

PALM TRAN
Public Transportation Service Provider for Palm Beach County (ID 1098)
DISADVANTAGED BUSINESS ENTERPRISE (DBE) PROGRAM
GOALS/METHODOLOGY FISCAL YEAR 2018-2020

BACKGROUND

Pursuant to 49 Code of Federal Regulations Part 26 (49 CFR 26), the US Department of Transportation requires that recipients of federal funding assistance of at least \$250,000.00 establish a Disadvantaged Business Enterprise (DBE) Program and submit overall DBE goals for review every three years.

PROPOSED GOAL FOR FY 2018-2020

Palm Tran has established a 8.58% DBE goal for Federal Fiscal Years 2018-2020 beginning on October 1, 2018, and ending on September 30, 2020, for the Federal Transit Administration (FTA)-assisted contracts. Palm Tran plans to achieve this goal through 4% race-conscious measures and 4.58% race-neutral measures. Race neutral participation occurs any time that a DBE wins a prime contract through customary competitive procurement procedures; or is awarded a subcontract on a prime contract that does not carry a DBE goal. Palm Tran has historically achieved 50% of its DBE goal by race-neutral means, and its goal is to increase race-neutral participation. Palm Tran will have available in federal grant funds approximately \$27,397,395 for contracting opportunities, this amount includes allocations from previous years, projections for allocations for FY 2017 to FY 2019 and excludes funds projected for bus purchases and funds budgeted for Preventive Maintenance, which are limited to salaries for Palm Tran's own labor force.

PALM TRAN FISCAL YEAR FY 2018-2020 PROJECTED FTA ASSISTED CONTRACTS

Palm Tran used calculations by groups of North American Industry Classification Systems (NAICS) codes to identify the businesses available in the market area as they pertain to particular activities in upcoming contracts, the data was gathered from the Census website. Palm Tran used the identified NAICS codes to search for DBE firms who are ready, willing, and able to participate in FTA-assisted contracts for Fiscal Years 2018-2020, the DBE firms information was gathered from the Florida Unified Certification Program (UCP) Disadvantaged Business Enterprise (DBE) Directory maintained by the Florida Department of Transportation Equal Opportunity Office. Data was gathered by major contracts and NAICS codes were identified this way in order to the mirror the process of goal setting for a contract. Tables were developed to organize the data. The market area for Palm Tran includes primarily Palm Beach, Broward and Miami Dade Counties.

STEP-1 – Baseline Goal using NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEMS (NAICS)

Table I Identifies the corresponding NAICS Codes, type of industry (Category), contract purpose, projected dollar amount available for the contract, and percentage of the total amount of funds most likely to be associated with the proposed Palm Tran contracts to be awarded in Fiscal Years 2018-2020.

Table II Represents the total number of registered DBE firms and all available firms and subcontractors located in Palm Beach County's Normal Market Area who are ready, willing and able to participate in USDOT-assisted contracts. They were extracted from the Florida Department of Transportation Equal Opportunity Office DBE Directory, Palm Beach County Vendor Data Base, and the Census Bureau's County Business Pattern database.

Relative Availability (expressed as a percentage) = $\text{Number of DBE Firms} / \text{Total Number of All firms}$

TABLE I

NAICS CODE	CATEGORY	Projected Funds by NAICS	Percentage of Total
236220	Commercial and Institutional Building Construction	\$7,636,652.60	27.67%
237310	Paving, street, concrete Pads	\$1,804,616.00	6.54%
238190	Other Foundation, Structure, and Building Exterior Contractors	\$5,832,035.60	21.13%
238210	Electrical Contractors	\$655,044.00	2.37%
238320	Painting and Wall Covering Contractors	\$693,040.60	2.51%
238990	Paving, residential and commercial driveway and parking lot	\$1,868,040.60	6.77%
332322	Sheet Metal Work Manufacturing	\$368,040.60	1.33%
334419	Other Electronic Component	\$655,044.00	2.37%
335999	All Other Miscellaneous Electrical Equipment and Component	\$655,044.00	2.37%
423430	Computer and Computer Peripheral Equipment and Software	\$1,573,127.00	5.70%
423690	Other Electronic Parts and Equipment Merchant Wholesalers	\$655,044.00	2.37%
423830	Industrial Machinery and Equipment Merchant Wholesalers	\$125,000.00	0.45%
441110	New Car Dealers	\$700,000.00	2.54%
517919	All Other Telecommunications	\$602,500.00	2.18%
541310	Architectural Services	\$150,000.00	0.54%
541330	Engineering Services	\$150,000.00	0.54%
541512	Integration Systems	\$602,500.00	2.18%
541611	Administrative Management/General Management Consulting Services	\$833,333.00	3.02%
541614	Process, Physical Distribution, and Logistics Consulting Svcs.	\$602,500.00	2.18%
541618	Other Management Consulting Services-Telecommunications	\$602,500.00	2.18%
541690	Other Scientific and Technical Consulting Services	\$833,333.00	3.02%
PROJECTED TOTAL DOT ASSISTED CONTRACTS TO BE AWARDED IN 2018-2020		\$27,597,395.00	100.00%

TABLE II RELATIVE DBE AVAILABILITY

NAICS CODE	CATEGORY	Number of All Firms in the County	Number of Certified DBE'S	Relative DBE Availability
236220	Commercial and Institutional Building Construction	209	14	6.70%
237310	Paving, street, concrete Pads	36	10	27.78%
238190	Other Foundation, Structure, and Building Exterior Contractors	47	1	2.13%
238210	Electrical Contractors	432	5	1.16%
238320	Painting and Wall Covering Contractors	277	0	0.00%
238990	Paving, residential and commercial driveway and parking lot	277	14	5.05%
332322	Sheet Metal Work Manufacturing	11	0	0.00%
334419	Other Electronic Component	2	0	0.00%
335999	All Other Miscellaneous Electrical Equipment and Component	6	0	0.00%
423430	Computer and Computer Peripheral Equipment and Software	49	0	0.00%
423690	Other Electronic Parts and Equipment Merchant Wholesalers	67	0	0.00%
423830	Industrial Machinery and Equipment Merchant Wholesalers	100	0	0.00%
441110	New Car Dealers	72	0	0.00%
517919	All Other Telecommunications	35	0	0.00%
541310	Architectural Services	166	2	1.20%
541330	Engineering Services	358	15	4.19%
541512	Integration Systems	251	3	1.20%
541611	Administrative Management/General Management Consulting Services	833	7	0.84%
541614	Process, Physical Distribution, and Logistics Consulting Svcs.	67	0	0.00%
541618	Other Management Consulting Services-Telecommunications	316	4	1.27%
541690	Other Scientific and Technical Consulting Services	191	9	4.71%
	Relative DBE Availability	3,802	84	2.21%

TABLE III BASE FIGURE

NAICS CODE	CATEGORY	TABLE I % OF TOTAL FUNDS	TABLE II RELATIVE DBE AVAILABILITY	TABLE I MULTIPLIED BY TABLE II
236220	Commercial and Institutional Building Construction	27.67%	6.70%	1.85%
237310	Paving, street, concrete Pads	6.54%	27.78%	1.82%
238190	Other Foundation, Structure, and Building Exterior Contractors	21.13%	2.13%	0.45%
238210	Electrical Contractors	2.37%	1.16%	0.03%
238320	Painting and Wall Covering Contractors	2.51%	0.00%	0.00%
238990	Paving, residential and commercial driveway and parking lot	6.77%	5.05%	0.34%
332322	Sheet Metal Work Manufacturing	1.33%	0.00%	0.00%
334419	Other Electronic Component	2.37%	0.00%	0.00%
335999	All Other Miscellaneous Electrical Equipment and Component	2.37%	0.00%	0.00%
423430	Computer and Computer Peripheral Equipment and Software	5.70%	0.00%	0.00%
423690	Other Electronic Parts and Equipment Merchant Wholesalers	2.37%	0.00%	0.00%
423830	Industrial Machinery and Equipment Merchant Wholesalers	0.45%	0.00%	0.00%
441110	New Car Dealers	2.54%	0.00%	0.00%
517919	All Other Telecommunications	2.18%	0.00%	0.00%
541310	Architectural Services	0.54%	1.20%	0.01%
541330	Engineering Services	0.54%	4.19%	0.02%
541512	Integration Systems	2.18%	1.20%	0.03%
541611	Administrative Management/General Management Consulting Services	3.02%	0.84%	0.03%
541614	Process, Physical Distribution, and Logistics Consulting Svcs.	2.18%	0.00%	0.00%
541618	Other Management Consulting Services- Telecommunications	2.18%	1.27%	0.03%
541690	Other Scientific and Technical Consulting Services	3.02%	4.71%	0.14%

WEIGHTED PERCENTAGE PER CATEGORY - BASE FIGURE 4.74%

Table III

Palm Tran's Base Figure calculated on Table III is **4.74%**; a number based on the relative availability of DBEs by major contract. The DBE Goal Base figure for FY 2018-2020 will be **4.74%**.

The weighted percentage average for each listed NAICS Code was calculated as follows:

Multiplying the estimated percentage of total dollars expected to be expended within each NAICS category (**Table I**) on DOT-assisted contracts to be awarded in FY-2018-2020 by the Percentage of DBE firms available in each NAICS category (**Table II**).

The following calculation has been used to arrive at a Base Figure of the goal setting process:

Using Weighted Average to develop a base figure is calculated as follows:

(Percent of Total Dollars) X (% Available DBE Firms) all NAICS categories are added = **Total 4.74%**

The weighted average is greater than the calculated relative availability shown on Table II.

STEP-2 – Adjustments to the Base Figure

All data used for the goal calculations originates from documents accessible to the public and is obtained from the following data sources:

- Florida Unified Certification Program (UCP) Disadvantaged Business Enterprise (DBE) Directory, as maintained by the Florida Department of Transportation Equal Opportunity Office
- United States Census Bureau County Business Patterns (CBP)

These two sources were searched using the North American Industry Classification Systems (NAICS) codes, which have been obtained by looking up a firm's NAICS code from Hoovers Database (a Dun & Bradstreet product, which is publically available online). Dun & Bradstreet – The leading national business services company that maintains and provides commercial data and business information on more than 250 million companies.

In Step 2, Palm Tran considered all available evidence to determine whether it should adjust its goal from the weighted base figure derived in Step 1. Palm Tran first examined its past DBE participation and determined that its Federal Fiscal Years (FFYs) 2015-2017 contracting opportunities were substantially similar to the expected contracting opportunities for FFYs 2018-2020. As a result, Palm Tran determined that it should adjust its goal based on past participation.

The following Table lists the past DBE participation for FFYs 2014-2017.

PALM TRAN**HISTORICAL DBE GOAL ATTAINMENT**

	2017	2016	2015	2014
Total Dollars Awarded	\$465,453.00	\$3,411,735.00	\$4,465,842.00	\$2,253,307.39
Total Awarded to DBEs	\$68,065.00	\$553,685.00	\$206,748.00	\$230,185.00
% Of DBE Participation	14.62%	16.23%	4.63%	10.22%

Palm Tran then determined the “median” past participation percentage by arranging the DBE participation rates from lowest to highest.

NUMERICAL ORDER OF PAST DBE PARTICIPATION

FISCAL YEAR	2015	2014	2017	2016
DBE ACHIEVEMENT	4.63%	10.22%	14.62%	16.23%

- 1) Because there was an even number of values, Palm Tran added the middle two numbers and averaged them, resulting in a mean of 12.42% (10.22% + 14.62% divided by 2).

$$10.22 + 14.62 = 24.84 \quad 24.84 / 2 = \mathbf{12.42\%}$$
- 2) Palm Tran then added the weighted base figure of 4.74% (found in Step 1) to the median of the past 4 years 12.42% (found in Step 2) and divided that figure by 2.

$$4.74 + 12.42 = 17.16 \quad 17.16 / 2 = 8.58\%$$

Accordingly, when adjusting for past participation, the DBE goal is now **8.58%**

No additional objective, refined, and verifiable data was available that required further adjustments in the goal setting process.

CONSULTATION AND PUBLICATION PROCESS

In establishing an overall goal, Palm Tran must provide for consultation and publication, in accordance with Section 26.45 (g)(1).

Consultation. The process for the public consultation involves a scheduled face-to-face conference or meeting with groups of interested persons and other officials or organizations. Palm Tran is a member of the Palm Beach Partners, a coalition of City, County, State and non-profit agencies aligned to maximize economic development opportunities for small businesses throughout the South Florida region. The group includes: City of Riviera Beach, Palm Beach County Board of County Commissioners, (Office of Small Business Assistance, Department of Airports and Palm Tran), School District of Palm Beach County, City of West Palm Beach, the Solid Waste Authority and the Center for Technology Enterprise and Development (TED Center). The group conducts monthly face-to-face meetings that result in the annual Business Matchmaker Conference, held annually in September.

The goal of the coalition is to extend the distinctive business opportunities generated by each member beyond their respective geographic and organizational borders to benefit small, women-owned and disadvantaged business enterprises (SBEs, M/WBEs, or DBEs) throughout the entire South Florida region. The Business Matchmaker Conference provides capacity building tools, tips on future work and small business networking opportunities.

The Conference is also used to collect comments from all participants, major contractors and small businesses, their input is used to provide professional and practical instruction in separate workshops throughout the year.

The Business Matchmaker Conference & Expo attracts over 400 participants from a wide variety of business disciplines; major corporations and government entities and is a fantastic opportunity for Small and Minority/Women Business Entrepreneurs and representatives from government agencies and private sector organizations to network and build stronger business relationships. The Conference components that facilitate greater capacity for our small businesses include: Workshops, Exhibitors, Power Talks, and Networking.

Separate Event for Consultation. At the direction from FTA, in addition to the sessions conducted under the annual Business Matchmaker Conference, Palm Tran will conduct consultation with minority, women’s and general contractor groups, community organizations, and other officials or organizations which could be expected to have information concerning the availability of disadvantaged and non-disadvantaged businesses, the effects of discrimination on opportunities for DBEs, and Palm Tran efforts to establish a level playing field for the participation of DBEs. The consultation will include a scheduled, direct, interactive exchange with as many interested stakeholders as possible focused on obtaining information relevant to the goal setting process. The exchange will take place in a public hearing format to be held at the Palm Tran Service Board (PTSB) meeting. The meeting will occur before Palm Tran is required to submit the goal methodology to the FTA. Palm Tran will not implement the proposed goal until it has complied with this requirement.

Publication. Palm Tran issued a Public Notice on June 29, 2017 announcing the proposed overall DBE goal for the period of fiscal years 2018 to 2020, the notice was posted on the official internet website, PalmTran.Org. The notice to the public included an e-mail address to which comments may be sent, and the methodology is available on the same site. Palm Tran also reached out to certified DBEs doing business under the NAICS categories identified at the beginning of the goal setting process. Palm Tran sent those DBEs a notice of the DBE goal publication, including information on how to register with the County to receive notices about future contract opportunities.

Comment Summary. Palm Tran asked for public comment about its proposed overall three-year DBE goal and the availability of disadvantaged and non-disadvantaged businesses. Comments were accepted through August 24, 2017. No comments were received; therefore, Palm Tran did not make any adjustment to the goal.

Comments received during the workshops and the Business Matchmaker Conference focused on Certified Small Business inquiring about the benefits of getting DBE certified.

The Coalition has partnered with the Florida Department of Transportation (FDOT), and through the use of their DBE Supportive Services Provider, conducted workshops on the successful development and completion of the DBE Certification Application.

Comments have been received from prime contractors during pre-bid meetings regarding the data used to establish DBE Goals for a contract. The data is shared with the pre-bid attendees, the listing of DBE certified businesses under the identified NAICS codes selected based on the nature of the contract, and the listed “Vendor Business Description” as identified on the DBE Directory. Attendees are briefed on the documentation of Good Faith Efforts, should the provided listing not yield enough DBE participation, feedback from the contractors has been positive.

CONTRACT GOALS

Palm Tran will use contract goals to meet any portion of the overall goal that cannot be met using race-neutral means. Palm Tran will establish contract goals only on those DOT-assisted contracts that have subcontracting possibilities. Palm Tran 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., scope of work, location of work, and availability of DBEs to perform the particular type of work).

Palm Tran will express its contract goal as a percentage of the total amount of a DOT-assisted contracts expensed during the Fiscal Year.

Palm Tran will use the following methods to achieve the maximum feasible portion of the overall DBE goal through Race neutral means: Continual Needs Assessment and Identification. Palm Tran conducts ongoing

informal needs assessments by means of e-mails, and surveys during the annual Business Matchmaker Conference. The objective of the needs assessments is to identify the barriers that DBEs and Small Businesses face in competing with non-DBEs for DOT-assisted contracts and subcontracts, and determine what services would assist them in overcoming those barriers. The results of the assessments are used to adjust processes and develop services provided by Palm Tran in conjunctions with the Palm Beach Partners and the Florida Department of Transportation.

BREAKOUT OF ESTIMATED RACE-NEUTRAL AND RACE-CONSCIOUS PARTICIPATION

The following is a summary of the basis of the estimated break out of Race Neutral and Race Conscious DBE participation.

Palm Tran anticipates that 4.58% of the total proposed goal of 8.58% will be attained through race neutral means. Palm Tran through close monitoring of awarded contracts will use race conscious means after the semi-annual report is completed for the first half of each fiscal year, if overall contract awards have not met at least 4.58% of DBE participation.

Palm Tran used DBE attainment information from the last four years, and the distribution of race conscious and race neutral participation varies year to year depending on the contracts awarded. The last four years Palm Tran had two (2) years in which goals were achieved using race conscious means, and two (2) years in which goals were achieved by race neutral means.

Palm Tran also reviewed the Disparity Study prepared for the Palm Beach Board of County Commissioners in 2017. The study concluded that disparities exist in contracting opportunities for minority- and women-owned businesses in the County's relevant market area. Palm Tran has determined that, because the study focuses on W/MBE certifications, contract monitoring, prompt payment measures, and pre-solicitation outreach, all activities that Palm Tran is currently following under the DBE Program, it is inappropriate to use the County's disparity study's to adjust its DBE Goal percentage.

Palm Tran believes that it can achieve 4.58% race-neutral measures by taking the following actions:

- Coordinating effectively with its internal procurement offices to unbundle large contracts and present opportunities for DBEs to secure prime contracts.
- The DBE Officer is working on improving its bidders list by collecting more robust data about the firms that bid on Palm Tran contracts. The Officer will use its bidders list to better identify future contracting opportunities for DBEs and small businesses.
- Conducting more effective outreach by providing training and partnering opportunities for DBEs and small businesses, such as training DBEs and small businesses on financing, banking, lending, and bonding. Also, Palm Tran plans to continue participating in the annual Business Matchmaker Conference that instructs individuals on small business growth, networking, and marketing; this helps DBEs and other small businesses successfully compete for contracts.
- Improving communication with DBEs by providing more advanced notice of upcoming contracting opportunities. For instance, Palm Tran sends email notifications to DBE firms that are certified in NAICS codes that correspond with upcoming solicitations. Moreover, during pre-bid conferences, the DBE Office encourages DBEs to meet with non-DBE firms to discuss upcoming projects.

PAST PARTICIPATION (Previous years goals / accomplishments)

Palm Tran DBE Goal Attainment

Palm Tran met the DBE Goals for two (2) of the last three (3) years. The Program requires justification for non-attainment years, the justification for 2015 is attached.

	2014	2015	2016
Total Dollars Awarded	\$2,253,307.39	\$4,465,842.00	\$3,411,735.00
Total Awarded to DBEs	\$230,185.00	\$206,748.00	\$553,685.00
% Of DBE Participation	10.22%	4.63%	16.23%
	DBE Goal 10%	DBE Goal 7%	DBE Goal 7%
Goal Attainment	102.20%	66.14%	231.86%

DBE Goal attainment for FY2017, at the June 1st report is 4%, which is below the Overall DBE Goal of 7%.

Palm Tran will continue to analyze DBE participation semiannually to provide opportunities to DBEs on contracts that have relative DBE participation. Palm Tran will use contract goals to meet any portion of the overall goal that cannot be met 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 the overall goal that is not projected to be met through the use of race-neutral means.

OUTREACH

2017 MarchMaker Conference and Expo

Our goal is to extend this distinctive business opportunity beyond our respective geographic and organizational borders to benefit small, women-owned and disadvantaged business enterprises (SBEs, M/WBEs, or DBEs) throughout the entire South Florida region.

Please join us in making the 2017 Palm Beach Partners Business MatchMaker Conference & Expo an unrivaled, collaborative success.

WHAT YOU CAN EXPECT:

- Workshops exposing business owners to the latest social media and marketing technology, how to build your credit and obtain a small business loan and how to build connections and contracting opportunities with government agencies.
- Power Talks with Government Agencies and Private Corporations.
- Keynote Luncheon and Spotlight on Vendor Awards.
- The "Real Business" Networking Reception And Awards Presentation

11TH ANNUAL Palm Beach Partners Business MatchMaker Conference and Expo

HOME AGENDA GALLERY SPONSORSHIP REGISTRATION CONTACT US



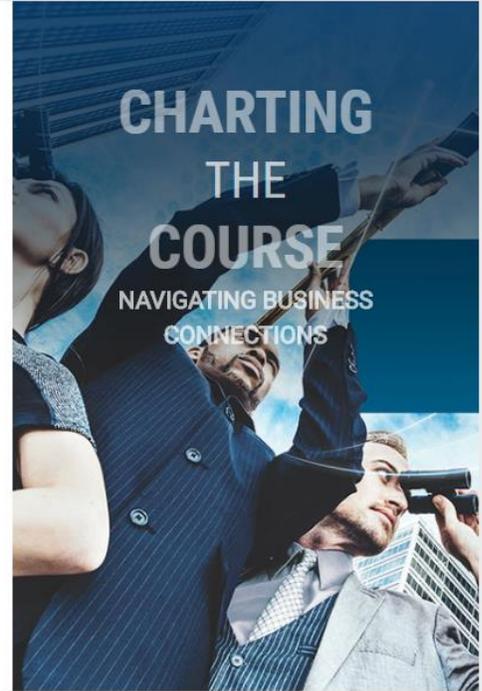
SAVE THE DATE!

11TH ANNUAL

PALM BEACH PARTNERS Business MatchMaker Conference and Expo

FRIDAY, SEPTEMBER 22, 2017

@ The Raymond F. Kravis Center for the Performing Arts



2016 Palm Beach Partners Business Matchmaker Conference & Expo

Theme: Today's Vision: Tomorrow's Reality
 September 23, 2016 – PB County Convention Center– West Palm Beach
 To Register go to www.pbmatchmaker.com
Workshops:

8:30 – 9:00 Plenary Session - Grand Ballroom

1. James Amps III, International Renowned Speaker, Successful Entrepreneur, Best Selling Author Effective Motivator.

9:00 – 10:15 Effective Marketing Using Social Media – Strategies to Make Your Business Prominent in a Competitive Market – Grand Ballroom

1. Kendra Stephen, Esq. Attorney at Law – Supra Legal Group

11:00 – 11:45 Universities are Buying Ballroom B

2. David Chojnacki, Procurement Director – PB State College
3. Kelly Loll, Procurement Director – FIU
4. Mark Bresnahan, Procurement Director – PBA
5. Charlene Talbot-Paul – Keiser University

11:00 – 11:45 Creative Solutions to Financial Challenges Ballroom C

1. Thais Sullivan, Florida Division CRA/Community Lending Officer – Valley National Bank
2. Kim Donnell, Director of Member Business Lending – IBMSECU
3. Zenora Ward, CPA – Ward & Company

12:00 – 2:00 Spotlight on Vendor Awards Luncheon Grand Ballroom

2:00 – 2:45 Today's Projects, Tomorrow's Opportunities Grand Ballroom

1. Frank Hayden, Procurement Director – City of WPB
2. George Webb, Palm Beach Airports
3. James J. Kunard, Director Program Management Division of Support Operations - PBC School District
4. Jerry Allen, Deputy Director of Planning and Development Division – Palm Beach County Department of Airports
5. Lennart Lindahl, Assistant Chief Executive Officer – South Florida Water Management District

2:00 – 4:00 Power Talks Ballroom A

3:00 – 4:00 Illuminating the Path to Success Ballroom B

1. Ronny Nunez, Vice President, Senior Relationship Manager – Wells Fargo Business Banking
2. Raquel Naim, Engecon Construction
3. Kumar A. Allady, Radise International
4. Elizabeth Colome, Colome' & Associates Inc

3:00 – 4:00 Spotlight on the Procurement Process Ballroom C

1. Dean Mealy, Purchasing Manager – City of Riviera Beach
2. Dorothy Bradshaw, Administrative Services Director – South Florida Water Management District
3. Kathy Scarlett, Procurement Director – Palm Beach County
4. Frank Hayden, Procurement Director – City of West Palm Beach
5. Darci Garbacz, Director of Purchasing School District of Palm Beach County

2:00 – 4:00 Power Talks Ballroom A

5:00 – 7:00 Reception – Hilton Hotel

Don't Miss this event. Many Government Entities All in one Place.

Spotlight on Vendors

2016 Vendor Award Nominations

Nominees for Corporate Partner of the Year:

The Morganti Group, Inc.

Nominees for M/WBE Business of the Year:

JD Anderson Construction, Inc.
 Radise International, LLC

Nominees for SBE Business of the Year:

CJ Contracting, LLC
 Duval Sheet Metal, Inc.
 Gulfstream Termite & Environmental Services, LLC.
 J.I.J. Construction Corp.
 Radise International, LLC
 Signature Living, Inc. dba Applecore Solutions

Nominees for DBE Business of the Year:

All-Site Construction, Inc.
 Upscale Events By Mosaic, LLC

Nominees for Advocate of the Year:

All-Site Construction, Inc.

2015 Palm Beach Partners Business Matchmaker Conference & Expo

Quality Connections "Ready, Set, Grow"

September 18, 2015 – Kravis Center – West Palm Beach

Contacts & Contracts –

1. City of WPB - Danielle E. Slaterpryce, P.E., Assistant City Administrator
2. Palm Beach County – Donna Pagel, Purchasing Manager
3. S FL Water Mgt. District – Jeff Kivett, Division Director - Operations, Engineering & Construction
4. PBC School District – James J. Kunard, P.E. LEED-AP, (BD&C)
5. Florida Department of Transportation - Gerry O'Reilly, PE District Four Secretary
6. USACE Representative

Financing Your Dreams: The First Steps

1. Thais Sullivan, Vice President, Business Banking Relationship Manager, SunTrust Bank
2. Vince LoPresti, Assistant District Director SBA
3. Dana Albury, Vice President, Florida Business Development Corp.
4. Meri Weymer, Palm Beach County Department of Economic Sustainability
5. Gary Thomas, Department of Economic Opportunity

Spotlight on Vendor Awards

Technology Demonstration/Social Media Marketing

1. Lisa D. Sparks, Owner Verity Content

Doing Business with the FDOT

1. Thomas Huggins, III Project Director - Florida Department of Transportation
2. Tom Quinn - Vice President Construction Estimating Institute (CEI) – Florida Department of Transportation
3. Tom Rush is the DBE Program Manager for the Florida Department of Transportation

Power Talks

Reception

Don't Miss this event. Many Government Entities All in one Place.

Spotlight on Vendor

2015 Vendor Award Nominations

Nominees for Corporate Partner of the Year:

D. STEPHENSON CONSTRUCTION, INC.
HEDRICK BROTHERS CONSTRUCTION CO.

Nominees for M/WBE Business of the Year:

ANDREW MORGAN SERVICES
COLOME' & ASSOCIATES INC.
ENGECON CONSTRUCTION INC.
J.I.J. CONSTRUCTION CORP
LEBOLO CONSTRUCTION MANAGEMENT
MONTAGE DIVERSITY CONSULTANTS LLC
NEELD PAPER AND SUPPLIES, INC.
RANDOLPH & DEWDNEY CONSTRUCTION

Nominees for SBE Business of the Year:

CJ CONTRACTING, LLC
COOPER CONSTRUCTION MGMT & CONSULTING INC
DYNAMIC PAINTING, INC.
ENGECON CONSTRUCTION INC.
H&R OF BELLE GLADE INC
J.I.J. CONSTRUCTION CORP
LEBOLO CONSTRUCTION MANAGEMENT
OVERLAND CONSTRUCTION COMPANY
SCHEDA ECOLOGICAL ASSOCIATES, INC.
THE BARON GROUP INC.

Nominees for DBE Business of the Year:

CHANDLER & CAMPBELLE INVESTMENT GROUP, LLC.
COLOME' & ASSOCIATES INC.
EQUIPMENT RENTAL SERVICE INC.

Nominees for Advocate of the Year:

ASSET BUILDERS, LLC
COOPER CONSTRUCTION MGMT & CONSULTING INC

**2015 – NON-ATTAINMENT
PALM TRAN
DISADVANTAGED BUSINESS ENTERPRISE PROGRAM
ANALYSIS GOAL ATTAINMENT FISCAL YEAR 2015**

BACKGROUND

Pursuant to 49 Code of Federal Regulations Part 26.47 (49 CFR 26), the US Department of Transportation requires that recipients of federal funding assistance:

26.47 (c) If the awards and commitments at the end of any fiscal year are less than the overall goal applicable to that fiscal year, the recipient must do the following in order to be regarded by the Department as implementing the program in good faith:

- (1) Analyze in detail the reasons for the difference between the overall goal and awards and commitments in that fiscal year;
- (2) Establish specific steps and milestones to correct the problems identified in the analysis to enable the recipient to meet fully the goal for the new fiscal year.

ANALYSIS

Palm Tran has established an overall goal of DBE participation for fiscal years 2015-2017 for the Federal Transit Administration (FTA)-assisted contracts. In FY 2015-2017, Palm Tran will have available in federal grant funds approximately \$14,552,000 to award in contracts from October 1, 2014 to September 30, 2017. This amount includes allocations from previous years, projections for allocations for FY 2015 to FY 2017 and excludes funds that have already been assigned to ongoing contracts and funds allocated for bus purchases. Out of this amount, it is Palm Tran's goal that the DBE participation on DOT-assisted contracts will be **7%**.

In Fiscal Year 2015, the total DBE participation for contracts with FTA funding totaled **4.63%**.

2015 Annual DBE Goal Attainment			
	Awarded Contracts	Awarded to DBE (+ Sub Cont)	% to DBEs
Totals	\$4,465,842	\$206,748	4.63%
Reported	\$2,793,603	\$155,325	5.56%
	\$1,672,239	\$51,423	3.08%

To establish the 7% DBE Goal, Palm Tran used calculations by groups of North American Industry Classification Systems (NAICS) codes and extracted only those codes of DBE firms who are most likely to be associated with proposed Palm Tran contracts to be awarded in Fiscal Years 2015-2017. For each category, contracts were identified that Palm Tran anticipated FTA dollars to be used during the years 2015-2017.

Palm Tran identified the total number of registered DBE firms and all available firms and subcontractors located in Palm Beach County's normal market area who offer services/materials for the contracts identified that would be funded with FTA grant funds. This analysis allows Palm Tran to identify the contracts that offer better opportunities for DBE participation.

PROJECT DETAIL	NAICS CODE	CATEGORY	Number of All Firms	Number of DBE's	Relative DBE Availability
Intermodal Janitorial	561720	Janitorial Services	378	5	1.32%
Repair Service and Parts for Motor Oil - lubricants.	811310	Commercial and Industrial Machinery and Equipment	71	3	4.23%
			134	7	5.69%
	324191	Petroleum Lubricating Oil and Grease Manufacturing	11	0	0.00%
	424720	Petroleum and Petroleum Products Merchant Wholesalers	123	7	5.69%
Relief Vehicles, Service Truck.	441110	New Car Dealers	1141	0	0.00%
Non-revenue auto repair	811111	General Automotive Repair	378	0	0.00%
Bus - Outside service repair	811310	Commercial and Industrial Machinery and Equipment	71	3	4.23%
Parts 3 Years	423120	Motor Vehicle Supplies and New Parts Merchant Wholesalers	190	3	1.58%
Capitalized Maintenance	336390	Motor Vehicle Transmission and Power Train Parts Manufacturing	51	1	1.96%
Facility Expansion. Paving. General Contractors. We estimated that around 12% of the costs of capital equipment are incurred on installation.			999	57	23.34%
	236210	Industrial Building Construction	218	14	6.42%
	236220	Commercial and Institutional Building Construction	190	5	2.63%
	238210	Electrical Contractors and Other Wiring Installation Contractors	376	17	4.52%
	238990	All Other Specialty Trade Contractors	215	21	9.77%
Security - Digital Recording security system			651	53	9.55%
	561621	Security Systems Services - Electrical	555	53	9.55%
	423410	Photographic Equipment and Supplies Merchant	96	0	0.00%
Engineering & Design A&E			492	25	10.85%
	541330	Engineering Services	335	15	4.48%
	541310	Architectural Services	157	10	6.37%
TOTAL DOT ASSISTED CONTRACTS TO BE AWARDED IN 2015-2017			4,556	157	3.45%

After a review of FY2015 procurements, Palm Tran reported that only 4.63% of the awards went to DBEs. An analysis of the contracts awarded reveals:

Total Dollars Awarded in FY2015	\$4,465,842	100%
Total Awarded to DBEs	\$206,748	4.63%

Contracts Detail	Total Awarded	Percentage	DBE Availability	DBE Participation
Parts/Capitalized Maintenance	\$1,696,553	37.99%	1.77%	0%
Relief Vehicles	\$373,175	8.36%	0%	0%
Other Contracts	\$2,396,113	53.65%	Varies per Category	\$206,748 8.63%

The FY2015 analysis for goal attainment show 37.99% of funds were awarded for the purchase of parts and capitalized maintenance items, relative availability of DBE firms is 1.77% in this category. 8.36% of funds were awarded for the purchase of relief vehicles, relative availability of DBE firms is 0% in this category. Parts and vehicles account for 46.35% of the funds awarded in FY2015.

The remainder funds \$2,396,113 (53.65% of total funds awarded) had a DBE participation of \$206,748 or 8.63%. The combination of the kind of contracts available for award in FY2015 and the lack of DBE availability for 46.35% of the contracts account for the low level of participation in FY2015.

STEPS AND MILESTONES TO CORRECT THE GOAL SHORTFALL

Palm Tran will use contract goals to meet any portion of the overall goal that cannot be met 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 the overall goal that is not projected to be met through the use of race-neutral means.

Palm Tran will establish contract goals only on those DOT-assisted contracts that have subcontracting possibilities. Palm Tran needs 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., scope of work, location of work, and availability of DBEs to perform the particular type of work).

Palm Tran will express its contract goal as a percentage of the total amount of a DOT-assisted contracts expensed during the Fiscal Year.