



**Mobile Airport
Authority**

FY2025-2027 Disadvantaged Business Enterprise (DBE) Overall Goal Methodology

Mobile, Alabama

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Mobile Airport Authority
THREE-YEAR OVERALL DISADVANTAGED BUSINESS ENTERPRISE GOAL
Federal Fiscal Years 2025, 2026 and 2027

In fulfillment of the requirements of 49 CFR Part 26, Mobile Airport Authority (“Authority”) has developed a proposed Overall Goal for FY 2025 – FY 2027 FAA-AIP projects at Mobile International Airport (BFM), Mobile Regional Airport (MOB) and St. Elmo Airport (2R5). The methodology used in establishing this goal is described herein.

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I. Detailed Methodology: Specific Steps

A. Amount of Goal

The Authority’s FY 2025-2027 overall goal for the Federal financial assistance it will expend in USDOT-assisted contracts is the following:

	<u>Overall</u>	<u>Race Neutral</u>	<u>Race Conscious</u>
Total Goal	11.25%	0.00%	11.25%
Year 1 Goal	11.13%	0.00%	11.13%
Year 2 Goal	11.27%	0.00%	11.27%
Year 3 Goal	N/A	N/A	N/A

Given the amount of USDOT-assisted contracts that the Authority expects to let from FY 2025-2027, which is approximately **\$3,212,820**, the Authority has set a goal of expending approximately **\$361,453** with DBEs during this period.

B. Determination of the Market Area of the Study

The normal market area was based on discussions with Authority staff and an assessment of bidders from similar recent projects. Specifically, the market area is based on where the substantial majority of bidders, both successful and

unsuccessful, are located and where the substantial majority of funding was spent, as illustrated in **Table 1** below.

Table 1: Market Area for Mobile Airport Authority

County	Bidders	Percent of bidders	Dollars	Percent of dollars
Baldwin	1	4.3%	\$0	0.0%
Mobile	13	56.5%	\$24,641,852	68.4%
Montgomery	1	4.3%	\$0	0.0%
Market Area	15	65.2%	\$24,641,852	68.4%
Other	8	34.8%	\$11,395,489	31.6%
Total	23	100.0%	\$36,037,341	100.0%

C. Determination of relevant NAICS codes

Based on information provided by the Authority concerning the proposed projects for this fiscal year, a list of projects was developed and is shown below:

**Table 2: Mobile Airport Authority
FY 2025-FY 2027 Projects**

Fiscal Year	Airport	Projects	AIP Dollars
2025	BFM	BFM Airfield Generator (Equipment purchase, no goal required)	\$1,350,000
2025	2R5	Pavement & Marking Project	\$278,100
2025	2R5	Perimeter Fence and Access Gate Realignment	\$144,720
2026	2R5	Aeronautical Survey or Runway 24 GPS Approach	\$135,000
2026	MOB	Taxiway R Rehabilitation - Phase 1	\$495,000
2026	MOB	Taxiway C East Pavement & Lighting Rehabilitation	\$2,160,000

SOURCE: Mobile Airport Authority

BFM - Mobile International Airport

MOB - Mobile Regional Airport

2R5 - St. Elmo Airport

D. Determination of Relative Availability of DBEs in Market Area, Compared to all Firms

Table 3a: Firms in Market Area by Relevant NAICS Codes

FY 2025 - Pavement & Marking Project - 2R5						
Trades	NAICS	# of DBE Firms	All Firms	%DBE Availability	NAICS Dollars	DBE Dollars
Highway & Street	237310	9	37	24.32%	\$180,250	\$43,845
Site Prep	238910	8	89	8.99%	\$52,839	\$4,750
Engineering	541330	3	203	1.48%	\$27,810	\$411
Geotechnical Testing	541380	0	22	0.00%	\$14,420	\$0
Landscaping	561730	12	264	4.55%	\$2,781	\$126
Total					\$278,100	\$49,132
Weighted Base Figure						17.67%

Table 3b: Firms in Market Area by Relevant NAICS Codes

FY 2025 - Perimeter Fence and Access Gate Realignment - 2R5						
Trades	NAICS	# of DBE Firms	All Firms	%DBE Availability	NAICS Dollars	DBE Dollars
Fencing	238990	5	86	5.81%	\$130,000	\$7,558
Engineering	541330	3	203	1.48%	\$14,720	\$218
Total					\$144,720	\$7,776
Weighted Base Figure						5.37%

Table 3c: Firms in Market Area by Relevant NAICS Codes

FY 2026 - Aeronautical Survey or Runway 24 GPS Approach - 2R5						
Trades	NAICS	# of DBE Firms	All Firms	%DBE Availability	NAICS Dollars	DBE Dollars
Engineering	541330	3	203	1.48%	\$15,000	\$222
Surveying	541370	1	15	6.67%	\$120,000	\$8,000
Total					\$135,000	\$8,222
Weighted Base Figure						6.09%

Table 3d: Firms in Market Area by Relevant NAICS Codes

FY 2026 - Taxiway R Rehabilitation - Phase 1 - MOB						
Trades	NAICS	# of DBE Firms	All Firms	%DBE Availability	NAICS Dollars	DBE Dollars
Highway & Street	237310	9	37	24.32%	\$320,833	\$78,041
Site Prep	238910	8	89	8.99%	\$94,050	\$8,454
Engineering	541330	3	203	1.48%	\$49,500	\$732
Geotechnical Testing	541380	0	22	0.00%	\$25,667	\$0
Landscaping	561730	12	264	4.55%	\$4,950	\$225
Total					\$495,000	\$87,451
Weighted Base Figure						17.67%

Table 3e: Firms in Market Area by Relevant NAICS Codes

FY 2026 - Taxiway C East Pavement & Lighting Rehabilitation - MOB						
Trades	NAICS	# of DBE Firms	All Firms	%DBE Availability	NAICS Dollars	DBE Dollars
Highway & Street	237310	9	37	24.32%	\$980,000	\$238,378
Electrical	238210	4	206	1.94%	\$420,000	\$8,155
Site Prep	238910	8	89	8.99%	\$410,400	\$36,890
Engineering	541330	3	203	1.48%	\$216,000	\$3,192
Geotechnical Testing	541380	0	22	0.00%	\$112,000	\$0
Landscaping	561730	12	264	4.55%	\$21,600	\$982
Total					\$2,160,000	\$287,598
Weighted Base Figure						13.31%

SOURCES:

1. 2022 County Business Patterns, U.S. Census Bureau.
2. Alabama UCP DBE Directory, September 2024.

E. Determination of the “Weighted” DBE Base Figure

The Step 1 DBE Base Figure for each project was derived by multiplying the dollars for each trade by the percentage of relevant DBE firms to all relevant firms. The total DBE goal in dollars was divided by the total project costs to derive the step 1 goals.

The Step 1 DBE Base Figures for the Authority are as follows:

Fiscal Year	Airport	Projects	Goal percent
2025	2R5	Pavement & Marking Project	17.67%
2025	2R5	Perimeter Fence and Access Gate Realignment	5.37%
2026	2R5	Aeronautical Survey or Runway 24 GPS Approach	6.09%
2026	MOB	Taxiway R Rehabilitation - Phase 1	17.67%
2026	MOB	Taxiway C East Pavement & Lighting Rehabilitation	13.31%

II. Adjustments to the DBE Base Figure

After the DBE Base Figure has been developed, the regulations (49 CFR Part 26) require that:

“...additional evidence in the sponsor’s jurisdiction be considered to determine what adjustment, if any, is needed to the base figure in order to arrive at your overall goal” (26:45(d)).

A. Adjustment Factors to Consider

The regulations further state that there are several types of evidence that must be considered when adjusting the base figure, which includes:

“(i) The current capacity of DBEs to perform work in your USDOT-assisted contracting program, as measured by the volume of work DBEs have performed in recent years.

The historical overall DBE goals accomplished at the Authority in recent years were examined relative to the above consideration. The Authority’s annual DBE percent accomplishment is indicated in Table 4 below:

**Table 4: Mobile Airport Authority
DBE Accomplishment**

Report Period	DBE Goal	DBE Percentage Achieved	Achieved Over/Under
FY 2017	10.00%	10.33%	0.33%
FY 2018	10.00%	8.50%	-1.50%
FY 2021	10.00%	8.80%	-1.20%
Median		8.80%	-1.20%

Source: Uniform Report of DBE Commitments/Awards and Payments

The median DBE accomplishment for the periods as shown above for the Authority is 8.80%.

B. Consultations

The Authority held a public meeting on September 13, 2024. The purpose of the meeting was to solicit information from interested stakeholders about the draft goal, as well as the availability of potential DBEs at the Authority, the effects of discrimination on opportunities for DBEs, and the Authority’s effort to increase DBE participation. Please see Appendix B for the attendee list and consultation comments.

C. Adjustment to Step 1 DBE Base Figures: Mobile Airport Authority, FY 2025-FY 2027

With the adjustment factors considered to this point, the Authority will adjust the Step 1 base figures as calculated above by averaging the annual accomplishment factor derived in Table 4 above (8.80%) with the base figures, for an adjusted DBE goal.

**Table 5: Mobile Airport Authority
FY 2025 – FY 2027 Overall Goal**

Fiscal Year	Project	Step 1	Step 2 adjustment	Overall Goal	AIP Dollars	DBE Goal (dollars)
FY 2025	Pavement & Marking Project - 2R5	17.67%	8.80%	13.23%	\$278,100	\$36,802
	Perimeter Fence and Access Gate Realignment - 2R5	5.37%	8.80%	7.09%	\$144,720	\$10,256
FY 2025 Total				11.13%	\$422,820	\$47,058
FY 2026	Aeronautical Survey or Runway 24 GPS Approach - 2R5	6.09%	8.80%	7.45%	\$135,000	\$10,051
	Taxiway R Rehabilitation - Phase 1 - MOB	17.67%	8.80%	13.23%	\$495,000	\$65,506
	Taxiway C East Pavement & Lighting Rehabilitation - MOB	13.31%	8.80%	11.06%	\$2,160,000	\$238,839
FY 2026 Total				11.27%	\$2,790,000	\$314,395
FY 2027	No projects at this time					
FY 2027 Total				N/A	N/A	N/A
FY 2025 - FY 2027 Overall Goal				11.25%	\$3,212,820	\$361,453

The total DBE goal in dollars was divided by the total federal portion of project costs to derive the overall DBE goal of 11.25% for FY 2025-FY 2027.

III. Process

The Authority normally submits its overall goal to the FAA on or before August 1 of each goal period.

Before establishing the overall goal this year, the Authority consulted with minority, women's and general contractor groups, community organizations, and other officials or organizations to obtain information concerning the availability of disadvantaged and non-disadvantaged businesses, the effects of discrimination on opportunities for DBEs, and the Authority's efforts to establish a level playing field for the participation of DBEs.

This meeting was held Friday, September 13, 2024, at 11:00 am. Following this consultation, the Authority published a notice of the proposed overall goal, informing the

public that the proposed goal and its rationale were available for review and comment during normal business hours at the Authority's administrative office for 30 days following the date of the notice. The notice included addresses (including offices) to which comments could be sent and addresses where the proposal could be reviewed. This process was used to establish the goals for FY 2025 through FY 2027.

The Authority's overall goal submission to the FAA will include a summary of information and comments received during this public participation process and our responses. Q&A is attached. Notwithstanding paragraph (f)(4) of §26.45, Mobile Airport Authority proposed goals will not be implemented until the stakeholder consultation requirement has been met.

The Authority will begin using the overall goal on October 1 of each year, unless the Authority has received other instructions from DOT/FAA (or, if the goal is established on a project basis) by the time of the first solicitation for a DOT/FAA-assisted contract for the projects.

A notice of the proposed goal was published on the Mobile Airport Authority's official website before the methodology was submitted to FAA. The notice can be found here: <https://www.mobileairportauthority.com/downtown/disadvantaged-business-enterprises>.

If the proposed goal changes following review by [operating administration], the revised goal will be posted on Mobile Airport Authority's official website.

IV. Breakout of Estimated Race-Conscious/Race-Neutral Participation

The Authority will meet the maximum feasible portion of its overall goal by using race-neutral means of facilitating DBE participation. The Authority will use a combination of the following race-neutral means to increase DBE participation:

- 1. Arranging solicitations, times for the presentation of bids, quantities, specifications, and delivery schedules in ways that facilitate DBE, and other small businesses participation (e.g., unbundling large contracts to make them more accessible to small businesses, encouraging prime contractors to subcontract portions of work that they might otherwise perform with their own forces);*
- 2. Disseminating information communications on contracting procedures and specific contract opportunities (e.g., ensuring the inclusion of DBEs, and other small businesses, on recipient mailing lists for bidders, ensuring the dissemination to bidders on prime contracts of lists of potential subcontractors).*

The Authority proposes a race-conscious goal of **11.25%** and a race-neutral goal of **0.00%**, for a total of **11.25%**. The reason for this breakout is the median under achievement in Table 4 is 1.20%. Therefore, it is projected that the entire goal of **11.25%** will be achieved using race conscious means.

The Authority will adjust the estimated breakout of race-neutral and race-conscious participation as needed to reflect actual DBE participation (26.51(f)) and it will track and report race-neutral and race-conscious participation separately. For reporting purposes, race-neutral DBE participation includes, but is not necessarily limited to, the following: DBE participation through a prime contract a DBE obtains through customary competitive procurement procedures; DBE participation through a subcontract on a prime contract that does not carry a DBE goal; DBE participation on a prime contract exceeding a contract goal; and DBE participation through a subcontract from a prime contractor that did not consider a firm's DBE status in making the award.

V. Contract Goals

The Authority will use contract goals to meet any portion of the overall goal that it does not project being able to meet using race-neutral means. Contract goals are established so that, over the period to which the overall goal applies, they will cumulatively result in meeting any portion of our overall goal that is not projected to be met through the use of race-neutral means.

The Authority will establish contract goals only on those DOT-assisted contracts that have subcontracting possibilities. The Authority need not establish a contract goal on every such contract, and the size of contract goals will be adapted to the circumstances of each such contract, e.g., type and location of work, availability of DBEs to perform the particular type of work, etc.

The Authority will express its contract goals as a percentage of the Federal share of a DOT-assisted contract.

1.0 - Screen shot of Public Notice announcing 3-Year Overall DBE Goal. A copy attached.



**Resources: Mobile Airport Authority FY 2025 – FY 2027
Disadvantaged Business Enterprise Program Methodology**

A. Resource Documents:

1. 2022 County Business Patterns, U.S. Census Bureau
2. Alabama Unified Certification Program, DBE Directory.
3. Mobile Airport Authority Capital Improvements Plan.
4. Uniform Report of DBE Commitments/Awards and Payments

B. Attachments:

1. List of DBE Stakeholders Consultation Meeting Attendees & Q&A
2. Appendix B - DBE Stakeholders Consultation Meeting Summary Report
3. Notice to the Public of DBE 3-Year Overall DBE Goal

Mobile Airport Authority
 DBE Stakeholders Consultation Meeting
 Friday, 9/13/2024 @ 11:00 am

	A	B	C	D
1	Last Name	First Name	Email Address	Organization
2	Barren	Rita	rbarren@mobairport.com	Mobile Airport Authority
3	Phillips	Stephanie	stephanie@mobairport.com	Mobile Airport Authority
4	Cook	Roger	rcook@mobairport.com	Mobile Airport Authority
5	Weeden	Kenneth	kenneth-weeden@kwaplanning.com	Ken Weeden and Associates
6	Nixon	Wilfred	wilfred-nixon@kwaplanning.com	Ken Weeden and Associates
7	Pierre	Stephania	stephania-pierre@kwaplanning.com	Ken Weeden and Associates
8	Alvizo	Alfredo	alfredo@creekclean.com	Creek Clean LLC
9	Baker	Angie	abaker@bcbadvisors.com	BCB Advisors
10	Bright	Michele	michelesbright@gmail.com	EverBee's Bright
11	Cook	Roger	rcook@mobairport.com	Mobile Airport Authority
12	Coppage	Harvey	hcoppage@cerm.com	Corporate Environmental Risk Management (CERM)
13	Davis	Carla	cdavis@cerm.com	Corporate Environmental Risk Management (C.E.R.M)
14	fortson	oscar	ofortson@spencermanagement.org	Spencer Management
15	Garber	Kim	kgarber@vscfire.com	VSC Fire & Security, Inc
16	Hall	Harvey	hhall@dreambuilderspllc.com	Dream Builders CM Group, PLLC
17	Hill	Donell	donellhill@myconsultingsolutions.com	Norman Hill Consulting Solutions
18	Kelly	Darlene	DK039381@GMAIL.COM	Staffing
19	Kidd	Archnique	archnique.kidd@cityofmobile.org	City of Mobile
20	Lewis	Charles	clewis@supremecleaninginc.com	Supreme Cleaning Inc
21	McCants	Andrea	andrea-mccants@kwaplanning.com	Ken Weeden and Associates
22	Phillips	Stephanie	stephanie@mobairport.com	Mobile Airport Authority
23	Porter	Carolyn	carolynporter@get2worknow.com	Providence Staffing
24	Randelson	Andreda	arandelsonrealtor@gmail.com	The Vine Management and Consultants
25	Richardson	Byron	Bottompettrans@gmail.com	Pet Transport
26	Rozolsky	Lawrence	capt.safety04@gmail.com	Construction Safety Instructors, LLC
27	Stokes	Donna	donna@dpsgroup.net	DPS Group
28	Sullivan	McKieva	msullivan@discover8seven.com	8 Seven Holdings, LLC
29	Tiongson	Cherelyn	ctiongson@cherrypestcontrol.com	CB Cherry Pest Control Corp
30	West	Letrisha	impactnationmobile@gmail.com	JMWest Quality Paints
31	Wilson	Herbert	herb@hlwtrucking.com	HLW Trucking LLC
32	Winters	Joseph	jwinters@twooaksconstruction.net	TWO Oaks Construction, LLC



APPENDIX B

**Mobile Airport Authority
DBE Stakeholders Consultation Meeting
FY 2025-2027 DBE Goal Methodology**

Summary Report

September 13, 2024

"It's easy to do business with the Mobile Airport Authority"

Date: Friday, September 13, 2024, 11:00 a.m.

Host: Mobile Airport Authority

Location: Online (Virtual)

Attendance: 68 Registrations, 32 Virtual Attendees
(A copy of the attendee list and Q & A are included with this Appendix).

The meeting was called to order by Mobile Airport Authority's Grant Administrator / DBE Liaison & Procurement Office Capital Programs Administrative Project Coordinator, Ms. Rita Barren. Ms. Barren introduced the Staff that was present as she welcomed and thanked everyone for their participation in the meeting.

Ms. Barren provided an overview of the DBE program and the purpose of the meeting. She explained that the purpose of the meeting was to present our DBE program plan and goal methodology to the public and to receive input regarding the DBE goal development process.

Ms. Barren introduced Wilfred Nixon of KWA, he presented a detailed PowerPoint presentation, explaining the background, purpose of the DBE program and the requirement for the triennial goals. Mr. Nixon also reviewed the actual steps utilized in developing the newly proposed DBE goal.

After the presentation, participants were provided opportunities to provide feedback on the proposed goals. The discussion and related information received during the meeting did not impact the goal or methodology. Questions and Answers is attached to this summary.

After which, Ms. Barren discussed upcoming Airport Authority opportunities at the Mobile Airport Authority.

All minds were clear, and the meeting was adjourned.

	Questions/Comments	Answers
1	What type of oversight do you have in place to ensure that the NAICS code 237310 has a fair opportunity to have a seat at the table to work with the prime contractor? And to receive a fair opportunity?	The Airport Authority requires bidders to either meet DBE contract goals or demonstrate good faith efforts. Once a DBE is committed to being used on a project the Airport Authority monitors the project to ensure that the DBE is being used on the project.
2	Good Morning! Thank you all for taking the time to provide this resource to each of us. With the improvements to the Mobile port, does the Mobile Airport Authority anticipate a substantial increase in air freight cargo activity both within the Mobile and Montgomery (new intermodal facility) markets?	Mobile Airport Authority always have great hope of increase in our air freight cargo activity in Mobile; however, we can not speak for the Montgomery area.
3	Also, please advise of the protocol for submitting a commercial property capability statement for consideration.	Please submit all Commercial Real Estate information to Stephanie@mobairport.com
4	Will this recording be made available?	Yes, The recording will be available
5	What is % DBE Availability?	The overall goal for FY 2025 - 2027 is 11.25%. Please refer to the DBE goal methodology for specific availability numbers.
6	Is there a requirement to meet your DBE goal per NAICS or is it strictly monetarily based?	The goal is an overall goal and not based on specific NAICS codes.
7	Where are the jobs posted? and where are award notifications made?	https://www.maabids.com/
8	Is there a process to get on your Realtor list	Please submit all Commercial Real Estate information to Stephanie@mobairport.com
8	Amazing meeting!! Thanks everyone	Thank you!
9	Can you repeat the information about the outreach?	2024 Airport Rental Car Supplier Diversity & Concessionaire Outreach Day, September 17th from 9:00 am until 12 noon at the Mobile Regional Airport, 8400 Airport Blvd., Mobile, AL. We will email everyone a copy of the event flyer.
10	What oversight do you have over the Prime Contractors to ensure they provide DBE's subcontractors asphalt pricing to bid on Airport projects?	Mobile Airport Authority has no oversight over prime contractors providing asphalt prices; however, if you are being denied asphalt prices that prevents you from bidding on a profit, we want to know about it, immediately, names, addresses and phone #'s. Please email that information to rbarren@mobairport.com.
11	How can I get with the Rental Car Companies?	Contact Stephanie Phillips at stephanie@mobairport.com
12	My Company deals with MEP & Fire Protection, Will there be opportunities to get involved in that, if so, how do we do it?	Know the projects and get in touch with the CMAR who is handling all bids for the new terminal. Most of the utility and fire protection are bid in the early stages of the project and at the last stages of the project under General Works bids that should be coming out in the next month or so.