



San Diego County Regional Airport Authority

Federal Aviation Administration (FAA)

Overall Disadvantage Business Enterprise (DBE)

Goal-Setting Methodology

Federal Fiscal Years (FFY) 2020-2022

Goal Period: October 1, 2019 - September 30, 2022

Overall DBE Race-Neutral Goal for FAA-Assisted Projects: 9%

August 1, 2019

Submitted in fulfillment of:
Title 49 Code of Federal Regulations Part 26

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DBE GOAL METHODOLOGY

I. INTRODUCTION

The San Diego County Regional Airport Authority (“the Authority”) herein sets forth its Overall Disadvantaged Business Enterprise (DBE) Goal and corresponding federally prescribed goal-setting methodology for the three-year Federal Fiscal Year (FFY) goal period of 2020-2022 (October 1, 2019 through September 30, 2022), pursuant to Title 49 Code of Federal Regulations (CFR) Part 26 “Participation by Disadvantaged Business Enterprises in U.S. Department of Transportation Programs.” The purpose of the DBE goal-setting process is to level the playing field so that DBEs can compete fairly for Department of Transportation-assisted contracts, however, the program must be narrowly tailored in accordance with applicable law.

II. BACKGROUND

The Authority is a recipient of U.S. Department of Transportation (USDOT), Federal Aviation Administration (FAA), funding. As a condition of receiving this assistance, the Authority signed an assurance that it will comply with FAA DBE requirements. In accordance with Title 49 CFR Part 26 provisions: Participation by DBEs in USDOT Programs, the Authority is required to develop and submit an Overall Triennial DBE Goal for its FAA-assisted projects.

The Authority herein presents its Overall DBE Goal Methodology for FFY 2020-2022.

III. FAA-ASSISTED CONTRACTING PROGRAM FOR FFY 2020-2022

Market Area

The Federal DBE program requires agencies to implement the DBE program based on information from the relevant geographic market area—the area in which the agency spends the substantial majority of its contracting dollars.

The Authority local market for contracts consists of a geographic area that is:

- where a large majority of contracting dollars is expended, and
- where a substantial number of contractors and subcontractors are located and available to submit bids or quotes.

The Authority bidder’s list was reviewed and analyzed to determine where the Authority spends the substantial majority of its contracting dollars. This analysis confirmed the previously recognized market area of San Diego County.

Anticipated Projects

The Authority has five (5) FAA-assisted projects that are anticipated to be awarded during the triennial period and which were considered in preparing this goal methodology. These projects and their federal share are listed in Table 1.

- Column A lists the name and brief description of each project.
- Column B lists the total estimated cost of each project.
- Column C lists the estimated FAA dollar share for each project.
- Column D lists estimated FAA percentage share for each project.

Table 1

A Project Name and Description	B Total Estimated Project Cost	C Estimated FAA \$ Share	D Estimated FAA % Share
Rehabilitate Apron Pavement: Rehabilitate approx. 1,700,000 SF apron pavement including PCC joint rehabilitation. This project has expanded on the previous 2019 ACIP project now that the ADP boundary has been defined. Visual inspection has identified the need for PCC joint rehabilitation.	\$11,300,000	\$8,475,000	75.0%
Construct Terminal Apron (ADP): Construct approximately 1,010,000 SF of new PCC terminal apron pavement with associated earthwork, grading, storm drainage systems and pavement markings. Demolish existing asphalt and concrete apron and roadway pavements.	\$151,400,000	\$49,114,500	32.4%
Construct Taxiway "A": Permit opposing direction taxi traffic by allowing eastward travel on Twy B to the Rwy 27 departure end and westward travel to the existing terminals simultaneously, as well as providing access to the terminal facilities planned under the Airport Development Program (ADP).	\$40,823,449	\$30,617,587	75.0%
VALE - PCAir and 400Hz 30 Gates (ADP): Install Pre-Conditioned Air and 400Hz ground power units at 30 boarding gates in the new Terminal 1 replacement.	\$16,100,000	\$12,075,000	75.0%
Residential Sound Attenuation Program: Comprised of the 1) "On-Call Architectural and Engineering Services for the Quieter Home Program" and 2) "Construction projects for the Quieter Home Program" projects Phase 10 Group 1 through Phase 11 Group 9.	\$39,400,000	\$31,520,000	80.0%
TOTAL	\$259,023,449	\$131,802,087	50.88%

Subrecipients

The Authority does not reallocate any FAA funds to subrecipients.

Categories of Work

The Authority reviewed each project anticipated to be awarded in the triennial period and determined the applicable categories of work applicable for each project using North American Industry Classification System (NAICS) codes. The corresponding dollar values for each NAICS code for each project were summarized for purposes of weighting the categories of work based on the staff estimates. Table 2 provides a summary of the categories of work with estimated dollars for each.

- Column A lists the category of work (NAICS) code.
- Column B lists the NAICS code title.
- Column C lists the estimated FAA dollar share for each NAICS code.
- Column D lists the estimated percentage of each NAICS code (the estimated FAA dollars for each NAICS code divided by the grand total of all estimated FAA dollars).

Table 2

A	B	C	D
NAICS Code	Category of Work	Estimated FAA Dollars by NAICS	Estimated FAA % by NAICS
237310	Highway, street, and bridge construction	\$43,489,147	33.0%
238210	Electrical contractors and other wiring installation contractors	\$23,436,602	17.8%
238220	Plumbing, heating, and air-conditioning contractors	\$2,304,000	1.7%
238350	Finish carpentry contractors	\$8,064,000	6.1%
238910	Site preparation contractors	\$13,220,222	10.0%
541310	Architectural services	\$12,000,000	9.1%
541330	Engineering services	\$28,942,516	22.0%
562910	Remediation services	\$345,600	0.3%
TOTAL		\$131,802,087	100.0%

IV. GOAL METHODOLOGY

Step 1: Determination of a Base Figure (26.45)¹

To establish the Authority's Base Figure of the relative availability of DBEs relative to all comparable firms (DBE and non-DBE) available to bid or submit proposals on the Authority FAA-assisted contracting opportunities projected to be solicited during the triennial goal period, the Authority followed the prescribed federal methodology to determine relative availability. This was accomplished by assessing the *California Unified Certification Program (CUCP) DBE Database of Certified Firms* and the 2016 *U.S. Census Bureau County Business Patterns Database* within the Authority's market area (defined as San Diego County) for each of the categories of work defined in Table 2.

In accordance with the formula listed below, the Base Figure is derived by:

- dividing the number of ready, willing and able DBE firms identified for each NAICS work category by the number of all firms identified within the Authority's market area for each corresponding work category (*relative availability*),
- weighting the relative availability for each work category by the corresponding work category weight from Table 2 (*weighted ratio*), and
- Adding the weighted ratio figures together.

$$\text{Base Figure} = \sum \frac{(\text{Number of Ready, Willing and Able DBEs})}{(\text{Number of All Ready, Willing and Able Firms})} \times \text{Weighted Ratio}$$

⇒ For the numerator: CUCP DBE Database of Certified Firms

⇒ For the denominator: 2016 U.S. Census Bureau County Business Patterns Database

A concerted effort was made to ensure that the scope of businesses included in the numerator were as close as possible to the scope included in the denominator. The result of the Base Figure calculation is shown in Table 3.

¹ 26.45 represents Title 49 CFR Part 26 regulatory goal setting methodology reference.

- Column A lists the category of work (NAICS) code.
- Column B lists the NAICS code title.
- Column C lists the estimated percentage of each NAICS code (the estimated FAA dollars for each NAICS code divided by the grand total of all estimated FAA dollars) from Table 2.
- Column D lists number of DBEs in the Authority's market area for each NAICS code from the California Unified Certification Program (CUCP) DBE Database of Certified Firms.
- Column E lists number of all firms (DBE and non-DBE) in the Authority's market area for each NAICS code from the 2016 U.S. Census Bureau County Business Patterns Database.
- Column F lists the DBE availability for each NAICS code (the number of DBEs divided by the number of all firms, multiplied by the estimated NAICS percentage).
- The weighted base figure is the sum of the DBE availability for each NAICS code.

Table 3

A	B	C	D	E	F
NAICS Code	Category of Work	Estimated FAA % by NAICS	DBEs	All Firms	Weighted Ratio
237310	Highway, street, and bridge construction	33.0%	15	75	6.6%
238210	Electrical contractors and other wiring installation contractors	17.8%	22	776	0.5%
238220	Plumbing, heating, and air-conditioning contractors	1.7%	13	860	0.0%
238350	Finish carpentry contractors	6.1%	7	248	0.2%
238910	Site preparation contractors	10.0%	16	208	0.8%
541310	Architectural services	9.10%	9	313	0.3%
541330	Engineering services	22.0%	53	1,106	1.1%
562910	Remediation services	0.3%	2	42	0.0%
WEIGHTED BASE FIGURE					9.4%

Step 2: Adjusting the Base Figure

Upon establishing the Base Figure, the Authority reviewed and assessed other known evidence potentially impacting the relative availability of DBEs within the market area, in accordance with prescribed narrow tailoring provisions as set forth under 49 CFR Part 26.45: Step 2, DBE Goal Adjustment Guidelines.

Evidence considered in making adjustments to the Base Figure included Past DBE Goal Attainments and Other Evidence, as follows:

1) Past DBE Goal Attainments

Historical DBE participation attainments provide demonstrable evidence of DBE availability and capacity to perform on the Authority's projects. The projects anticipated to be awarded during the triennial period are substantially similar to those awarded in the recent past. The Authority proceeded to calculate past DBE participation attainments for the three (3) federal fiscal years, for which DBE attainment data is available. The table below reflects the demonstrated capacity of DBEs (measured by actual historical DBE participation attainments) on FAA-assisted contracts awarded by the Authority within the last three (3) federal fiscal years.

Table 4

FEDERAL FISCAL YEAR (FFY)	FAA DBE GOAL ATTAINMENT %
2015/2016	8.4%
2016/2017	8.8%
2017/2018	8.6%
Median DBE Attainment Within the Last Three (3) Years	8.6%

The median established for the past three years is lower than the Base Figure derived from Step 1; therefore, an adjustment to the Base Figure based on the Authority's past DBE goal attainments has been made. The adjustment is calculated in accordance with FAA guidance by averaging the Base Figure with the median DBE Past Attainment, as shown below.

Base Figure (A)	9.4%
Median DBE Attainment (B)	8.6%
Adjusted Base Figure [(A+B)/2]	9.0%

2) Disparity Studies

The Authority has not conducted an Availability and Disparity Study in over 10 years. Although the Authority conducted an Availability and Disparity Study that analyzed availability and disparity for the period 2003-2007, the data analyzed is significantly different from the Authority's current projected FAA-assisted contracts for this upcoming triennial period. The data from the previous disparity study was collected between 12 and 16 years ago and does not reflect the current women- and minority-owned businesses in the San Diego region.

We have elected not to use the 2008 SDCRAA Availability and Disparity Study data as a basis for the Authority's DBE goal for this goal period for the following reasons:

- The study is based on data from 12 to 16 years ago.
- The weighting of the trades to be utilized for this goal period differ significantly from the weighting used in the study. The study did not include data from the Residential Sound Attenuation Program which has significantly lower availability and has become an increasing percentage of the total project dollars to be expended. The goal, as proposed, takes into account this weighting.
- Past history of participation over the past 3 years is significantly less than the Study's recommended goal.

3) Other Available Evidence

The Authority is not in possession of other information that would have an impact on the DBE goal assessment.

V. PROPOSED OVERALL DBE GOAL

Since the Ninth Circuit Court of Appeals decision regarding *Western States Paving v. Washington State Department of Transportation*, San Diego International Airport has set race neutral goals. The Airport has implemented a Small

Business Program and other race neutral methodologies that we believe will allow the Airport to meet the DBE goal. We will monitor progress towards goal achievement and adjust as necessary.

If the Authority fails to reach its goal for two or more complete federal fiscal years, the Authority will re-evaluate its DBE program to determine whether contract goals are necessary to achieve the overall goal. If after re-evaluation the Authority believes a race-conscious program is necessary, as required by Western States, the authority will gather evidence to determine if discrimination in the transportation contracting industry is present. The Authority will make a determination at that time what type of evidence gathering is appropriate, based on DOT regulations and case law.

The Final Proposed Overall DBE Goal for FFY 2020-2022 for SAN FAA-assisted contracts is 9.0%.

The DBE Goal based on the federal share is a Race Neutral goal and the Authority will implement race neutral measures to achieve this goal, as generally described in the following section. As a part of the prescribed goal-setting methodology, the Authority must project the percentage of its Proposed Overall DBE Goal that can be met utilizing race-neutral and race-conscious measures.

Race-Conscious & Race-Neutral Projection

The United States Department of Transportation (USDOT) regulations require that race-neutral methods be used to the maximum extent feasible to reach the DBE overall goal. Due to the emphasis on race-neutral methods, the Authority will increase the use the race-neutral measures listed below. The Authority will carefully monitor participation during the course of the goal period. At the conclusion of each year during the goal period, the Authority will re-evaluate the effectiveness of the race-neutral measures and determine if it is necessary to institute a race conscious portion and contract specific goals.

The Authority intends to continue to use race-neutral methods to meet the overall DBE goal of 9.0% for FFY 2020-2022 in accordance with Title 49 CFR Part 26.51.

RACE-CONSCIOUS & RACE-NEUTRAL PROJECTIONS	
DBE Adjusted Base Figure	9.0%
Race-Neutral Component	9.0%
Race-Conscious Component	0.0%

VI. RACE-NEUTRAL IMPLEMENTATION MEASURES

The Authority is currently implementing a number of race- and gender-neutral remedies. In order to outreach and promote the participation of DBEs and small businesses in the Authority FAA-assisted contracting program and to increase the effectiveness of these remedies, the Authority plans to continue utilizing existing remedies and will continue to explore other options for consideration based on the Authority success in meeting its overall DBE goals based on these efforts.

The Authority will:

- Encourage DBEs and the small business contracting community to register and receive solicitation notices through its on-line procurement website:
<https://www.san.org/business>
- Arrange contract solicitations, times for the presentation of bids, quantities, specifications, and delivery schedules in ways that facilitate and maximize DBE and other small business participation.

- The Authority will encourage prime contractors to identify subcontracting work that DBEs may bid on.
 - The Authority will provide greater detail on the importance of the DBE program at pre-bid/proposal meetings.
 - The Authority will invite all DBEs in the market area that perform the type of work included in a solicitation to the pre-bid/proposal meeting.
 - The Authority will provide time before or after pre-bid/proposal meetings to allow for prime and subcontractor networking.
 - The Authority will disseminate bid opportunity information to Minority and Women Business Organizations within the market area.
- The Authority will offer instructions and clarification on bid specifications, procurement policy, procedures, and general bidding requirements. The Authority will provide information on sub-contracting practices and bonding requirements and provide instructions and clarification on job performance requirements.
 - The Authority will review and revise solicitation language to provide a greater emphasis on the importance of the DBE program.
 - The Authority will utilize the California Unified Certification Program website to provide prospective bidders with a list of all DBEs in the market area that perform the type of work included in a solicitation:
http://www.dot.ca.gov/hq/bep/find_certified.htm
- Maintain a file of successful bid documents from past procurements and permit potential participants to review and evaluate such documents.
 - The Authority will offer unsuccessful DBE bidders the opportunity for a debrief to help them understand areas in which they can improve their bid/proposal in the future.
- Host and participate in workshops for the DBE and small business contracting community.
 - The Authority will attend and participate in vendor fairs hosted by other public agencies in order to learn about best practices for DBE and small business inclusion on procurement.
 - The Authority will host a conference for DBEs and potential DBEs for how to do business with the airport. The conference includes networking, upcoming projects, and DBE certification.
- As a supportive service to help develop and improve immediate and long-term business management, record keeping, and financial and accounting capability for DBEs and other small businesses, the Authority will actively promote the small business conferences, programs, and support services offered by other agencies that have established DBE and other small business programs.
 - The Authority will refer DBEs and other small businesses to the local Small Business Development Centers, and other local government related entities for technical assistance and other business development services.
- The Authority will advise its contracting community of the online directory of certified DBEs, found at the California Unified Certification Program website:
www.dot.ca.gov/hq/bep/find_certified.htm
- The Authority will advise the contracting community of the available small businesses certified by the California Department of General Services (DGS):
<http://www.dgs.ca.gov/pd/Programs/eprocure.aspx>

- On a case-by-case basis and depending on the availability and capacity of small businesses to perform subcontract opportunities, the Authority will implement race-neutral Small Business Enterprise goals on federally funded contracts.

Fostering Small Business Participation²

The Authority has implemented several strategies to foster small business participation in its contracting process. These include the following:

- Conducting “How to do Business with San Diego County Regional Airport Authority” and DBE Certification workshops.
- On larger prime contracts requiring the prime contractor to consider subcontracting opportunities of a size that small businesses, including DBEs, can reasonably perform, rather than self-performing all the work involved.
- Ensuring that a reasonable number of prime contracts are of a size that small businesses, including DBEs, can reasonably perform.
- Provide outreach to current Authority’s contractors or past Authority’s contractors who may qualify for DBE-certification by encouraging them to seek and obtain DBE-certification.

VII. PUBLIC PARTICIPATION AND FACILITATION

In accordance with Public Participation Regulatory Requirements of Title 49 CFR Part 26, minority, women, local business associations, and community organizations within the Authority’s market area were consulted and provided an opportunity to review the triennial goal analysis and provide input.

The Authority issued a Public Notice on the website publishing the Authority’s Draft Proposed FAA Overall DBE Goal-Setting Methodology for FFY 2020-FFY 2022 (ATTACHMENT 1). The notice informed the public that the proposed goal and rationale were available for inspection at the Authority’s principal office during normal business hours and the Authority would accept comments on the goal analysis for 30 days.

The Authority reached out to local minority, women, and community business organizations to provide them information on the Authority DBE program and specifically the Draft Proposed FAA Overall DBE Goal-Setting Methodology for FFY 2020-2022. Each organization was contacted and given an opportunity for a one-on-one meeting or to participate in a webinar. The Authority hosted a webinar on June 13, 2019 and presented a brief overview of the DBE program and the goal and methodology for FFY 2020-22 (ATTACHMENT 3).

A summary of all comments received and efforts made to contact organizations is listed in ATTACHMENT 2.

² See Title 49 CFR Part 26 Section 26.39 “Fostering Small Business Participation.”

ATTACHMENT 1: Website Notification

Small Business Development

[OVERVIEW](#)[SMALL BUSINESS SPOTLIGHT](#)[PODCAST](#)[EDUCATION & TRAINING](#)[DBE/ACDBE](#)[RESOURCES](#)

DBE/ACDBE Program

The San Diego County Regional Airport Authority (Authority) has received Federal financial assistance from the U.S. Department of Transportation (DOT), and as a condition of receiving this assistance, the Authority has established a:

- Disadvantaged Business Enterprise (DBE) Program in accordance with regulations of the DOT, [49 CFR Part 26](#)
- Airport Concession Disadvantaged Business Enterprise (ACDBE) Program in accordance with regulations of the DOT, [49 CFR Part 23](#)

Disadvantaged Business Enterprise (DBE) Program Information and Goals

- [DBE Program Plan](#)
- [DBE Application and Information](#)
- [FFY 2014-2016 DBE Goal Methodology](#)
- [FFY 2017-2019 DBE Goal Methodology](#)
- [Public Notice – Proposed DBE Goal Methodology FFY 2020-2022](#)
- [Proposed FFY 2020-2022 DBE Goal](#)

Airport Concession Disadvantaged Business Enterprise (ACDBE) Program Information and Goals

- [ACDBE Program Plan](#)
- [ACDBE Application and Information](#)
- [FFY 2018-2020 ACDBE Goal Methodology](#)



Notice to Public - May 21, 2019

SAN DIEGO INTERNATIONAL AIRPORT FEDERAL AVIATION ADMINISTRATION DBE GOAL FEDERAL FISCAL YEARS 2020-2022

In accordance with 49 CFR Part 26.45(g), the San Diego International Airport (SAN), a recipient of U.S. Department of Transportation (DOT) assistance, announces a proposed Federal Aviation Administration (FAA) Disadvantaged Business Enterprise (DBE) goal of **8%** for the triennial period October 1, 2019 through September 30, 2022. This race-neutral goal represents the percentage of work to be performed by certified DBE firms on SAN's FAA-assisted projects during the triennial period.

We will be hosting a webinar for public participation on **Thursday, June 13th from 10:00 a.m. to 11:00 a.m.** If you are interested in participating in the webinar, please contact Nicole Chang at nchang@gcapervices.com to receive the webinar information.

The methodology will be available for public inspection for thirty (30) days from the date of this notice, Monday through Friday from 8:00 a.m. to 4:00 p.m. at the following location:

San Diego International Airport
3225 N Harbor Drive
San Diego, CA 92101

*The U.S. DOT and SAN will accept comments on this proposed goal for thirty (30) days from the date of this notice.

For additional information on the SAN's Overall Disadvantaged Business Enterprise (DBE) Goal-Setting Methodology, please contact the Small Business Development Department via email SBD@san.org or phone 619.400.2568.

ATTACHMENT 2: Consultative Process Summary

List of Minority/Trade Organizations

Organization & Contact Information	Notes	Comments
Asian Business Association - San Diego Jason Paguio, President jason@abasd.org 858-277-2822	6/5 SAN sent initial email with links to goal methodology and public notice. 6/6 SAN left voicemail. 6/11 SAN sent follow-up email. 6/12 SAN left voicemail. 6/13 SAN sent follow-up email after webinar.	None.
Associated General Contractors of America San Diego Chapter Marcy Knopman marcy@agcsd.org 858-731-8162 info@agcsd.org	6/5 SAN sent initial sent email with links to goal methodology and public notice. 6/6 SAN received email from Mike McManus requesting goal methodology for review. SAN provided website link to goal methodology. 6/13 SAN sent follow-up email after webinar.	None.
Central San Diego Black Chamber of Commerce Mike Allen 858-202-2389 info@sdbblackchamber.org 619-749-9699	6/5 SAN sent initial email with links to goal methodology and public notice. 6/6 SAN left voicemail. 6/11 SAN sent follow-up email. 6/12 SAN left voicemail. 6/13 SAN sent follow-up email after webinar.	None.
Chicano Federation of San Diego County Adriana Alcaraz 619-285-5600 X 308 info@chicanofederation.org	6/5 SAN sent initial email with links to goal methodology and public notice. 6/6 SAN spoke with the receptionist and was uncertain if the Adriana on file was the correct personnel for responding to SAN's request for feedback on the Triennial Goal. SAN provided contact information to be shared with the case managers for follow-up. SAN received call from Mara and was transferred to Veronica Gomez, Human Resource manager's voicemail to leave a message regarding the goal methodology. 6/11 SAN sent follow-up email. 6/12 SAN left voicemail. 6/13 SAN sent follow-up email after webinar.	None.

Organization & Contact Information	Notes	Comments
Chula Vista Chamber of Commerce Lisa Cohen lisa@chulavistachamber.org 619-420-6603	6/5 SAN sent initial email with links to goal methodology and public notice. 6/6 SAN spoke with Alicia, receptionist, and Alicia provided email address for future correspondence with Lisa Cohen. 6/11 SAN sent follow-up email. 6/12 SAN left voicemail. 6/13 SAN sent follow-up email after webinar.	None.
Contractor News & Views Mike Caples mcaples@contractor-news.com 760-466-7790 info@contractor-news.com	6/5 SAN sent initial email with links to goal methodology and public notice. 6/6 SAN left voicemail. 6/7 SAN received a call from Mike regarding the goal methodology and was provided background on the triennial goal methodology. He did not have any comments on the goal. 6/13 SAN sent follow-up email after webinar.	None.
East County Chamber of Commerce Rena Arabo renae-arabo@gmail.com rarabo@rjlawfirm.com 619-440-6161 X 112 619-595-1655 info@eastcountychamber.com	6/5 SAN sent initial email with links to goal methodology and public notice. 6/6 SAN spoke with receptionist and provided contact information for follow-up from Rena as she does not work out of the office. 6/11 SAN sent follow-up email. 6/12 SAN spoke with receptionist and provided contact information for follow-up from Rena. 6/13 SAN sent follow-up email after webinar.	None.
Elite SDVOB Network Bob Mulz chairman@elitesdvob.org Joe Bessler, President - SD Chapter 619-981-3270 Rick Fowler, Director of Business Development rickfowlercont@sbcglobal.net 760-271-1222	6/5 SAN sent initial email with links to goal methodology and public notice. 6/6 SAN left voicemail for Joe Bessler. SAN spoke with Rick Fowler about goal. Rick requested email to be resent as he was going into the office. 6/11 SAN sent follow-up email. 6/12 SAN left voicemail. 6/13 SAN sent follow-up email after webinar.	None.
Greater San Diego Business Association Tom Luhnnow info@sdeba.org	6/5 SAN sent initial email with links to goal methodology and public notice. 6/6 SAN attempted to call, but phone number was not in service. 6/11 SAN sent follow-up email. 6/13 SAN sent follow-up email after webinar.	None.

Organization & Contact Information	Notes	Comments
<p>Mana De San Diego Sofia Salgado manasd@manasd.org 619-297-0115</p>	<p>6/5 SAN sent initial email with links to goal methodology and public notice. 6/6 SAN spoke with the receptionist and provided contact information for follow-up from Sofia. 6/11 SAN sent follow-up email. 6/12 SAN spoke with the receptionist and provided contact information for follow-up from Sofia. 6/13 SAN sent follow-up email after webinar.</p>	<p>None.</p>
<p>Mexican American Business and Professional Association Josie Calderon josie@mabpasandiego.com 619-475-8524 mabpa@cox.net</p>	<p>6/5 SAN sent initial email with links to goal methodology and public notice. 6/6 SAN left voicemail. 6/11 SAN sent follow-up email. 6/12 SAN left voicemail. 6/13 SAN sent follow-up email after webinar.</p>	<p>None.</p>
<p>NAMC Mid California Wendell Stemley, Chapter President wrstemley@namcmidcal.com 619-804-1376</p>	<p>6/5 SAN sent initial sent email with links to goal methodology and public notice. 6/6 SAN left voicemail. 6/11 SAN sent follow-up email. 6/12 SAN left voicemail. 6/13 SAN sent follow-up email after webinar.</p>	<p>None.</p>
<p>National Association of Women Business Owners- San Diego Adrienne Moch info@nawbo-sd.org 619-698-2401</p>	<p>6/5 SAN sent initial email with links to goal methodology and public notice. 6/6 SAN attempted to call, but phone number was not in service. 6/11 SAN sent follow-up email. 6/13 SAN sent follow-up email after webinar.</p>	<p>None.</p>
<p>National Association of Women in Construction (NAWIC) Ashley Carnevole, President NAWIC@Tru-Duct.com ashley@Tru-Duct.com 619-660-3858</p>	<p>6/5 SAN sent initial email with links to goal methodology and public notice. 6/6 SAN spoke with Jared and Jared provided direct email address for follow-up with Ashley. 6/11 SAN sent follow-up email. 6/12 SAN spoke with Mark and provided contact information for follow-up from Ashley. 6/13 SAN sent follow-up email after webinar.</p>	<p>None.</p>

Organization & Contact Information	Notes	Comments
National City Chamber of Commerce Jacqueline L. Reynoso reynoso@nationalcitychamber.org 619-477-9339 thechamber@nationalcitychamber.org	6/5 SAN sent initial email with links to goal methodology and public notice. SAN received interest from Jacqueline and requested availability to have a call to discuss the triennial goal. 6/6 SAN spoke with receptionist and provided contact information for Jacqueline to provide feedback. SAN received a call back from Jacqueline and provided Jacqueline response for webinar. 6/13 SAN sent follow-up email after webinar.	None.
Pride Resource Partners LLC Andrew Yoshimara		Andrew Yoshimaru, Pride Resource Partners LLC. <i>"Will LGBT businesses be included in the goal methodology?"</i> Airport's Response: <i>According to the regulations for the DBE program, we do not currently utilize the LGBT certification from the California Public Utilities Commission. However, the Airport can consider implementing an LGBT component into their small business program.</i>
San Diego Contracting Opportunity Center Rachel Fischer rfischer@ptac-sandiego.org Brett Housholder 619-285-7020 X 3 sdcoc@ptac-sandiego.org	6/5 SAN sent initial sent email with links to goal methodology and public notice. 6/6 SAN left voicemail. 6/11 SAN sent follow-up email. 6/12 SAN left voicemail. 6/13 SAN sent follow-up email after webinar.	None.

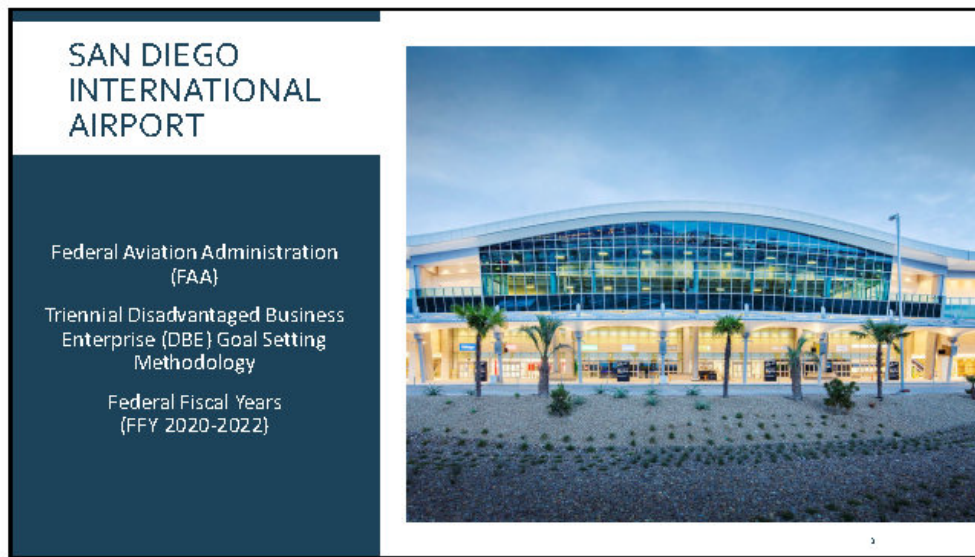
Organization & Contact Information	Notes	Comments
San Diego Convention Center Alec Church communications@visitsandiego.com 619-525-5000	6/5 SAN sent initial sent email with links to goal methodology and public notice. 6/6 SAN left voicemail. 6/7 SAN performed follow-up call to Alec and provided background on the DBE program and the purpose of the triennial goal methodology. He did not have any comments on the goal methodology. 6/13 SAN sent follow-up email after webinar.	None.
San Diego County Hispanic Chamber of Commerce Carlos Diaz info@sdchcc.org 619-425-0079	6/5 SAN sent initial sent email with links to goal methodology and public notice. 6/6 SAN spoke with receptionist and left message as Carlos was not available. 6/11 SAN sent follow-up email. 6/12 SAN spoke Carlos and he did not have any comments to provide for the goal methodology. 6/13 SAN sent follow-up email after webinar.	None.
San Diego North Chamber of Commerce Debra Rosen *submitted email on website drosen@sdbusinesschamber.com 858-487-1767 X 101	6/5 SAN submitted initial email on website with links to goal methodology and public notice. 6/6 SAN spoke with Debra and she requested that a follow-up email be sent with additional details provided to understand the purpose of the Triennial Goal Methodology. 6/7 SAN sent email to Debra with additional details about the DBE program and the purpose of the triennial goal methodology. 6/13 SAN sent follow-up email after webinar.	None.
San Diego North Economic Development Council Karen Pearson kpearson@sdnedc.org info@sdnedc.org	6/5 SAN sent initial sent email with links to goal methodology and public notice. 6/11 SAN sent follow-up email. 6/13 SAN sent follow-up email after webinar.	None.

Organization & Contact Information	Notes	Comments
<p>San Diego Regional Chamber of Commerce Jerry Sanders webinfo@sdchamber.org jsanders@sdchamber.org *submitted email on website 619-544-1300 X 310</p>	<p>6/5 SAN submitted initial email on website with links to goal methodology and public notice. 6/6 SAN left voicemail. 6/11 SAN sent follow-up email. 6/12 SAN left voicemail. SAN received a call from Jerry and provided information regarding call. Jerry said that she would follow-up with Airport Director. 6/13 SAN sent follow-up email after webinar.</p>	<p>None.</p>
<p>San Diego Regional Minority Supplier Development Corporation Ron Garnett rgarnett@supplierdiversitysd.org 858-537-2281 info@supplierdiversitysd.org</p>	<p>6/5 SAN sent initial sent email with links to goal methodology and public notice. 6/6 SAN left voicemail. 6/7 SAN received an email from Ron requesting to be invited to the webinar on 6/13. SAN sent webinar invite to Ron and his staff. 6/13 SAN sent follow-up email after webinar.</p>	<p>None.</p>
<p>San Diego Urban League Ray King, President ray.king@sdul.org 619-266-6257 kea@sdul.org</p>	<p>6/5 SAN sent initial sent email with links to goal methodology and public notice. 6/6 SAN left voicemail. 6/11 SAN sent follow-up email. 6/12 SAN left voicemail. 6/13 SAN sent follow-up email after webinar.</p>	<p>None.</p>
<p>San Ysidro Chamber of Commerce Jason Wells jwells@sanysidrochamber.org 619-428-1281</p>	<p>6/5 SAN sent initial sent email with links to goal methodology and public notice. 6/6 SAN spoke with Ruben as Jason was not in the office and left a message with contact information. 6/11 SAN sent follow-up email. 6/12 SAN left voicemail. 6/13 SAN sent follow-up email after webinar.</p>	<p>None.</p>

Organization & Contact Information	Notes	Comments
<p>Small Business Administration San Diego Ruben Garcia Ruben.Garcia@sba.gov 619-727-4880</p>	<p>6/5 SAN sent initial sent email with links to goal methodology and public notice. 6/6 SAN left voicemail. 6/11 SAN sent follow-up email. 6/12 SAN left voicemail. 6/13 SAN sent follow-up email after webinar.</p>	<p>None.</p>
<p>South County Economic Development Cindy Gomper Graves cindy@southcountyedc.com 619-424-5143 SCEDC@SouthCountyEDC.com</p>	<p>6/5 SAN sent initial sent email with links to goal methodology and public notice. 6/6 SAN spoke with Cindy about the goal. At this time, she has priority items to complete and will not be able to review the goal methodology for the next couple of weeks. 6/11 SAN sent follow-up email. 6/12 SAN left a message with the receptionist with goal methodology information and reminder about the webinar on 6/13. 6/13 SAN sent follow-up email after webinar.</p>	<p>None.</p>
<p>South Eastern Economic Development Corporation Lisa Holmes, Sr. Vice President lholmes@seedcorp.com 508-822-1020 X 315</p>	<p>6/5 SAN sent initial sent email with links to goal methodology and public notice. 6/6 SAN left voicemail. 6/11 SAN sent follow-up email. 6/12 SAN left voicemail. 6/13 SAN sent follow-up email after webinar.</p>	<p>None.</p>
<p>Union of Pan Asian Communities Jennifer Leedom jleedom@upacsd.com 619-232-6454</p>	<p>6/5 SAN sent initial sent email with links to goal methodology and public notice. 6/6 SAN left voicemail. 6/11 SAN sent follow-up email. SAN received email from Jennifer inquiring about the webinar. SAN provided details about the webinar and sent webinar meeting invite. 6/13 SAN sent follow-up email after webinar.</p>	<p><i>"Very straight forward, I do not have any comments, but greatly appreciate UPAC being included in this webinar!"</i></p>

Organization & Contact Information	Notes	Comments
Women in Construction Coalition Sandy Caples info@wccsd.org 858-395-7844	6/5 SAN sent initial sent email with links to goal methodology and public notice. 6/6 SAN spoke with Sandy. She requested additional clarification regarding SAN's initial email. SAN provided background on DBE Program and Triennial Goal. Sandy did not have any comments on the goal. 6/13 SAN sent follow-up email after webinar.	None.

ATTACHMENT 3: Webinar Presentation



INTRODUCTION

Title 49 Code of Federal Regulations (CFR) Part 26

Participation by Disadvantaged Business Enterprises in U.S. Department of Transportation Programs

Goal Setting Methodology FFY goal period:

Federal Fiscal Years 2020-2022

October 1, 2019 through September 30, 2022

3

DBE GOAL DEVELOPMENT



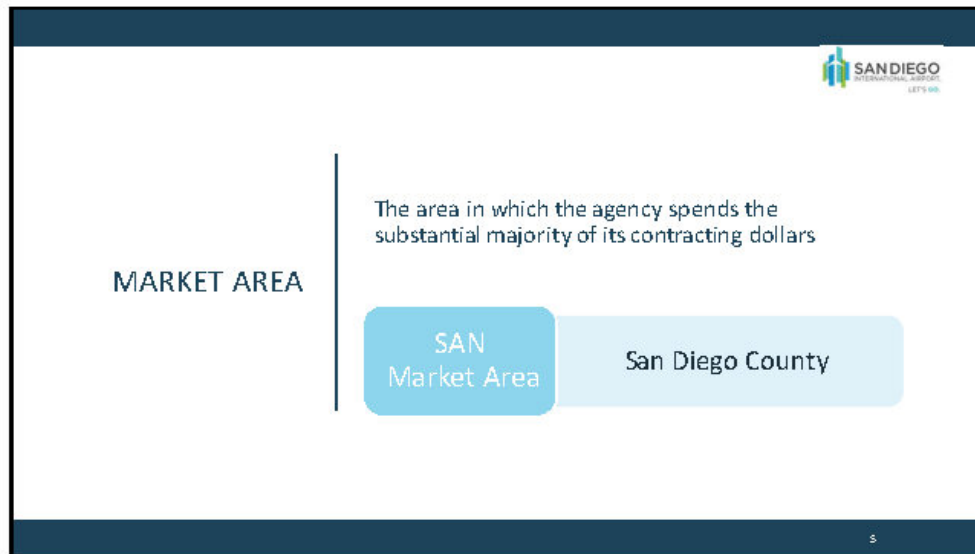

MARKET AREA


ANTICIPATED
PROJECTS


CATEGORIZATION
OF WORK


DBE
AVAILABILITY

4



**ANTICIPATED
FAA-ASSISTED
PROJECTS FOR
FFY 2020-2022**

A	B	C	D
Project Name and Description	Est. Total Project Cost	Est. FAA Share	Est. FAA %
Rehabilitate Apron Pavement	\$11,300,000	\$8,475,000	75%
Construct Terminal Apron (ADP)	\$151,400,000	\$49,114,500	32%
Construct Taxiway "A"	\$40,823,449	\$30,617,587	75%
VALE - PCAir and 400Hz 30 Gates (ADP)	\$16,100,000	\$12,075,000	75%
Residential Sound Attenuation Program	\$37,960,000	\$30,368,000	80%
TOTAL	\$259,023,449	\$131,802,087	51%

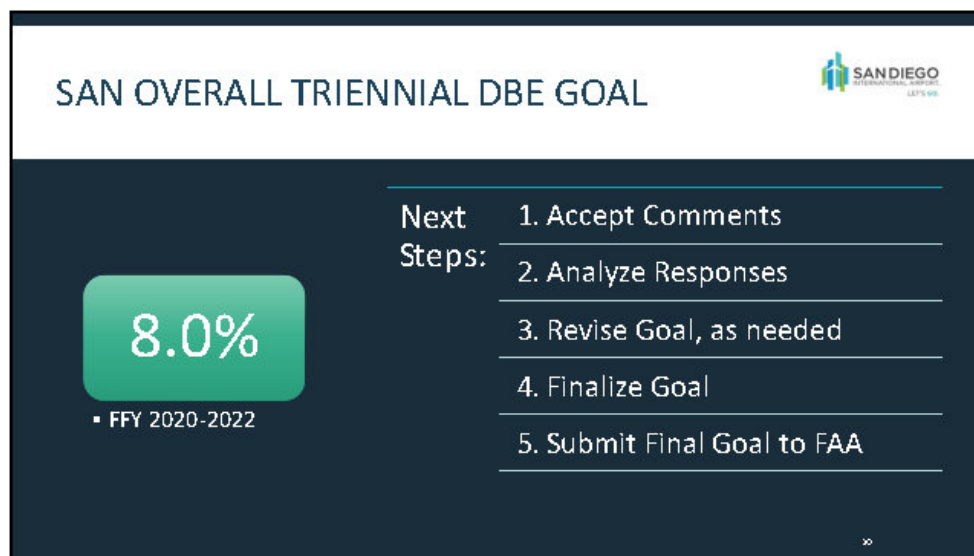
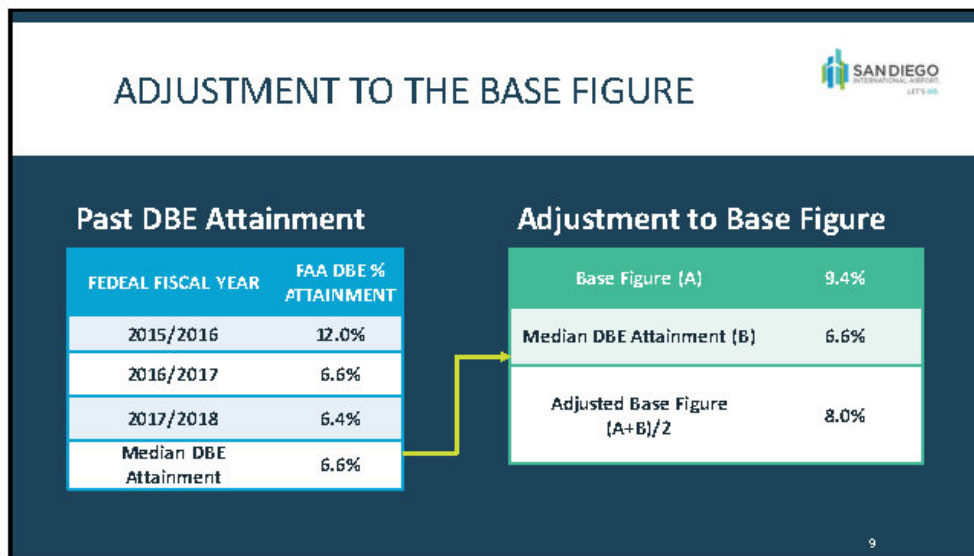
A	B	C
NAICS Code: Category of Work	Est. FAA \$ by NAICS	Est. FAA % by NAICS
237310: Highway, street, and bridge construction	\$43,489,147	33.0%
238210: Electrical contractors	\$23,436,602	17.8%
238220: Plumbing & HVAC contractors	\$2,304,000	1.7%
238350: Finish carpentry contractors	\$8,064,000	6.1%
238910: Site preparation contractors	\$13,220,222	10.0%
541310: Architectural services	\$12,000,000	9.1%
541330: Engineering services	\$28,942,516	22.0%
562910: Remediation services	\$345,600	0.3%
Grand Total	\$131,802,087	100.0%

CATEGORIZATION OF WORK

A	B	C	D	E
NAICS Code: Category of Work	Est. FAA % by NAICS	DBEs	All Firms	Weighted Ratio
237310: Highway, street, and bridge construction	33.0%	15	75	6.6%
238210: Electrical contractors	17.8%	22	776	0.5%
238220: Plumbing & HVAC contractors	1.7%	13	860	0.0%
238350: Finish carpentry contractors	6.1%	7	248	0.2%
238910: Site preparation contractors	10.0%	16	208	0.8%
541310: Architectural services	9.10%	9	313	0.0%
541330: Engineering services	22.0%	53	1,106	1.1%
562910: Remediation services	0.3%	2	42	0.0%

$$\sum \left(\frac{\text{Ready, Willing and Able DBEs}}{\text{All Ready, Willing and Able Firms}} \right) \times \text{Weighted Ratio} = \text{Base Figure}$$

9.4%



Small Business Development

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www.san.org/smallbusiness

QUESTIONS?