



# Savannah Business Opportunity Program Annual Review

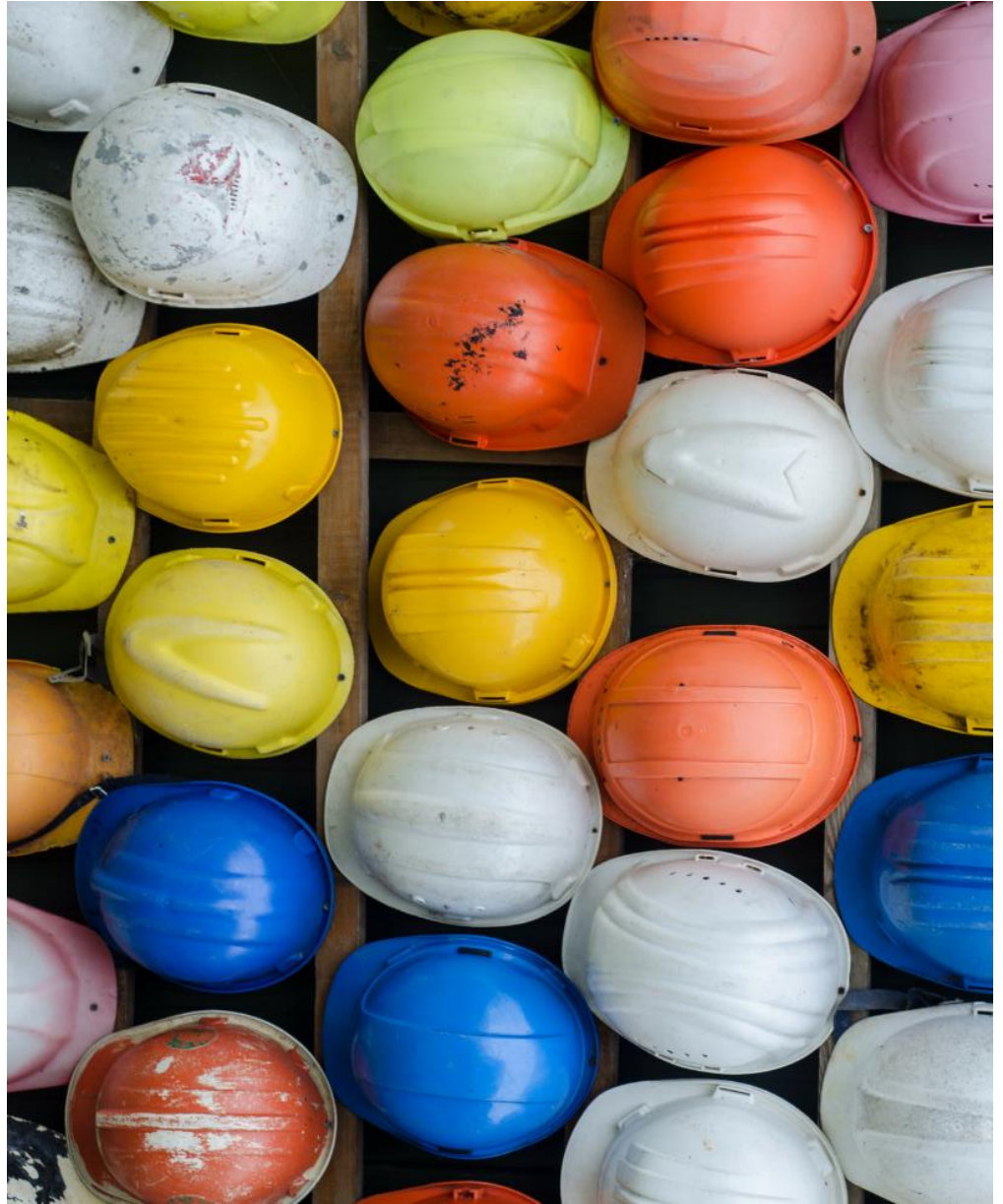
*City Council Work Session*

*February 14, 2019*

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# Agenda

- Key Dates
- SBO Overview
- 2018 Results
- 2019 Goal Setting



# KEY PROGRAM DATES

## M/WBE Program

Disparity Study Conducted	2015
Disparity Study Workshop by Griffin & Strong P.C.	March 2016
M/WBE Program Report Workshop	April 2016
Final Disparity Study Report Released	June 2016

## SBO Program

SBO Council Workshop	April 2017
SBE Program Adopted	June 2017
DBE Program Adopted	September 2017
Resolution to Suspend M/WBE Formula	September 2017
SBO Program Launch	January 2018
Resolution Adopting 18% DBE Goal	February 2018
SBO Program Amended	September 2018

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# SBE PROGRAM OVERVIEW

## Savannah Business Enterprise (SBE) Program

Businesses that meet required **revenue** and **employee** thresholds are eligible for **certification** as Savannah Business Enterprises, allowing them to participate in **sheltered City contracts**.

Employee  
Threshold  
25 or fewer



Company Revenue  
Professional: \$500k  
Contractual: \$1m  
Construction: \$5m



Certified SBEs  
Qualify for  
Sheltered City  
Contracts



# DBE PROGRAM OVERVIEW



Employee  
Threshold  
Varies by Industry



Company Revenue  
Less than \$23.98m



Annual  
Participation Goal  
for Projects Over  
\$100k

## Disadvantaged Business Enterprise (DBE) Program

The City has established cumulative annual **participation goals** to increase subcontracting opportunities for Disadvantaged Business Enterprises **certified at the state and federal level.**

# OUTREACH AND SUPPORT

## 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



## 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

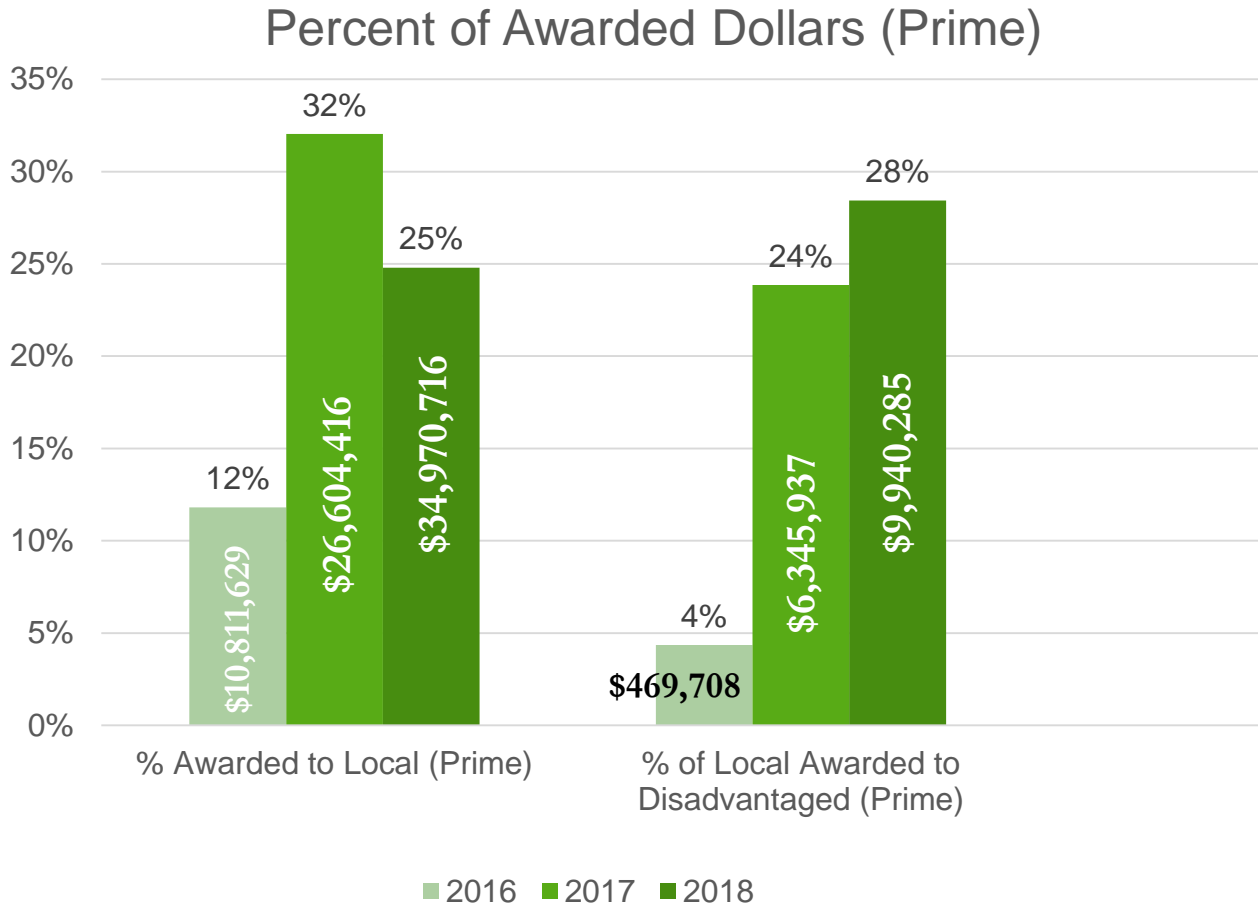
### Details:

- 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

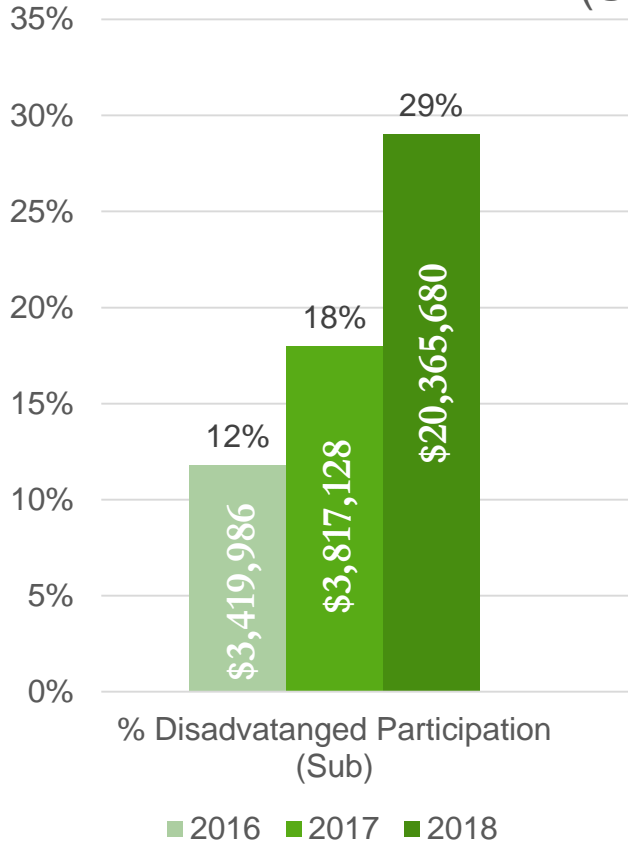
# LOCAL AND DISADVANTAGED PRIMES



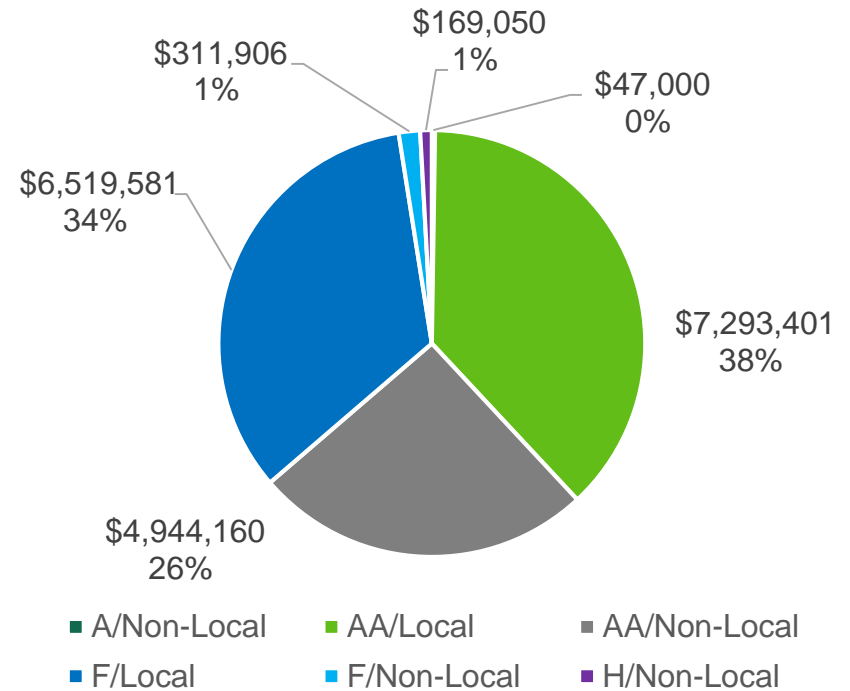


# DISADVANTAGED SUBCONTRACTING

Percent of Awarded Dollars  
(Subcontracting)



Race/Location Breakdown





# THE ARENA PROJECT

Award	Local	MBE	WBE	Total DBE
Project Manager	30% \$819,358	25% \$682,798	5% \$136,560	30% \$819,358
Design Services	4.13% \$364,266	20.16% \$1,778,112	1.86% \$164,052	22.02% \$1,942,164
Construction Manager	25% \$1,829,004	25% \$1,829,004	12.5% \$914,502	25% \$1,829,004

# Goal Setting Recommendation

- Recommended Data Sources (DOT):
    - GDOT Contractor Directory
    - GDOT UCP Directory
    - Previous M/WBE and DBE participation
    - DOT national DBE goal of 10%
    - City of Savannah 2016 Disparity Study
  - Recommend 20% overall DBE goal with 10% local DBE (LDBE)
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