

**Escambia County Area Transit
TRAMS ID 1092
Proposed Disadvantaged Business Enterprise
Fiscal Years 2022-2024 DBE Goal Methodology**

Goal Setting and Accountability/Methodology

Methodology

The purpose of the Disadvantaged Business Enterprise Program is intended to remedy past and current discrimination against disadvantaged business enterprises, ensure a level playing field and foster equal opportunity and non-discrimination in DOT-assisted contracts. To also improve the flexibility and efficiency of the DBE program, and reduce burdens on small businesses. Title 49 Code of Federal Regulations (CFR) Part 26.45 requires recipients of USDOT federal aid to utilize a two-step process in development of their overall DBE goal.

Step One – Develop a base figure related to available DBEs

A. Determine the weight of each type of work by NAICS Code:

Escambia County Area Transit (ECAT) has tailored its ratio to services and industries likely to benefit from federally funded projects. Anticipated spending by NAICS code is shown below:

	NAICS	Title	Amount of DOT Funds on Project:	% of Total DOT funds (weight)
1	238160	Roof & Building Repairs	\$ 300,000	0.0668
2	323111	Printing & Binding	\$ 44,000	0.0098
3	339950	Bus Signage	\$ 64,819	0.0144
4	423120	Shop Supplies	\$ 100,000	0.0223
5	423130	Tires	\$ 215,000	0.0479
6	423830	Equipment - Fare Box Collection System, Bus Vacuum, Equipment	\$ 1,425,558	0.3174
7	441110	Support Vehicle Purchases	\$ 130,000	0.0289
8	441310	Parts	\$ 785,000	0.1748
9	443142	Farebox Repairs	\$ 25,000	0.0056
10	423710	Support Facility Repairs parts	\$ -	-
11	444190	Bus Benches and Shelters	\$ 85,566	0.0191
12	448150	Uniforms	\$ 71,000	0.0158
13	453210	Office Supplies	\$ 24,000	0.0053
14	453998	Operating Supplies	\$ 81,200	0.0181
15	485999	ADA Paratransit Services	\$ 703,000	0.1565
16	517210	Communications	\$ -	-
17	541430	Graphic Design Services	\$ 30,000	0.0067
18	541613	Marketing Consulting Services	\$ 30,000	0.0067
19	541890	Promotional Activities - Other Services Related to Advertising	\$ 48,650	0.0108
20	561320	Temporary Help Services	\$ 75,000	0.0167
21	561613	Armored Car Service	\$ 12,000	0.0027
22	561621	Security	\$ 175,494	0.0391
23	561710	Exterminating and Pest Control	\$ 16,000	0.0036
24	561720	Janitorial	\$ 50,000	0.0111
	Total FTA Assisted Contract Funds		\$ 4,491,287	1

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B. Determine the relative availability of DBE's by NAICS Code

The base figure for the relative availability of certified DBE's is the ratio of the number of certified DBE's to the total number of firms available in the local market area. Escambia County Area Transit has defined its local market area as the Florida Counties of Escambia, Santa Rosa, and Okaloosa, and the Alabama County of Baldwin. Escambia County Area Transit collected the number of relevant (i.e., providing goods/services in the NAICS codes as listed on the prior page) in the Florida Department of Transportation's (FDOT's) DBE Directory for use in the numerators of the calculation and the total number of relevant Florida or Alabama firms from the US Census Bureau's County Business Patterns (CBP) Tables for use in the denominators. The data and the % of DBE firms are shown, by NAICS code, in the Table below.

	NAICS	Title	Number of DBEs available to perform this work	Number of all firms available (Including DBE's)	Relative Availability
1	238160	Roof & Building Repairs	0	48	0.0000
2	323111	Printing & Binding	0	29	0.0000
3	339950	Bus Signage	1	10	0.1000
4	423120	Shop Supplies	0	15	0.0000
5	423130	Tires	0	4	0.0000
6	423830	Equipment - Fare Box Collection System, Bus Vacuum, Equipment	0	47	0.0000
7	441110	Support Vehicle Purchases	0	60	0.0000
8	441310	Parts	0	142	0.0000
9	443142	Farebox Repairs	0	42	0.0000
10	423710	Support Facility Repairs parts	2	9	0.2222
11	444190	Bus Benches and Shelters	3	84	0.0357
12	448150	Uniforms	0	27	0.0000
13	453210	Office Supplies	0	16	0.0000
14	453998	Operating Supplies	0	90	0.0000
15	485999	ADA Paratransit Services	1	4	0.2500
16	517210	Communications	0	0	0.0000
17	541430	Graphic Design Services	1	25	0.0400
18	541613	Marketing Consulting Services	1	66	0.0152
19	541890	Promotional Activities - Other Services Related to Advertising	0	23	0.0000
20	561320	Temporary Help Services	0	60	0.0000
21	561613	Armored Car Service	0	0	0.0000
22	561621	Security	0	19	0.0000
23	561710	Exterminating and Pest Control	0	78	0.0000
24	561720	Janitorial	3	226	0.0133
	Combined Totals		12	1124	0.010676

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C. Determine the weighted base figure by NAICS Code

The funding weight of each NAICS code is the percentage of federal funding anticipated to be spent on each NAICS code (see table A). This NAICS code weighted percentage is multiplied by the DBE Availability percentage to determine the Weighted Base Figure.

Weight x Availability = Weighted Base Figure					
	NAICS	Title	Weight	Availability	Weighted Base Figure
1	238160	Roof & Building Repairs	0.0668	0.0000	0.0000
2	323111	Printing & Binding	0.0098	0.0000	0.0000
3	339950	Bus Signage	0.0144	0.1000	0.0014
4	423120	Shop Supplies	0.0223	0.0000	0.0000
5	423130	Tires	0.0479	0.0000	0.0000
6	423830	Equipment - Fare Box Collection System, Bus Vacuum, Equipment	0.3174	0.0000	0.0000
7	441110	Support Vehicle Purchases	0.0289	0.0000	0.0000
8	441310	Parts	0.1748	0.0000	0.0000
9	443142	Farebox Repairs	0.0056	0.0000	0.0000
10	423710	Support Facility Repairs parts	0.0000	0.2222	0.0000
11	444190	Bus Benches and Shelters	0.0191	0.0357	0.0007
12	448150	Uniforms	0.0158	0.0000	0.0000
13	453210	Office Supplies	0.0053	0.0000	0.0000
14	453998	Operating Supplies	0.0181	0.0000	0.0000
15	485999	ADA Paratransit Services	0.1565	0.2500	0.0391
16	517210	Communications	0.0000	0.0000	0.0000
17	541430	Graphic Design Services	0.0067	0.0400	0.0003
18	541613	Marketing Consulting Services	0.0067	0.0152	0.0001
19	541890	Promotional Activities - Other Services Related to Advertising	0.0108	0.0000	0.0000
20	561320	Temporary Help Services	0.0167	0.0000	0.0000
21	561613	Armored Car Service	0.0027	0.0000	0.0000
22	561621	Security	0.0391	0.0000	0.0000
23	561710	Exterminating and Pest Control	0.0036	0.0000	0.0000
24	561720	Janitorial	0.0111	0.0133	0.0001
Combined Totals					0.0418
					4%

Based on these calculations the DBE weighted goal for Escambia County Area Transit for 2022-2024 will be 4%.

Escambia County Area Transit will meet the maximum feasible portion of the overall goal using race neutral means of facilitating DBE participation.

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Step Two – Adjustment of the Base Figure for the Overall Goal

The second step in this process is to adjust the base figure by going over the evidence available for the region and for past procurements.

Past Participation

Evidence considered in adjusting the Step 1 goal is past performance, sub-contracting opportunities and experience of similar-sized systems. Escambia County Area Transit reached out to Bay County, who identified difficulty related to finding DBE's. Escambia County Area Transits FY19-21 goal was 2%. Actual awards exceeded these goals for the 3-year period. Historical FTA funding, availability of FTA funding for DBE purchases and historical DBE purchases and related percentages are as follows:

Historical Federal Assistance Funded DBE Expenditures			
	FY19	FY20	FY21
ADA	\$ 342,962	\$ 862,214	\$ 1,210,309
Parts	\$ 1,240	\$ 2,520	
Marketing			
Maintenance	\$ 1,294	\$ 8,555	\$ 5,824
Total Historical Federal Assistance Funded DBE Expenditures	\$ 345,497	\$ 873,289	\$ 1,216,133

Federally Assistance Funding History			
Federally Assistance Funding Received	FY19	FY20	FY21
Maintenance Costs	\$ 930,440	\$ 1,091,451	\$ 1,269,985
ADA Costs	\$ 342,962	\$ 862,214	\$ 1,210,309
Capital Costs	\$ 384,362	\$ 232,165	\$ 310,875
Operating Costs	\$ 2,896,997	\$ 2,532,133	\$ 2,035,202
Subtotal Federal Assistance Funding Received	\$ 4,554,760	\$ 4,717,963	\$ 4,826,371
Federal Assistance Funding Expended to DBE Firms	\$ 345,497	\$ 873,289	\$ 1,216,133
Total Historical Federal Assistance Funded DBE Expenditures divided by total Federal Assistance Funding Received	8%	19%	25%

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Federal Assistance Funding Available for DBE Purchases			
	FY19	FY20	FY21
Subtotal Federal Assistance Funding Received	\$ 4,554,760	\$ 4,717,963	\$ 4,826,371
Funding Not Available for DBE Purchases			
Wages (25% of ECAT Salary Expenses)	\$ 1,277,582	\$ 1,181,302	\$ 1,035,407
Wages (25% of ECAT Benefits Expenses)	\$ 506,917	\$ 521,350	\$ 1,242,212
Vehicle Procurement	\$ 71,770	\$ 200,089	\$ 128,730
Subtotal Funding Not Available for DBE Purchases	\$ 1,856,270	\$ 1,902,740	\$ 2,406,350
Federal Assistance Funding Available for DBE Purchases	\$ 2,698,491	\$ 2,815,223	\$ 2,420,022
Federal Assistance Funding Expended to DBE Firms	\$ 345,497	\$ 873,289	\$ 1,216,133
DBE Expenditure Percentage	FY19	FY20	FY21
Total Historical Federal Assistance Funded DBE / Historical Federal Assistance Funding Available for DBE Purchases	13%	31%	50%

Total Historical Escambia County Area Transit Expenses			
Historical ECAT Expenses	FY19	FY20	FY21
Salary & Benefits	\$ 7,137,999	\$ 6,809,708	\$ 6,672,725
Operating Expenses	\$ 5,754,568	\$ 5,335,878	\$ 5,725,527
Capital	\$ 368,455	\$ 254,396	\$ 532,444
Total Historical ECAT Expenses	\$ 13,261,023	\$ 12,399,982	\$ 12,930,696
Historical ECAT DBE Expenses	\$ 2,787,645	\$ 3,357,591	\$ 3,181,311
Total Historical ECAT Expenses / Expenditures to DBE Firms	21%	27%	25%

Escambia County has exceeded the historical goals of 2%, however, Escambia County Area Transit is choosing not to adjust the base figure for the overall weighted DBE goal based on this achievement. The DBE goal was exceeded by Escambia County due to the use of one DBE contractor with a substantial contract with Escambia County Area Transit. To apply an adjustment to the DBE goal due to this one contract would provide

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a disproportionate and potentially unrealistic and unreachable DBE goal. Therefore, Escambia County Area Transit is choosing not to adjust the base figure for the overall weighted DBE goal based on this historical activity.

Means To Meet The Overall DBE Goal / Consultation

Escambia County Area Transit will use only race/gender neutral means to encourage DBE participation in the federally assisted contracts. Thus, the means to meet the overall DBE goal will be 100% RN and 0% RC. Escambia County Area Transit has been able to meet and exceed DBE goal using only RN means. Race-neutral means to increase DBE participation includes, but is not limited to the following:

- Working with County Procurement staff and arranging solicitation times for presentation of bids and pre-bid meetings that facilitate DBEs and other small firm's participation;
- Encouraging prime contractors to subcontract portions of work they might otherwise perform with their own forces;
- Providing technical assistance and other project related services;
- Ensuring distribution of our DBE Directory through print and electronic means to the widest grouping of potential prime contractors.

Escambia County Area Transit will continue to monitor the effectiveness of the above efforts and will appropriately adjust the computation of race-neutral and race-conscious participation as needed to reflect the actual participation and will keep track and report race-neutral and race-conscious participation separately.

Escambia County Area Transit has compiled a listing of active DBE's in Escambia County, Santa Rosa County, and Okaloosa County in Florida and Baldwin County in Alabama. This listing has been provided to Escambia County Area Transit Staff who are involved in the procurement process and to the County's procurement department with encouragement to reach out to these DBE vendors when completing applicable purchases.

Public Involvement In The Overall Goal Setting Process

Escambia County Area Transit will make the proposed overall goal and methodology available through website posting on GoECAT.com. The goals and methodology will be available for review through this website. Additionally, the goals and methodology will be available for inspection during normal business hours at the Escambia County Transit Terminal located at 1515 West Fairfield Drive in Pensacola Florida for 30 days following the date of the notice. Public Comments will be accepted up to 45 days from the date of the notice.

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Consultation With Minority, Women's And Contractor Groups

Escambia County Area Transit will consult with minority, women's and general contractor groups before November 30, 2021. Any comments received and any changes to the goal will be summarized herein and the methodology will be resubmitted to the FTA.

Description And Evaluation Of Contracting Opportunities

Escambia County Area Transit does not typically have large Bid projects for construction contractor work, however, Escambia County Area Transit is committed to reaching out to DBEs in the area for small projects where quotes are requested from vendors. The contracting of ADA Paratransit services offers the best opportunity for contracting with DBE firms. Other contracting opportunities include Graphic Design services, Janitorial Services, and anticipated construction contracts for building and roofing repairs or renovations.