

Port Small Business Development Program

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Manager



PDX COMMUNITY ADVISORY COMMITTEE

CHARTING A COURSE FOR PDX

Purpose

- The purpose of the Port small business development program is to enhance the opportunity for small businesses to successfully compete for public and private business opportunities within the region.



History

1994 – Mentor Protégé Program established

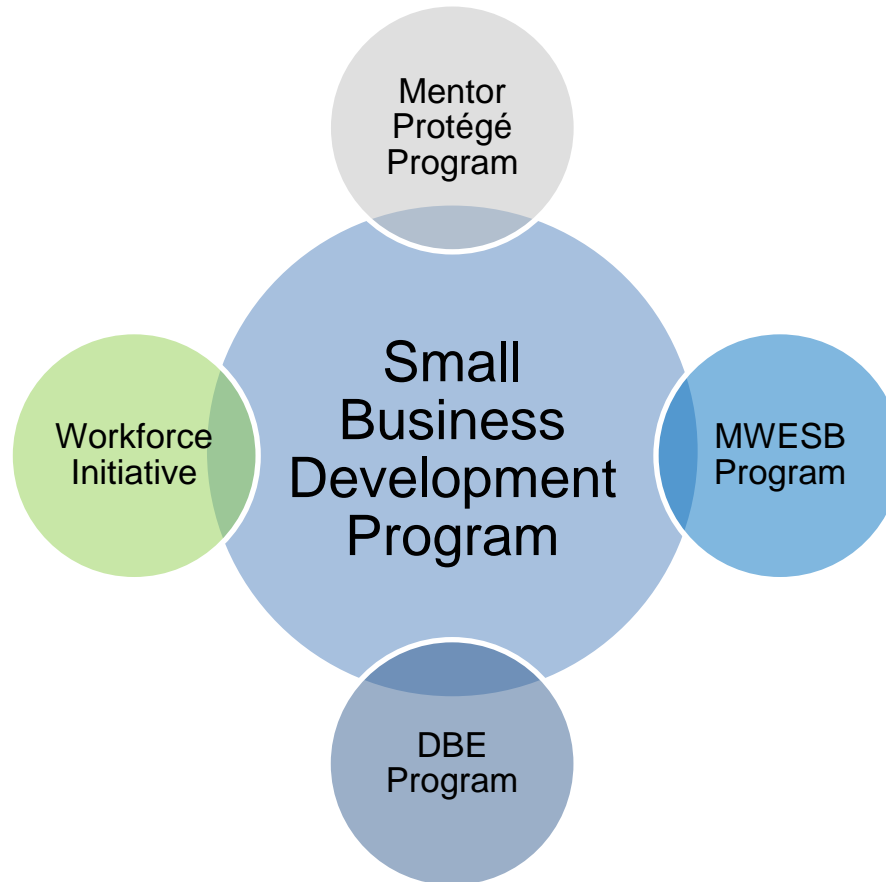
2005 – Court ruling suspended DBE goals on federal projects

2007 – Port conducted a Disparity Study

- Provided the Port data to support reestablishing goals on federally funded projects
 - Port set goals on non-federal projects
 - Port expanded its “ESB program” to include minority and women owned firms.
- The Port was commended for its Mentor Protégé Program and its ACDBE program.



Small Business Development Program



Mentor Protégé Program



Mentor Protégé Program

Measurable program objectives

- High survival rate for protégé firms
- Improve financial strength and bonding status over the course of the program
- Consistently successful in achieving the protégé firms established business objectives
- High rate of graduating protégé firms



Port Small Business Programs

MWESB Program

- All purchases under \$100,000 (aspirational)
 - *At least two of the quotes must be from an MWESB firm*
- Construction opportunities under \$100,000 (aspirational)
 - *At least two of the quotes must be from a MWESB firm*
- Formal construction Projects between \$100k & \$500k (aspirational)
 - *Call up (5 or 6 firms), attend prebid*
 - *Award based on lowest price*
- Major Construction Projects \$500k and above (target) Advertised in DJC (Good Faith effort required)
- Professional Services (Request for Proposal)
Standard for weighting is between 10 % – 15% depending on project

DBE/ACDBE Concessions Program

- Projects funded by Federal Aviation Administration (FAA)
- Major Construction Projects \$250k and above (target)
 - *Good Faith effort required*
- Overall Port DBE goal is 8%
- Airport Concession DBE FY 11/12 achieved 32%
- Currently Airport Concessions – 9 ACDBE operators engaged in 25 concessions, FY 12/14 goal is 23%



Port Small Business Programs..

- **Workforce Program** – Required on projects over \$500k requires contract to provide on the job training opportunities to registered apprentices.
- **Good Faith Effort** – Required on all projects over \$500k. Contractor must provide documentation of Good Faith Effort if not in compliance with small business program.

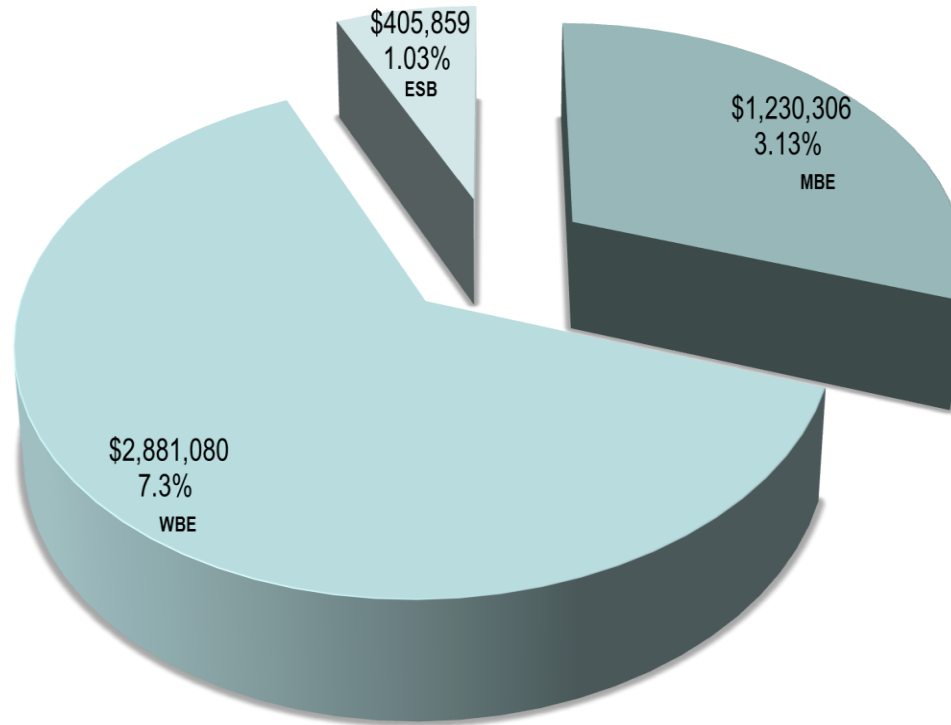
For example:

- *The bidder negotiated in good faith with the small businesses submitting bids and did not without justifiable reason reject as unsatisfactory bids prepared by any small business*
- *The bidder used the services of minority community organizations, minority contractor groups, local, state, and federal minority business assistance offices, and other organizations identified by the State of Oregon’s Advocate for Minority, Women, and Emerging Small Business that provide assistance in the recruitment and placement of small business enterprises.*
- **Evaluation Criteria Points** – Required on all professional service contracts over \$100k. The Port assigns points to request for proposals to evaluate a proposer’s efforts to include small business on a particular project.
- **Sponsorships**



Port MWESB Spend

January - December 2012



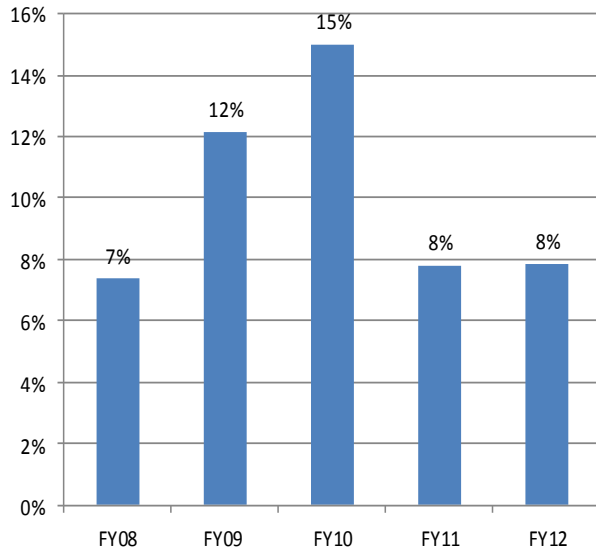
Total spend of \$39,228,440 (Jan-Dec 2012)



FY11-12 Accomplishments

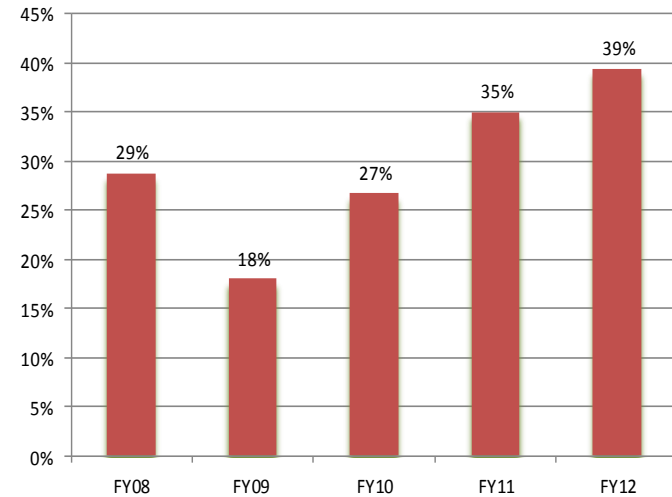
MWESB Awarded Contract Dollars

Goal = 10%



MWESB Awarded # of Contracts

Goal = 25%



Contributing Success Factors

- Establish specific project goals
- Include evaluation credits for small business participation in request for proposal
- Increased focus on small business participation during pre-solicitation meetings
- Attend local community events i.e. National Association of Minority Contractors – Oregon, Oregon Association of Minority Entrepreneurs, Hispanic Chamber, et al
- Participate in local employment and contracting fairs
- Workforce Initiative 15%
- Collaboration – share of information and lessons learned
 - Legal Summit
 - Northwest Public Employees Committee



Future Enhancements

- Training program – (Implement in 2013)
- Subcontractor open houses
- Increased visibility
 - Airport Minority Advisory Council national membership
 - American Contractor Compliance Association national membership
- Strengthen MWESB requirement language
 - Professional Service Evaluation Criteria



Discussion Question

- Are there other small business development activities that make sense for the Port to consider adding to their program?

