FY 2021 - FY 2023

DISADVANTAGED BUSINESS ENTERPRISE PROGRAM METHODOLOGY FOR



SAVANNAH/HILTON HEAD INTERNATIONAL AIRPORT

SAVANNAH, GEORGIA

OCTOBER 2020

METHODOLOGY for Establishing the FY 2021 – FY 2023 Overall Disadvantaged Business Enterprise (DBE) Goal for:

SAVANNAH/HILTON HEAD INTERNATIONAL AIRPORT Savannah, Georgia

In fulfillment of the requirements of 49 CFR Part 26, the Savannah Airport Commission (hereafter 'the Airport Commission') has developed a proposed Overall Goal for FY 2021-2023 FAA-AIP projects for the Savannah/Hilton Head International Airport. The methodology used in establishing this goal is described herein.

Airport Sponsor: **Savannah Airport Commission**

Airport: Savannah/Hilton Head International Airport

DBELO: Dawoud Stevenson

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I. Detailed Methodology: Specific Steps

A. Amount of Goal

The Airport Commission's FY 2021-2023 overall goal for the Federal financial assistance it will expend in USDOT-assisted contracts is the following:

| Overall Goal: | <u>12.1%</u> |
|-----------------|-------------------|
| Race-Neutral: | <mark>3.1%</mark> |
| Race-Conscious: | <mark>9.0%</mark> |

Given the amount of USDOT-assisted contracts that the Airport Commission expects to let from FY 2021-2023, which is approximately **\$90,080,325** this means that the Authority has set a goal of expending approximately **\$10,872,300** with DBEs during this period.

B. Determination of the Market Area of the study

The normal market area was based on discussions with the Airport Commission staff and an assessment of bidders from similar recent projects. Specifically, the market area is based on where the substantial majority of bidders, both successful and unsuccessful are located as illustrated in **Table 1** below.

Table 1: Market Area for Savannah/Hilton Head International Airport

| County | Number of Bidders | Percent of Bidders |
|-------------|----------------------|-----------------------|
| Chatham | 57 | 55.3% |
| Bryan | 4 | 3.9% |
| Bulloch | 2 | 1.9% |
| Houston | 2 | 1.9% |
| Richmond | 2 | 1.9% |
| Glynn | 1 | 1.0% |
| Jenkins | 1 | 1.0% |
| Long | 1 | 1.0% |
| Pierce | 1 | 1.0% |
| Ware | 1 | 1.0% |
| Market Area | 72 | 69.9% |
| Other | 31 | 30.1% |
| Total | 103 | 100.0% |

C. Determination of relevant NAICS codes

Based on information provided by the Airport Commission concerning the proposed projects, a list of NAICS codes corresponding to these projects was developed and is shown below:

Table 2a: Savannah/Hilton Head International Airport FY 2021 Projects & Activities

| FY | PROJECT | ACTIVITY | NAICS |
|---------|-------------------------------|---|--------|
| | | Highway & Street | 237310 |
| | | Site Prep | 238910 |
| | Air Cargo Ramp – Phase I & II | Engineering | 541330 |
| | | Geotechnical Testing | 541380 |
| | | Landscaping | 561730 |
| | | Building Construction | 236220 |
| | Terminal Concourse/Security | Land Subdivision | 237210 |
| FY 2021 | | Concrete | 238110 |
| 112021 | | Masonry Contractor | 238140 |
| | | Other Foundation, Structure & Building | 238190 |
| | Checkpoint Expansion | Electrical Contractors | 238210 |
| | | Plumbing, Heating, & Air Conditioning | 238220 |
| | | Drywall & Insulation | 238310 |
| | | Landscaping | 561730 |

SOURCE: Savannah/Hilton Head International Airport

Table 2b: Savannah/Hilton Head International Airport FY 2022 Projects & Activities

| FY | PROJECT | ACTIVITY | NAICS |
|---------|------------------------------------|------------------------|--------|
| ADS | ADS – B Surveillance System | Electrical Contractors | 238210 |
| | | Highway & Street | 237310 |
| FY 2022 | RW 10-28 Asphalt Reconstruction | Site Prep | 238910 |
| | | Engineering | 541330 |
| | Reconstruction | Geotechnical Testing | 541380 |
| | | Landscaping | 561730 |

SOURCE: Savannah/Hilton Head International Airport

Table 2c: Savannah/Hilton Head International Airport FY 2023 Projects & Activities

| FY | PROJECT | ACTIVITY | NAICS |
|---------|--|----------------------|--------|
| | | Highway & Street | 237310 |
| | Demo Air Cargo/Construct | Site Prep | 238910 |
| | Apron | Engineering | 541330 |
| | Tipi on | Geotechnical Testing | 541380 |
| | | Landscaping | 561730 |
| | | Highway & Street | 237310 |
| | | Site Prep | 238910 |
| | Reconstruct Taxiway F | Engineering | 541330 |
| | | Geotechnical Testing | 541380 |
| | | Landscaping | 561730 |
| | | Highway & Street | 237310 |
| | CE To the ACA E Death | Site Prep | 238910 |
| FY 2023 | SE Taxi-lane/GA 5 Partial Reconstruction | Engineering | 541330 |
| | Reconstruction | Geotechnical Testing | 541380 |
| | | Landscaping | 561730 |
| | | Highway & Street | 237310 |
| | The description of | Site Prep | 238910 |
| | Taxiway Connectors & | Engineering | 541330 |
| | Improvements | Geotechnical Testing | 541380 |
| | | Landscaping | 561730 |
| | | Highway & Street | 237310 |
| | | Site Prep | 238910 |
| | Taxiway G & Bridge – Phase III | Engineering | 541330 |
| | | Geotechnical Testing | 541380 |
| | | Landscaping | 561730 |

SOURCE: Savannah/Hilton Head International Airport

D. Determination of Relative Availability of DBEs in Market Area, Compared to all Firms

Table 3a: DBES—SAVANNAH/HILTON HEAD INTERNATIONAL AIRPORT by Relevant NAICS Codes—FY 2021 Air Cargo Ramp - Phase I & II

| | - | | | | | |
|-------------------------|----------------|--------------|--------------|--------------------------------|------------------|-----------------------|
| Activity | NAICS CODES | DBE Firms | All Firms | % of DBE Firms Available | NAICS Dollars | DBE Goal (Dollars) |
| Highway & Street | 237310 | 2 | 12 | 16.7% | \$15,844,455 | \$2,640,743 |
| Site Prep | 238910 | 7 | 78 | 9.0% | \$4,645,751 | \$416,926 |
| Engineering | 541330 | 6 | 159 | 3.8% | \$2,445,132 | \$92,269 |
| Geotechnical Testing | 541380 | 0 | 23 | 0.0% | \$1,271,469 | \$0 |
| Landscaping | 561730 | 5 | 235 | 2.1% | \$244,513 | \$5,202 |
| | \$3,155,140 | | | | | |
| | 12.9% | | | | | |

SOURCES:

- 1. 2018 County Business Patterns, U.S. Census Bureau.
- 2. Georgia UCP DBE Directory, September 2020.

Table 3b: DBES—SAVANNAH/HILTON HEAD INTERNATIONAL AIRPORT by Relevant NAICS Codes—FY 2021

Terminal Concourse/Security Checkpoint Expansion

| Activity | NAICS CODES | DBE Firms | All Firms | % of DBE Firms Available | NAICS Dollars | DBE Goal (Dollars) |
|---------------------------------------|----------------|--------------|--------------|--------------------------------|------------------|---|
| Building | | | | | | (= ==================================== |
| Construction | 236220 | 8 | 100 | 8.0% | \$12,329,375 | \$986,350 |
| Land Subdivision | 237210 | 0 | 21 | 0.0% | \$2,675,502 | \$0 |
| Concrete | 238110 | 2 | 11 | 18.2% | \$606,815 | \$110,330 |
| Masonry Contractors | 238140 | 3 | 21 | 14.3% | \$855,057 | \$122,151 |
| Other Foundation, | | | | | | |
| Structure, & Building | 238190 | 2 | 7 | 28.6% | \$2,703,085 | \$772,310 |
| Electrical | 238210 | 2 | 166 | 1.2% | \$2,537,590 | \$30,573 |
| Plumbing, Heating, & Air Conditioning | 238220 | 2 | 241 | 0.8% | \$3,916,714 | \$32,504 |
| Drywall & Insulation | | | | | | |
| Contractors | 238310 | 2 | 30 | 6.7% | \$1,765,280 | \$117,685 |
| Landscaping | 561730 | 5 | 235 | 2.1% | \$193,077 | \$4,108 |
| | \$2,176,012 | | | | | |
| | 7.9% | | | | | |

SOURCES:

- ${\bf 1.\,\,\, 2018\,\, County\,\, Business\,\, Patterns,\, U.S.\,\, Census\,\, Bureau.}$
- 2. Georgia UCP DBE Directory, September 2020.

Table 3c: DBES—SAVANNAH/HILTON HEAD INTERNATIONAL AIRPORT by Relevant NAICS Codes—FY 2022

ADS - B Surveillance System

| Activity | NAICS CODES | DBE Firms | All Firms | % of DBE Firms Available | NAICS Dollars | DBE Goal (Dollars) | | |
|------------|-------------------|--------------|--------------|--------------------------------|------------------|-----------------------|--|--|
| Electrical | 238210 | 2 | 166 | 1.2% | \$1,000,000 | \$12,048 | | |
| | Total \$1,000,000 | | | | | | | |
| | 1.2% | | | | | | | |

SOURCES:

- 1. 2018 County Business Patterns, U.S. Census Bureau.
- 2. Georgia UCP DBE Directory, September 2020.

Table 3d: DBES—SAVANNAH/HILTON HEAD INTERNATIONAL AIRPORT by Relevant NAICS Codes—FY 2022 RW 10-28 Asphalt Reconstruction

% of DBE **NAICS DBE** All **Firms NAICS DBE Goal CODES Activity Firms Firms** Available **Dollars** (Dollars) Highway & Street 237310 2 12 16.7% \$2,268,000 \$378,000 Site Prep 238910 7 78 9.0% \$665,000 \$59,679 Engineering 541330 6 159 3.8% \$13,208 \$350,000 541380 0 23 **Geotechnical Testing** 0.0% \$182,000 \$0 561730 5 Landscaping 235 \$35,000 \$745 2.1% Total \$3,500,000 \$451,632 Weighted Step 1 Goal = 12.9%

SOURCES:

- 1. 2018 County Business Patterns, U.S. Census Bureau.
- 2. Georgia UCP DBE Directory, September 2020.

Table 3e: DBES—SAVANNAH/HILTON HEAD INTERNATIONAL AIRPORT by Relevant NAICS Codes—FY 2023 Demo Air Cargo/Construct Apron

| Activity | NAICS CODES | DBE Firms | All Firms | % of DBE Firms Available | NAICS Dollars | DBE Goal (Dollars) | | |
|----------------------|------------------------|--------------|--------------|--------------------------------|------------------|-----------------------|--|--|
| Highway & Street | 237310 | 2 | 12 | 16.7% | \$1,296.296 | \$216,049 | | |
| Site Prep | 238910 | 7 | 78 | 9.0% | \$380,000 | \$34,103 | | |
| Engineering | 541330 | 6 | 159 | 3.8% | \$200,000 | \$7,547 | | |
| Geotechnical Testing | 541380 | 0 | 23 | 0.0% | \$103,704 | \$0 | | |
| Landscaping | 561730 | 5 | 235 | 2.1% | \$20,000 | \$426 | | |
| | \$258,125 | | | | | | | |
| | Weighted Step 1 Goal = | | | | | | | |

SOURCES:

- 1. 2018 County Business Patterns, U.S. Census Bureau.
- 2. Georgia UCP DBE Directory, September 2020.

Table 3f: DBES—SAVANNAH/HILTON HEAD INTERNATIONAL AIRPORT by Relevant NAICS Codes—FY 2023

Reconstruct Taxiway F

| Activity | NAICS CODES | DBE Firms | All Firms | % of DBE Firms Available | NAICS Dollars | DBE Goal (Dollars) |
|----------------------|----------------|--------------|--------------|--------------------------------|------------------|-----------------------|
| Highway & Street | 237310 | 2 | 12 | 16.7% | \$3,734,754 | \$622,459 |
| Site Prep | 238910 | 7 | 78 | 9.0% | \$1,095,067 | \$98,275 |
| Engineering | 541330 | 6 | 159 | 3.8% | \$576,351 | \$21,749 |
| Geotechnical Testing | 541380 | 0 | 23 | 0.0% | \$299,703 | \$0 |
| Landscaping | 561730 | 5 | 235 | 2.1% | \$57,635 | \$1,226 |
| | \$743,710 | | | | | |
| | Weigh | ted Step | 1 Goal = | • | | 12.9% |

SOURCES:

- 1. 2018 County Business Patterns, U.S. Census Bureau.
- 2. Georgia UCP DBE Directory, September 2020.

Table 3g: DBES—SAVANNAH/HILTON HEAD INTERNATIONAL AIRPORT by Relevant NAICS Codes—FY 2023 SE Taxi-lane/GA 5 Partial Reconstruction

| Activity | NAICS CODES | DBE Firms | All Firms | % of DBE Firms Available | NAICS Dollars | DBE Goal (Dollars) |
|----------------------|----------------|--------------|--------------|--------------------------------|------------------|-----------------------|
| Highway & Street | 237310 | 2 | 12 | 16.7% | \$2,786,400 | \$464,400 |
| Site Prep | 238910 | 7 | 78 | 9.0% | \$817,000 | \$73,321 |
| Engineering | 541330 | 6 | 159 | 3.8% | \$430,000 | \$16,226 |
| Geotechnical Testing | 541380 | 0 | 23 | 0.0% | \$223,600 | \$0 |
| Landscaping | 561730 | 5 | 235 | 2.1% | \$43,000 | \$915 |
| | \$554,862 | | | | | |
| | 12.9% | | | | | |

SOURCES:

- 2018 County Business Patterns, U.S. Census Bureau.
 Georgia UCP DBE Directory, September 2020.

Table 3h: DBES—SAVANNAH/HILTON HEAD INTERNATIONAL AIRPORT by Relevant NAICS Codes—FY 2023

Taxiway Connectors & Improvements

| Activity | NAICS CODES | DBE Firms | All Firms | % of DBE Firms Available | NAICS Dollars | DBE Goal (Dollars) |
|----------------------|----------------|--------------|--------------|--------------------------------|------------------|-----------------------|
| Highway & Street | 237310 | 2 | 12 | 16.7% | \$5,184,000 | \$864,000 |
| Site Prep | 238910 | 7 | 78 | 9.0% | \$1,520,000 | \$136,410 |
| Engineering | 541330 | 6 | 159 | 3.8% | \$800,000 | \$30,189 |
| Geotechnical Testing | 541380 | 0 | 23 | 0.0% | \$416,000 | \$0 |
| Landscaping | 561730 | 5 | 235 | 2.1% | \$80,000 | \$1,702 |
| | \$1,032,301 | | | | | |
| | Weigh | ted Step | 1 Goal = | = | | 12.9% |

SOURCES:

- 1. 2018 County Business Patterns, U.S. Census Bureau.
- 2. Georgia UCP DBE Directory, September 2020.

Table 3i: DBES—SAVANNAH/HILTON HEAD INTERNATIONAL AIRPORT by Relevant NAICS Codes—FY 2023 Taxiway G & Bridge - Phase III

| Activity | NAICS CODES | DBE Firms | All Firms | % of DBE Firms Available | NAICS Dollars | DBE Goal (Dollars) |
|-------------------------|----------------|--------------|--------------|--------------------------------|------------------|-----------------------|
| Highway & Street | 237310 | 2 | 12 | 16.7% | \$8,736,984 | \$1,456,164 |
| Site Prep | 238910 | 7 | 78 | 9.0% | \$2,561,770 | \$229,902 |
| Engineering | 541330 | 6 | 159 | 3.8% | \$1,348,300 | \$50,879 |
| Geotechnical Testing | 541380 | 0 | 23 | 0.0% | \$701,116 | \$0 |
| Landscaping | 561730 | 5 | 235 | 2.1% | \$134,830 | \$2,869 |
| Total \$13,483,000 | | | | | \$1,739,814 | |
| Weighted Step 1 Goal = | | | | | 12.9% | |

SOURCES:

- 1. 2018 County Business Patterns, U.S. Census Bureau.
- 2. Georgia UCP DBE Directory, September 2020.

NOTE: The County Business Patterns data were used as the source to determine the denominator, or the number of all firms in the market area. The DBE directories listed above were used to determine the numerator, or the number of DBE firms in the market area.

E. Determination of the "Weighted" DBE Base Figure

The Step 1 DBE Base Figure for each project was derived by multiplying the dollars for each activity times the percentage of relevant DBE firms to all relevant firms. The total DBE goal in dollars was divided by the total project costs to derive the step 1 goals.

The *individual* Step 1 DBE Base Figures for each of the AIP projects proposed for the Airport Commission in FY 2021 through FY 2023 are summarized as follows:

| | <u>FY</u> | Step 1 DBE |
|--|-----------|-------------|
| PROJECTS: | | <u>Goal</u> |
| Air Cargo Ramp Phase I & II | 2021 | 12.9% |
| Terminal Concourse/Security Checkpoint Expansion | 2021 | 7.9% |
| ADS – B Surveillance System | 2022 | 1.2% |
| RW 10-28 Asphalt Reconstruction | 2022 | 12.9% |
| Demo Air Cargo/Construct Apron | 2023 | 12.9% |
| Reconstruct Taxiway F | 2023 | 12.9% |
| SE Taxi-lane GA 5 Partial | 2023 | 12.9% |
| Taxiway Connectors & Improvements | 2023 | 12.9% |
| Taxiway G & Bridge – Phase III | 2023 | 12.9% |

II. Adjustments to the DBE Base Figure

After the DBE Base Figure (Step 1) has been developed, the regulations (49 CFR Part 26) require that:

"...additional evidence in the sponsor's jurisdiction be considered to determine what adjustment, if any, is needed to the base figure in order to arrive at your overall goal" (26:45(d)).

A. Adjustment Factors to Consider

The regulations further state that there are several types of evidence that must be considered when adjusting the base figure. These include:

"(i) The current capacity of DBEs to perform work in your USDOT-assisted contracting program, as measured by the volume of work DBEs have performed in recent years.

The historical overall DBE goals accomplished at the Airport in recent years were examined relative to the above consideration. Notice the annual DBE percent accomplishment indicated in Table 4 below:

Table 4: Savannah/Hilton Head International Airport
DBE Accomplishment

| Report Period | DBE Goal | DBE Percent Achieved | Achieved Over/Under |
|------------------|--------------|----------------------------|------------------------|
| FY 2015 | 9.8% | 8.0% | -1.8% |
| FY 2016 | 9.8% | 12.9% | 3.1% |
| FY 2017 | 10.6% | <mark>73.3%</mark> | <mark>62.7%</mark> |
| FY 2018 | 10.6% | 10.9% | 0.3% |
| FY 2019 | 10.6% | <mark>27.5%</mark> | 16.9% |
| MEDIAN | 10.6% | 12.9% | 3.1% |

The median DBE accomplishment for the periods as shown above for the Airport Commission is 12.9%.

B. Consultations

The Airport Commission held a <u>virtual</u> public meeting on **September 25, 2020**, in the form of a webinar. The meeting was conducted by the Airport staff, with assistance from their DBE program consultants. The purpose of the meeting was to solicit information from interested stakeholders about the draft goal, as well as the availability of potential DBEs at the Airport, the effects of discrimination on opportunities for DBEs, and the Airport Commission's effort to increase DBE participation. (*Please see Appendix B for the attendee list, public comments, and other information concerning the stakeholder consultation effort.)*

C. Adjustment to Step 1 DBE Base Figures: Savannah/Hilton Head International Airport, FY 2021 - FY 2023

With the adjustment factors considered to this point, the Airport Commission will adjust the Step 1 base figures as calculated above by averaging the accomplishment factor derived in Table 4 above (12.9%) with the base figures, for an adjusted overall DBE goal.

Table 5: Savannah/Hilton Head International Airport FY 2021 - FY 2023 Overall Goal

| Fiscal Year | Project | Step 1 | Step 2 adjustment | Overall Goal | Total project costs | DBE Goal (dollars) |
|--------------------------------|---|--------|----------------------|-----------------|---------------------|-----------------------|
| FY 2021 | Air Cargo Ramp Phase I & II | 12.9% | 12.9% | 12.9% | \$24,451,320 | \$3,154,220 |
| | Terminal Concourse/Security Checkpoint Expansion | 7.9% | 12.9% | 10.4% | \$27,582,495 | \$2,868,579 |
| | | | | | | |
| | FY 2021 Total | | | 11.6% | \$52,033,815 | \$6,022,800 |
| | ADS – B Surveillance System | 1.2% | 12.9% | 7.1% | \$1,000,000 | \$70,500 |
| FY 2022 | RW 10-28 Asphalt Reconstruction | 12.9% | 12.9% | 12.9% | \$3,500,000 | \$451,500 |
| | EV 2022 M | 1 | | 44.60/ | ¢4 500 000 | d=22.000 |
| | FY 2022 Total | L | | 11.6% | \$4,500,000 | \$522,000 |
| | Demo Air Cargo/Construct | 12.9% | 12.9% | 12.9% | \$2,000,000 | \$258,000 |
| | Reconstruct Taxiway F | 12.9% | 12.9% | 12.9% | \$5,763,510 | \$743,493 |
| FY 2023 | SE Taxi-lane GA 5 Partial Reconstruction | 12.9% | 12.9% | 12.9% | \$4,300,000 | \$554,700 |
| | Taxiway Connections & Improvements | 12.9% | 12.9% | 12.9% | \$8,000,000 | \$1,032,000 |
| | Taxiway G & Bridge – Phase III | 12.9% | 12.9% | 12.9% | \$13,483,000 | \$1,739,307 |
| | | | | | | |
| FY 2023 Total | | | | 12.9% | \$33,546,510 | \$4,327,500 |
| FW 2024 FW 2022 O | | | | 12 10/ | ¢00,000,225 | ¢10.072.200 |
| FY 2021 - FY 2023 Overall Goal | | | | 12.1% | \$90,080,325 | \$10,872,300 |

The total DBE goal in dollars was divided by the total federal portion of project costs to derive the overall DBE goal of 12.1% for FY 2021 - FY 2023.

III. Process

The Airport Commission normally submits its overall goal to the FAA on or before August 1 of each goal period.

Before establishing the overall goal this year, the Airport Commission consulted with minority, women's and general contractor groups, community organizations, and other officials or organizations to obtain information concerning the availability of disadvantaged and non-disadvantaged businesses, the effects of discrimination on opportunities for DBEs, and the Airport Commission's efforts to establish a level playing field for the participation of DBEs. The consultation was in the form of virtual webinar, due to limitations imposed by the Covid-19 pandemic.

Along with this consultation, the Airport Commission published a notice of the proposed overall goal, informing the public that the proposed goal and its rationale were available for review and comment during normal business hours at the Airport's administrative office for a specified period of time following the publication date of the notice. The notice included addresses (including offices) to which comments could be sent and addresses where the proposal could be reviewed. This process was used to establish the goals for FY 2021 through FY 2023.

The Airport Commission's overall goal submission to the FAA will include a summary of information and comments received during this public participation process and our responses.

The Airport Commission will begin using the overall goal on October 1 of each year, unless the Airport Commission has received other instructions from DOT/FAA (or, if the goal is established on a project basis) by the time of the first solicitation for a DOT/FAA-assisted contract for the projects.

IV. Breakout of Estimated Race-Conscious/Race-Neutral Participation

The Airport Commission will meet the maximum feasible portion of its overall goal by using race-neutral means of facilitating DBE participation. The Airport Commission will use a combination of the following race-neutral means to increase DBE participation:

1. Arranging solicitations, times for the presentation of bids, quantities, specifications, and delivery schedules in ways that facilitate DBE, and other small businesses participation (e.g., unbundling large contracts to make them more accessible to small businesses, encouraging prime contractors to subcontract portions of work that they might otherwise perform with their own forces);

2. Disseminating information communications on contracting procedures and specific contract opportunities (e.g., ensuring the inclusion of DBEs, and other small businesses, on recipient mailing lists for bidders, ensuring the dissemination to bidders on prime contracts of lists of potential subcontractors).

The Airport Commission proposes a race-conscious goal of <u>9.0%</u> and a race-neutral goal of <u>3.1%</u>, for a total of <u>12.1%</u>. The reason for this breakout is that the projects from the previous years show that the median amount by which the past DBE goals were *over-achieved* is **3.1%** (see **Table 4**).

The Airport Commission will adjust the estimated breakout of race-neutral and race-conscious participation as needed to reflect actual DBE participation (26.51(f)) and it will track and report race-neutral and race-conscious participation separately. For reporting purposes, race-neutral DBE participation includes, but is not necessarily limited to, the following: DBE participation through a prime contract a DBE obtains through customary competitive procurement procedures; DBE participation through a subcontract on a prime contract that does not carry a DBE goal; DBE participation on a prime contract exceeding a contract goal; and DBE participation through a subcontract from a prime contractor that did not consider a firm's DBE status in making the award.

V. Contract Goals

The Airport Commission will use contract goals to meet any portion of the overall goal that it does not project being able to meet using race-neutral means. Contract goals are established so that, over the period to which the overall goal applies, they will cumulatively result in meeting any portion of our overall goal that is not projected to be met through the use of race-neutral means.

The Airport Commission will establish contract goals only on those DOT-assisted contracts that have subcontracting possibilities. The Airport Commission need not establish a contract goal on every such contract, and the size of contract goals will be adapted to the circumstances of each such contract (e.g., type and location of work, availability of DBEs to perform the particular type of work).

The Airport Commission will express its contract goals as a percentage of the Federal share of a DOT-assisted contract.

Appendix A:

Resources: Savannah/Hilton Head International Airport FY 2021 - FY 2023 Disadvantaged Business Enterprise Program Methodology

A. Resource Documents:

- 1. Savannah Airport Commission Capital Improvements Plan.
- 2. Georgia Unified Certification Program, DBE Directory.
- 3. Uniform Report of DBE Commitments/Awards and Payments
- 4. 2018 County Business Patterns, U.S. Census Bureau

APPENDIX B: Consultation and Stakeholder Activities:

Stakeholder Meeting Summary: Savannah Airport Commission FY 2021-2023 DBE Goal Methodology VIRTUAL Meeting.

Date: Friday, September 25, 2020, 11 a.m. **Host:** Savannah Airport Commission

Platform: Go To Webinar, organized by Ken Weeden & Associates, Inc. (A copy of the invitation is included in this Appendix)

Attendance: 14 registrants, plus 4 staff. Total-18. (A copy of the actual registration sign-in list is included in this Appendix).

The meeting was opened by the Commission's DBELO, Mr. Dawoud Stevenson, Director of Program Management, Information Technology. Mr. Stevenson welcomed all of the attendees online, briefly mentioned the purpose of the meeting and introduced the Commission's DBE Program Consultants, Ken Weeden & Associates, Inc. The Consultant representatives were Kenneth Weeden and Danielle Andrews. Mr. Weeden was responsible for delivery of the DBE goals presentation and Ms. Andrews managed the meeting logistics. Each of the virtual attendees were also invited to introduce themselves and their businesses or agencies represented. After all introductions, Mr. Weeden presented a detailed PowerPoint, explaining the background, and purpose of the DBE program and the requirement for the triennial goals. He also reviewed the actual steps utilized in developing the newly proposed DBE goals for the Savannah Airport Commission, i.e. the goal methodology. After Mr. Weeden's presentation, the session was open for questions. Several questions were asked, with answers being provided by DBELO Mr. Stevenson, and by Mr. Weeden, the Consultant. A summary is shown below:

Questions:

- 1. Will the presentation be available?
 - A. Mr. Stevenson: Yes, it will be available. Ken Weeden stated that the availability will be up to the Airport Commission, as the Owner. KWA could not make it directly available without the permission of the Airport Commission.
- 2. Is there ever a time that the Airport solicits for Professional Services, such as Construction Management?
 - A. Yes. On large scale projects, for sure.
- 3. Who is the current Construction Management Company?

A. Currently the Airport: The Airport does employ outside Construction Management firms, when there are projects too large for the internal staff to handle. So, with smaller projects, the Airport Engineering staff will manage the projects in-house.

Mr. Stevenson thanked everyone who attended and invited anyone on the phone who had not registered with the Savannah Airport Commission, to please register their business with the Commission in order to keep aware of potential opportunities, by receiving information on various bid opportunities with the Airport. He then closed out the meeting.

In addition to the Stakeholder consultation meeting, a notice to the public of the proposed goal was posted on the Airport Commission's website on October _____, 2020. (A copy of the screenshot of the Public notice is also included in this Appendix).

Attachments:

- 1. Invitation to Virtual Stakeholder Meeting
- 2. Registration/Sign-In for Meeting Attendance
- 3. Public Notice of Goal Screenshot.

You're Invited...

Disadvantaged Business Enterprise (DBE) Stakeholder Meeting



You are invited to give your input on the DBE goal for federal fiscal years (FFY) 2021-2023.

| When: | Friday, September 25, 2020 | | |
|-----------|----------------------------|--|--|
| Time: | 11:00 a.m. – 12:00 p.m. | | |
| Location: | Online - Register Here | | |
| Topic: | DBE Goal Methodology | | |



The Savannah Hilton-Head International Airport are seeking input regarding its three-year Disadvantaged Business Enterprise (DBE) goal. We invite you to participate in this meeting to discuss the proposed goals.

We sincerely hope that you or your representative will attend the meeting to assist the Airport in our ongoing efforts to implement effective DBE programs.

To register or if you have any questions or need additional information, please contact Christy Seals at (912) 655-4666, or CSeals@flySAV.com.

Registration/Sign-In for Meeting Attendance: September 25, 2020

Savannah Airport Commission (from: GoToWebinar)

| Registration Report | GoToWebinar | |
|--|------------------------------|------------------------------------|
| Generated | | |
| 09/25/2020 03:40 PM EDT | | |
| General Information | | |
| Webinar Name | Webinar ID | |
| Savannah Hilton-Head International Airport DBE Stakeholder Meeting | 560-142-651 | |
| Scheduled Start Date | Registered | |
| 09/25/2020 | 14 | |
| Scheduled Start Time | Opened Invitation | |
| 11:00:00 AM EDT | 21 | |
| Scheduled Duration (minutes) | Clicked Registration Link | |
| 60 | 25 | |
| Registrants | | |
| First Name | Last Name | Email |
| Jeffrey | Covert | jcovert@esassoc.com |
| Diana | Morrison | diana@adspecialtyservic es.com |
| Adrienne | Ayers | aayers@Mccarthyimprov ement.com |
| David | Roberts | droberts@valancourt.co m |
| Kwesi | Nantambu | Kwesiayo@sotsllc.com |
| Vanessa | Manley | vanessa.manley@rccsc.n et |
| Abby | Stalvey | astalvey@caltechtesting. com |
| Caren | Steiner | caren@h2airports.com |

| DeLisa | Clift | delisa@strategicbiz.co |
|---------|-----------|---|
| Rose | Milton | rose@insightpeeps.com |
| Willie | Roberson | willie@sandwsales.com |
| Jasmine | Rivers | littlemissbeaniellc@gmai l.com |
| Becky | Francosky | becky@advancedaviatio nanalytics.com |
| Barry | Crocker | bcrocker@cyntechs.com |
| | | |

NOTICE TO THE PUBLIC: POSTED ON THE Savannah Airport Commission's website, on October 8, 2020.

The Disadvantaged Business Enterprise Certification Application and Renewal forms

Firms must be certified by the Georgia Department of Transportation (GDOT) under the Uniform Certification Program (UCP) in order to compete for and/or perform work as a DBE on any U.S. DOT funded projects (including non federal projects) originated by the Savannah Airport Commission. Certifications must be dated prior to bid opening.

To apply to become a certified DBE firm, please print and submit the application on the GDOT website at: http://www.dot.ga.gov/PS/Business/DBE

The DBE/Bidders Directory is available on the Georgia Department of Transportation website.

For more information please email us at: info@flySAV.com

NOTICE TO THE PUBLIC

Disadvantaged Business Enterprise (DBE) Goal for FY 2021-2023

The Savannah Airport Commission hereby publishes a proposed overall goal for its Disadvantaged Business Enterprise (DBE) Program for FY 2021 through FY 2023. The proposed overall goal is 12.1% for all FAA-AIP funded projects in FY 2021 through FY 2023 for FAA-AIP funded projects at:



The methodology used in developing the Commission's overall goal and specific goals for proposed projects is available for review and comment.

For additional information and questions, please contact Dawoud Stevenson at 912.964-0514, ext. 3310 during normal business hours, or, at dstevenson@flysav.com.

To view our current bidding opportunities, please visit the Notice to Bidders page.