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Arena Workforce Update

City Council Workshop
Aug. 27, 2020



Issue 1: DBE Participation in Arena Construction Subcontracts

	City Goal	Project Goal	Project Participation	Contract Value
DBE Participation	20%	25%	26.1%	\$32.9M
Local DBE Participation	10%	None	12.9%	\$16.2M
Overall Local Participation	None	None	23.4%	\$29.4M



How we got those numbers

- Launched Contractor Financing Program
- Added 10% L/DBE language to bid packages
- Reinstated local M/WBE program to be used in tandem with DBE program
- Launched Contractor-in-Training program for local M/WBEs
- Held Construction Training Information Fair
- Held L/DBE networking events in partnership with AECOM/Hunt
- Launched weekly online classes on certification, city contracting, bid estimating

Continued Barriers

- Small number of local certified DBEs
- State bonding requirements



The Arena DBE Team

Arneja Riley, AECOM/Hunt



- 16 years experience
- Current M/WBE Outreach Programs, GDOT
- Former Chatham County M/WBE Program Manager

Pat Wipperman, AECOM/Hunt



- 20 years experience
- Barclays Center, NY
- USTA Stadium, NY
- Amway Center, Orlando
- Lucas Oil Stadium, Indianapolis

Manny Dominguez, cos



- 5 years with City
- Director, Office of Biz Opportunity
- Former Ex. Director, NYC Business Solutions
- Brooklyn Chamber of Commerce

MarRonde Lotson, cos



- 14 years with City
- Business Opportunity Manager
- Former Economic Dev. Director
- Former Thunderbolt City Administrator

DeAnni Gibbs, cos



- - 2 years with City
- - Small Business Opportunity Coordinator
- - Former Business Education Instructor



23 LDBEs awarded 48 subcontracts

SUBCONTRACTOR	SCOPE	SUBCONTRACTOR	SCOPE
Image Keepers	Janitorial/Installation	Cyntechns	Installation
B&B Demolition	Site work/Trailer setup/Freight	Paige Courier Services	Installation
PT Construction	Hauling & Demo/Freight	Adjacent Solutions	Labor
AS Security	Site security	Frankie Thompson Enterprise	Material Supplier/Hauling
A1 Staffing	Labor/Staffing	Venson Lawn & Landscapes	Installation
Collins Construction	Carpentry/Installation	ED Trucking	Hauling
Economy Masonry	Masonry	S&S Supply	Material Supply
Glovers Masonry	Masonry	Alex Montana	Hauling
The Garpa Company	Material	Sabur Trucking	Hauling
Custom Building Dev.	Material	D&C Directional Boring	Installation
DF&H Associates	Doors, Hardware, Glass	Jacob Edward Construction	Installation
Ivy League Maintenance	Caulking/Installation		



Let's hear from three of them.

A1 Staffing Agency

10500 Abercorn St.

Owner: Victor Campbell

Trade: Staffing

Amt. of contracts: \$243,853



DFH & Associates

6605 Abercorn St.

Owner: Tiffinie Deal

Trade: Doors, frames,
glass installation

Amt. of contracts: \$1.2M



Cyntechs

6203 Abercorn St.

Owner:

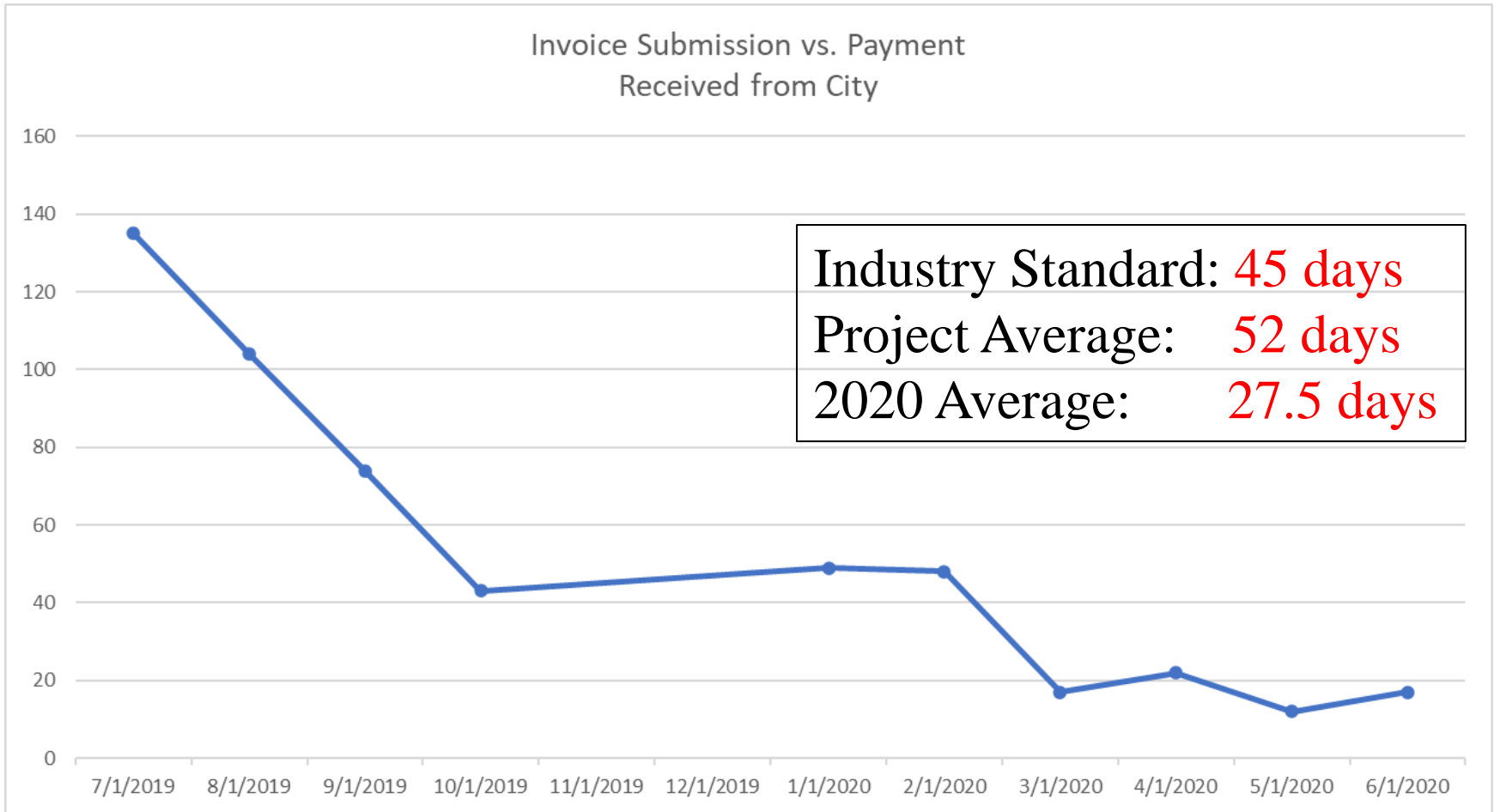
Barry Crocker

Trade: Network cabling

Amt. of contracts: \$3.9 million

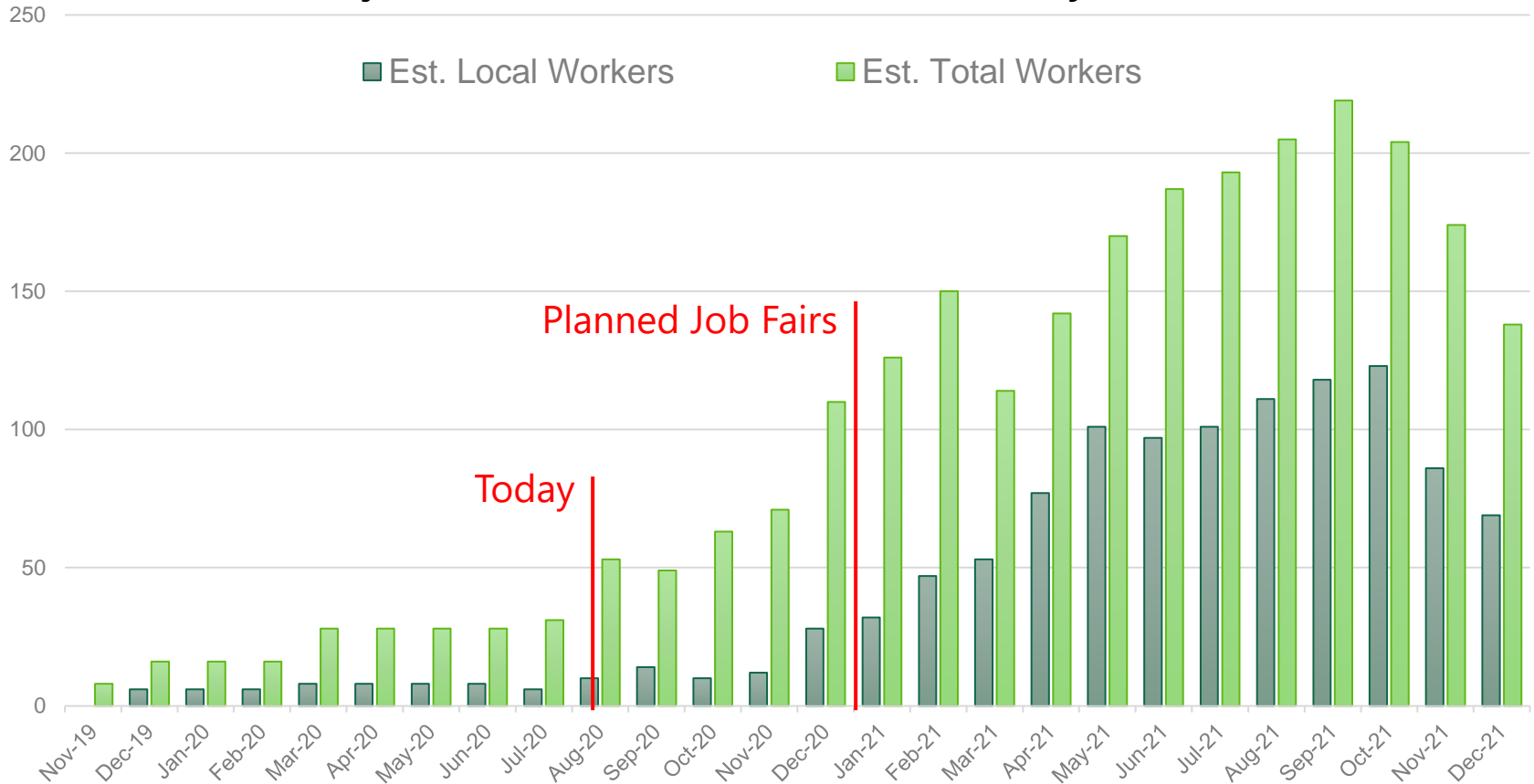


Issue 2: Payment Timeliness



Issue 3: Savannah Employment

Projected Arena Construction Workers By Month



Estimated Local Project Employment: **45%**



How does **45%** compare?

Chatham County Detention Center Expansion Project

Cost: \$109 million

Completed: 2014

“Local” Manpower: 66%

(Chatham, Effingham, Bryan, Regional)

Chatham Manpower: **50%**



Arena specialty work with limited local opportunity:

- Center Hung Scoreboard
- Retractable Seating
- Ribbon Scoreboard
- Specialty Flooring
- Video Replay & Control Room
- Escalator Transportation



Our Local Manpower Partners



Connecting Talent with Opportunity



Our Pledge

We will sit down with every contractor working on the arena, and develop individual strategies with each of them to maximize the number of local workers participating on each job.



Let's put Savannah to work.
Thank You!

