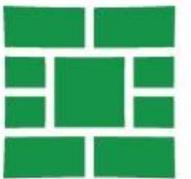


SAVANNAH FIRST & SBO PROGRAM ENHANCEMENTS

2022 Update

SAVANNAH





AGENDA

- Key Dates
- Program Overview
- Local Participation
- L/DBE Participation
- Program Enhancements
- Challenges
- Next Steps

KEY DATES

SBO Program Launch	January 2018
Savannah First Launch	June 2020
Reboot M/WBE Certification	June 2020
Proposed Launch Savannah First & SBO Program Enhancements	January 2023





Local Disadvantaged Business Enterprise (L/DBE) Program establishes minority participation goals on City Projects over \$100,000 in construction, professional services, and general contracting (*sole source and emergency purchases are exceptions*). The city also administers a certification program for minority and women-owned (M/WBE) businesses that is designed to assist in building their firm's capacity and contribute to the local economy.



Small Business Enterprise (SBE) Program is a small business local reserves program that promotes access to small contracting opportunities with the City. Contracts between \$25,000 - \$100,000 are first reviewed for opportunities for SBE participation. Qualifying firms must be local, have fewer than 25 FTEs, and gross revenue that does not exceed the program thresholds.

Savannah First is an expansion of local preference programs and enhancements which prioritizes doing business with verified local firms. Savannah First also included reinstatement of the city's minority and women-owned businesses certification program to further reinforce doing business with local firms.

SMALL BUSINESS CONTRACT FINANCING



The Small Business Contract Financing program offers low-interest loans to small and disadvantaged businesses who have been awarded contracts by the City of Savannah. The program helps contractors secure the initial capital necessary to buy materials and equipment, as well as hire employees to take on City contracts otherwise out of their reach.

Benefits:

- Interest rate as low as 4%
- Up to \$150,000
- For working capital, equipment, or materials

Requirements:

- For profit business with City of Savannah contract
- Fees may be paid by loan proceeds
- Other conditions may apply



For more information contact:
SBAC at (912) 232-4700



October 2022



BUSINESS CLASSES

The Economic Development Department presents
Free, Online & In-Person
visit savannahga.gov/calendar

In-person & Online	HOW TO WRITE A BUSINESS PLAN This lunchtime learning session covers the steps necessary to write an effective business plan for use in the development, growth and financing of your business. Attend on-site at the Savannah Entrepreneurial Center, 801 E. Oglethorpe Street or online. Registration required for online attendance. Zoom # 351 9576 0953	Wednesday 10/5 12 PM
Online	START & GROW YOUR BUSINESS Start & Grow Your Business (Nov-11/17) This is a multi-week, in-depth series of how to start and grow a successful business. Topics covered include: Business Planning, Accounting & Taxes, Marketing, Legal Issues of Business, Financing and Capital. On-site @ 801 E. Oglethorpe Street. Registration required for online attendance. Zoom # 921 5864 7367	Thursdays 10/6-10/27 6:30 PM
In-person & Online	SCORE SECURITY SERIES: CYBERSECURITY STRATEGY Don't let Chief Security Officer Scott Smith present the workshop to help small business owners learn how to use if they information is on the dark web, understand the cost of a cyber breach, discover different ways the organization may be at risk, learn the measures to take to protect the organization. Zoom # 894 8731 6124 or on-site @ 801 E. Oglethorpe Street	Thursday 10/6 12 PM
In-person & Online	HOW TO START A BUSINESS To learn the basics of starting a business please join us almost every Friday morning either on-site or in person at the Entrepreneurial Center, On-site at 801 E. Oglethorpe Street or you may join online via Zoom. Registration required for on-site attendance. Zoom meeting # 920 7950 3827	Fridays 10/7, 10/21 & 10/28 9:30 AM
In-person & Online	MANAGING YOUR ONLINE PRESENCE Learn about social media and building an online presence, and how to use both to establish or build a career or business. In this workshop we'll discuss and practice how to understand the public nature of social media, explore social media platforms, the impact of social media on job search and many other best practices. Class is held at 801 E. Oglethorpe and online at Zoom # 875 2982 8462	Tuesday 10/11 9 - 10 AM
Online	MAKE YOUR WEBSITE WORK FOR YOU Want to know the tips and tools to make your website and key word search work better for your business? In this presentation, you will discover how to create a search-friendly website that drives user action and supports user goals. Zoom # 879 4551 1523	Tuesday 10/11 12 - 1 PM
In-person & Online	FINANCIAL RESOURCES FOR BUSINESS Join this lunchtime class to learn how your business can find financing for start-up and growth as well as how to prepare yourself for what lenders will require. On-site at the Entrepreneurial Center, 801 E. Oglethorpe St. Registration required for online attendance. Zoom meeting # 945 2761 8571	Wednesday 10/12 12 - 1 PM

LOCAL, MINORITY AND WOMEN-OWNED BUSINESS BREAKFAST



On-site Certification

This invite-only event is an opportunity to learn more about recent enhancements to the City's Savannah Business Opportunity Program. Previously certified Minority and Women-owned Business Enterprises (M/WBEs) will be able to renew their expired certifications by completing a simple one-page form. One-on-one assistance will also be made available to those interested in getting certified as a Disadvantage Business Enterprise (DBE) or Savannah Business Enterprise (SBE). Breakfast will be served.

Benefits:

- Quick and easy renewal of expired M/WBE certifications
- Start DBE certification process
- Updates on recent changes to the City's SBO Program

Details:

- Date: December 8th, 9 am - noon
- Location: Savannah Civic Center
- RSVP: (912) 652-3582



For more information contact:
Office of Business Opportunity at (912) 652-3582

SMALL BUSINESS SUPPORT SERVICES & OUTREACH



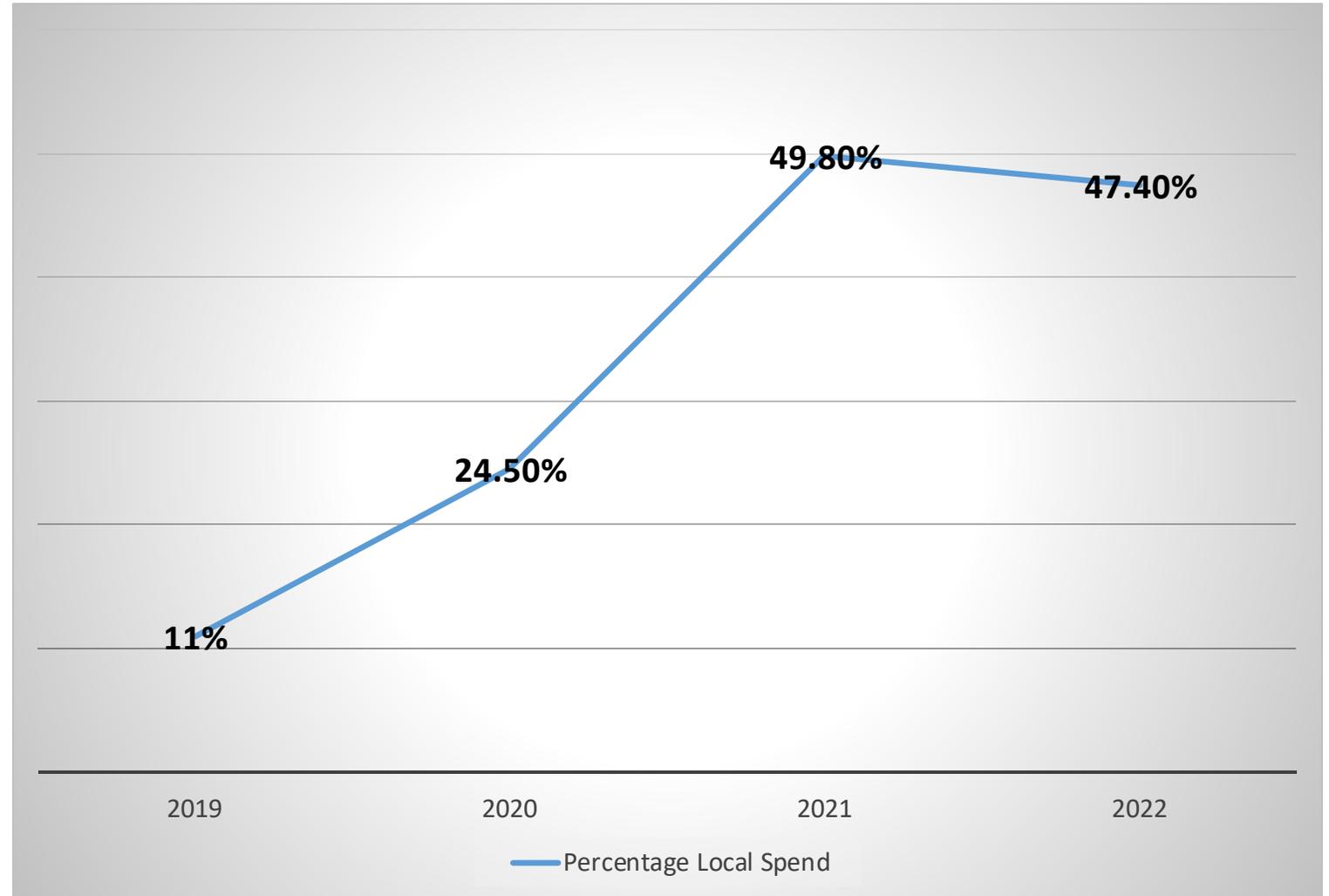
2021 PROCUREMENT SNAPSHOT
“Doing Business with the City”

\$14.78M
(32%)
Overall DBE

\$12.6M
(28%)
Local DBEs

85.71%
DBE
Participation
was
LOCAL

Savannah
First Making
A Difference



Mentor-Protégé Program will create opportunities for Prime Contractors to mentor, help support and grow smaller M/WBE, LSBE or L/DBE firms. Qualifying projects will be of \$5 Million or greater and must have contractual performance by both mentor and protégé firms outlined by a subcontract. Mandatory reporting of outcomes and performance to the city for compliance with program.

Streamlined Verification and Registration for LSBE Firms:

- SBE and LDBE firms are grandfathered into program.
- Local: Physical presence for at least 1 year prior & Savannah BTC
- Increased Revenue Thresholds (3-year average)
 - Professional Services, \$5 Million
 - General Services, \$3 Million
 - Construction, \$35 Million
 - Owner's PNW, \$1.32 Million
 - *No Denial will be based on race, color, sex, religion, national origin, disability, age, marital status, etc.*

Enhancements:

- Customized Technical Assistance helping businesses identify the best program for their business model.
- Simplified online application and expedited approvals.
- LSBE Directory will be published on City website.



IDENTIFIED CHALLENGES

1

State and Federal laws or rules preclude local preference on large construction and grant-funded projects.

2

Low response rate to Savannah First solicitations. This can limit competition and cause delays.

3

More requirements and compliance regulations can create hurdles for small businesses.

Next Steps

Business community outreach and education about program changes: Q4 2022

Implement Online Application: Q4 2022

Grandfather SBEs and LDBEs. Onboard other local businesses: Q4 2022 and ongoing

Publish LSBE Directory: January 2023

Launch Savannah First and SBO Program enhancements: January 2023