



Marin County Transit District

Overall Disadvantaged Business Enterprise (DBE) Goal

Federal Fiscal Years 2026-28

Marin Transit
Overall Disadvantaged Business Enterprise (DBE) Goal
for Federal Fiscal Years 2025-28

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Introduction

Under the requirements of the Code of Federal Regulations 49 C.F.R. Part 26.45 (Participation by Disadvantaged Business Enterprises in U.S. Department of Transportation (USDOT) Programs), Marin County Transit District developed an overall Disadvantaged Business Enterprise (DBE) goal for DBE participation from Federal Fiscal Year (FFY) 2026 through FFY 2028 in contracting opportunities that may include federal funding. Marin Transit's proposed overall DBE goal for FFY 2026-2028 is 6.4% of the federal financial assistance for FTA-assisted contracts, exclusive of contracts related to the purchase of transit vehicles.¹

The regulations require federal recipients to prepare the overall goal using a two-step process. According to the *USDOT Tips for Goal Setting*, the recipient must first determine a base figure for the relative availability of certified DBEs and potentially certified Minority and Woman-owned Business Enterprises, hereafter collectively referred to as Disadvantaged Business Enterprises (DBEs), in the relevant market area. The base figure is intended to be a measurement of the current ready, willing, and able DBEs as a percentage of all businesses ready, willing, and able to perform the recipient's anticipated FTA-assisted contracts.

Next, the recipient must examine all relevant evidence to determine what adjustment, if any, is needed to the base figure in order to arrive at an overall goal. The final adjusted figure is the recipient's overall goal and represents the proportion of federal transportation funding that the recipient is expected to allocate to DBEs during the subsequent three federal fiscal years. Once the agency determines the adjusted overall goal, the process requires considering what portion of the goal will be met by race- and gender-neutral measures.

The District evaluates whether to maintain a race- and gender-neutral goal in accordance with 2005 case law² affecting federal recipients in California. A review of disparity studies will inform the recommendation.

This *Overall DBE Goal Setting Report* is based on the DBE regulations contained in 49 CFR Part 26.45, as amended, the decisions of the United States Federal Court, and the *USDOT Guidance Memorandum*. The goal identifies the relative availability of DBEs based on evidence of ready, willing, and able DBEs in relationship to all comparable businesses known to be available to compete in Marin Transit's FTA-assisted contracts.

Between May and June 2025, Marin County Transit District participated with peer Bay Area transit and transportation agencies in outreach sessions to obtain public participation and input in developing

¹ Effective February 28, 2011, the USDOT amended the DBE regulations set forth in 49 CFR Part 26 as described in the Federal Register, Volume 76, Number 22 and Vol.79 No. 221 October 2, 2014, Part II Disadvantaged Business Enterprise Program Implementation Modifications; 49 CFR Part 26 [Docket No. OST-2-12-0147]

² *Western States Paving Co. v. United States & Washington State Department of Transportation*, 407 F. 3d 983 (9th Cir. 2005).

DBE goals. The overall DBE goal reflects staff's determination of the availability of DBE opportunities and the level of DBE participation expected absent the effects of discrimination.

The Marin County Transit District will submit this goal methodology for FFY 2026-2028 to the Federal Transit Administration (FTA) for review. The District's recommended overall DBE goal for the period is 6.4%, which reflects the weighted base figure. The 6.4% goal will be achieved through race-neutral methods. The FTA reporting period for the recommended overall goal will be October 1, 2026, to September 30, 2028.

Marin Transit Federally Assisted Contract Opportunities from Fiscal Years 2026 through 2028

Marin Transit has calculated the projected number, types of work, and dollar amounts of contracting opportunities that will be funded, in whole or in part, by U.S. DOT federal financial assistance for the three-year reporting period. Exclusive of contracts for vehicle purchases, FTA-assisted contracting opportunities for Fiscal Years 2026 through 2028 are expected to primarily consist of the design and construction of a bus operations and maintenance facility, ADA paratransit operations contract, capital improvements in designated transit corridors, fareboxes, vehicle equipment upgrades and mobility management. Additional projects may be undertaken if additional federal revenue becomes available, and Marin Transit will adjust the overall DBE goal if necessary. The anticipated contracts and purchases are listed below in **Table 1**. Note that DBE goals for Transit Vehicle Manufacturers are established through a separate FTA process.

Table 1

Actual and anticipated value of FFY 2026-26 FTA-assisted contracts and percent of total amount

Project	Federal Dollars	Percent of Total
Fixed Route Maintenance Facility - Design	\$2,204,818	9.07%
Fixed Route Maintenance Facility - Construction Building	\$8,133,438	33.46%
Fixed Route Maintenance Facility - Electrification	\$6,316,234	25.99%
Fixed Route Maintenance Facility - Site Grading	\$2,076,722	8.54%
Fixed Route Maintenance Facility - Storm Water Control	\$112,500	0.46%
Capital Corridors Improvements - Engineering	\$200,000	0.82%
Capital Corridors Improvements - Construction	\$976,000	4.02%
Camera System Upgrades	\$191,814	0.79%
Fareboxes	\$247,200	1.02%
Head Sign Upgrades	\$60,000	0.25%
Marin Access Travel Navigator	\$597,958	2.46%
ADA Paratransit Operations & Maintenance	\$3,187,830	13.12%

Total Anticipated Federal Value of New Contracts and Purchases	\$24,304,514	100%
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The total amount of anticipated funds available for DBE opportunities in federally assisted contracts and purchases is \$24, 304,514 during the three-year reporting period. This amount excludes transit vehicle purchases.

Overall DBE Goal Methodology

The overall goal is expressed as a percentage of the total amount of U.S. DOT funds Marin Transit anticipates expending in the three forthcoming fiscal years. As described below, Marin Transit used a two-step process to establish the overall DBE goal.

Step 1: Compute Base Figure

As specified in 49 CFR 26.45(c), Marin Transit developed a base figure to determine the relative availability of DBEs to perform work on the anticipated contracts and purchases. The formula for calculating the relative availability of DBEs for each project is:

$$\text{Base figure} = \text{Ready, willing, and able DBEs} / \text{divided by} \\ \text{All firms ready, willing and able (including DBEs and non-DBEs)}$$

Based on guidance from FTA and the U.S. DOT Office of Small and Disadvantaged Business Utilization, Marin Transit computed a weighted base figure that considers the relative size of the anticipated contracts.

The weighted base figure was developed by:

1) Using the **2025** California Unified Certification Program Directory to identify the number of registered DBEs willing to perform work in Marin County Transit District's market area for each of the anticipated procurements, based on the NAICS (North American Industry Classification System) code(s) most relevant to each contract or purchase. Marin County Transit District's market area is determined based on where the substantial majority of bidders are located, as documented in the District's Bidders List. For the purposes of the DBE goal, the market area is defined as the San Francisco–Oakland–Hayward, CA Metropolitan Statistical Area (MSA) combined with the Santa Rosa, CA Metro Area MSA. This combined area includes six counties: Alameda, Contra Costa, Marin, San Francisco, San Mateo, and Sonoma Counties. The number DBEs in the market area, by NAICS code, is listed in **Table 2**.

2) Using **2022** County Business Patterns (CBP) data from the U.S. Census Bureau to identify the total number of businesses available in Marin County Transit District's market area for work on each contract, based on the same NAICS codes. This data was most recently updated on June 27, 2024. **Table 2** lists the number of businesses in the market area, by NAICS code.

3) Dividing the number of DBEs by the number of all businesses to determine the relative availability of DBES in the market area for each contract and weighted for contracts with more than

one identified work category. The proportion of DBEs available by each procurement type is listed under “% DBE” in **Table 3**.

Table 2: Data on Availability of DBEs and Businesses for Anticipated Contracts by NAICS Code

Anticipated Contracts	NAICS Code	Available Businesses in the CBP	# of Registered DBEs ¹
Fixed Route Maintenance Facility - Design	541310-Architectural Services	879	26
Fixed Route Maintenance Facility - Construction Building	236220-Commercial Construction	609	49
Fixed Route Maintenance Facility - Electrification	238210-Electrical Contractors	1,368	45
Fixed Route Maintenance Facility - Site Grading	238910-Site Preparation Contractors	242	26
Fixed Route Maintenance Facility - Storm Water Control	237110-Water & Sewer Line & Related Structures Construction	103	37
Capital Corridors Improvements - Engineering	541330-Engineering Services	1,568	11
Capital Corridors Improvements - Construction	237310-Highway & Street Construction	112	10
Camera System Upgrades	561621-Security Systems Services	105	3
Fareboxes	334514-Fare Collection Equipment Manufacturing	0	0
Head Sign Upgrades	485113 - Bus and Other Motor Vehicle Transit Systems	11	2
Marin Access Travel Navigator	624120-Services for the Elderly and Disabled	675	0
ADA Paratransit Operations & Maintenance	485991-Special Needs Transportation	52	0
Notes: 1) Available Business in Six County Business Census Patterns (Two MSA's Combined) by NAICS Code 2)Based on DBEs in California Unified Certification Program			

Table 3 extracts all the NAICS codes from the anticipated projects and identifies the proportion of DBEs available to work in Marin County using the CUPC database of DBEs and the data from U.S. Census County Business Patterns for the two Metropolitan Statistical Areas by code.

Table 3: Relative Availability by NAICS Code for FFY 2026-28

NAICS	Description	Available Businesses in the CBP	Available DBEs	DBE% of Available Businesses by NAICS
541310	Architectural Services	879	26	2.96%
236220	Commercial Construction	609	49	8.05%
238210	Electrical Contractors	1368	45	3.29%
238910	Site Preparation Contractors	242	26	10.74%
237110	Water & Sewer Line & Related Structures Construction	103	37	35.92%
541330	Engineering Services	1568	11	0.70%
237310	Highway & Street Construction	112	10	8.93%
561621	Security Systems Services	105	3	2.86%
334514	Fare Collection Equipment Manufacturing	0	0	0.00%
485113	Bus and Other Motor Vehicle Transit Systems	11	2	18.18%
624120	Services for the Elderly and Disabled	675	0	0.00%
485991	Special Needs Transportation	52	0	0.00%
Total		5724	203	3.65%

Table 4 aggregates anticipated contract expenditures by NAICS code identified for contracting and possible subcontracting opportunities. The table assigns both a proportionate dollar amount for each code and a percentage of the total anticipated estimate of federal dollars.

Table 4: Summary of Anticipated Dollar Amounts by NAICS Code

NAICS	Description	Anticipated Contract Dollars	% of Total
541310	Architectural Services	\$2,204,818	9.07%
236220	Commercial Construction	\$8,133,438	33.46%
238210	Electrical Contractors	\$6,316,234	25.99%
238910	Site Preparation Contractors	\$2,076,722	8.54%
237110	Water & Sewer Line & Related Structures Construction	\$112,500	0.46%

541330	Engineering Services	\$200,000	0.82%
237310	Highway & Street Construction	\$976,000	4.02%
561621	Security Systems Services	\$191,814	0.79%
334514	Fare Collection Equipment Manufacturing	\$247,200	1.02%
485113	Bus and Other Motor Vehicle Transit Systems	\$60,000	0.25%
624120	Services for the Elderly and Disabled	\$597,958	2.46%
485991	Special Needs Transportation	\$3,187,830	13.12%
Total		24,304,514	100%

The Base Figure is derived by dividing the number of ready, willing, and able DBE firms identified for each work category by the number of all firms identified for each corresponding work category (relative availability), weighting the relative availability for each work category by the corresponding work category weight from **Table 4** (weighted ratio), and adding the weighted ratio figures together.

$$\text{Base Figure} = \frac{\sum (\text{Number of Ready, Willing, and Able DBEs}) \times \text{Weight}}{\text{Number of All Ready, Willing, and Able Firms}} \times 100$$

Table 5: Weighted-Base Figures for FTA-Assisted Contract Expenditures FFY 26-28

NAICS	Industry Description	NAICS Base Figure	% Total Expenditures	Weighted Base Figure
541310	Architectural Services	2.96%	9.07%	0.27%
236220	Commercial Construction	8.05%	33.46%	2.69%
238210	Electrical Contractors	3.29%	25.99%	0.85%
238910	Site Preparation Contractors	10.74%	8.54%	0.92%
237110	Water & Sewer Line & Related Structures Construction	35.92%	0.46%	0.17%
541330	Engineering Services	0.70%	0.82%	0.01%
237310	Highway & Street Construction	8.93%	4.02%	0.36%
561621	Security Systems Services	2.86%	0.79%	0.02%
334514	Fare Collection Equipment Manufacturing	0.00%	1.02%	0.00%
485113	Bus and Other Motor Vehicle Transit Systems	18.18%	0.25%	0.04%
624120	Services for the Elderly and Disabled	0.00%	2.46%	0.00%
485991	Special Needs Transportation	0.00%	13.12%	0.00%
Total			100%	5.33%

As shown in **Table 5** above, the **Weighted Base Figure** is equal to the sum of the **Weighted Ratios** for all NAICS Work Categories and is calculated at 5.33%.

Step 2: Adjust Base Figure

Per 49 CFR 26.45(d), following calculation of a base figure, all available evidence must be examined to determine what adjustment, if any, is needed to the base figure to arrive at the overall DBE goal. The primary form of evidence available is the past participation of DBEs in Marin Transit contracting.

Bidders' List - Section 26.45(c.3)

Marin Transit maintains a Bidder's list as set forth in 49 CFR Part 26.11 of bidders for its federal and non-federally assisted projects. Marin Transit has reviewed this list and determined that the data derived from this list substantiates the market area for contractors, including DBE contractors, as outlined above.

Sources from Organizations and Institutions - Section 26.45(g.1)

Directly and through the Business Outreach Committee, Marin Transit communicates with various contractor associations, minority business associations, and the DBE and SBE business communities in general.

Applicability of Disparity Studies

In developing the FFY 2026-28 DBE goal, Marin Transit staff reviewed one disparity study. Findings from the Caltrans study are described below. Caltrans size and nature of their projects differ significantly from Marin Transit's projects. Marin Transit will consider the findings of these and future disparity studies in the conduct of its DBE participation program, including outreach and education activities with the Bay Area Business Outreach Committee, to ensure access to bid opportunities for all eligible MBE/WBE's.

Caltrans commissioned an FTA Disparity Study in July of 2024. The study was completed in December 2024. The study found that minority-and woman-owned businesses participation in transit-related contracts that Caltrans and subrecipient local agencies awarded during the study period was substantially lower than what one might expect based on the availability of those businesses for that work. Results did vary substantially across individual groups as follows:

- Three groups exhibited disparity indices substantially below parity: Subcontinent Asian American-owned businesses, Black American-owned businesses, and Hispanic American-owned businesses.
- Non-Hispanic white woman-owned businesses did not exhibit a disparity on all Caltrans and subrecipient local agency contracts considered together.
- Four groups exhibited substantial disparities on professional services contracts: women owned businesses, Asian Pacific American-owned businesses, Black American-owned businesses, and Subcontinent Asian American-owned businesses.
- All individual groups exhibited substantial disparities on construction contracts except Native American-owned businesses.

All individual groups exhibited substantial disparities on goods and services contracts except Native American-owned businesses. The Caltrans study also analyzed the results separately for transportation-related construction and professional services contracts. It found overall that minority-and woman-owned businesses participation was higher in construction work than in professional services work.

Marin Transit will continue to participate in the DBE research, educational, and outreach activities with its San Francisco Bay Area peers in the Business Outreach Committee. Marin Transit will monitor its current and future procurements to identify possible trends in DBE participation, progress in meeting its race neutral goal, and determine whether a race conscious goal is needed in the future.

Historic DBE Participation in Marin Transit Contracts

Marin Transit became a direct federal recipient in 2013. The District has had a limited number of federally assisted contracts.

The District submitted its fourth DBE goal and methodology to FTA in August 2022 for FFY 2023-2025, with an identified DBE goal of 1.6 percent. Marin Transit's largest federally supported procurement for FFY 2023-25 was the issuance of a Fixed Route Operations and Maintenance contract.

The remaining projects for FFY 23-25 primarily consisted of on-call planning consultants, ADA bus stop improvements, paratransit planning consulting services, and vehicle inspections, and automated vehicle location systems. These are consistent with current equipment technologies and systems at the local Marin Transit and regional level. Two other projects required highly specialized skills and experience: a Travel Navigator program to support mobility management and information technology to support the paratransit program.

There is DBE participation in Marin Transit's rural 5311 contract through a subcontract, which the District has historically reported to Caltrans. Beginning April 1, 2020, Caltrans agreed to allow Marin Transit to report its DBE participation in a Section 5311 supported contract directly to FTA for FFY 23-25. Marin Transit expects to continue this practice for the FFY 26-28 period.

The District's experience with efforts to secure DBE participation in professional services contracts consists of the fixed route operations and maintenance contract, on board equipment contracts and the on-call planning contract. Marin Transit encouraged bidders on both contracts to assist the District in meeting its 1.6% overall DBE goal. After extensive efforts to reach out to DBEs, the successful bidders were able to identify and subcontract with six certified DBE businesses as identified in Table 6.

Table 6: DBE Business Contracted with in FFY 2022-25

DBE Firm	Service Provided	Contract	% of Contract
Alesig Consulting	SMS/IVR Services	Computer Aided Dispatch & Automatic Vehicle Location Solutions	1.00%
123 Installs	System Installation	Computer Aided Dispatch & Automatic Vehicle Location Solutions	4.70%
Dikita Enterprises	APC Validation	Automated Passenger Counter System	5%

Park Engineering	Engineering Services	ADA Bus Stop Improvements	80%
Chaudry & Associates	Surveying	On-Call Planning	2%
Civic Edge	Public Outreach	On-Call Planning	2%

In the US DOT Tips for Goal Setting in the Disadvantaged Business Enterprise Program, page 7 suggests that an agency can make a Step 2 adjustment by averaging the base figure with the past median DBE participation.

Excluding the rural 5311 program reported to Caltrans, the DBE participation rate in Marin Transit's federally assisted contracts is based on the proportion of new federally assisted contracts awarded to DBEs during FFY 2023-25 as follows:

- FFY 2022: 0.6%
- FFY 2023: 7.5%
- FFY 2024: 12%

Using the method in the *Tips for Goal Setting*, the median of 7.5% percent is the historic participation rate in federally supported procurements. An adjusted goal would be determined in the following formula:

1. FFY 2026-28 Base Figure = 5.33%
2. Median Past Participation = 7.5%
3. Adjustment Factor = (5.33%) +(7.5%) divided by 2 = 6.4%

Consideration of an Adjusted Overall DBE Goal for FFY 2026-28

The Marin County Transit District has concluded that the 5.33 percent figure should be adjusted. This is based on the Step 2 analysis: experience with DBE participation in the District's on-call planning services, construction management services and technology services contract.

The District's experience with efforts to secure DBE participation in its contracts included the on-call planning services contract, construction management contract and contract. In these procurements, Marin Transit encouraged bidders to assist the District in meeting its 1.6 percent overall DBE goal. After extensive efforts to reach out to DBEs, the successful on-call Planning bidder was able to identify and subcontract with two consultants for approximately four percent of the total value of anticipated funding. The successful construction management bidder was a certified DBE with 80 percent of the total value of anticipated funding.

FFY 26-28 Procurements and DBE Opportunities

In FFY 2026-28, anticipated federally funded contract awards are for the design and construction of a fixed route operations and maintenance facility, engineering and construction of transit amenities in a designated transit corridor, ADA paratransit operations and maintenance and on-board equipment upgrades.

Marin Transit's DBE officer has identified three possible areas for unbundling the operations contracts: uniforms, information technology support, and janitorial services. Marin Transit's DBE

officer has identified four possible areas for unbundling the Bus Operations and Maintenance Facility project: professional services, materials, demolition, and landscaping.

Use of Race-Neutral Methods and DBE Contract Goals

The U.S. DOT regulations require that race-neutral methods be used to the maximum extent feasible to achieve the DBE overall goal. Race-neutral methods include making efforts to assure that bidding and contract requirements facilitate participation by DBEs and other small businesses; unbundling large contracts to make them more accessible to small businesses; encouraging prime contractors to subcontract portions of the work that they might otherwise perform themselves; and providing technical assistance, communications programs, and other support services to facilitate consideration of DBEs and other small businesses.

Because of the emphasis on race-neutral methods, Marin County Transit District does not propose to set contract-specific DBE goals on FTA-assisted contracts to be awarded in Federal Fiscal Year 2026 through Fiscal Year 2028. Instead, the District will focus on developing race-neutral methods for facilitating DBE participation. The District will advise prospective contractors of areas for possible subcontracting, and of the availability of ready, willing, and able subcontractors, including DBE firms, to perform such work. The District will carefully monitor its progress during the year and may establish contract-specific goals if race-neutral methods do not appear sufficient to achieve the overall DBE participation goals for Federal Fiscal Year 2026 through Fiscal Year 2028. It is anticipated that the DBE goal for FTA-assisted contracts will be achieved through race-neutral methods.

Public Participation in Setting the Overall DBE Goal

Under 26.45(g), Marin Transit participates in various professional services and/or construction outreach and assistance events throughout the year. Marin Transit is a member of the Business Outreach Committee (BOC) a group of 38 transit and transportation agencies located in the San Francisco Bay Area that includes BART, SFMTA, Caltrans, Golden Gate Bridge, Highway and Transportation District, SamTrans/JPB, AC Transit, Alameda CTC, Sonoma County, Central Contra Costa Transit Authority, the Metropolitan Transportation Commission, and other smaller agencies.

The BOC held a joint online community-based organization and public participation meetings on May 7, 2025 to receive comments pertinent to the FFY 2026-2028 goal-setting processes. Eight member agencies presented their upcoming procurements along with other opportunities projected for FFY 2026 and beyond, and members of the public were given opportunities to provide comments. The purpose of these sessions was to obtain input in the goal-setting process, specifically on the availability of ready, willing, and able DBEs relative to all businesses ready, willing, and able to compete for U.S. DOT-assisted contracts.

The BOC conducted the consultation meeting and public participation sessions to provide information about the DBE program applicable to U.S. DOT-funded contracts, and to obtain pertinent input from businesses and organizations that are most impacted by the DBE goals established for U.S. DOT-assisted contracts.

The BOC and other participating agencies disseminated copies of a notice inviting representatives of various groups, organizations, and agencies to attend the public participation session. These included minority, women's and general professional and trade organizations, and other organizations that could be expected to have information concerning the availability of disadvantaged and non-disadvantaged businesses, the effects of discrimination on opportunities for DBEs, and the District's efforts to establish a level playing field for the participation of DBEs.

Copies of the notice were emailed in May 2025 to disadvantaged, minority, and women-owned businesses and to over 100 general contractor groups and Community-Based Organizations (CBOs). These organizations are knowledgeable about the availability of disadvantaged and non-disadvantaged businesses and the effects of discrimination on contracting opportunities for DBEs. In the North Bay, these organizations include the Marin Small Business Development Center, North Bay Black Chamber of Commerce, Hispanic Chamber of Commerce of Marin, the Chambers of Commerce for individual Marin Cities and Towns, and the North Coast Builders Exchange.

The session provided information about the DBE goal setting process, including history of the DBE legal environment and explanation of the data used in goal calculation. The session also provided information about the availability of certified and potential DBEs willing and able to compete for DOT-assisted contracts, an opportunity to discuss their concerns, and perspectives on how DOT recipients might more effectively administer their programs to improve DBE participation. During the public participation session, BOC member agencies discussed their respective DOT-assisted contracting opportunities projected for FFY 2026, and a forecast of contracting opportunities through FFY's 2026/2027 and 2027/2028.

51 firms registered and 38 attended (10 CBOs and 28 BOC member representatives) attended the public participation meeting on June 7, 2022, many emphasizing the need for more outreach to the DBE community and for additional notification about upcoming procurement activities. Concern was also expressed regarding the efficacy and methodology of the Federal DBE program. Questions and comments included:

- What kinds of training, mentorship, or business development support do DBEs in your network need to compete successfully for contracts?
- What role do you see for your organization in helping transportation agencies meet their DBE goals?
- From your perspective, what are the most significant barriers DBEs in your community face when trying to access DOT-funded contracting opportunities?
- What are some recommended strategies to attract and increase DBE participation?
- What long-term impacts have you seen when DBEs are repeatedly passed over or excluded from opportunities?
- What suggestions do you have for agencies to work together with your organization/clients to level the playing field?
- **Some Comments and Questions Received by CBOs:**
- How can we help out with race neutral and race conscious goals for the clients that we serve with certification, including DBE certification, proposals and bid reviews?

- One attendee inquired about what kinds of training, mentorship, or business development support DBEs in your network need. One thing noticed is that among the small businesses that are very good in their profession, one area of concern is the business-to-business communication skills and networking skills necessary to take the next step. It was suggested is to develop a workshop to cultivate business to business networking skills and create a value proposition to present to prime contractors.
- One CBO mentioned they can help small businesses with preparing their capabilities statement. They also assist with 45 seconds elevator pitch training.
- The Caltrans' Calmentor protégé program was mentioned that assists with elevator pitch and agency critique.
- A DBE firm commented on the discussion around training, pitch competitions and programing; however, the landscape for DBEs is very different from an established business. DBEs are unfamiliar with certain languages and feel there is a strike already against the firm. It is challenging to turn an opportunity into a deal. One way DBE firms can benefit is to go through a step-by-step process in finding opportunities, putting together a proposal or pitch, and receiving hands-on approach. DBE firms already have limited resources and must give more attention to their current clients before putting in energy and time networking. Often, DBEs do not bother with participating in responding to opportunities because goals are too low. What is important is to meet folks where they are.

Additional comments included requests to improve notification of upcoming opportunities a general lack of effectiveness of the DBE program.

The BOC advised the participants that it holds quarterly events, such as networking sessions, insurance and bonding, how to get certified, etc. The BOC issues a quarterly newsletter with upcoming contracting opportunities, helpful hints on how to respond to bids, information on no-cost educational courses, and contact information for each BOC member's DBE Liaison and/or Contract Administrators.

Additional Public Participation Events

Marin Transit participated in the SamTrans/Caltrain Public Triennial Goal Consultation and Outreach Event on June 17, 2025. 112 firms, stakeholders and BOC members were invited and 48 attended. Marin Transit and eight other agencies presented their DBE goals for FFY26-FFY28.

On June 26, 2025, Marin Transit posted a Public Notice of the availability of the proposed revised DBE goal methodology in English and Spanish, with a link to this document, for public review and comment on the District's website at www.marintransit.org. The notice also informs the public that the proposed goal and rationale are available for inspection during normal business hours for 30 days following the date of the Public Notice.

Conclusion

Marin Transit has prepared this goal setting and methodology report for submission to FTA, in compliance with the procedures outlined in 49 CFR Part 26, as amended, requiring DOT grantees to

establish a DBE overall goal as a percentage of all FTA funds expected to be expended in the three forthcoming federal fiscal years.

A 6.4% DBE overall goal has been established for all FTA-funded contracts anticipated to be awarded for FFY 2026-2028.

Marin Transit will monitor progress on the DBE overall goal by tracking each individual contract throughout the term of the contract for DBE participation and payments respective to the federal fiscal year of award.

Interested parties are encouraged to submit comments to:

Javier Peraza, DBE Liaison Officer
Marin County Transit District
711 Grand Avenue, Suite 110
San Rafael, CA 94901

Or

Federal Transit Administration, Region IX
Attention: Civil Rights Officer
San Francisco Federal Building
90, 7th Street, Suite 15-300
San Francisco, CA 94103

Attachment 1

Public Notice Disadvantaged Business Enterprise (DBE) Goal For Federal Fiscal Years 2026-2028

In accordance with regulations of the U.S. Department of Transportation (DOT), 49 CFR Part 26, Marin County Transit District announces its proposed goal over the following Federal Fiscal Years 2026, 2027, and 2028 goal of 6.4% for DBE participation on contracts assisted by the Federal Transit Administration (FTA).

The proposed goal and its rationale are available for public review for the next 30 days during normal business hours from 8:30 a.m. to 5:00 p.m., Monday through Friday, at the offices of Marin County Transit District, 711 Grand Avenue, Suite 110 in San Rafael, CA 94901, and on our web page at **www.marintransit.org/purchasing.html**.

Written comments will be accepted by Marin County Transit District and FTA for 30 days following publication of this notice. The District's Federal Fiscal Year 2026-2028 goal may be adjusted by any comments received.

Interested parties are encouraged to submit comments to:
Javier Peraza, DBE Liaison Officer
Marin County Transit District
711 Grand Avenue, Suite 110
San Rafael, CA 94901

Comments may also be submitted to the Federal Transit Administration, Region IX, Attention: Civil Rights Officer, San Francisco Federal Building, 90, 7th Street, Suite 15-300, San Francisco, CA 94103.

Empresa Comercial en Desventaja (DBE) meta de Marin Transit para los años fiscales 2026-2028

De acuerdo con las regulaciones del Departamento de Transporte de los EE. UU. (DOT), 49 CFR Parte 26, el Distrito de Tránsito del Condado de Marin (Marin Transit) anuncia su objetivo propuesto para los siguientes Años Fiscales Federales 2026, 2027 y 2028 objetivo de 6.4% para la participación de DBE en contratos asistidos por la Administración Federal de Tránsito (FTA).

La meta propuesta y su justificación están disponibles para revisión pública durante los próximos 30 días durante el horario laboral normal de 8:30 a. m. a 5:00 p. m., de lunes a viernes, en las oficinas del Distrito de Tránsito del Condado de Marin,

711 Grand Avenue, Suite 110 en San Rafael, CA 94901, y en nuestra página web en **www.marintransit.org/purchasing.html**.

El Distrito de Tránsito del Condado de Marin y la FTA aceptarán comentarios por escrito durante los 30 días posteriores a la publicación de este aviso. La meta del año fiscal federal 2023-2025 del Distrito puede ajustarse por cualquier comentario recibido.

Se anima a las partes interesadas a enviar comentarios a:

Javier Peraza, DBE Liaison Officer
Marin County Transit District
711 Grand Avenue, Suite 110
San Rafael, CA 94901

Los comentarios también pueden enviarse a la Administración Federal de Tránsito, Región IX, Atención: Oficial de Derechos Civiles, Edificio Federal de San Francisco, 90, 7th Street, Suite 15-300, San Francisco, CA 94103.