

The logo for Augusta, Georgia, featuring the word "Augusta" in a large, elegant, cursive script font, with the word "GEORGIA" in a smaller, all-caps, serif font centered below it.

Augusta
G E O R G I A

LOCAL SMALL BUSINESS OPPORTUNITY PROGRAM CERTIFICATION

Thursday, November 8 , 2018

Beazley Room

Augusta, Georgia Municipal Building

AUGUSTA, GEORIGIA COMPLIANCE DEPARTMENT

The Augusta, Georgia Compliance Department serves as a resource for citizens in three distinct but very important areas:

- Americans with Disabilities Act (ADA)
- Equal Employment Opportunity (EEO)
- Disadvantaged Business Enterprises / Local Small Business Opportunity Program (LSBOP)

While the Compliance Department is new, the mission and purpose of the department are important to the health and development of the local community.

The department will strive to efficiently and effectively meet the needs of the Augusta, Georgia community.

DISADVANTAGED BUSINESS ENTERPRISE DIVISION

The Compliance Department's Disadvantaged Business Enterprise Division's purpose is to ensure Augusta, Georgia is in full compliance with all Federal, State, and Local laws in the administration of

- The Code of Federal Regulation 49, Part 23 and 26 for the Disadvantaged Business Enterprise Program (DBE)
- The Augusta, Georgia Ordinance for Local Small Business Opportunity Program (LSBOP)



WHAT IS A DBE & LSBOP

Local Small Business Opportunity Program LSBOP

- Augusta, Georgia Code, Chapter 10B
- Race & Gender Neutral
- Locally Funded Projects with estimated value over \$100,000
- Certification through Augusta, Georgia
- LSBOP Directory

Disadvantaged Business Enterprise DBE

- The Code of Federal Regulation 49, Part 23 and 26
- Race & Gender Neutral and/or Conscious
- Federally Funded Projects (FTA/FHA)
- Certification through GDOT
- DBE Directory

LOCAL SMALL BUSINESS OPPORTUNITY PROGRAM

Our Mission

Local Small Business Opportunity Program (LSBOP) was set forth by Augusta, Georgia Commission that establishes a mechanism for developing, approving, and implementing procedures by which local small businesses shall be identified, informed, and educated regarding opportunities for supplying goods, professional services, and construction services required by the City of Augusta



LOCAL SMALL BUSINESS OPPORTUNITY PROGRAM

Responsibilities

- To provide a level playing field for public contracting opportunities to local small businesses in Augusta, Georgia
- To provide opportunity and access to public contracting as a prime or subcontractor by setting participation goals of contracts funded by State/Local dollars with an estimated value of \$100,000 or more
- To provide business resources and referrals to assist LSBOPs to bid successfully on Augusta, Georgia contracts
- To provide an up to date LSBOP listing for all Augusta, Georgia contracts that are State and Local funded
- To provide LSBOP participation contract monitoring

HOW DOES IT LOOK...LSBOP



Creating a Level Playing Field

- **Certification**
Certifying firms that meet criteria
- **Participation Goals**
Evaluation of contracts for participation
- **Monitoring**
Evaluating contracted participation



HOW TO BECOME CERTIFIED

- Principal place of business in Augusta, Georgia
- Augusta, Georgia business license (6) six months prior to registration
- Gross annual receipts do not exceed an average of \$1.5 million for the past three (3) years
- Individual owner(s) personal net worth does not exceed \$750,000
 - Personal net worth excludes the individual's ownership interest and equity in his or her primary residence
 - An individual's personal net worth includes his or her share of assets held jointly with the spouse
- Only for-profits may apply



YOU ARE A LSBOP, NOW WHAT?

- The Compliance Department is your “Internal Navigator”
- Registration entitles your firm to be included on the LSBOP directory's
- Your firm’s information will be available to all contractors bidding on Augusta-Richmond County projects
- Placement on a directory list is not a guarantee of solicitation for informal or formal invitation to bids/proposals



DOING BUSINESS IN AUGUSTA

Augusta Procurement Department

- Visit the Procurement Webpage Weekly
- Monitor ARCBid
- Register with Demand Star
- Track the Bid Listing Report

The screenshot shows the top navigation bar with links for DEPARTMENTS, CITY SERVICES, LIVING HERE, DOING BUSINESS, and HOW DO I... The header features the Augusta Georgia logo and social media icons for Facebook, Twitter, Instagram, and YouTube. A search bar is located in the top right corner. The main content area is titled 'Procurement Department' and includes a welcome message. Below this is a grid of nine green icons with white text labels: 'About Us', 'ARCBID', 'Bid Listing Reports', 'Conducting Business with Augusta', 'Directions', 'Guidelines', 'DemandStar', 'Court Orders', and 'Vendor Workshop Calendar'. A 'Disclaimer Notice' is at the bottom left, and a 'Disclaimer' icon is at the bottom right. On the right side, there is a 'Contact Us' section featuring a photo of Geri Sams, Director of the Procurement Office, and her contact information: 535 Telfair St., Suite 605, Augusta, GA 30901; Phone: (706) 821-2422; Fax: (706) 821-2811. Hours of operation are listed as Monday - Friday, 8:30 am - 5:00 pm.

WHERE TO FIND OPPORTUNITIES

ARC Bid

appweb.augustaga.gov/arcbid/Disclaimer.aspx *

Demand Star

www.demandstar.com/register.rsp *

Compliance Connection

Weekly email sent to all DBE/LSBOPs

Compliance Department

All bids open to the public are displayed in the Compliance Department for free viewing



WHAT'S THE DIFFERENCE

Invitation to Bid (ITB)

- Focused on pricing, and not on ideas or concepts
- The contractor or supplier with the lowest bid is awarded the contract
- Used when there is no substantive difference among the products or services that meet specifications so that the only difference among responsive bids is price

Request for Proposal (RFP)

- Request requires technical expertise, specialized capability, or where the product or service being requested does not yet exist, and the proposal may require research and development to create whatever is being requested

Request for Qualification (RFQ)

- Used to gather vendor information from multiple companies to generate a pool of prospects



CONTRACTING OPPORTUNITIES

Construction Services & Supplies

- Construction
- Electrical
- Flooring
- HVAC
- Painting
- Plumbing
- Water & Sewer Line Construction

Professional Services

- Consulting Services (Training)
- Design Services
- Marketing Services
- Medical Services
- Studies

The Right
OPPORTUNITY
IS HERE

RESOURCES

- Small Business Administration (SBA)
- Georgia Department of Transportation (GDOT)
- GDOT Support Services
- CSRA Business League
- UGA's Small Business Development Center

See “Resources”



OTHER CERTIFICATIONS

Department of Transportation (DOT)

- Disadvantaged Business Enterprise (DBE) Certification
- Airport Concession DBEs (ACDBE)

National Minority Supplier Development Council (NMSDC)

- Minority Business Enterprise (MBE) Certification

Small Business Administration (SBA) Certifications & Programs

- Small Business Certification
- Small Disadvantaged Business (SDB)
- Veteran Owned Small Business (VOSB)
- Service-Disabled Veteran-Owned Small Business (SDVOSB)
- Women's Business Enterprise (WBE)
- Women Owned Small Business (WOSB)
- 8(a) Business Development Program
- HubZone Program

Q&A

