



**DOING BUSINESS WITH VETERAN-OWNED BUSINESSES AND BUSINESS
OWNED BY PEOPLE WITH DISABILITIES**

*City of Chicago Department of Procurement Services, Elite, and Mayor's Office of People with
Disabilities*



CHI | DPS

Department of Procurement Services

2020 VIRTUAL VENDOR FAIR



DOING BUSINESS WITH VETERAN-OWNED
BUSINESSES AND BUSINESSES OWNED BY
PEOPLE WITH DISABILITIES

Incentives/Programs

- Veteran-Owned Subcontractor Utilization Bid Incentive
- Veteran-Owned/Small Business Enterprise JV + Veteran Owned Business Enterprise (VBE) Bid Incentive
- Business Enterprises Owned or Operated by People with Disabilities (BEPD) Utilization Incentive
- BEPD and VBE Certification Programs

How Incentives Work

- Applicable incentives will be listed in the bid package
- Bidders will be required to submit an affidavit and all requested documentation in order to be considered for the incentive
 - The incentive will not be applied if you fail to submit any requested documentation
- If eligible, your bid will be reduced in the amount of the incentive(s) for evaluation purposes only

Veteran-owned Subcontractor Utilization Bid Incentive

Program Goal: Applies to contracts for construction projects and is designed to encourage the utilization of veteran-owned subcontractors in the performance of the contract.

Key Points:

- Bidder must use City-certified veteran-owned small local businesses (VBEs) as subcontractors.
- Tiered incentive based on the Bidder's commitment to the use of veteran-owned subcontractors in the performance of the contract:
 - If the commitment is 1 to 16%, the Incentive is 0.5% of the of the contract base bid;
 - If the commitment is 17 to 32%, the Incentive is 1 % of the contract base bid;
 - If the commitment is 33 to 49%, the Incentive is 1.5% of the contract base bid;
 - If the commitment is 50% or greater, the Incentive is 2 % of the contract base bid.

Municipal Code: 2-92-940.

Veteran-owned + Small Business Joint Venture Bid Incentive

Program Goal: Designed to increase contracting opportunities and participation by small, local veteran-owned business enterprises (VBEs) and eligible joint ventures consisting of one or more small local business enterprises (SBEs) in combination with one or more veteran-owned business enterprises.

Key Points:

- A VBE can qualify by itself – no need to JV with another business
 - VBEs must have 51% or more veteran ownership and must be certified by the City
- For JVs:
 - All members must be an SBE, veteran-owned business, or both;
 - At least one member must be a veteran-owned businesses;
 - All SBEs must collectively have at least 30% interest in the JV;
 - All veteran-owned businesses must collectively have at least 30% interest in the JV;
 - The JV partners must self-perform at least 20% of the work; and
 - None of the JV members may act as brokers.
- Contracts over \$100,000 (construction and non-construction)
- 5% bid incentive.
- Cannot be combined with Veteran-owned Subcontractor Bid Incentive

Municipal Code: 2-92-950.

BEPD Bid Incentive

Business Enterprises Owned or Operated by People with Disabilities

Program Goal: Designed to increase contracting opportunities and participation by business enterprises owned or operated by people with disabilities.

Key Points:

- Business Enterprise must be 51% or more owned by people with disabilities
- Prime or Subcontractor
- Must be certified as BEPD
- Both construction and non-construction contracts
- Tiered Incentive:
 - Participation of 2-5% results in 1% bid incentive.
 - Participation of 6-9% results in 2% bid incentive.
 - Participation of 10-13% results in 3% incentive.
 - Participation of 14% or more results in 4% incentive.

Municipal Code: 2-92-337.

Requirements After Award

- You may be required to submit documentation at contract closeout or throughout performance demonstrating that you are meeting your commitments
- Failure to meet commitments may result in fines of up to three times the amount of the incentive granted and a finding of non-responsibility.

Certification Programs

SIX (6) TYPES OF CERTIFICATION

- MBE: Minority-Owned Business Enterprise
- WBE: Women-Owned Business Enterprise
- **BEPD: Business Enterprise Owned or Operated by People with Disabilities**
- DBE: Disadvantaged Business Enterprise
- ACDBE: Airport Concession Disadvantaged Business Enterprise
- **VBE: Veteran-Owned Business Enterprise**

BASIC ELIGIBILITY REQUIREMENTS

- Businesses must be at least 51% owned and controlled by veterans (VBE certification) or individuals with disabilities (BEPD certification)
- Businesses must also be small businesses
- Businesses must be independent and viable

Purposes of BEPD and VBE Certification

BEPD Certification:

- Used for applying for the BEPD bid incentive.
- The City does not have BEPD contract compliance goals.

VBE Certification:

- Used for applying for veteran-related bid incentives.
- VBE Pilot Program: Up to 1% contract specific participation goal for VBEs when there are at least three City-certified VBEs in the relevant areas of specialty.
 - Recently re-established through April 30, 2021.

The Elite

Service Disabled Veteran Owned Business Network



John Scifers
National Secretary
President, Illinois Chapter

www.Elitesdvob.org

"Our purpose is to assist Service-Disabled Veterans by successfully helping them establish their own business and to network with our members to procure business contracts with local, state and government agencies."

--Bob Mulz, Chairman

Elite's History



- History/Largest Chapter
- Agency Engagement
- VBP & Streamlined Certs
- Chicago
 - Bid Incentives
 - BEPD Recognition
- Current Initiatives
- 2021 National Convention
 - August 11-13, 2021
 - <http://www.sdvobconference.com/>



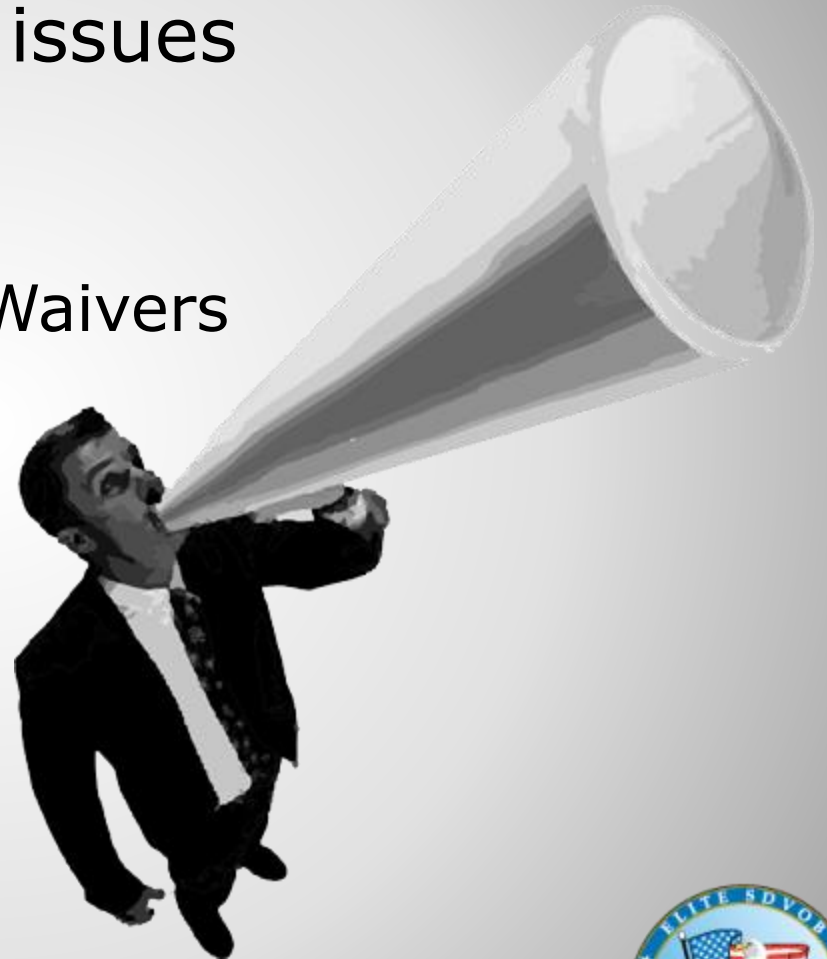
Illinois Chapter



What We Do



- Increasing Vet Participation
- Spotlighting veteran issues
- Current Initiatives
 - USDOT Policies
 - Business License Fee Waivers



Advocacy



- Establishing businesses
- Connecting with opportunities
- Providing informational resources
- Expert advice
- Mentoring and guidance

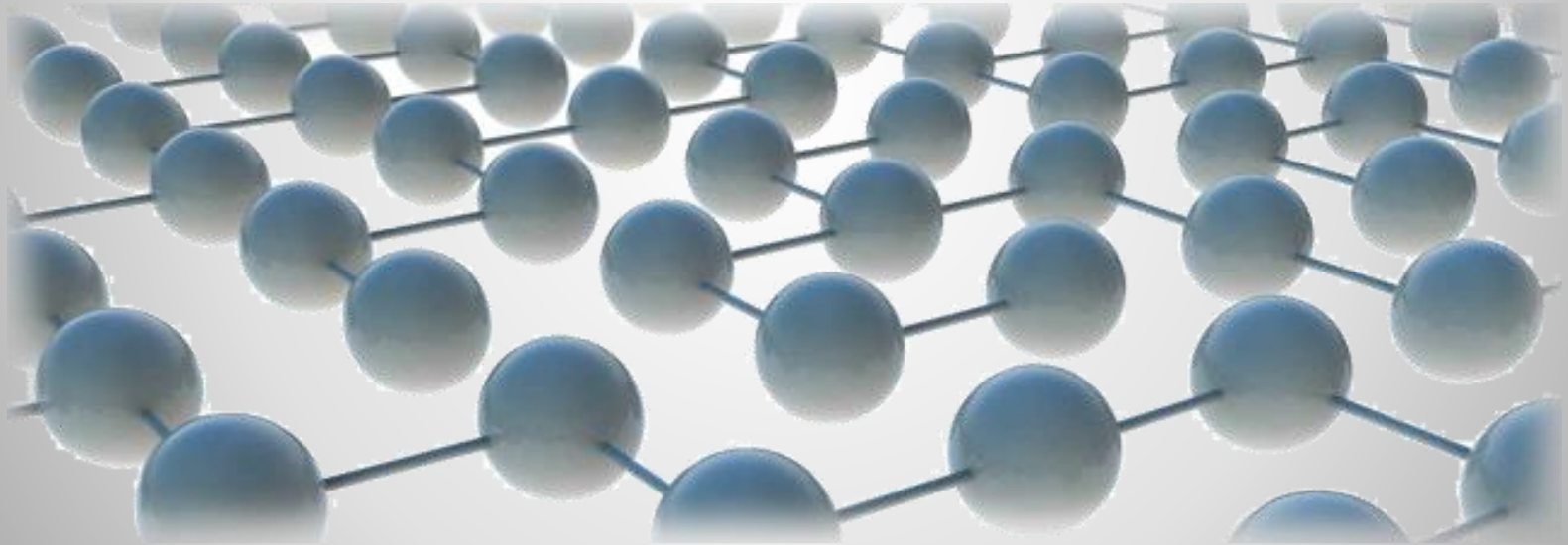
The Goal: Growth



Helping Businesses Grow



- Key partners and supporters
- Government buyers
- Sub-contracting opportunities
- Highlighting member businesses



Networking & Visibility



- Monthly Meetings
- Expert Guest Speakers
- Networking Events
- National Convention
- Entrepreneur Events

Monthly
Annual
Conference
National
Convention
Events
Regional
Meetings
Networking
Speakers
Expert

Special Events



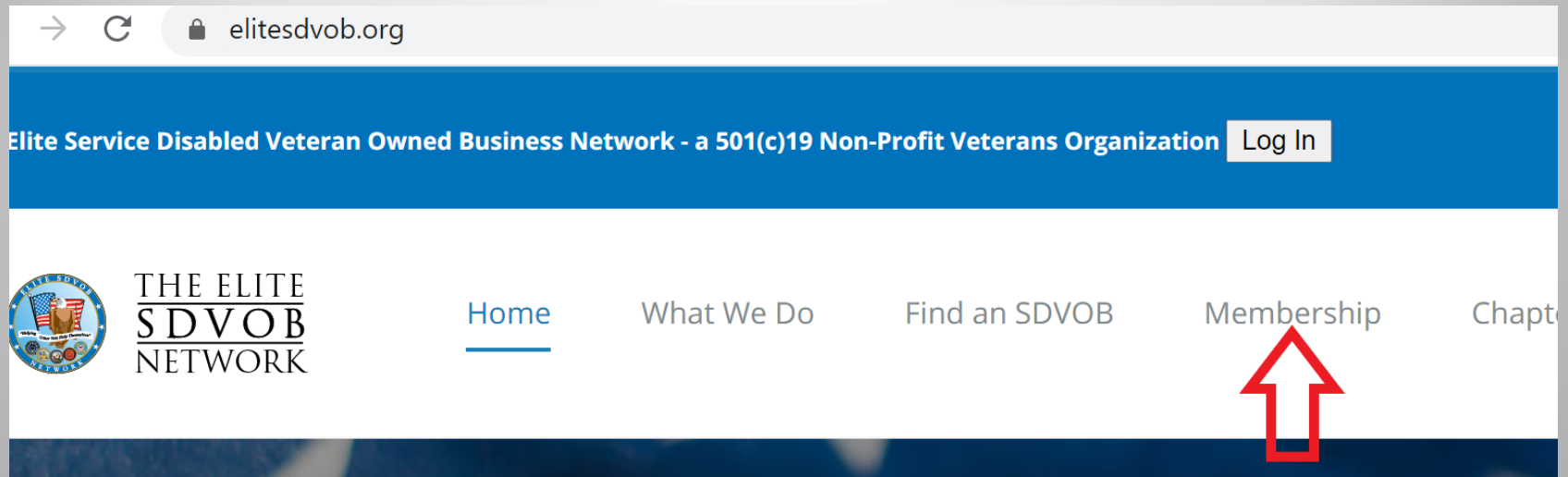
- Breakout sessions
- Networking, Matchmaking
- Capabilities presentation coaching



The Annual Convention



- “Membership” at <http://elitesdvob.org>
- \$60/year for SDVOBs!
- Business Directory Listing
- Illinois Mailing List, Meeting Access



How to Participate



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