



Savannah Business Opportunity Program Update

City Council Work Session

August 30, 2018

Agenda

- Key Dates
- SBO Overview
- Certification Comparison
- Since the Launch
- Results
- Program Enhancements



KEY PROGRAM DATES

M/WBE Program

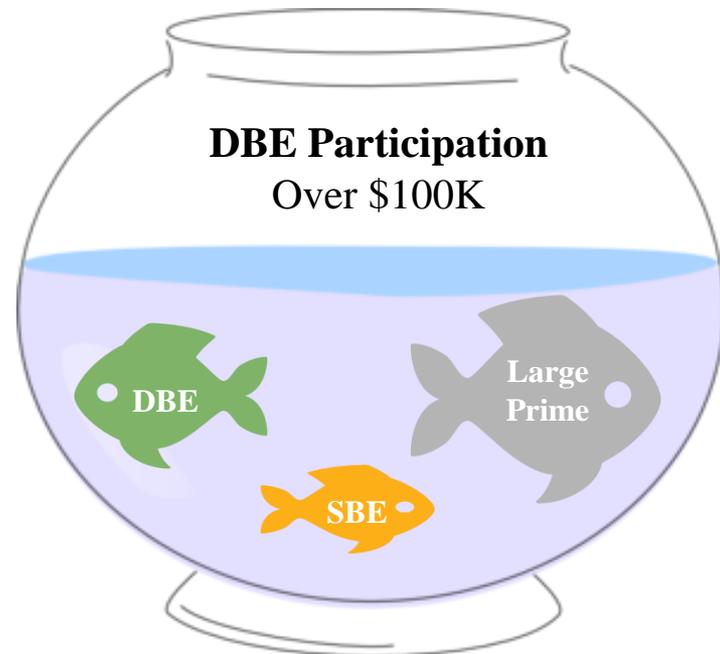
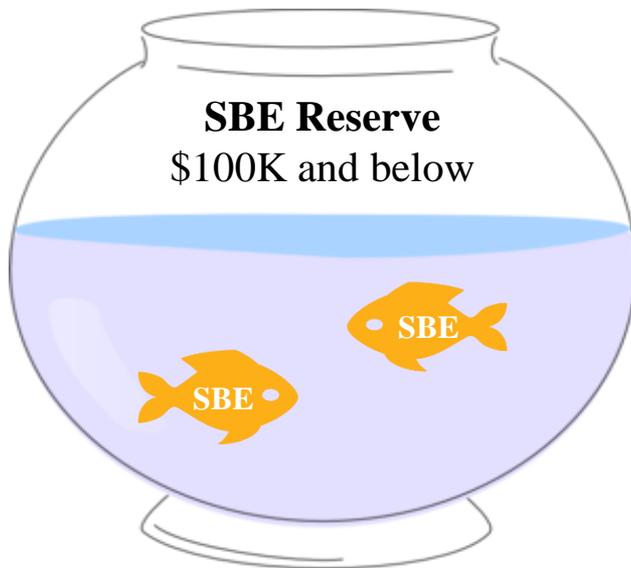
Disparity Study Conducted	2015
Disparity Study Workshop by Griffin & Strong P.C.	March 2016
M/WBE Program Report Workshop	April 2016
Final Disparity Study Report Released	June 2016

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 OVERVIEW

Program Components	SBE	DBE
Number of Employees	25 or fewer	Varies by industry
Average Annual Revenue (last 3 years)	Professional Services: < \$500K Contractual Services: < \$1M Construction Services: < \$5M	All services: < \$23.98M
Program Advantages	Sheltered Market	Annual Participation Goal



ELIGIBILITY COMPARISON

List of Eligibility Criteria	City of Savannah M/WBE	GDOT DBE
For-profit company	✓	✓
51% owned and controlled by a socially and economically disadvantaged individual	✓	✓
Socially Disadvantaged Groups: <ul style="list-style-type: none"> • Black American • Hispanic American • Native American • Asian-Pacific American • Subcontinent Asian American • Female 	✓	✓
Other Disadvantaged Groups (Case-by-case)		✓
Meets SBA size standards and does not exceed \$23.98 million in gross annual receipts	✓	✓
Personal Net Worth does not exceed \$1.32 million	✓	✓

REQUIRED DOCUMENTS

List of Required Documents	City of Savannah M/WBE	GDOT DBE
Work experience resume(s)	✓	✓
Personal Net Worth statement	✓	✓
Personal tax returns for the last 3 years	✓	✓
Business tax returns for the last 3 years	✓	✓
List of equipment	✓	✓
Balance Sheets and Income Statements for the past 3 years	✓	✓
Relevant professional licenses	✓	✓
Other DBE/ACDBE, SBA 8(a) or GMSDC certifications	✓	✓
Bank Authorization and Signatory cards	✓	✓
Schedule of salaries for all officers, managers, owners, or directors	✓	✓
Partnership, LLC, or Corporation documents	✓	✓

NEW WEBSITE

Tools for Business > Savannah Entrepreneurial Center > Savannah Business Opportunity Program

Savannah Business Opportunity Program

About the Program



The Savannah Business Opportunity (SBO) program is a new City program aimed at increasing utilization of local small businesses in all areas of City procurement. The SBO program helps spur local economic growth and allows small firms to compete at the prime contractor level.

Businesses that meet required revenue and employee thresholds are eligible for certification Savannah Business Enterprises (SBEs), allowing them to participate in sheltered City contracts. Additionally, the City has established cumulative annual participation goals to increase

Contact Us



Manuel Dominguez
[Office of Business Opportunity](#)
Director

subcontracting opportunities for Disadvantaged Business Enterprises (DBEs) certified at the state and federal level.



SBE Application



DBE Application



Georgia DBE Firms



Doing Business with the City



Vendor Portal



Technical Assistance

Andy Adkins

Contract Compliance Coordinator
Phone: (912) 652-3582
Fax: (912) 652-3175
[Email](#)

Quick Links

- [SBE Application](#)
- [DBE Application](#)
- [Upcoming Certification Workshops](#)

The [Office of Business Opportunity](#) (OBO) manages the SBO Program, which includes:

- **SBE Certification** - A formal certification process to determine a firm's ownership and control, number of employees, average annual gross revenue, personal net worth, and a minimum of one year of business operation.
- **DBE Goal Setting** - A cumulative annual goal of participation by DBEs is established for the total dollar value of all eligible City of Savannah contracts, excluding federal and sole-source contracts. The annual goal may be adjusted by Mayor and Council.
 - The City of Savannah will accept participation from firms with active disadvantaged

OUTREACH AND EDUCATION

Help us increase local contracting opportunities

SMALL BUSINESS OPPORTUNITY PROGRAM

The City of Savannah is developing a new program to help small and disadvantaged contractors, vendors, and who use to get your feedback. The program aims to increase utilization of local small businesses in

OUTREACH SESSIONS
 Wednesday, July 15 • 5:30am – 7:30pm
 Savannah Entrepreneurial Center
 801 E. Gwinnett Street

July 25 • 10:00am – 12:00pm
 East Atlantic School Center
 1311 North Street

July 27 • 2:00pm – 4:00pm
 West Community Center
 8 Strickland Circle

THE STATE OF SMALL BUSINESS IN SAVANNAH

HIRE SAVANNAH FOLLOW-UP SESSIONS

The City of Savannah is designing a program to increase hiring of Savannah residents on City contracts. The Hire Savannah Initiative will provide recruitment and training assistance to City contractors. You are invited to join a follow-up discussion to learn more about the program and provide feedback.

YOUR INPUT IS IMPORTANT TO US

AUG. 10	5:30PM-7:00PM	WorkSource Coastal
AUG. 30	11:30AM-1:00PM	Moses Jackson Advancement Center
SEPT. 13	11:30AM-1:00PM	Savannah Entrepreneurial Center
SEPT. 28	11:30AM-1:00PM	Armstrong Center
OCT. 5	5:30PM-7:00PM	Savannah Civic Center

Space is limited and light snacks will be provided. Please RSVP: (912) 354-6174

WORK SOURCE GEORGIA | SAVANNAH CITY OF

ONE-ON-ONE BUSINESS MENTORING

FREE BUSINESS MENTORING FROM LOCAL EXPERTS TO HELP START OR GROW YOUR SMALL BUSINESS

Every Friday
 11:00am - 2:00pm
 Sav. Entrepreneurial Center
 801 E. Gwinnett Street

APPOINTMENT REQUIRED
 CALL 912.652.3582

Presented by: SCORE | SAVANNAH Office of Business Opportunity

SAVANNAH ARENA CONSTRUCTION FAIR

Thursday, August 9 8:30 a.m. – 11:00 a.m. Savannah Civic Center

Local business owners & subcontractors are invited to:

- Learn about the upcoming Savannah Arena project and the various subcontracting opportunities available to Disadvantaged Business Enterprises (DBEs) and local firms
- Network with contractors bidding on the project
- Connect with organizations offering free business services

Service providers in attendance will include:
 Georgia Department of Transportation (GDOT)
 Small Business Assistance Corporation (SBAC)
 City of Savannah Office of Business Opportunity

SPACE IS LIMITED!
 RSVP by calling 912-652-3582 OR by email to GBoyley@Savannahga.gov

savannah ECONOMIC DEVELOPMENT DEPARTMENT

Local Business Spotlight: Big Bon Wood Fire Pizza

Key Heritage and Sunja Pitts are the Co-Owners of Big Bon, Savannah's first wood fire pizzeria on wheels. The Big Bon Team enrolled in business classes at the Savannah Entrepreneurial Center. With the help of the SEC, Big Bon streamlined the business plan and learned about small business taxes before their launch on July 30, 2016. "Everything has been new to us during this first year of business. From accounting, marketing, branding, and every thing else in between," writes Anna Heritage, Big Bon's Marketing Director. The Big Bon team learned from the Savannah business community and are grateful for their "tribe" of supporters.

IN THE NEWS

NEWS WEATHER TRAFFIC STATION CIRCA WATCH

Contractor Bids Online
Reach More Homeowners And Grow Your Business With HomeAdvisor
homeadvisor.com

Large turnout for City's Arena construction fair

TV FOX 28 | THURSDAY, AUGUST 9TH 2018



Advertisement: Bid On Contractor

savannahnow
Savannah Morning News

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Violence erupts amid Gaza cease-fire, 2 Palestinians killed

Families First anniversary raises \$1,000 for 200 Club in Savannah

FOX 28 MEDIA 93° Search

NEWS WEATHER TRAFFIC STATION CIRCA WATCH

NFIB The Voice of Small Business for 75 Years Early HOURS

City workshop helps make small businesses competitive

BY BRIANA TRUSTY | WEDNESDAY, AUGUST 8TH 2018



Advertisement: Need More Capital? Find it here. \$225,000. Calculate Payment. lendingtree

TRENDING

- 18-year old charged with murder in Savannah
- Coaches take safety measures for athletes training in extreme heat
- Marine life scientists welcome Savannah students aboard research ship

FOX 28 MEDIA 93° Search

NEWS WEATHER TRAFFIC STATION CIRCA WATCH

Local landscapers score first 'Small Business Enterprise' contract

BY ROBERT CATANESE | THURSDAY, JULY 19TH 2018



Local landscapers score first 'Small Business Enterprise' contract

80% of companies say they have great customer service. 5% of customers agree. HighHouse Interactive

TRENDING

- 18-year old charged with murder in Savannah
- Coaches take safety measures for athletes training in extreme heat
- Marine life scientists welcome Savannah students aboard research ship
- Disney to film remake of Lady and the Tramp in downtown Savannah
- GBI investigating triple shooting in Tattnall county

Savannah, Ga. (WTGS FOX 28) — A local family owned business has just landed two contracts worth \$115,000 for debris and lot clearing on Savannah's East and West sides.

"We are so happy today that the first contract went out the door," said Alderwoman Estella Shabazz.

The Small Business Enterprise program was selected by the city to help in the construction of the arena.

FREE DARK WEB TRIPLE SCAN

Is Your Social Security Number, Phone Number, Or Email Compromised?

Expensia

Savannah shrinks city contracts to grow small business



PhytoGen Seed - Premium seed from PhytoGen
phytogetcottonseed.com

MOST POPULAR

- 1 Rescued from tourist's trash, Tybee's tiny loggerhead now needs you to name it
Aug 7 at 8:14 PM
- 2 Car rear ends Bryan County School bus
Aug 7 at 10:30 PM
- 3 Savannah police lieutenant, dispatcher fired after traffic stop finds drugs
Aug 9 at 9:22 AM
- 4 Pooler continues retail, housing boom
Aug 4 at 11:20 PM

BUY PHOTO: Stanley Mouzon, DaDhay Saures and Jesse Saures, of Family Lawn Care, take a break from landscaping work on Monday. (Eric Curi/Savannahnow.com)

Savannah holds construction fair at Civic

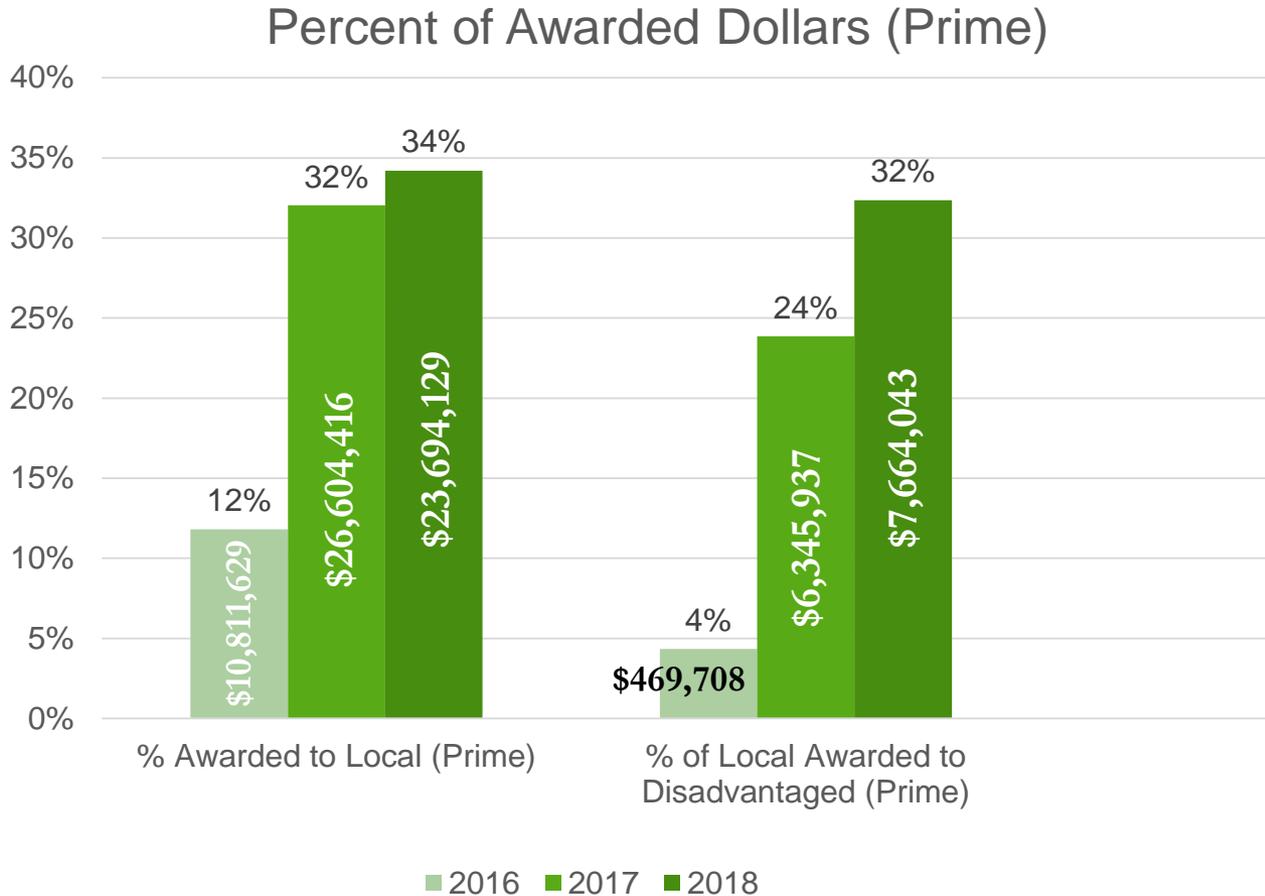
WJCL Updated: 11:46 AM EDT Aug 9, 2018



Savannah, GA(WJCL) — It's been over a year since the announcement of a new arena in the city of Savannah. But Thursday, subcontractors finally got a chance to meet with firms bidding on the 140-million-dollar project.

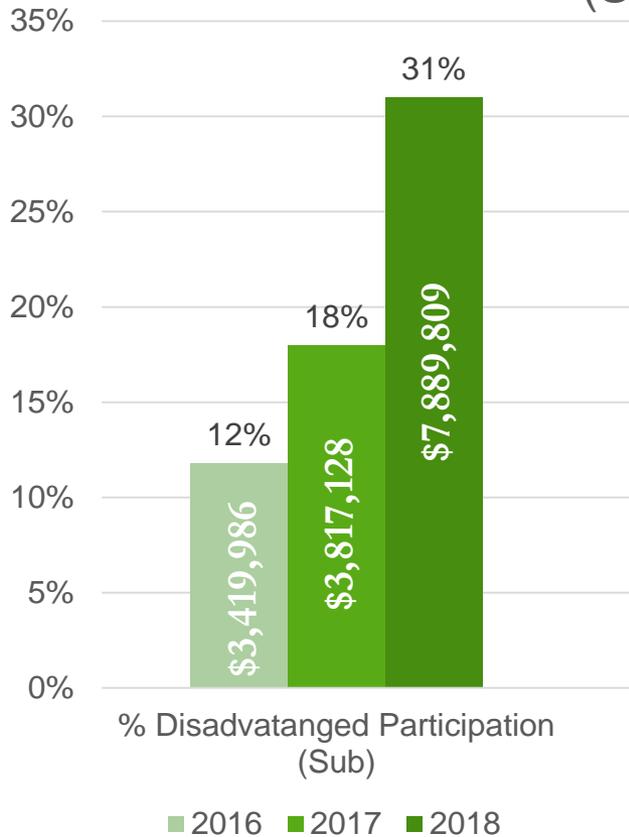
The arena construction fair took place Thursday morning at the Civic Center. People who attended were given an outline of the project including an update on the construction.

LOCAL AND DISADVANTAGED PRIMES

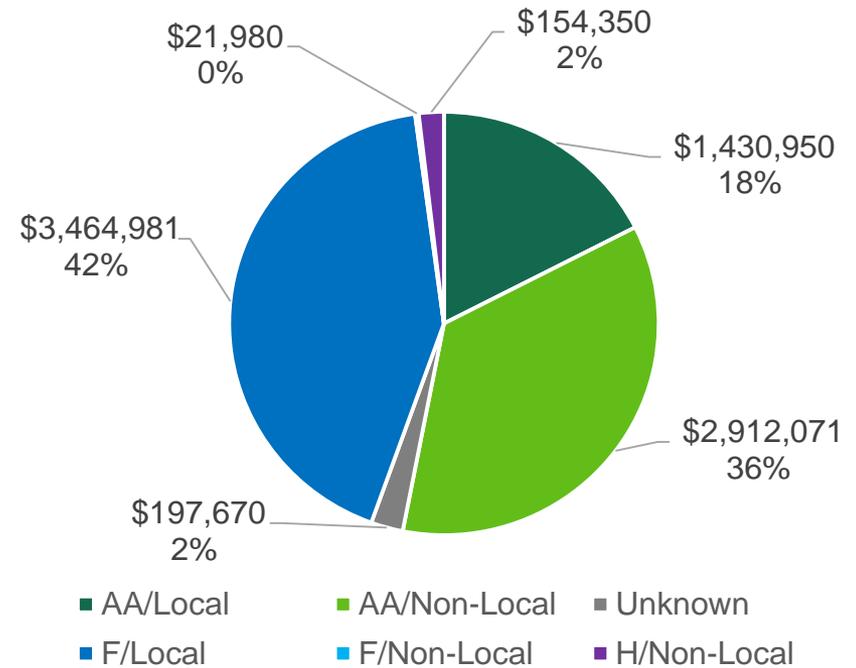


DISADVANTAGED SUBCONTRACTING

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

PROGRAM ENHANCEMENTS

- Implement Local Disadvantaged Business Enterprise Program (LDBE)
 - No less than 10% of 18% DBE goal must be met through local DBE participation (MSA)
 - Reinstate previously certified M/WBEs
 - Launch contract financing program
 - Establish joint venture program
 - Establish mentor-protégé program
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