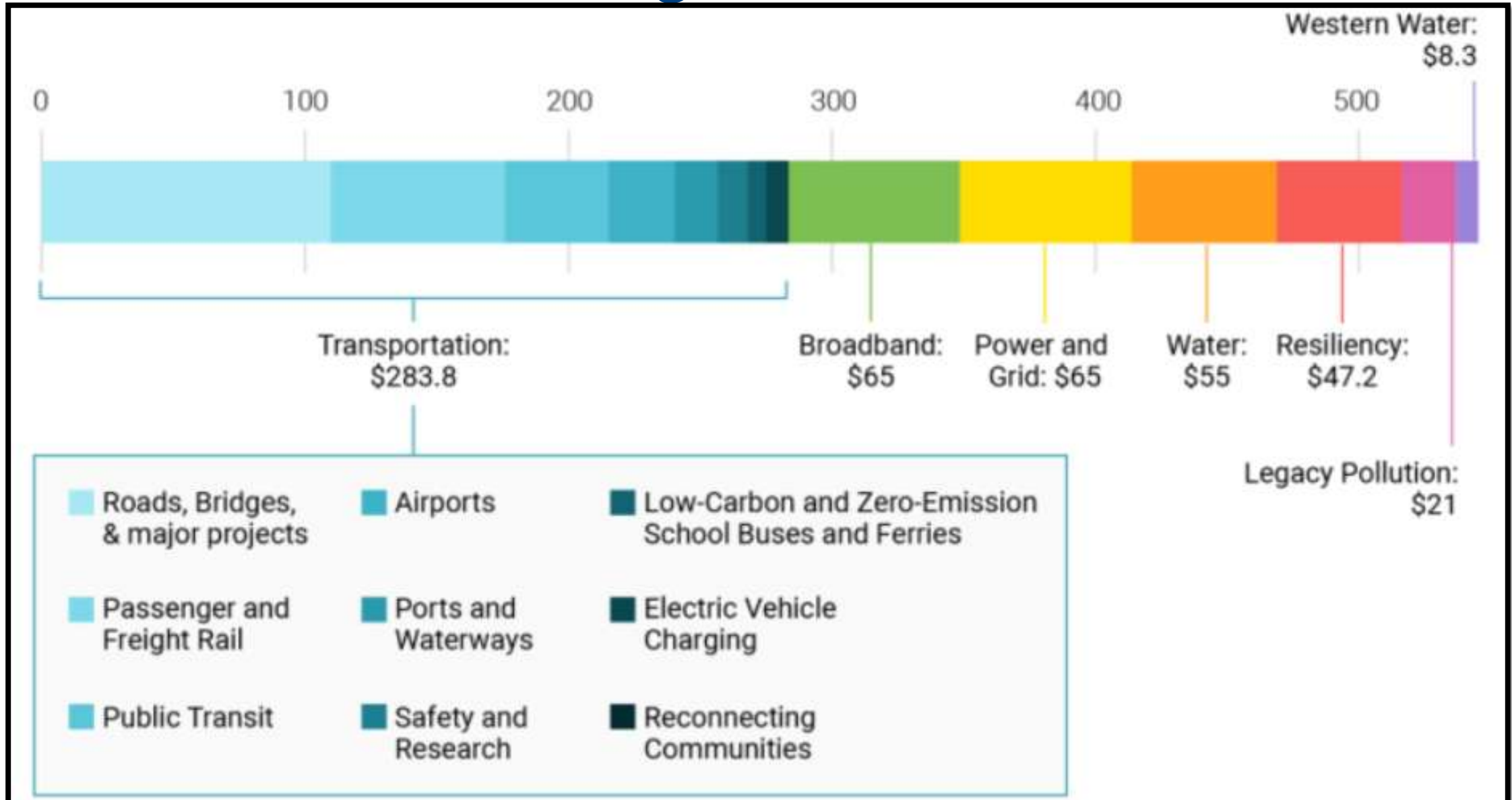
### **Transportation**

1. Roads, bridges, major projects: \$110 billion
2. Passenger and freight rail: \$66 billion
3. Public transit: \$39 billion
4. Airports: \$25 billion
5. Port infrastructure: \$17 billion
6. Transportation safety programs: \$11 billion
7. Electric vehicles: \$7.5 billion
8. Zero and low-emission buses and ferries: \$7.5 billion
9. Revitalization of communities: \$1 billion

### **Other infrastructure**

1. Broadband internet: \$65 billion
2. Power infrastructure: \$73 billion
3. Clean drinking water: \$55 billion
4. Resilience and Western water storage: \$50 billion
5. Removal of pollution from water and soil: \$21 billion

# Segmented





# Transportation Details (9)

## **1 Roads, bridges, major projects: \$110 billion** *(US DOT)*

- Including \$40 billion for bridge repairs and replacement, \$17.5 billion for major projects.

## **2 Passenger and freight rail: \$66 billion** *(US DOT)*

- To Amtrak for maintenance, to upgrade tracks in the Northeast Corridor and bring rail service — including high-speed rail — to other areas of the country.

## **3 Public transit: \$39 billion** *(US DOT)*

- Modernize transit and improve accessibility.

## **4 Airports: \$25 billion** *(US DOT)*

- Repairs and efforts to reduce congestion and emissions. That includes encouraging the use of electric and other low-carbon technologies.

## **5 Port infrastructure: \$17 billion** *(US DOT)*

# Transportation Details

## **6 Transportation safety programs: \$11 billion** *(US DOT)*

- For transportation safety, including programs to reduce crashes and fatalities, especially for cyclists and pedestrians.

## **7 Electric vehicles: \$7.5 billion** *(US DOT)*

- To build a nationwide network of charging stations for electric vehicles to help accelerate the adoption of non-fossil fuel cars.

## **8 Zero and low-emission buses and ferries: \$7.5 billion** *(US DOT)*

- \$5 billion for new school buses (half may run on natural gas or diesel – and \$2.5 billion for ferries).

## **9 Revitalization of communities: \$1 billion** *(US DOT)*

- Reconnect communities that have been divided by past infrastructure projects, such as highways splicing through established areas.

# 'Other' Infrastructure Details (5)

## **1 Broadband internet: \$65 billion** (*US Commerce NTIA and FCC*)

- High-speed internet so every household can access reliable broadband service.

## **2 Power infrastructure: \$73 billion** (*DOE, FERC?*)

- Thousands of miles of new transmission lines for renewable energy and research for new technologies like nuclear reactors and carbon capture.

## **3 Clean drinking water: \$55 billion** (*EPA*)

- Improve drinking water, including replacement of lead pipes and dangerous chemicals.

## **4 Resilience and Western water storage: \$50 billion** (*DOI, USDA, Homeland*)

- Help communities fight the effects of climate change, including droughts and floods.

## **5 Removal of pollution from water and soil: \$21 billion** (*EPA*)

- Environmental remediation to address past pollution that harms public health



# Texas Only

# Texas Background

- Infrastructure everywhere, even Texas, has suffered from a systemic lack of investment
- 19,441 miles of highway in poor condition and 818 bridges
- In the last 10 years commute times have increased by 11.4%
- Drivers pay \$709 avg per year due to driving on roads in need of repair
- 12% of transit vehicles (buses, trains, trams) are past useful life
- American Society of Civil Engineers gave Texas a C on its infrastructure report card

# Grants to Texas\*

## 2021/2022

1. **\$27.4 billion** for **highways and bridges**
2. **\$3.4 billion** to **improve public transportation** options
3. **\$1.2 billion** for infrastructure development for **airports**
  - such as improving runways, taxiways and airport-owned towers, terminal development projects, and noise reduction projects.
4. **\$641 million** to reduce transportation-related **emissions**
5. **\$408 million** to support the expansion of an **Electric Vehicle (EV) charging** network
6. **\$247.1 million** to **reduce commercial motor vehicle (CMV) crashes**
7. **\$153 million** for highway **safety** traffic programs

*\* All or mostly formula grants*

# Competitive Grants Available to Texas 2021/2022 (~\$50Bn)

1. **\$12.5 billion** for economically significant **bridges**
2. **\$15 billion** for **megaprojects** that deliver **substantial economic benefits** to communities
3. **\$729 million** to increase the **resilience of transportation** systems
4. **\$6 billion** for a new **Safe Streets** for All program
5. **\$5 billion** for **rail improvement** and safety grants
6. **\$3 billion** for **grade crossing safety improvements**
7. **\$2.5 billion** available for **EV charging**
8. **\$5 billion** for **airport terminal developments** on aging infrastructure
  - including projects to expand accessibility for persons with disabilities, improve access for historically disadvantaged populations, energy efficiency, and airfield safety.
9. Funds TBD to **modernize data collection systems** to collect near real time data **on crashes.**
10. Funds TBD to **community owned utilities** for unsafe cast iron / bare steel natural gas distribution pipelines.

# Upcoming Competitive Grants Available to Texas 2023+ (20) (~\$122Bn)

1. Safe Streets for All (**\$6B**) – **reduce crashes and fatalities**, especially for cyclists and pedestrians
2. Rebuilding American Infrastructure with Sustainability and Equity (RAISE) Grants (**\$15B**) – **surface transportation projects** of local and/or regional significance
3. Infrastructure for Rebuilding America (INFRA) Grants (**\$14B**) – **freight infrastructure projects** of regional or national significance
4. Federal Transit Administration (FTA) Low and No Emission Bus Programs (**\$5.6B**) – purchase or lease of **zero-emission and low emission transit buses** as well as supporting facilities
5. FTA Buses + Bus Facilities Competitive Program (**\$2.0B**) – buses and related equipment and **bus-related facilities** including technological changes to modify low or no emission vehicles or facilities
6. Capital Investment Grants (CIG) Program (**\$23B**) – new **high-capacity transit projects**
7. Federal Aviation Administration (FAA) Terminal Program (**\$5B**) – **airport terminal development** and other projects



# Upcoming Competitive Grants Available to Texas 2023+

7. MEGA Projects (**\$15B**) – multi-modal, multi-jurisdictional **projects of significance**.
8. Promoting Resilient Operations for Transformative, Efficient, and Cost-saving Transportation (PROTECT) Program (**\$8.7B**) – **increase resilience of our transportation system...** evacuation routes, coastal resilience, infrastructure resilience, move infrastructure to locations not continuously impacted by extreme weather.
9. Port Infrastructure Development Program (**\$2.25B**) – to **improve the supply chain** and enhancing the resilience of our shipping industry.
10. 5307 Ferry Program (**\$150M**) – **passenger ferry program** for urbanized areas.
11. Electric or Low Emitting Ferry Program (**\$500M**) – transition of **passenger ferries to low or zero emission** technologies.
12. Rural Ferry Program (**\$2B**) – basic essential **ferry service for rural** areas.
13. Federal Highway Administration (FHWA) competitive grants for nationally significant bridges and other bridges (**\$12.5B**) – rehabilitating or replacing **bridges**.

# Upcoming Competitive Grants Available to Texas 2023+

15. FTA All Station Accessibility Program (**\$1.75B**) – **upgrade existing transit stations** per Americans with Disabilities Act standards.
16. Charging and fueling infrastructure discretionary grants (**\$2.5B**) – **charging** where people live, work, and shop.
17. Reconnecting Communities Pilot Program (**\$1B**) – planning, design, demolition, reconstruction of **street grids, parks, or other infrastructure**.
18. FHWA Nationally Significant Federal Lands and Tribal Projects (**\$1.5B**) – construction, reconstruction, rehabilitation of **nationally-significant projects** within, adjacent to, or accessing Federal and tribal lands.
19. Strengthening Mobility and Revolutionizing Transportation (SMART) Grant Program (**\$1B**) – improve **transportation safety** and efficiency.
20. Rural Surface Transportation Grant Program (**\$2B**) – improve and expand **surface transportation in rural areas**, increase connectivity, improve safety and reliability, generate economic growth.



U.S. Small Business  
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# How Small Businesses Can Participate

# To Participate in Infrastructure Activity

## *Four Alternatives for Bidding*

1. Federal projects
  - US DOT especially, and...
  - US Commerce, US EPA, US DOE, FERC, DOI, Homeland, USDA
2. State projects, such as at TxDOT and related agencies
3. Local projects, such as Harris County, City of Houston, Metro and Port of Houston
4. Consider subcontracting to prime contractors

# Houston PTAC\*\*

## *Procurement Technical Assistance Center*

- University of Houston  
**Procurement Technical Assistance Center**  
1455 West Loop South, Suite 890  
Houston, TX 77027
- 713-752-8477
- Email: [uhptac@central.uh.edu](mailto:uhptac@central.uh.edu)
- <https://www.uhptac.sbdcnetwork.net/ptac/>

# For General Assistance *SBA Resource Partners Can Help*

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# To Participate in Infrastructure Activity

## Federal Level \*\*

Become a Contractor to the US Government:

1. DUNS Number
2. Determine NAICS Code
3. Comply with SBA Size Standards (Found at [www.sba.gov](http://www.sba.gov))
4. Register with System for Award Management (SAM)
  - Be sure NAICS / PSCs are correct and Reps/Certs are current, complete and accurate
5. SBA DSBS registration
  - Be sure keywords are pertinent, narrative includes goods sold, and references are current and informed.

# To Participate in Infrastructure Activity

## Federal Level

Become a Contractor to the US Government:

6. Certifications for set-asides and sub-contracts (optional but advantageous):
  - Women Owned
  - 8(a) (Economic and Cultural Disadvantage/SDB)
  - HUBZone
  - Service-Disabled Veteran
7. Become acquainted with the Federal Acquisition Regs (FAR)  
*(Free 7j training can help)*



# To Participate in Infrastructure Activity

## Federal Level

### Become a Contractor to the US Government:

8. Set up 'saved searches' \*\* in *Contract Opportunities* found on SAM.gov to receive automated email notices of opportunities
  - Based on NAICS and keywords
  - Consider a separate saved search just for US DOT
9. Develop a Capability Statement
  - Be sure NAICS match those listed in SAM, keep past performance updated, state what sets you apart from competition
10. Be sure you can obtain bonding (*SBA guarantees bonds up to \$10M*)
11. When an opportunity is found, attend pre-solicitation conferences

## Federal – US DOT Only

Visit the [DoT Procurement website](#) to learn how DoT does business:

1. Consider reviewing the DoT **2022, 2023, and 2024** Procurement Forecast for upcoming opportunities (and sub administrations).
2. Review the [DoT Top 10 obligations](#) by NAICS Codes.
  - *If you offer these products / services, be sure to have these NAICS codes in your SAM registration.*
3. Read the [Dos and Don'ts](#) for doing business with the DoT.

# To Participate in Infrastructure Activity

## Federal Level - *Subcontracting*

- Federal Certifications can help\*\*
  - Federal primes are often (\$750K+ contracts) required to subcontract portions of their contracts to small businesses; often:
    - 5% Women Owned, 5% 8(a), 3% HUBZone, 3% SDVOSB
- SBA Sub-Net can help [SBA SubNet](#)
- SBA Prime Directory: [Directory of federal government prime contractors with subcontracting plans \(sba.gov\)](#)
- Review the [FY2022 DoT Subcontracting Directory](#) of large US DOT primes that have subcontracting plans.
- GSA subcontracting lists: [Subcontracting and Other Partnerships | GSA](#)

# To Participate in Infrastructure Activity State of Texas\*\*

## [Centralized Master Bidders List \(CMBL\) \(texas.gov\)](https://www.texas.gov)

1. Costs \$70 per year, but you won't get notified if you don't register
2. Enter all applicable National Institute of Governmental Purchasing (NIGP) codes.
3. Select all Highway Districts where you can do work.
  - Only receive email notices when the solicitation NIGP codes matches those in your CMBL
  - AND the work is in a Highway District selected in your CMBL.
4. Learn to conduct a one-time search\*\* on the Electronic State Business Daily (ESBD).
  - The ESBD is where all state agencies post solicitations exceeding \$25,000.
  - If you don't register for CMBL this is the only way to find opportunities.

# To Participate in Infrastructure Activity State of Texas

1. Get certified through the TX **Historically Underutilized Business Program**\*\* as a minority, woman, or service-disabled veteran-owned small business (*requires a minimum VA disability rating of 20% for certification*)
2. Get **certified by TXDOT** as a Small Business Enterprise (SBE)
  1. Visit the [TXDOT Procurement website](#) to learn how they do business
  2. Review the [list of awarded contracts](#) by TXDOT districts and counties; gives you an idea of what/where they buy
  3. Reach out to [TXDOT Business Contacts](#) for individual areas of business
3. Prepare a Capability Statement tailored TX opportunities. Note: TX uses NIGP codes – not NAICS or PSCs.
4. Be able to obtain bonds.
5. Attend pre-solicitation conference (when applicable).

# To Participate in Infrastructure Activity

## Local

- Essentially the same approach:
  - Get registered with each that interests you
  - Get on their bidders list
  - Be sure you can get bonding
  - Watch for opportunities
  - Attend pre-bid conferences

# To Participate in Infrastructure Activity

## Examples

- [Harris County](#)
  - Generally, projects exceeding \$50,000 are advertised in the Houston Chronicle, Friday edition, in the Classified Section under Bids and Proposals.
- [City of Houston](#)
  - Get certified through the City of Houston as a [Disadvantaged Business Enterprise](#) (DBE)
  - This DBE is recognized by Texas HUB – two certifications with one effort.
- Other Local:
  - [Metro](#) Transportation
  - [Port](#) of Houston

# Assistance With Pursuing Contracts

- Procurement Technical Assistance Center (PTAC)
- SBA's Resource Partners



# Procurement Technical Assistance Centers (PTACs)

- Provide local, in-person counseling and training services
- To small business that want to sell products and services to federal, state, and/or local governments.
- PTAC services are either free of charge or a nominal cost.
- PTACs are funded and administered by the US DLA (Defense Logistics Agency).
- PTAC directory is at: [Procurement Technical Assistance Centers \(dla.mil\)](https://www.dla.mil/ptac/) if your business is not in Houston.

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# Contact SBA Houston

## ***SBA Houston Website***

[www.sba.gov/tx/houston](http://www.sba.gov/tx/houston)

- Sign up for email updates
  - Webinar Schedule
  - Resource Guide

## ***SBA Houston District Office***

713-773-6500

[Houston@sba.gov](mailto:Houston@sba.gov)

Twitter: @SBA\_Houston

**SBA Contacts in your area (if not Houston):** [www.sba.gov/local-assistance](http://www.sba.gov/local-assistance)

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- [Overview of Funding and Financing at USDOT | US Department of Transportation](https://usdot.gov)
- [Infrastructure package: Here's what's in it - CNNPolitics](https://cnn.com)
- [Here's how long it may take Biden's infrastructure package to jolt the economy - CNNPolitics](https://cnn.com)
- [Biden signs \\$1 trillion bipartisan infrastructure bill into law \(cnbc.com\)](https://cnbc.com)
- [\(\[macroeconomic-consequences-of-the-infrastructure-investment-and-jobs-act-and-build-back-better-framework.pdf\]\(https://moodysanalytics.com\) \(moodysanalytics.com\)\)](https://moodysanalytics.com)
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# SBA Houston

# SBA Houston District 32 Counties – Southeast Texas

