

# Port of Portland Small Business Program FFY17

10/1/2016 through 9/30/2017

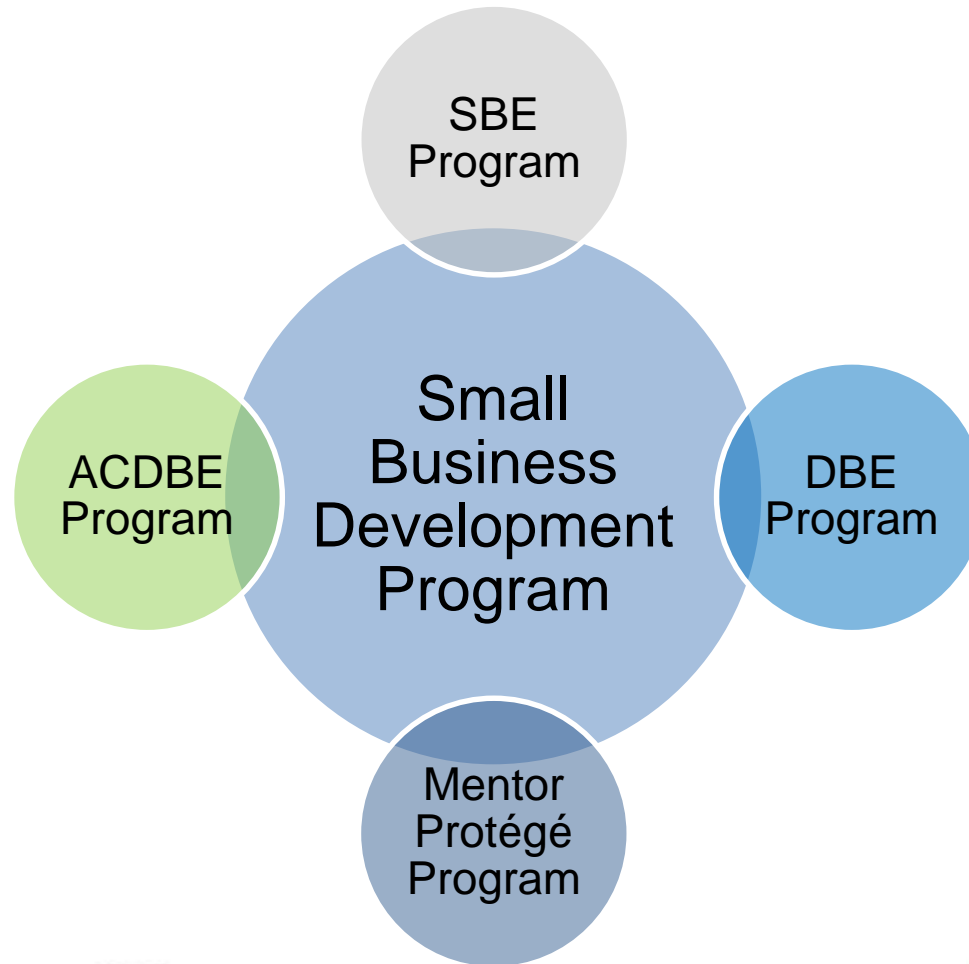
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**PDX COMMUNITY ADVISORY COMMITTEE**

CHARTING A COURSE FOR PDX

# Small Business Development Program



## Purpose

- The purpose of the Ports Small Business Development Program is to enhance opportunities for small businesses in our region to successfully compete for and participate in the performance of Port contract opportunities.
  - To ensure nondiscrimination in the award and administration of Port contracts
  - To create a level playing field on which small businesses can compete fairly for Port opportunities.
  - To help remove barriers to the participation of small businesses in Port opportunities
  - To assist the development of firms that can compete successfully in the marketplace outside the Port's Small Business Development Program.

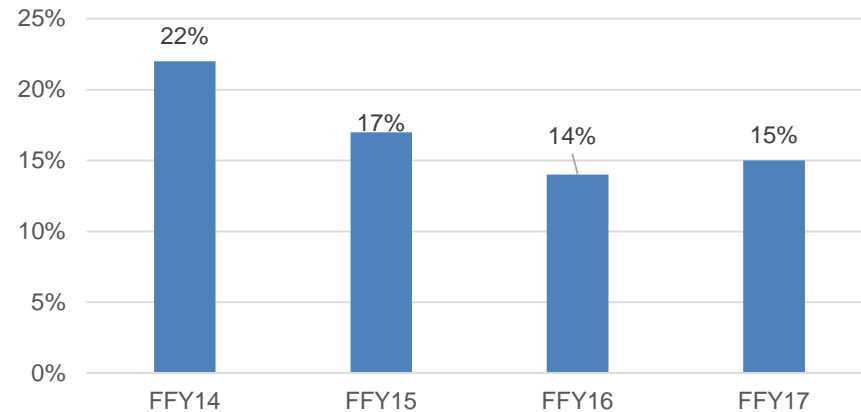


## Small Business Enterprise Program

### Port Goal 16%

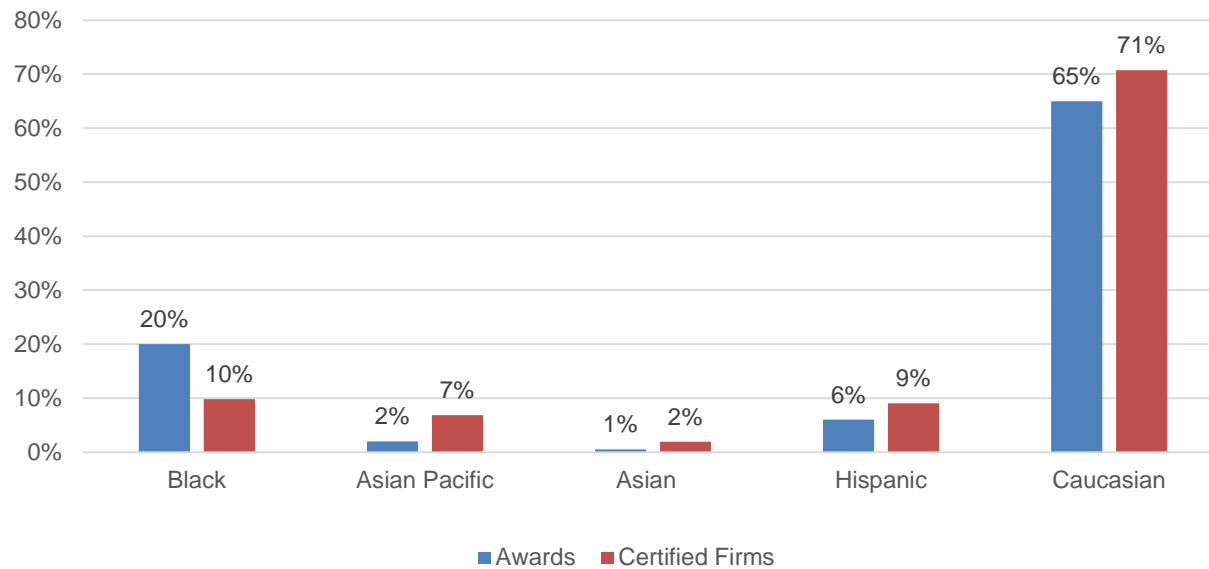
- SBE goals are set for each project based on project type and overall availability of SBE firms at the time of procurement.
- Program applies non-federally funded projects
- FFY17 - Port awarded 15 prime contracts totaling \$110.7M.
- These contracts resulted in a total of 474 subcontract awards to SBE firms totaling \$21.4M.

Historical Small Business Achievements



# Awards by Ethnicity

Awards by Ethnicity Compared to Firms Certified by Ethnicity

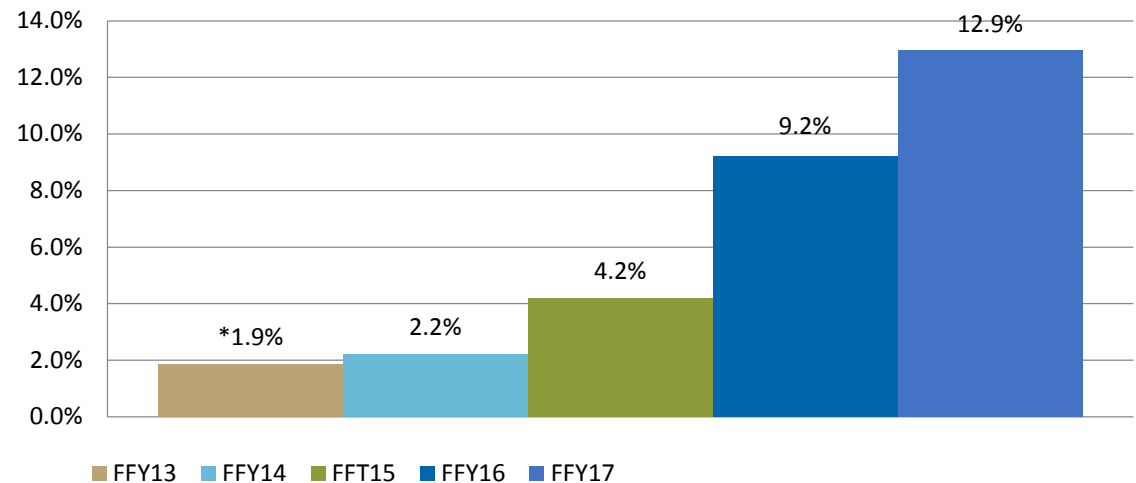


## Disadvantaged Business Enterprise Program - PDX

**DBE Goal = 11.95%**

- Applies to FAA funded procurements
- Generally used on airport runway projects
- DBE goals are set for each project based on project type and overall availability of DBE firms at the time of procurement.
- Generally applies to Runway Improvements
- Accomplished 12.94% DBE participation exceeding goal.

### DBE Participation FFY17-19 Goal 11.95%



DBE Goal for FY 14-6 was 5.36%

\*FFY11-13 DBE goal was 8%



## Airport Concession Disadvantaged Business Enterprise Program

### ACDBE Goal

**12.9% Food & Retail**

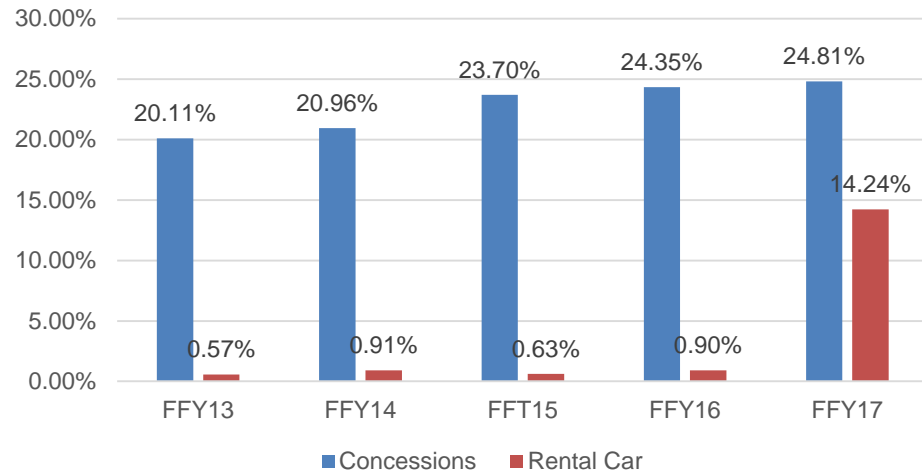
**1.3% Car Rental**

- Applies to Concessions and Car Rental concessions at PDX.
- Both are tracked and reported separately
- Food & retail concessions generated 129.5M in gross revenue
- \$31.1M to ACDBE firms.

### Rental Car:

- Car Rental revenue generated 194.5M in gross revenue.
- \$36MM going to ACDBEs as goods and service providers to the car rental agencies.
- Car Rental companies are not ACDBEs and get participation by buying goods and services from ACDBEs.
- FFY17 uptick is due to a major fleet purchase by Avis, Budget and Payless from a certified ACDBE.

ACDBE Goal FY 16-18 12.9%



\*FFY11-13 ACDBE goal = 23.5% food & retail concessions and 2% rental car concessions



## Program Overview

- In place since 1995
- Pairs two mentors with a protégé firm who work on developing business strategies over a three year period.
- 111 firms have graduated to date
- Business plan, Safety plan, HR Manual and Marketing plan and materials are developed and in place by graduation.

### FY 17-19 Cohort Overview

- 18 Protégé firms
- 23% increase in gross revenue (all firms)
- 49% increase in bonding capacity (construction firms)
- 40% increase in professional liability limits (professional Services firms)
- 31 full-time jobs created (all firms)
- 12 part-time jobs created (all firms)

## Mentor-Protégé Program



### Notable success story:

**MBE protégé firm Viking Engineering & Construction will graduate summer of 2018. When they entered the program they had 5 employees. Currently they have 26 full time employees and are performing federal work in Oregon and Washington.**





## Program Initiatives for FY2018

- Disparity Study Completed
  - selected firm Collette Holt & Assoc.
  - Expected to be completed August 2018
  - Port will evaluate recommendations and begin implementation needed programmatic changes.
- Workforce Partnership Agreement
  - Utilized on the Terminal Balancing Project
  - Prime contractor is Skanska
- Open House Events
  - October 30<sup>th</sup> 4-7pm Kennedy School
  - February 21<sup>nd</sup> 4-7pm Port HQ.



# Questions?

