



DBE/SWaM Program

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Chief of Administration
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SWaM DEFINITION

SWaM is the acronym for Small, Women and Minority owned business

- Small businesses are 51% independently owned and controlled by one or more individuals who are U.S. citizens or legal resident aliens, and together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years.
- Businesses that fit this profile and are at least owned by one or more women or minority individuals are referred to as women-owned or minority-owned businesses.
- There are more than 560,000 small businesses in the Commonwealth of Virginia. There are currently over 20,000 vendors certified by the Virginia Department of Minority Business as SWaM.

VDOT SWaM PLAN

- **Targets spending at 40% of discretionary expenditures to meet the goal of Executive Order 33:**
- **Advertise upcoming contract opportunities in advance through eVA.**
- **Conduct outreach activities to locate SWaM or potential SWaM vendors that might provide goods or services to VDOT.**
- **Work with other government agencies and the private sector to communicate business opportunities and how to do business with VDOT.**
- **Small business set aside solicitations for specific commodities.**

Disadvantaged Business Enterprise Program (DBE)

DBE Procurement Authority – 49 Code of Federal Regulations (CFR) 26 Participation by Disadvantaged Business Enterprises in Department of Transportation Financial Assistance Programs.

- **All FHWA recipients that let DOT- assisted contracts must have a DBE program.**
- **FHWA recipients are required to set the overall goal for DBE participation in federally-assisted contracts. Contract goals must be established to meet any portion of the overall goal that is not projected to be met by using race-neutral means.**

DBE DEFINITION

Disadvantaged Business Enterprise (DBE) means a for-profit small business concern –

- That is at least 51 percent owned by one or more individuals who are both socially and economically disadvantaged.
- Whose management and daily business operations are controlled by one or more of the socially and economically disadvantaged individuals who own it.

Socially and economically disadvantaged individuals means any individual who is a citizen (or lawfully admitted permanent resident) and is included in one of the following groups which are presumed (rebuttable) to be socially and economically disadvantaged:
Black Americans, Hispanic Americans, Native Americans, Asian-Pacific Americans, Subcontinent Asian Americans and Women.

DBEs are SWaMs, but all SWaMs are not DBEs

Virginia based DBE firms are also certified as SWaM firms; however, not all SWaM firms are eligible for DBE certification.

VDOT SWaM PERCENT PARTICIPATION COMPARISON

Business Type	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11
Small	6.16%	20.46%	32.54%	30.97%	28.73%	29.77%
Women	3.79%	5.29%	4.83%	4.71%	5.47%	7.01%
Minority	1.67%	4.29%	3.69%	3.39%	7.41%	7.08%
SWaM	11.62%	30.03%	41.06%	39.07%	41.61%	43.8%

FY11 DBE/SWaM PROGRAM RESULTS

In FY11 VDOT's discretionary spending totaled \$1.9 Billion

- **The SWaM expenditure was \$826.2 Million or 43.8%.**
- **The DBE expenditure was \$159.7 Million or 8.4%.***

*** All DBEs are SWaMs and are included in SWaM expenditures**





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