

Sponsor/Recipient: County of Sullivan
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Commissioner, Sullivan County D.P.W.
100 North Street, P.O. Box 5012
Monticello, NY 12701

Airport: Sullivan County International Airport (MSV)

DBE Program Update: 2023-2025

Overall Goal

Anticipated DOT-assisted contracts:

FY-2024	Easements and Design for RW 15-33 Off-Airport Obstruction Removal
FY-2024	RW 15-33 Safety Area Improvements (Design)
FY-2025	RW 15-33 Off-Airport Obstruction Removal (Construction)
FY-2025	GA Apron Rehabilitation (Construction)
FY-2025	ARFF Building Expansion

Amount of Goal

Sullivan County’s overall goal for federal fiscal years 2024 and 2025 is 5.2% of the federal financial assistance we will expend in DOT-assisted contracts. An overall goal is not required for federal fiscal year 2023.

Method

Market Area – Counties of Ulster, Dutchess, Broome, Oneida, Madison, Ontario and Sullivan

This market area is based upon the fact that the substantial majority of bidders come from this area (91%) and the substantial majority of contracting dollars (100%) have been expended with firms from this area.

Step 1 – Establish Base Figure

- The total number of DBE firms and total number of firms were determined for seventeen separate trades within the market area. The NAICS codes and respective firm totals for each trade are shown in Table 1. The total available number of DBE firms was determined using the New York State Unified Certification Program (NYSUCP) Disadvantaged Business Enterprise (DBE) Directory. The NAICS codes, trade breakdown, and total number of firms were established from available U.S. Census Bureau Data.

- Based on the anticipated DOT-assisted grants, the dollar breakdown for each trade was estimated (See Table 2). Based on this projection, the estimated proportion of the total grant expenditures was calculated for each trade as shown below:

$$\text{Estimated \% of business for each trade} = \frac{(\text{total \$ per each trade})}{(\text{total \$ for all grants})}$$

This calculation is shown in Table 2, and the estimated percent of business for each trade is referenced in Table 1.

- The estimated percent of business for each trade was determined to more accurately correlate the projected grant expenditures within the identified trades versus the available DBE and total firms within each trade. For each trade, the weighted portion of the overall base DBE goal was calculated as follows:

$$\text{Weighted DBE goal} = (\text{estimated \% of business}) * \frac{(\text{total \# of DBE firms})}{(\text{total \# of firms})}$$

The weighted portion of the overall goal was calculated for each trade, and then totaled to establish the base DBE goal. The base figure DBE goal is 5.2%. This calculation is summarized in Table 1.

Step 2 – Adjustments to Base Figure

Using the same methodology from Step 1, the DBE percentage for each anticipated DOT-assisted grant was calculated (See the bottom of Table 2). The DBE percentage for each grant was then compared to previously reported DBE goal accomplishments for grants awarded.

We are making no adjustment to the base figure based on past participation for the following reasons:

- Easements and Design for RW 15-33 Off-Airport Obstruction Removal - We have not awarded contracts of a similar nature in recent years.
- RW 15-33 Safety Area Improvements (Design) - We have awarded and completed three contracts of a similar nature in recent years; however, the contract goal was not met on one and the other two marginally met the DBE goal.
- RW 15-33 Off-Airport Obstruction Removal (Construction) – We have not awarded contracts of a similar nature in recent years.
- GA Apron Rehabilitation (Construction) - We have awarded contracts of a similar nature in FY's 2019 & 2020; however, they are not complete.
- ARFF Building Expansion – We have not awarded contracts of a similar nature in recent years.

We are not aware of any evidence of barriers in fields related to contracting which have affected opportunities for DBEs to form, grow or compete.

No other Step 2 factors were found to be applicable or relevant.

Based on the above analysis, we are proposing to adopt the base figure of 5.2% as our overall goal for federal fiscal years 2024 and 2025.

We will be consulting with the following groups/organizations to obtain information concerning the availability of disadvantaged and non-disadvantaged businesses and the effects of discrimination on opportunities for DBEs:

1. NYSUCP DBE Directory
2. U.S. Census Bureau
3. NYSDOT, Office of Civil Rights, DBE Supportive Services
4. Small Business Administration, New York District Office
5. Canandaigua Chamber of Commerce
6. Ulster County Chamber of Commerce
7. Dutchess County Regional Chamber of Commerce
8. Greater Binghamton Chamber of Commerce
9. Greater Cazenovia Area Chamber of Commerce
10. Greater Oneida Chamber of Commerce
11. Sullivan County Chamber of Commerce
12. Empire State Association of Minority Contractors
13. NYS Small Business Development Center
14. NAACP New York State Conference
15. National Council of La Raza/Unidosus
16. NOW – New York State

DISADVANTAGED BUSINESS ENTERPRISE PROGRAM

AIRPORT: Sullivan County International

FEDERAL FISCAL YEAR: FY2023 through FY2025

TABLE 1

2022 NAICS Code	Trade	Estimated % of Business	Airport Market Area														Total No. of DBE Firms	Total No. of Firms	Weighted DBE Goal (see Note 1)	
			Ulster County		Dutchess County		Broome County		Sullivan County		Oneida County		Madison County		Ontario County					
			No. of DBE Firms	Total No. of Firms	No. of DBE Firms	Total No. of Firms	No. of DBE Firms	Total No. of Firms	No. of DBE Firms	Total No. of Firms	No. of DBE Firms	Total No. of Firms	No. of DBE Firms	Total No. of Firms	No. of DBE Firms	Total No. of Firms				
236220	Construction of Buildings	26.0%	1	19	1	35	0	30	0	9	0	23	0	7	0	11	2	134	0.4%	
237110	Water & Sewer & Relate Struc Contrs	0.0%	1	8	0	8	0	8	0	0	0	3	0	0	0	0	1	27	0.0%	
237310	Hwy. Street, and Bridge Construction	26.9%	3	5	2	14	2	10	0	3	0	6	0	4	0	6	7	48	3.9%	
238990	Specialty Trade Contractors (Others)	9.2%	1	25	3	37	2	34	0	4	1	24	0	5	0	15	7	144	0.4%	
238110	Concrete Contractors	0.0%	1	10	2	11	1	9	0	3	0	12	0	4	0	3	4	52	0.0%	
238210	Electrical Contractors	1.4%	0	63	1	101	0	34	0	30	0	40	0	8	0	28	1	304	0.0%	
238910	Site Preparation Contractors	7.2%	2	52	0	85	3	22	0	26	1	32	0	13	0	19	6	249	0.2%	
541370	Surveying and Mapping	1.4%	1	8	0	11	0	0	0	5	1	7	0	5	0	4	2	40	0.1%	
541380	Testing Laboratories	0.4%	0	4	3	5	0	4	0	0	0	3	0	0	0	0	3	16	0.1%	
484110	Truck Transportation	1.0%	1	22	0	17	0	11	0	10	1	14	0	6	0	13	2	93	0.0%	
541330	Engineering and Related Services	24.3%	0	23	1	47	0	33	0	8	0	37	0	4	0	15	1	167	0.1%	
333120	Tractor/Truck/Plow Off Hgwy Mfg SRE	0.0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	
336211	Special Purpose Hgwy Vehicles ARFF	0.0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	
339113	Suits, Firefighting, Mfg ARFF	0.0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	
541191	Title Abstract & Settlement Offices	0.7%	0	7	1	9	0	0	0	4	0	8	0	0	0	0	0	28	0.0%	
561730	Landscaping Services	1.0%	1	120	0	205	0	53	0	40	0	71	0	43	0	72	1	604	0.0%	
531320	Office of Real Estate Appraisers	0.5%	0	8	0	13	0	5	0	5	0	7	0	0	0	3	0	41	0.0%	
Total =		100%																37	1,947	5.2%
														Total Goal (Base Figure) =		37	1,947	5.2%		

Note 1: Weighted DBE Goal = (Estimated % of Business) * (Total No. of DBE Firms in Market Area) / (Total No. of Firms in Market Area)

TABLE 2

Trade	Assumed FY2023 to FY2025 AIP Grants (with estimated dollar breakdown by trade)					Total	Estimated % of Business
	Easements & Design for RW 15-33 Off-Airport Obstr Removal (2024)	R/W 15-33 Safety Area Imprv (Design) (2024)	R/W 15-33 Off-Airport Obstr Removal (CA/CO) (2025)	GA Apron Rehab (CA/CO) (2025)	ARFF Building Expansion (2025)		
Construction of Buildings					\$1,080,000	\$1,080,000	26.0%
Water & Sewer & Relate Struc Contrs					\$0	\$0	0.0%
Hwy. Street, and Bridge Construction			\$1,115,000		\$1,115,000	\$1,115,000	26.9%
Specialty Trade Contractors (Others)			\$380,000		\$380,000	\$380,000	9.2%
Concrete Contractors					\$0	\$0	0.0%
Electrical Contractors			\$10,000	\$50,000	\$60,000	\$60,000	1.4%
Site Preparation Contractors			\$150,000	\$150,000	\$300,000	\$300,000	7.2%
Surveying and Mapping	\$20,000	\$20,000	\$10,000	\$10,000	\$60,000	\$60,000	1.4%
Testing Laboratories			\$15,000		\$15,000	\$15,000	0.4%
Truck Transportation			\$40,000		\$40,000	\$40,000	1.0%
Engineering and Related Services	\$430,000	\$130,000	\$100,000	\$150,000	\$200,000	\$1,010,000	24.3%
Tractor/Truck/Plow Off Hgwy Mfg SRE					\$0	\$0	0.0%
Special Purpose Hgwy Vehicles ARFF					\$0	\$0	0.0%
Suits, Firefighting, Mfg ARFF					\$0	\$0	0.0%
Title Abstract & Settlement Offices	\$30,000				\$30,000	\$30,000	0.7%
Landscaping Services			\$20,000	\$10,000	\$10,000	\$40,000	1.0%
Office of Real Estate Appraisers	\$20,000				\$20,000	\$20,000	0.5%
Total =	\$500,000	\$150,000	\$500,000	\$1,500,000	\$1,500,000	\$4,150,000	100.00%
DBE % by AIP Grant	0.7%	1.2%	3.8%	11.4%	1.4%	5.2%	(Base Figure)
Adjusted DBE % Based on Past Work (See Note 2)	0.7%	1.2%	3.8%	11.4%	1.4%	5.2%	(Adjusted Base Figure)

Note 2: There is no relevant data available to warrant an adjustment to the DBE % for the anticipated grants.

Breakout of Estimated Race-Neutral and Race-Conscious Participation

Sullivan County will meet the maximum feasible portion of its overall goal by using race-neutral means of facilitating DBE participation. We may use 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, requiring or encouraging prime contractors to subcontract portions of work that they might otherwise perform with their own forces);
2. Providing assistance in overcoming limitations such as inability to obtain bonding or financing (e.g. by such means as simplifying the bonding process, reducing bonding requirements, eliminating the impact of surety costs from bids, and providing services to help DBEs, and other small businesses, obtain bonding and financing);
3. Providing technical assistance and other services;
4. Carrying out information and communications programs 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; provision of information in languages other than English, where appropriate);
5. Implementing a supportive services program to develop and improve immediate and long-term business management, record keeping, and financial and accounting capability for DBEs and other small businesses;
6. Providing services to help DBEs, and other small businesses, improve long-term development, increase opportunities to participate in a variety of kinds of work, handle increasingly significant projects, and achieve eventual self-sufficiency;
7. Establishing a program to assist new, start-up firms, particularly in fields in which DBE participation has historically been low;
8. Ensuring distribution of our DBE directory, through print and electronic means, to the widest feasible universe of potential prime contractors; and
9. Assisting DBE's and other small businesses, to develop their capability to utilize emerging technology and conduct business through electronic media.

We estimate that, in meeting our overall goal of 5.2% for federal fiscal years 2024 and 2025, we will obtain 0% from race-neutral participation and 5.2% through race-conscious measures.

The following is a summary of the basis of our estimated breakout of race-neutral and race-conscious DBE participation:

We marginally met our overall goals and have not awarded prime contracts to DBEs in recent years. We have no past participation by DBE subcontractors on contracts without goals. In addition, the airport does not administer a local (non-federal) DBE program.

Accordingly, we are estimating that, in meeting our overall goal of 5.2% for federal fiscal years 2024 and 2025, we will obtain 0% from race-neutral participation and 5.2% through race-conscious measures.

We will adjust the estimated breakout of race-neutral and race-conscious participation as needed to reflect actual DBE participation and we 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.