

# Small Business Development Program

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**PDX COMMUNITY ADVISORY COMMITTEE**

CHARTING A COURSE FOR PDX

## Presentation Overview

- Ports Small Business Program Overview & Updates
  - Minority, Women & Emerging Small Business Program
  - Disadvantaged Business Enterprise Program (USDOT Mandated)
  - Airport Concessions Disadvantaged Business Enterprise Program (USDOT Mandated)
  - Mentor-Protégé Program
- Future Program Plans for FY 15-16



## Purpose

- The purpose of the Ports Small Business Development Program is to enhance opportunities for small businesses in our region to successfully compete for and participate in the performance of Port contract opportunities.
  - To ensure nondiscrimination in the award and administration of Port contracts
  - To create a level playing field on which small businesses can compete fairly for Port opportunities.
  - To help remove barriers to the participation of small businesses in Port opportunities
  - To assist the development of firms that can compete successfully in the marketplace outside the Port's Small Business Development Program.



## Minority, Women & Emerging Small Business

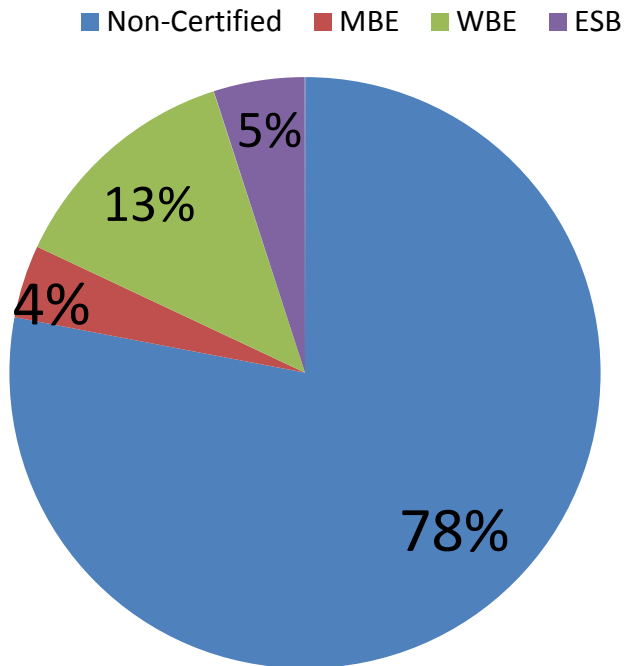
**MWESB Goals are set on non-federally funded procurements over \$500,000**

- **This program is voluntary for the Port to administer.**
- During FY14 the Port awarded 79 contracts totaling \$29,573,325. Out of these awards 33 contracts totaling \$6,650,788 were awarded to MWESB firms exceeding the Ports overall goals.
- Notable Awards:
  - PDX Taxiway Rehab Project (\$10M) – Kodiak Construction/WBE
  - PDX Mt. Hood Avenue Ramps Project (\$3.5M). Kodiak Construction/WBE
  - PIA Terminal Grease Separation Design (\$1m) – Carleton Hart Architecture/MBE

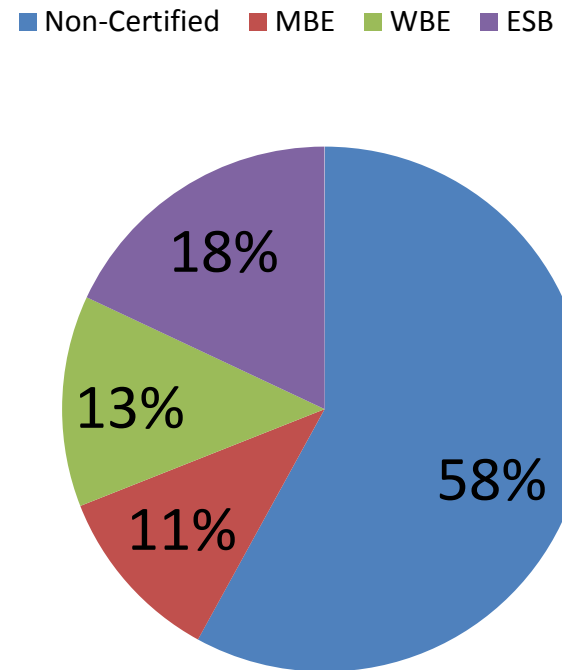


# Minority, Women and Emerging Small Business (MWESB)

**Awards by Dollar**  
**Port Goal 10% - Achieved 22%**



**Awards by Number**  
**Port Goal 25% - Achieved 42%**



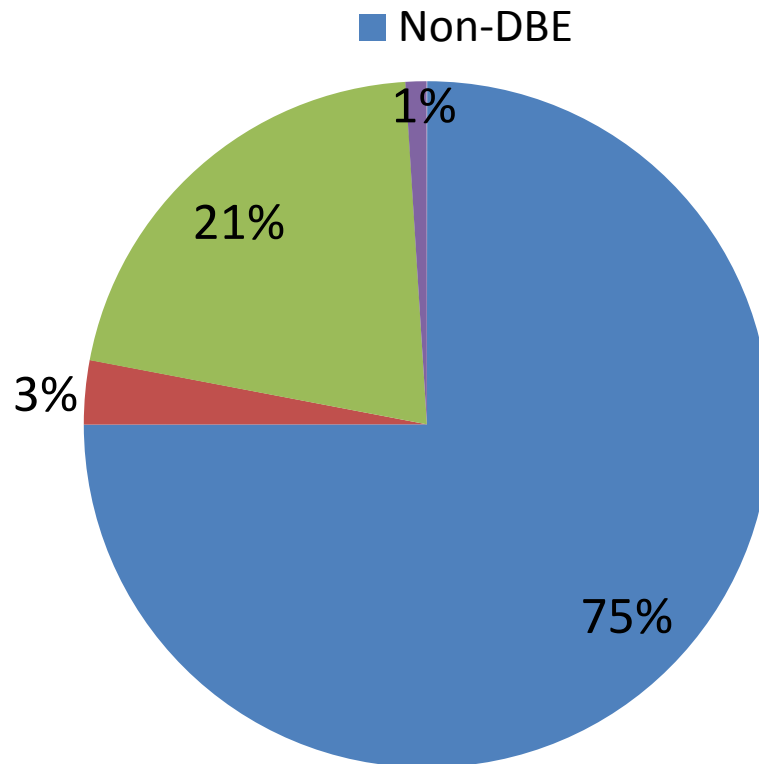
# Disadvantaged Business Enterprise (DBE) Program Update

DBE Goals are set on USDOT funded procurements\*

The ACDBE Program is an FAA required program. Goal Setting and Administration of the program is set forth under federal regulations CFR 49 Part 26

- During FY14 two FAA funded contract were awarded totaling \$11,731,494.00 of which 4 subcontracts totaling \$306,274.00 were awarded to DBE firms, falling short of the Port's 5.36% DBE goal.
  - **Shortfall Analysis:** Limited pool of DBE's for specialty runway work.
  - **Solution:** Work with Prime Contractors to mentor DBE's to expand scopes of work.
- Developed a Good Faith Efforts checklist to guide primes through the outreach process and create accountability.

## FAA Funded Contracts Goal 5.36% - Achieved 2.6%



\*Generally runway improvements



## Airport Concession Disadvantaged Business Enterprise (ACDBE)

**ACDBE program applies to concession and car rental opportunities at PDX**

**The ACDBE Program is an FAA required program which must be administered under the rules of CFR 49 Part 23.**

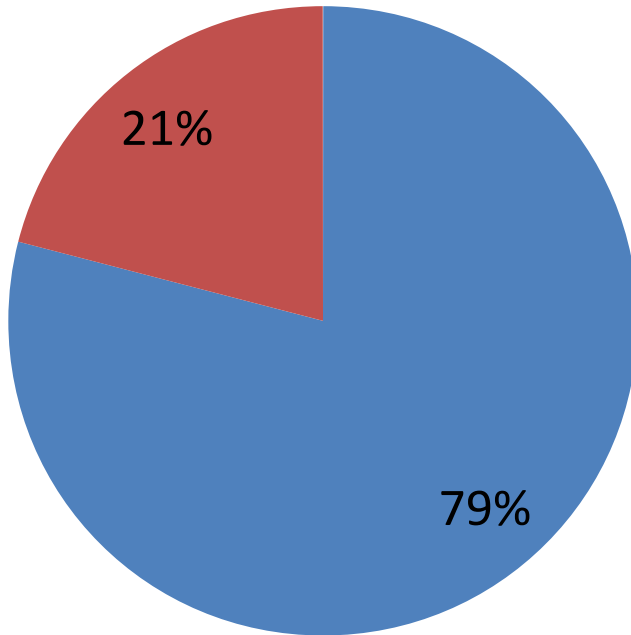
### Highlights:

- During FY14 **concession revenue** generated \$119,352,331 in gross sales with \$10,523,260 going to ACDBE firms.
- **New ACDBE's:** 11 new leases, 5 (45%) of them to ACDBE's
  - Potbelly – African American ACDBE
  - Bambuza – Asian American ACDBE
  - CD McKenzie – Non-Minority Female ACDBE
  - Country Cat – Hispanic American ACDBE
  - Hissho Sushi – Subcontinent Asian Indian - ACDBE
- **Car rental** revenue generated \$166,198,705 with \$1,353,015 going to ACDBE certified firms as goods and/or service providers falling short of the Port goal.
  - **Shortfall Analysis:** Oregon has a very limited pool of ACDBE's who could provide Goods and Services to rental car agencies
  - **Solution:** Outreach to existing vendors to seek certification and make local connections for existing vendors.

# ACDBE Participation

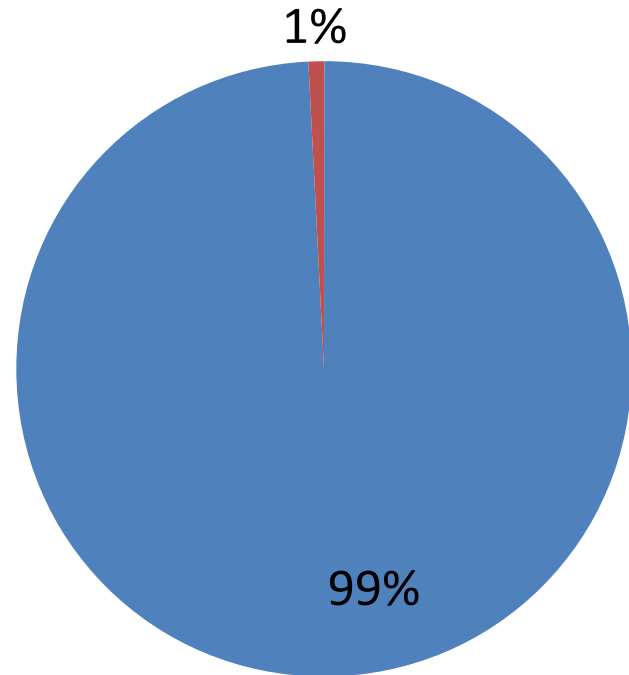
**ACDBE Participation - Non Car Rental**  
Goal 12.9% - Achieved 20.96%

■ Non-ACDBE ■ DBE



**ACDBE Participation - Car Rental**  
Goal 1.3% - Achieved 0.81%

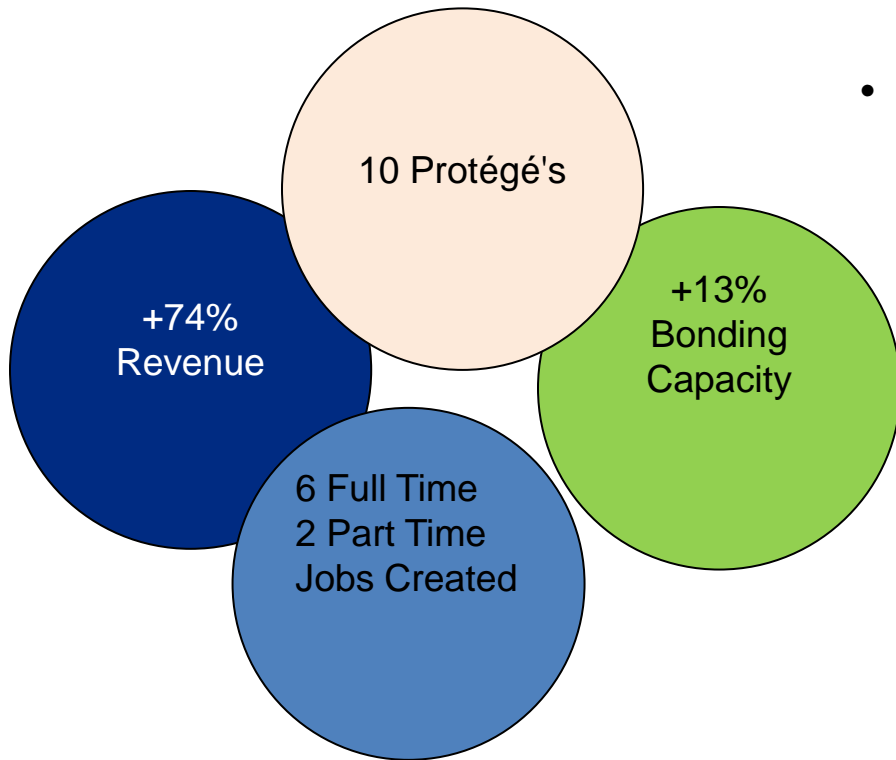
■ Non-ACDBE ■ DBE





# Mentor-Protégé Program Update

FY 14 -17 Cohort



The Mentor-Protégé program is a voluntary program administered by the Port.

- **3 Year Cohorts**
  - Alternating Construction/Professional Services
- **Structured 3-year Course Curriculum**
  - Classes earn Continuing Education Credits
  - Class deliverables upon graduation:
    - Business Plan
    - Safety Plan
    - HR Manual
    - Marketing Materials

## New Funding Partners

- Oregon Department of Transportation
- City of Portland

## Program Improvements Planned for FY15-16

- The Port will host a biannual open house for subcontractors to meet Port project managers from various departments in an effort to create new business relationships.
- A training program will be developed for Port staff, to increase awareness of the Port's Small Business Program. The training will provide an overview of the Small Business program, best practices for MWESB participation and guidance on outreach when small contracting opportunities arise.
- A new cloud based, contract compliance software will be implemented. The new system will allow Port staff to have real time data of small business participation on Port projects. It will also have increased reporting capabilities which will allow us to break down data by race, gender, program area, and location to give us a better understanding of program gaps so we can better address the needs of small business firms.
- Investigate new programs and partnerships such as the Portland Development Commission PDX Startup program and the USDOT Bonding Education Program.

