

RESILIENT SAVANNAH



Savannah First

COVID-19 Business Recovery

RESILIENT SAVANNAH

- **Savannah Safe** (May 2020)
 - Voluntary pledge by local businesses to maintain social distancing and sanitation best practices
- **Savannah Faith** (May 2020)
 - Partnership with local faith leaders to encourage the safe re-opening of places of worship
- **Outdoor Dining Expansion** (May 2020)
 - Expanded permitting for outdoor dining to help local restaurants recover while keeping the public safe
- **Savannah First** (Proposed)
 - Temporary expansion of local preference programs and enhancements to minority and women-owned programming



A Difficult Recovery

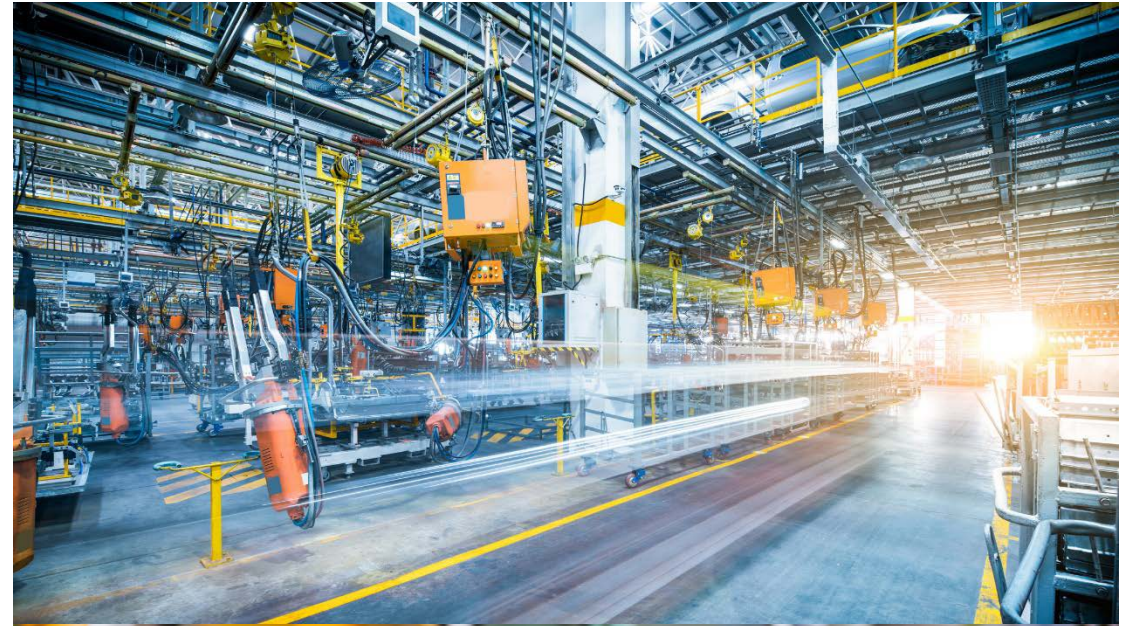
- All industries are impacted.
- Small businesses are critical to our local economy.
- Recessions increase importance of government spending and assistance.

How We Can Help

- Existing services through the Economic Development Department and partners.
- Expand local preference program.
- Small and minority/women-owned program expansion.

Savannah First

Part of the Resilient Savannah plan, *Savannah First* is a new pilot program that aims to boost our local economy as it recovers from the COVID-19 crisis. The one-year initiative significantly increases local preference requirements across City procurement and enhances local small, minority and women-owned programs. Along with existing services and other aspects of Resilient Savannah, *Savannah First* provides support to our local small businesses and helps keep local dollars local.





Existing Business Support

- Business incentives to drive investment and job creation in target corridors.
- Business education on marketing, planning, legal structure, recovery, etc.
- Access to capital through a partnership with the Small Business Assistance Corporation.
- Disadvantaged and small business contracting programs.
- Expanded outdoor dining pilot program.
- Savannah Safe Pledge.



Expand Local Preference

Sheltered Market

- Local bids are opened first.
 - **LOCAL = SAVANNAH**
- If no responsible/responsive local bids, then other bids considered.
- Exempt contracts:
 - Emergency
 - Sole-source
 - Large construction

Requests for Proposals

- **Award 20 points for local proposers.** (Currently 5 points)
- **Award 10 points for Chatham County proposers.** (Currently 0 points)
- **Local DBEs will be eligible for both local points (20) and DBE participation points (10).**

PROGRAM ELIGIBILITY

- **Businesses must:**

- Be Local
- Be Capable
- Be Qualified
- Have a Business Tax Certificate dated prior to April 1, 2020

S/DBE Program Enhancements

Contractor in Training Program

- New effort to engage non-certified companies.
- Quick, on-demand pre-screening for local, state, and federal certifications.
- Once designated a “Contractor in Training”, a business would be assigned a team member to walk them through full certification.

M/WBE Renewals

- Re-instate previously-certified M/WBEs.
- One-page affidavit.

Re-instate Local M/WBE certification

- Certification managed by Economic Development.
- For firms not ready for state and federal programs.
- Keeps current goal-setting, compliance, forms, and other policies and procedures.



NEXT STEPS

- Launch program with consensus from City Council
- If approved:
 - Begin renewing previously certified M/WBE businesses
 - Re-establish local M/WBE certification program
 - Expand local preference program
 - Launch contractor-in-training program
- Re-evaluate program in six months