City of Indianapolis

Office of Minority & Women Business Development

Minority Business Enterprise (MBE) Women Business Enterprise (WBE) Veteran Business Enterprise (VBE) Disabled-Owned Business Enterprise (DOBE)

XBE CERTIFICATION APPLICATION



Office of Minority & Women Business Development City-County Building 200 E. Washington Street, Suite 1701 Indianapolis, IN 46204

> (317) 327-5262 OMWBD@indy.gov www.indy.gov/OMWBD



Linkedin.com/company/omwbd



Instagram.com/OMWBD



Facebook.com/OMWBD

Before Starting Your XBE Application

Thank you for your interest in applying for certification with the, City of Indianapolis - Office of Minority & Women Business Development (OMWBD). Before you begin the application process, please **ensure that your business meets all the following basic certification criteria** and acknowledge this by checking the boxes:

- Owned (51% or more) and controlled by a minority, women, veteran, or person with a disability.
- For-Profit Business in the State of Indiana: Your principal place of business must be a for-profit entity incorporated, headquartered, and domiciled within the State of Indiana. Your business must be registered with the Indiana Secretary of State or County Recorder Office, the office of the highest qualifying member must be in Indiana, and IRS records must prove your business is located in Indiana.
- Business Location: OMWBD certifies businesses located within the Indiana counties of Marion, Hamilton, Boone, Madison, Hancock, Hendricks, Shelby, Morgan, or Johnson. If your business is located outside these counties, you must have obtained a physical on-site review from either the State of Indiana, the Department of Administration (IDOA), or the Indiana Department of Transportation (INDOT). If certified with IDOA or INDOT, please complete the respective release forms before continuing your application: www.indy.gov/OMWBD → Certify Your Business → Release Forms

Business Tenure: Your Indiana business must have been operational for at least two fiscal years. The business must have completed at least three contracts/invoices.

If your business does not meet any of the above certification requirements, contact us at OMWBD@indy.gov before starting your application to discuss your eligibility.

Please Note: If your business is a subsidiary, the holding/parent company must also meet **all** the certification criteria.

If your business does meet all the basic certification requirements, please do the following when completing your application:

Ensure that the Employer Identification Number (EIN) matches your vendor registration, corporate taxes, IRS Form SS-4 or SS4 letter. **Answer all questions or input N/A if they do not apply to your firm**. Certification applications must be complete, signed by the qualifying owner(s), and notarized. Submit all pertinent additional documentation from the "Document Checklist" section (P.12) of the application. If you fail to do so, your application will <u>be incomplete</u>. If the application is incomplete, OMWBD will provide notice of missing items and a deadline for submission. In some cases, the entire application packet may be returned for correction.

If complete, the application is scheduled for an on-site review. On-site reviews are required and are conducted for businesses located in the nine (9) Indiana counties mentioned above. For businesses in other Indiana counties, a physical on-site review must be conducted by INDOT or IDOA.

City-County MBE/WBE/VBE/DOBE (XBE) certifications are regulated by the MBE/WBE/VBE/DOBE Business Utilization Plan and are narrowly tailored to its XBE program and goals to remedy the identified discrimination for its local firms to address past and/or ongoing discrimination in the relevant marketplace.

Email OMWBD@indy.gov or call (317) 327-5262 with questions.

INSTRUCTIONS FOR COMPLETING THIS APPLICATION

This booklet is designed to assist in completing the Certification Application. Please refer to the question number and the number corresponding to it in this booklet. **Questions that do not apply to your firm should be marked (N/A)** in the space provided. All questions must be answered and the requested documents submitted to the **department along with the application.** Failure to do this will delay the processing of the application. Failure to answer all questions and/or submit all documentation will result in your application being returned to you.

If you have additional information that is not requested in the application but will help prove that your firm is eligible, please attach this information to your application.

Please return the completed application and all requested documentation to the address below (by hand or mail delivery only):

Office of Minority & Women Business Development

City of Indianapolis, Office of Mayor City County Building 200 E. Washington Street, Suite 1701 Indianapolis, IN 46204

Phone: (317) 327 - 5262

Question 1: Name of firm (D/B/A, if appropriate). Also attach a copy of your assumed business name certificate.

Question 2: Main address of firm (Principal Place of Business). This should be the address of the main or corporate office. P.O. Box numbers alone are not acceptable. Additional offices should be listed on a separate document. (Indiana Domiciled/Headquarters)

Question 3: Person who the Office can contact for answers about the application.

Question 4: Main business telephone including area code, fax number and email.

Question 5 (A): Place an "X" in the space in front of the type of firm that is applying for certification. Provide copies of the original and all amended partnership agreements obtained from the appropriate governmental agency. Also provide copies of all stock certificates issued, including all canceled certificates. **(B):** The average number of full-time employees hired during the year on W-2. **(B)** Qualifying owner who physically manages the Indiana Office.

Question 6 (A): Date the **firm** was established. **(B):** Date when current owners purchased the majority ownership. **(C):** Answer as indicated.

Question 7: If space is insufficient to identify previous firm names used, attach a separate sheet which includes all business names previously used by any owner, partner or stockholder.

Question 8 (A): Provide information requested. **(B):** If certified as SBA 8a, attach a copy of the certification. **(C):** If firm is certified by other governmental agencies, attach a copy of the certification. **(E):** Answer question as indicated.

Question 9: The detailed **work resume** should include the various jobs or positions of each owner in the past and to date, the general description of his or her duties and responsibilities, the dates of employment or ownership, and the prior year's annual salary (W-2s, 1099s, and official payroll schedules are acceptable proof). Where applicable, former education should be included. **(A):** After completing the personal information requested on each owner, place an "X" in the boxes that apply to that individual. You should attach copies of one of the following documents which will prove membership in the ethnic group marked by the "X" and state their salary from this firm:

(MBE Ethnicity documents)

- Membership letter or certificate of an ethnic organization
- Tribal certificate (proof of enrollment)
- Bureau of Indian Affairs card
- Birth certificate
- Passport or Naturalization Certificate
- Armed services discharge papers
- Baptismal certificate
- Voter registration card
- Any other government documentation that provides evidence of your ethnicity

INSTRUCTIONS FOR COMPLETING THIS APPLICATION (continued)

Question 10 (A through I): List individuals responsible for the management areas indicated. If an area is managed jointly or more than one person manages an area, please indicate such. Work resumes must be included. Be sure to include work resumes for your field superintendents.

Question 11 (A): Provide the information as requested. **(B):** Full-time or part-time based on owners presence at the firm's headquarters in Indiana.

Question 12 (A): Provide information as requested. If a service is provided by more than one individual or company, please indicate. This would include any firm or person who provides any type of management or technical services who is not an employee of the firm. If additional space is needed, attach a separate sheet. **(B):** Provide information as requested. **(C):** Provide information as requested. **(D):** Provide information requested on those firms which have extended your firm credit, or signed letters from them indicating their willingness to extend your firm credit. **(E):** Provide information as requested.

Question 13: Provide a separate listing of owned equipment and a separate listing of leased equipment. Copies of state registration cards and titles must be provided for all cars, trucks and other vehicles that require state registration or licensing. Copies of documentation of ownership foal I equipment owned must be attached. A copy of the current executed leases for automotive equipment must be attached. A copy of the current leases for office space, storage space, parking space and any other spaces must be attached.

Question 14 (A): Provide information as requested. Provide a copy of the signed Corporate Bank Resolution(s) and/or bank account signature card(s). **(B):** Provide a signed statement from your bonding agent that verifies your bonding limits. **(C):** Provide information as requested. **(D):** Provide information as requested.

Question 15: Submit copies of required information. Be sure to identify the individual's name or firm that the license is issued to. If trucking is an area identified, and Interstate or Intrastate Authority is required. Provide a copy of the Authority.

Question 16: Provide information as requested. You must provide a copy of all denial and decertification letters received.

Question 17 (A): Provide information on the work that your firm has completed in the past three years or for the length of time the firm has been in business. **(B):** Provide information on the projects your firm is currently working on.

Question 18: Provide the names and signatures of all partners and those who have authority to execute contracts.

Question 19 (A through E): If you are a supplier, provide the information requested. If not, mark

N/A.

Question 20 (A): List what types of goods and/or services your firm provides in detail. (B) Provide your firm's NAICS codes for these services. *(optional)*

Question 21: Companies that are incorporated and are applying for certification must be registered with the State of Indiana Secretary of State's office, which can be reached at (317) 232-6576.

Questions 22 thru 25: Answer as indicated.

Affidavit: The Affidavit must be signed by the President, Chief Executive Officer, or person who is the highest qualifying member owner of the firm and the Corporate Seal affixed to it. The Affidavit must also be notarized. False statements might subject your firm to rejection of application, decertification, or denial of future certification.

VENDOR REGISTRATION

Please read before completing the enclosed materials. You must use the same Federal Identification number as stated on question # 8a (Page 6)

OBTAINING YOUR VENDOR REGISTRATION

You can now register with the City of Indianapolis Marion County at:

www.INDY.GOV/PURCH

In City's effort to serve you better, City's Vendor Registration form is now online. You may now complete the form, attach documents, select your commodities, and print a copy for your personal records all online.

For questions, please contact City of Indianapolis/Marion County Purchasing

Office of Finance and Management

Purchasing Division Suite 1522 200 E. Washington St. Indianapolis, IN 46204

> Hours: 8:00-5:00 (M-F) Phone: (317) 327-4900

www.INDY.GOV/PURCH

To receive email notifications of bidding opportunities from the Purchasing Division, please subscribe to the City's mailing list at: www.indy.gov/Newsletter/page/home.aspx

APPLICATION COMPLETION TIP SHEET

The following are often omitted from a firm's M/W/VBE & DOBE certification application, but **are** required before an application can be processed. Please remember to include these with your application:

1. Copies of **W-2s** for the previous year, along with the personal income tax return for the same time period. If filing a joint tax return, you must submit W-2s for all parties.

2. Responses to **all** questions on the application for certification. Questions that are not applicable should be marked N/A and include an explanation.

3. A list of all company equipment and equipment leases (includes office equipment).

4. **Corporations:** Annual salaries of all owners, officers, managers, and directors for the previous year.

5. Office **lease(s)** or **deed(s)** for all property occupied by the applicant firm. If the firm is not home-based and does not own or lease any property, explain why on page one of the checklist.

6. Taxes and balance sheets for all years of operation if the firm has been in business for two years or less.

7. **Out-of-state applicants:** The City of Indianapolis only certifies firm domiciled within the jurisdictional limits of the State of Indiana, a firm must have their principal place of business with in the State of Indiana (**Headquarters**) for at least one fiscal year.

The parent company must also meet the City of Indianapolis certification standards to certify a branch office or subsidiary.

City of Indianapolis does not accept certifications/on-sites from national programs, non-profits or paid certification programs.

APPLICATION FOR CERTIFICATION

NOTE: If after filing this application, and prior to the expiration of your certification, there is any change in the ownership and/or management of this firm, you must submit a new Application for Certification to your home state.

 New Application Expired Appication Change in Ownership 	D	🗆 Mino		terprise	ted in? (MBE) □ Women Busine Interprise (DOBE) □ Vete)	City of Indianapolis
1. Authorized name of	firm (including D	9/B/A)							
2. Street address of fir	rm (P.O. Box numbe	r alone is i	not acceptable)	City	/	County		State Indiana	ZIP code
Mailing address of firm	I			City	/	County		State Indiana	ZIP code
3. Name of contact pe	rson					-	4A. Business number (s telephone)	
4B. Facsimile	4C. E-mail addre	SS				4D. Bu	siness website addr	ess	
					Limited Liability Corporat umed name certificate m			able).	
meetings and Board of	Directors' meetir	igs, the C	Corporate Bylaws	and By	tes <i>(both sides),</i> Shareho laws Amendments, the (hecklist for more detail.				
B. What is the number o	f the firm's annua	ıl full-tim	e work force (W-	2)?	C. How many hours per we Principal place of business			e(s) physically	present at the firm
6A. Date business was e <i>day year)</i>	established (month,		. Date current owne wnership of the firm		hased the majority hth, day, year)	Cha with	Has your firm app opter 11, and/or li nin the last 3 year Yes 🗆 No	quidation u	
7. Has your company a		ation in t	he past? If so, I	list the I	name(s) that have been	used pre	eviously.		
8. Identification Number	ers and Certificati	on:							
A. Federal Identificatio	n number		Are you an SBA 8 Yes □ No <i>If Yes,</i>		fied business? a copy of Certification.	DOBE	is firm currently cert with any other entity No If Yes,	y?	E, WBE, VBE, or
D. Is the company dor □ Yes □ No (if "No" (rs)?		E. Have	e you had an on-site □ No	visit within th	e last 3 years?
	als or holding com	ipanies a	nd list their cash	, equipr	d.) nent and/or real estate i ıbmit an attached sheet.		nt in the firm; an	d attach the	e documentation
Name							Home telephone ı ()	number	
Home address (street a	and number)					City	State		ZIP code
Sex □ Male □ Female			Ethnic group		□ Multi-Racial		Initial investment interest in firm:	to acquire	ownership
Number of years owne	d:		 Hispanic Am Native Amer Caucasian 		 Asian Pacific Asian Indian Other (explain) 		Туј	pe Dolla	ar Value
Percentage owned		%					Dollars	\$	
U.S. citizen (permaner	nt resident)		Salary: \$				Real Estate	\$	
Name							Equipment Home telephone i	\$ number	
							()		
Home address (street a	and number)			City			State:		
Sex			Ethnic group African Ame Hispanic Am		 Multi-Racial Asian Pacific 		Initial investment interest in firm:	to acquire	ownership
Number of years owne	d:		 Native Amer Caucasian 	rican	 Asian Indian Other (explain) 		Туре		Dollar Value
Percentage owned							Dollars	\$	
U.S. citizen (permaner	nt resident)	%	Salary: \$				Real Estate	\$	
🗆 Yes 📋 No			<u> </u>				Equipment	\$	

9A. Ownership (continued)									
Name					Home te	elephone)	e numb	er	
Home address (street and number)			City		State			ZIP code	
Sex Male Female	Ethnic group	nerican	□Multi-Racial □Asian Pacific		Initial in in firm:	vestme	nt to ac	cquire ownership) interest
Number of years owned:	 Hispanic A Native America 	erican	□Asian Indian			Туре		Dollar	Value
Percentage owned	Caucasian		□Other <i>(explair</i>)	Dollars			\$	
U.S. citizen (permanent resident)	Salary: \$				Real Est	ate		\$	
🗆 Yes 🗆 No		•			Equipme	ent		\$	
Name					Home te	lephone)	e numb	er	
Home address (street and number)			City		State			ZIP code	
Sex Male Female	Ethnic group African Am Hispanic A	nerican	□Multi-Racial □Asian Pacific □Asian Indian		Initial in in firm:	vestme	nt to ac	cquire ownership	interest
Number of years owned:	Native America Amer	erican	□Other (explain)		Туре		Dollar	Value
Percentage owned	Caucasian				Dollars			\$	
U.S. citizen (permanent resident)	Salary: \$				Real Est	ate		\$	
Yes No					Equipme	ent		\$	
B. Identify officers (work experience resumes	of each person m	oust be a	ttached). If additi	onal space is	required, s	ubmit a	in attac	hed sheet. Date Ap	nointed
Name		Title		Ethn	icity	Se	ex	(month, d	
C.Identify current Board of Directors (work e attached sheet.	experience resume	s of each	n person must be	attached). If	additional	space is	require	ed, submit an	
Name		Title		Ethn	icity	Se	ex	Date Ap (month, d	
 Indicate a management personnel who co each company, for each person). If more than A. Financial Decision: (responsibility for 	n two persons, plea	ase attac	ch a separate shee	et.			cluding	dates of emplo	yment at
Name			Tit	le				Ethnicity	Sex
		<u> </u>							
B. Estimating: (cost estimates, bid prep. Name	aration or negotiat	tions)	Tit					Ethnicity	Sex
Name			11					Linneity	Jex
C. Hiring/firing of management personn	el:								
Name			Tit	le				Ethnicity	Sex
•									•

D. Field/Production Operations Supervisor: (site sup	ervision/scheduling, project management services)		
Name	Title	Ethnicity	Sex
E. List all field supervisors:			
Name	Title	Ethnicity	Sex
F. Contract signature authority: (contract execution, bid	submission)		
Name	Title	Ethnicity	Sex
G. Office management:			
Name	Title	Ethnicity	Sex
H. Marketing/Sales:		Falses in the	Carr
Name	Title	Ethnicity	Sex
I. Purchasing of major equipment:			-
Name	Title	Ethnicity	Sex
If Yes, identify the person, their title, business and the person business and the person business full time or part time?	erson's function.		
C. Do any of the persons listed in questions 9 and 10 or interest, shared office space, financial investments, equipm If Yes, identify the firm, the person and the business re		ι yours? (<i>Relationships</i> (R	elationships ind
12. Identific normana an finne suba nucuida tha fallouing a			
 Identify persons or firms who provide the following s A. External management or technical/computer service 			
Name of firm	Name of person		
Address (number and street, city, state, and ZIP code)		Telephone number ()	
B. Accountant (if any)		<u> </u>	
Name of firm	Name of person		
Address (number and street, city, state, and ZIP code)	H	Telephone number	
		()	
C. Attorney(<i>if any</i>)			
Name of firm	Name of person		
Address (number and street, city, state, and ZIP code)		Telephone number	
		()	

12D. Principal Suppliers:							
Name of firm			Name of person				
Address (number and street, city, state, and ZIP	code)					Telepho ()	ne number
Materials or equipment supplied							
Name of firm			Name of person				
Address (number and street, city, state, and ZIP	code)					Telepho ()	ne number
Materials or equipment supplied							
E. Identify those union(s), business or professional a	esociation(s)) in which the owne	r(c) or management pe	arconne	al have member	shin <i>(if any</i>	<i>.</i>).
Name of union, business or professional association) in which the owne		501110		ship(<i>ii any</i>	·
Address (number and street, city, state, and ZIP	code)					Telepho ()	ne number
Name of union, business or professional associate	ion						
Address (number and street, city, state, and ZIP	code)					Telepho ()	ne number
Name of union, business or professional associat	ion						
Address (number and street, city, state, and ZIP	code)					Telepho ()	ne number
13. Attach a list of construction equipment and/o office space (owned or leased) and storage space						and a list o	of office equipment,
14. Financial Information:A. Provide the following banking information:							
Name of bank		Who is on the bank	signatory card for this corr	npany:			
Address of bank (number and street, city, state,	and ZIP cod	de)					
B. If you have insurance and/or bonding capa	city, identif	v the agent or bro	ker and the bonding I	imit:			
Name of agent or broker		,			Bonding or insurar	nce limit \$	
Address of agent or broker (number and street, o	city, state, a	and ZIP code)			Telephone n ()	umber	
C. Provide copies of year-end balance sheet a current balance sheet, a projected profit and loss period.	and profit ar s statement	nd loss <i>(income)</i> s for the next twelv	statements for the las ve (12) month period	st three and a	e (3) years, or projected bala	if a new ance sheet	business, provide a t for the end of that
D. Identify all sources, amount and purposes Provide copies of all loan agreements.	of money lo	paned to the firm,	including name of per	rson se	ecuring the loa	n, if other	than owner.
Name of Source			Address of Source	e			Amount
						\$	
						\$	
						\$	
15. Current licenses (e.g. contractor, engineer, archit	ect, ICC, etc.))(Qualifying M/W/V/D	OBE owner(s) must poss	ess the	Licenses & Certi	ficates requ	ired- if any in this trade)
Name of Individual or Firm		Name of Lie	cense		of License Exp nth, day, year)	iration	Number

Control Series Date project Provide a copy of the denial or decertification letter(s). Total receipts = \$ 17A. Specify the gross receipts of the firm for the last three (3) years. *A Firm must prove viability for (2) years in there trade. Year ending: Total receipts = \$ Year ending: Total receipts = \$ Specify the gross receipts of the firm for the last three (3) years: Total receipts = \$ B. List the three (3) largest contracts completed in the past three (3) years: Name/location of project Name of owner/contractor Name/location of project Name of owner/contractor Name/location of project Name of prime contractor and project number Location of project Name of prime contractor and project number Location of project Name of prime contractor and project number Location of project Name of prime contractor and project number Location of project Name of prime contractor and project number Location of project Name of prime contractor and project number Location of project Date project began (month, day, year) Anticipated completion da (month, day, year) Name of prime contractor and project number Location of project Date project began (month, day, year) Name of prime cont	, , ,		he name of the agency an		Data (month day (par)
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				AUTHORIZED SIG	INATORE

C. Where do you	u maintain your inventory(<i>if any</i>)?	

19. As a supplier, please address the following:A. How large of an inventory do you maintain *(if any)*?

B. Do you own the inventory(*if any*)?

D. From where/whom do you purchase your inventory(*if any*)?

E. What type of delivery system do you use(*if any*)?

0A. List type of work firm has performed or desires to perform under certification. ((Be very thorough.) B. Provide your firm's NAICS codes for these services. (optional)
1. Is your business registered with the Indiana Secretary of State?	Have you registered your business with the City of Indianapolis Purchasing Division? (required see page 5 if "No")
attach copy) 🗅 Yes 🗅 No	□ Yes □ No
2A. Additional credentials or accreditations for qualification:	22B. City of Indianapolis Agencies and Municipalities you want to wor with:
23. Your firms structure and local zoning (please include any zoning clas □ Residential (in-home) □ Office (suite) □ Commercial (onlir □ Mobile □ Other	
4. Indicate the trade in which your business is engaged.	
Construction Retail Supplier/Distributor (Regular Dealer)	□ Manufacturer □ Service □ Broker(Manufacture Representative)
Other:	
(Please indicate)	
25. Does any principal in your firm, or the spouse of any principal, owe	any money to the firm or each other?
Yes 📮 No	
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Document Checklist

The following information **(copies)** must be attached to your application. Missing Failure to submit all appropriate documentation or incomplete information will delay the processing of your application.

ALL

- Work experience resumes that include places of ownership/employment and corresponding dates of all owners and key employees;
- □ Birth certificate of owners;
- Ethnic documentation, passport, naturalization certification of owners, tribal cards; (for MBE applicants)
 State issued identification card or driver's license;
- Entire copy of personal tax returns for the last 3 years, if applicable; (if no corporate taxes are filed)
- Documented proof of contributions used to acquire ownership for each owner (e.g. both sides of cancelled checks);
- □ Signed secure loan agreement and security agreements, if any;
- Description of real estate and proof of ownership listed;
- □ List of equipment leased and signed lease agreements;
- List of construction equipment and/or vehicles owned and titles/proof of ownership;
- □ Signed lease(s) for office/storage space;
- End of Year Balance Sheets and Income Statements for the past 3 years (or life of firm if less than 3 years). A new business must provide a current Balance Sheet;
- □ Relevant professional license(s);
- DBE/MBE/WBE/VBE/DOBE, SBA 8 (a) or SDB certifications or denials and de-certifications;
- Bank Authorization and Signatory cards;
- □ Business Plan (optional);
- □ Schedule of salaries paid to all officers, managers, owners or directors of the firm (W-2s);
- Registration is required of your company with the City's Purchasing Division at <u>www.indy.gov/purch</u> as a vendor with the credentials as stated in question #8a above;
 - Personal income taxes and business tax returns, W-2, W-3, 1099, and 1096 forms.

Sole Proprietorship

Assumed name, fictitious name or other registration certificate from appropriate governmental agency.

Partnership or Joint Venture

- Original and any amended Partnership or Joint Venture Agreements;
- Assumed name, fictitious name, doing business as (D/B/A), or other registration certificate from appropriate governmental agency, if applicable;
- Partnership tax returns for the last 3 years (Personal taxes can be requested);
- Organizational Chart (*if multiple owners*);

Corporation

- □ Official Articles of Incorporation (signed by the state official);
- Both sides of all Corporate Stock Certificates and Stock Transfer Ledger;
- □ Minutes of all stockholders and Board of Directors meetings;
- □ Shareholders' Agreement;
- Corporate By-laws and any amendments;
- Entire copy of corporate tax returns for the last 3 years (Personal taxes can be requested);
- □ Organizational Chart (*if multiple owners*);

LLC

- Entire copy of corporate tax returns for the last 3 years Personal taxes can be requested);
- □ Membership Certificate;
- □ Certificate of Organization;
- Organizational Chart (*if multiple owners*);

Disability Owned Business Enterprise (DOBE)

Completed Affidavit of Disability Application, City of Indianapolis;

Veteran Business Enterprise (VBE)

□ DD-214 (honorable discharge);

CERTIFICATION STANDARDS:

The City of Indianapolis & Marion County shall utilize 49 CFR Part 26, as amended to exclude size standard, as a guide for MBE/WBE/VBE/DOBE (also known as "XBE") certification. For additional criteria information on city-county certification please read our Consolidated City of Indianapolis and Marion County MBE/WBE/VBE/DOBE Utilization Plan in Indianapolis Government.

Part 26 – PARTICIPATION BY DISADVANTED BUSINESS ENTERPISES IN DEPARTMENT OF TRANSPORTATION FINANCIAL ASSISTANCE PROGRAMS

Subpart D – Certification Standards § 26.61 How are burdens of proof allocated in the certification process?

(a) In determining whether to certify a firm as eligible to participate as a DBE, you must apply the standards of this subpart.

(b) The firm seeking certification has the burden of demonstrating to you, by a preponderance of the evidence, that it meets the requirements of this subpart concerning group membership or individual disadvantage, business size, ownership, and control.

(c) You must rebuttably presume that members of the designated groups identified in § 26.67(a) are socially and economically disadvantaged. This means they do not have the burden of proving to you that they are socially and economically disadvantaged. In order to obtain the benefit of the rebuttable presumption, individuals must submit a signed, notarized statement that they are a member of one of the groups in § 26.67(a). Applicants do have the obligation to provide you information concerning their economic disadvantage (see § 26.67).

(d) Individuals who are not presumed to be socially and economically disadvantaged, and individuals concerning whom the presumption of disadvantage has been rebutted, have the burden of proving to you, by a preponderance of the evidence, that they are socially and economically disadvantaged. (See Appendix E of this part.)

(e) You must make determinations concerning whether individuals and firms have met their burden of demonstrating group membership, ownership, control, and social and economic disadvantage (where disadvantage must be demonstrated on an individual basis) by considering all the facts in the record, viewed as a whole.

§ 26.63 What rules govern group membership determinations?

(a)(1) If, after reviewing the signed notarized statement of membership in a presumptively disadvantaged group (see § 26.61(c)), you have a well-founded reason to question the individual's claim of membership in that group, you must require the individual to present additional evidence that he or she is a member of the group.

(2) You must provide the individual a written explanation of your reasons for questioning his or her group membership and a written request for additional evidence as outlined in paragraph (b) of this section.

(3) In implementing this section, you must take special care to ensure that you do not impose a disproportionate burden on members of any particular designated group. Imposing a disproportionate burden on members of a particular group could violate § 26.7(b) and/or Title VI of the Civil Rights Act of 1964 and 49 CFR part 21.

(b) In making such a determination, you must consider whether the person has held himself out to be a member of the group over a long period of time prior to application for certification and whether the person is regarded as a member of the group by the relevant community. You may require the applicant to produce appropriate documentation of group membership.

(1) If you determine that an individual claiming to be a member of a group presumed to be disadvantaged is not a member of a designated disadvantaged group, the individual must demonstrate social and economic disadvantage on an individual basis.

(2) Your decisions concerning membership in a designated group are subject to the certification appeals procedure of § 26.89.

§ 26.69 What rules govern determinations of ownership?

(a) In determining whether the socially and economically disadvantaged participants in a firm own the firm, you must consider all the facts in the record, viewed as a whole.

(b) To be an eligible DBE, a firm must be at least 51 percent owned by socially and economically disadvantaged individuals.

(1) In the case of a corporation, such individuals must own at least 51 percent of the each class of voting stock outstanding and 51 percent of the aggregate of all stock outstanding.

(2) In the case of a partnership, 51 percent of each class of partnership interest must be owned by socially and economically disadvantaged individuals. Such ownership must be reflected in the firm's partnership agreement.

(3) In the case of a limited liability company, at least 51 percent of each class of member interest must be owned by socially and economically disadvantaged individuals.

(c) The firm's ownership by socially and economically disadvantaged individuals must be real, substantial, and continuing, going beyond pro forma ownership of the firm as reflected in ownership documents. The disadvantaged owners must enjoy the customary incidents of

ownership, and share in the risks and profits commensurate with their ownership interests, as demonstrated by the substance, not merely the form, of arrangements.

(d) All securities that constitute ownership of a firm shall be held directly by disadvantaged persons. Except as provided in this paragraph (d), no securities or assets held in trust, or by any guardian for a minor, are considered as held by disadvantaged persons in determining the ownership of a firm. However, securities or assets held in trust are regarded as held by a disadvantaged individual for purposes of determining ownership of the firm, if--

(1) The beneficial owner of securities or assets held in trust is a disadvantaged individual, and the trustee is the same or another such individual; or

(2) The beneficial owner of a trust is a disadvantaged individual who, rather than the trustee, exercises effective control over the management, policy-making, and daily operational activities of the firm. Assets held in a revocable living trust may be counted only in the situation where the same disadvantaged individual is the sole grantor, beneficiary, and trustee.

(e) The contributions of capital or expertise by the socially and economically disadvantaged owners to acquire their ownership interests must be real and substantial. Examples of insufficient contributions include a promise to contribute capital, an unsecured note payable to the firm or an owner who is not a disadvantaged individual, or mere participation in a firm's activities as an employee. Debt instruments from financial institutions or other organizations that lend funds in the normal course of their business do not render a firm ineligible, even if the debtor's ownership interest is security for the loan.

(f) The following requirements apply to situations in which expertise is relied upon as part of a disadvantaged owner's contribution to acquire ownership:

- (1) The owner's expertise must be--
- (i) In a specialized field;
- (ii) Of outstanding quality;
- (iii) In areas critical to the firm's operations;
- (iv) Indispensable to the firm's potential success;
- (v) Specific to the type of work the firm performs; and

(vi) Documented in the records of the firm. These records must clearly show the contribution of expertise and its value to the firm.

(2) The individual whose expertise is relied upon must have a significant financial investment in the firm.

(g) You must always deem as held by a socially and economically disadvantaged individual, for purposes of determining ownership, all interests in a business or other assets obtained by the individual—

(1) As the result of a final property settlement or court order in a divorce or legal separation, provided that no term or condition of the agreement or divorce decree is inconsistent with this section; or

(2) Through inheritance, or otherwise because of the death of the former owner.

(h)(1) You must presume as not being held by a socially and economically disadvantaged individual, for purposes of determining ownership, all interests in a business or other assets obtained by the individual as the result of a gift, or transfer without adequate consideration, from any non-disadvantaged individual or non-DBE firm who is—

(i) Involved in the same firm for which the individual is seeking certification, or an affiliate of that firm;

(ii) Involved in the same or a similar line of business; or

(iii) Engaged in an ongoing business relationship with the firm, or an affiliate of the firm, for which the individual is seeking certification.

(2) To overcome this presumption and permit the interests or assets to be counted, the disadvantaged individual must demonstrate to you, by clear and convincing evidence, that—

(i) The gift or transfer to the disadvantaged individual was made for reasons other than obtaining certification as a DBE; and

(ii) The disadvantaged individual actually controls the management, policy, and operations of the firm, notwithstanding the continuing participation of a non-disadvantaged individual who provided the gift or transfer.

(i) You must apply the following rules in situations in which marital assets form a basis for ownership of a firm:

(1) When marital assets (other than the assets of the business in question), held jointly or as community property by both spouses, are used to acquire the ownership interest asserted by one spouse, you must deem the ownership interest in the firm to have been acquired by that spouse with his or her own individual resources, provided that the other spouse irrevocably renounces and transfers all rights in the ownership interest in the manner sanctioned by the laws of the state in which either spouse or the firm is domiciled. You do not count a greater portion of joint or community property assets toward ownership than state law would recognize as belonging to the socially and economically disadvantaged owner of the applicant firm.

(2) A copy of the document legally transferring and renouncing the other spouse's rights in the jointly owned or community assets used to acquire an ownership interest in the firm must be included as part of the firm's application for DBE certification.

(j) You may consider the following factors in determining the ownership of a firm. However, you must not regard a contribution of capital as failing to be real and substantial, or find a firm ineligible, solely because--

(1) A socially and economically disadvantaged individual acquired his or her ownership interest as the result of a gift, or transfer without adequate consideration, other than the types set forth in paragraph (h) of this section;

(2) There is a provision for the co-signature of a spouse who is not a socially and economically disadvantaged individual on financing agreements, contracts for the purchase or sale of real or personal property, bank signature cards, or other documents; or

(3) Ownership of the firm in question or its assets is transferred for adequate consideration from a spouse who is not a socially and economically disadvantaged individual to a spouse who is such an individual. In this case, you must give particularly close and careful scrutiny to the ownership and control of a firm to ensure that it is owned and controlled, in substance as well as in form, by a socially and economically disadvantaged individual.

§ 26.71 What rules govern determinations concerning control?

(a) In determining whether socially and economically disadvantaged owners control a firm, you must consider all the facts in the record, viewed as a whole.

(b) Only an independent business may be certified as a DBE. An independent business is one the viability of which does not depend on its relationship with another firm or firms.

(1) In determining whether a potential DBE is an independent business, you must scrutinize relationships with non-DBE firms, in such areas as personnel, facilities, equipment, financial and/or bonding support, and other resources.

(2) You must consider whether present or recent employer/employee relationships between the disadvantaged owner(s) of the potential DBE and non-DBE firms or persons associated with non-DBE firms compromise the independence of the potential DBE firm.
(3) You must examine the firm's relationships with prime contractors to determine whether a pattern of exclusive or primary dealings with a prime contractor compromises the independence of the potential DBE firm.

(4) In considering factors related to the independence of a potential DBE firm, you must consider the consistency of relationships between the potential DBE and non–DBE firms with normal industry practice.

(c) A DBE firm must not be subject to any formal or informal restrictions which limit the customary discretion of the socially and economically disadvantaged owners. There can be no restrictions through corporate charter provisions, by-law provisions, contracts or any other formal or informal devices (e.g., cumulative voting rights, voting powers attached to different classes of stock, employment contracts, requirements for concurrence by non-disadvantaged partners, conditions precedent or subsequent, executory agreements, voting trusts, restrictions on or assignments of voting rights) that prevent the socially and economically disadvantaged owners, without the cooperation or vote of any non-disadvantaged individual, from making any business decision of the firm. This paragraph does not preclude a spousal co-signature on documents as provided for in § 26.69(j)(2).

(d) The socially and economically disadvantaged owners must possess the power to direct or cause the direction of the management and policies of the firm and to make day-to-day as well as long-term decisions on matters of management, policy and operations.

(1) A disadvantaged owner must hold the highest officer position in the company (e.g., chief executive officer or president).

(2) In a corporation, disadvantaged owners must control the board of directors.

(3) In a partnership, one or more disadvantaged owners must serve as general partners, with control over all partnership decisions.

(e) Individuals who are not socially and economically disadvantaged may be involved in a DBE firm as owners, managers, employees, stockholders, officers, and/or directors. Such individuals must not, however, possess or exercise the power to control the firm, or be disproportionately responsible for the operation of the firm.

(f) The socially and economically disadvantaged owners of the firm may delegate various areas of the management, policymaking, or daily operations of the firm to other participants in the firm, regardless of whether these participants are socially and economically disadvantaged individuals. Such delegations of authority must be revocable, and the socially and economically disadvantaged owners must retain the power to hire and fire any person to whom such authority is delegated. The managerial role of the socially and economically disadvantaged owners in the firm's overall affairs must be such that the recipient can reasonably conclude that the socially and economically disadvantaged owners actually exercise control over the firm's operations, management, and policy.

(g) The socially and economically disadvantaged owners must have an overall understanding of, and managerial and technical competence and experience directly related to, the type of business in which the firm is engaged and the firm's operations. The socially and economically disadvantaged owners are not required to have experience or expertise in every critical area of the firm's operations, or to have greater experience or expertise in a given field than managers or key employees. The socially and economically disadvantaged owners must have the ability to intelligently and critically evaluate information presented by other participants in the firm's activities and to use this information to make independent decisions concerning the firm's daily operations, management, and policymaking. Generally, expertise limited to office management, administration, or bookkeeping functions unrelated to the principal business activities of the firm is insufficient to demonstrate control.

(h) If state or local law requires the persons to have a particular license or other credential in order to own and/or control a certain type of firm, then the socially and economically disadvantaged persons who own and control a potential DBE firm of that type must possess the required license or credential. If state or local law does not require such a person to have such a license or credential to own and/or control a firm, you must not deny certification solely on the ground that the person lacks the license or credential. However, you may take into

account the absence of the license or credential as one factor in determining whether the socially and economically disadvantaged owners actually control the firm.

(i)(1) You may consider differences in remuneration between the socially and economically disadvantaged owners and other participants in the firm in determining whether to certify a firm as a DBE. Such consideration shall be in the context of the duties of the persons involved, normal industry practices, the firm's policy and practice concerning reinvestment of income, and any other explanations for the differences proffered by the firm. You may determine that a firm is controlled by its socially and economically disadvantaged owner although that owner's remuneration is lower than that of some other participants in the firm.

(2) In a case where a non-disadvantaged individual formerly controlled the firm, and a socially and economically disadvantaged individual now controls it, you may consider a difference between the remuneration of the former and current controller of the firm as a factor in determining who controls the firm, particularly when the non-disadvantaged individual remains involved with the firm and continues to receive greater compensation than the disadvantaged individual.

(j) In order to be viewed as controlling a firm, a socially and economically disadvantaged owner cannot engage in outside employment or other business interests that conflict with the management of the firm or prevent the individual from devoting sufficient time and attention to the affairs of the firm to control its activities. For example, absentee ownership of a business and part-time work in a full-time firm are not viewed as constituting control. However, an individual could be viewed as controlling a part-time business that operates only on evenings and/or weekends, if the individual controls it all the time it is operating.

(k)(1) A socially and economically disadvantaged individual may control a firm even though one or more of the individual's immediate family members (who themselves are not socially and economically disadvantaged individuals) participate in the firm as a manager, employee, owner, or in another capacity. Except as otherwise provided in this paragraph, you must make a judgment about the control the socially and economically disadvantaged owner exercises vis-a-vis other persons involved in the business as you do in other situations, without regard to whether or not the other persons are immediate family members.

(2) If you cannot determine that the socially and economically disadvantaged owners--as distinct from the family as a whole--control the firm, then the socially and economically disadvantaged owners have failed to carry their burden of proof concerning control, even though they may participate significantly in the firm's activities.

(I) Where a firm was formerly owned and/or controlled by a non-disadvantaged individual (whether or not an immediate family member), ownership and/or control were transferred to a socially and economically disadvantaged individual, and the non-disadvantaged individual remains involved with the firm in any capacity, the disadvantaged individual now owning the firm must demonstrate to you, by clear and convincing evidence, that:

(1) The transfer of ownership and/or control to the disadvantaged individual was made for reasons other than obtaining certification as a DBE; and

(2) The disadvantaged individual actually controls the management, policy, and operations of the firm, notwithstanding the continuing participation of a non-disadvantaged individual who formerly owned and/or controlled the firm.

(m) In determining whether a firm is controlled by its socially and economically disadvantaged owners, you may consider whether the firm owns equipment necessary to perform its work. However, you must not determine that a firm is not controlled by socially and economically disadvantaged individuals solely because the firm leases, rather than owns, such equipment, where leasing equipment is a normal industry practice and the lease does not involve a relationship with a prime contractor or other party that compromises the independence of the firm.

(n) You must grant certification to a firm only for specific types of work in which the socially and economically disadvantaged owners have the ability to control the firm. To become certified in an additional type of work, the firm need demonstrate to you only that its socially and economically disadvantaged owners are able to control the firm with respect to that type of work. You must not require that the firm be recertified or submit a new application for certification, but you must verify the disadvantaged owner's control of the firm in the additional type of work.

(1) The types of work a firm can perform (whether on initial certification or when a new type of work is added) must be described in terms of the most specific available NAICS code for that type of work. If you choose, you may also, in addition to applying the appropriate NAICS code, apply a descriptor from a classification scheme of equivalent detail and specificity. A correct NAICS code is one that describes, as specifically as possible, the principal goods or services which the firm would provide to DOT recipients. Multiple NAICS codes may be assigned where appropriate. Program participants must rely on, and not depart from, the plain meaning of NAICS code descriptions in determining the scope of a firm's certification. If your Directory does not list types of work for any firm in a manner consistent with this paragraph (a)(1), you must update the Directory entry for that firm to meet the requirements of this paragraph (a)(1) by August 28, 2011.

(2) Firms and recipients must check carefully to make sure that the NAICS codes cited in a certification are kept up-to-date and accurately reflect work which the UCP has determined the firm's owners can control. The firm bears the burden of providing detailed company information the certifying agency needs to make an appropriate NAICS code designation.

(3) If a firm believes that there is not a NAICS code that fully or clearly describes the type(s) of work in which it is seeking to be certified as a DBE, the firm may request that the certifying agency, in its certification documentation, supplement the assigned NAICS code(s) with a clear, specific, and detailed narrative description of the type of work in which the firm is certified. A vague, general, or confusing description is not sufficient for this purpose, and recipients should not rely on such a description in determining whether a firm's participation can be counted toward DBE goals.

(4) A certifier is not precluded from changing a certification classification or description if there is a factual basis in the record. However, certifiers must not make after-the-fact statements about the scope of a certification, not supported by evidence in the record of the certification action.

(o) A business operating under a franchise or license agreement may be certified if it meets the standards in this subpart and the franchiser or licenser is not affiliated with the franchisee or licensee. In determining whether affiliation exists, you should generally not consider the restraints relating to standardized quality, advertising, accounting format, and other provisions imposed on the franchisee or licensee by the

franchise agreement or license, provided that the franchisee or licensee has the right to profit from its efforts and bears the risk of loss commensurate with ownership. Alternatively, even though a franchisee or licensee may not be controlled by virtue of such provisions in the franchise agreement or license, affiliation could arise through other means, such as common management or excessive restrictions on the sale or transfer of the franchise interest or license.

(p) In order for a partnership to be controlled by socially and economically disadvantaged individuals, any non-disadvantaged partners must not have the power, without the specific written concurrence of the socially and economically disadvantaged partner(s), to contractually bind the partnership or subject the partnership to contract or tort liability.

(q) The socially and economically disadvantaged individuals controlling a firm may use an employee leasing company. The use of such a company does not preclude the socially and economically disadvantaged individuals from controlling their firm if they continue to maintain an employer-employee relationship with the leased employees. This includes being responsible for hiring, firing, training, assigning, and otherwise controlling the on-the-job activities of the employees, as well as ultimate responsibility for wage and tax obligations related to the employees.

§ 26.73 What are other rules affecting certification?

(a)(1) Consideration of whether a firm performs a commercially useful function or is a regular dealer pertains solely to counting toward DBE goals the participation of firms that have already been certified as DBEs. Except as provided in paragraph (a)(2) of this section, you must not consider commercially useful function issues in any way in making decisions about whether to certify a firm as a DBE.

(2) You may consider, in making certification decisions, whether a firm has exhibited a pattern of conduct indicating its involvement in attempts to evade or subvert the intent or requirements of the DBE program.

(b)(1) You must evaluate the eligibility of a firm on the basis of present circumstances. You must not refuse to certify a firm based solely on historical information indicating a lack of ownership or control of the firm by socially and economically disadvantaged individuals at some time in the past, if the firm currently meets the ownership and control standards of this part.

(2) You must not refuse to certify a firm solely on the basis that it is a newly formed firm, has not completed projects or contracts at the time of its application, has not yet realized profits from its activities, or has not demonstrated a potential for success. If the firm meets disadvantaged, size, ownership, and control requirements of this Part, the firm is eligible for certification.

(c) DBE firms and firms seeking DBE certification shall cooperate fully with your requests (and DOT requests) for information relevant to the certification process. Failure or refusal to provide such information is a ground for a denial or removal of certification.

(d) Only firms organized for profit may be eligible DBEs. Not-for-profit organizations, even though controlled by socially and economically disadvantaged individuals, are not eligible to be certified as DBEs.

(e) An eligible DBE firm must be owned by individuals who are socially and economically disadvantaged. Except as provided in this paragraph, a firm that is not owned by such individuals, but instead is owned by another firm--even a DBE firm--cannot be an eligible DBE.

(1) If socially and economically disadvantaged individuals own and control a firm through a parent or holding company, established for tax, capitalization or other purposes consistent with industry practice, and the parent or holding company in turn owns and controls an operating subsidiary, you may certify the subsidiary if it otherwise meets all requirements of this subpart. In this situation, the individual owners and controllers of the parent or holding company are deemed to control the subsidiary through the parent or holding company.

(2) You may certify such a subsidiary only if there is cumulatively 51 percent ownership of the subsidiary by socially and economically disadvantaged individuals. The following examples illustrate how this cumulative ownership provision works:

Example 1: Socially and economically disadvantaged individuals own 100 percent of a holding company, which has a wholly-owned subsidiary. The subsidiary may be certified, if it meets all other requirements.

Example 2: Disadvantaged individuals own 100 percent of the holding company, which owns 51 percent of a subsidiary. The subsidiary may be certified, if all other requirements are met.

Example 3: Disadvantaged individuals own 80 percent of the holding company, which in turn owns 70 percent of a subsidiary. In this case, the cumulative ownership of the subsidiary by disadvantaged individuals is 56 percent (80 percent of the 70 percent). This is more than 51 percent, so you may certify the subsidiary, if all other requirements are met.

Example 4: Same as Example 2 or 3, but someone other than the socially and economically disadvantaged owners of the parent or holding company controls the subsidiary. Even though the subsidiary is owned by disadvantaged individuals, through the holding or parent company, you cannot certify it because it fails to meet control requirements.

Example 5: Disadvantaged individuals own 60 percent of the holding company, which in turn owns 51 percent of a subsidiary. In this case, the cumulative ownership of the subsidiary by disadvantaged individuals is about 31 percent. This is less than 51 percent, so you cannot certify the subsidiary.

Example 6: The holding company, in addition to the subsidiary seeking certification, owns several other companies. The combined gross receipts of the holding companies and its subsidiaries are greater than the size standard for the subsidiary seeking certification and/or the gross receipts cap of § 26.65(b). Under the rules concerning affiliation, the subsidiary fails to meet the size standard and cannot be certified.

(f) Recognition of a business as a separate entity for tax or corporate purposes is not necessarily sufficient to demonstrate that a firm is an independent business, owned and controlled by socially and economically disadvantaged individuals.

(g) You must not require a DBE firm to be prequalified as a condition for certification unless the recipient requires all firms that participate in its contracts and subcontracts to be prequalified.

(h) A firm that is owned by an Indian tribe or Native Hawaiian organization, rather than by Indians or Native Hawaiians as individuals, may be eligible for certification. Such a firm must meet the size standards of § 26.35. Such a firm must be controlled by socially and economically disadvantaged individuals, as provided in § 26.71.

(i) The following special rules apply to the certification of firms related to Alaska Native Corporations (ANCs).

(1) Notwithstanding any other provisions of this subpart, a direct or indirect subsidiary corporation, joint venture, or partnership entity of an ANC is eligible for certification as a DBE if it meets all of the following requirements:

(i) The Settlement Common Stock of the underlying ANC and other stock of the ANC held by holders of the Settlement Common Stock and by Natives and descendents of Natives represents a majority of both the total equity of the ANC and the total voting power of the corporation for purposes of electing directors;

(ii) The shares of stock or other units of common ownership interest in the subsidiary, joint venture, or partnership entity held by the ANC and by holders of its Settlement Common Stock represent a majority of both the total equity of the entity and the total voting power of the entity for the purpose of electing directors, the general partner, or principal officers; and

(iii) The subsidiary, joint venture, or partnership entity has been certified by the Small Business Administration under the 8(a) or small disadvantaged business program.

(2) As a recipient to whom an ANC-related entity applies for certification, you do not use the DOT uniform application form (see Appendix F of this part). You must obtain from the firm documentation sufficient to demonstrate that entity meets the requirements of paragraph (i)(1) of this section. You must also obtain sufficient information about the firm to allow you to administer your program (e.g., information that would appear in your DBE Directory).

(3) If an ANC-related firm does not meet all the conditions of paragraph (i)(1) of this section, then it must meet the requirements of paragraph (h) of this section in order to be certified, on the same basis as firms owned by Indian Tribes or Native Hawaiian Organizations.

For a full version of the Certification Standards see:

Code of Federal Regulations Title 49 - Part 26