

**SUGGESTED GOAL FOR FISCAL  
YEARS 2017, 2018 AND 2019  
PARTICIPATION BY DISADVANTAGED BUSINESS  
ENTERPRISES IN MISSISSIPPI DEPARTMENT OF  
TRANSPORTATION'S  
FEDERALLY-ASSISTED CONTRACTS**

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## **SUGGESTED GOAL FOR MDOT BASED ON RELATIVE AVAILABILITY OF DISADVANTAGED BUSINESS ENTERPRISES**

### **EXECUTIVE SUMMARY**

The recommended percentage goal for Disadvantaged Business Enterprises' (DBEs') participation in Mississippi Department of Transportation (MDOT) federally assisted contracts in Fiscal Years 2017-2019 is 11.8%.

The goal is determined by the "relative availability" of DBEs. As defined in 49 CFR 26.451 "relative availability" is the number of "ready, willing and able" DBEs, relative to all businesses ready, willing, and able to participate in United States Department of Transportation (USDOT) assisted contracts.

A "base figure" for relative availability of DBEs in the MDOT contracting area was obtained by calculating the percentage of DBE and non-DBE firms data culled from the bidders list. A weighted average of these percentages was then calculated. This base figure for relative availability was estimated at 13.1%, based on the bidders' lists.

Adjustments to the base figure were considered and in some instances made to account for past experiences, a recent increase in the number of registered DBEs, and data found in the Jackson Municipal Airport Authority (JMAA) Disparity Study approved by the JMAA Board in 2012 and released in May 2013. For the fiscal years 2010 through 2014, MDOT's median past performance (MPP) DBE participation rate was 10.43%. Based on USDOT-recommended best practices, the base figure was averaged with the MPP score, yielding an adjusted base rate of 11.8%. The 27% increase in certified DBEs since the last DBE annual goal update was considered as a reason to increase the adjusted base rate. However, the Jackson Municipal Airport Authority Disparity Study revealed that if MDOT took into account the disparities in the area, DBE availability in the JMAA market is substantially lower, thereby negating the additional increase in the number of certified DBEs. One could then also argue that the goal should not be adjusted beyond the past performance adjustment, because of the DBE community's inability to receive bonding, insurance and other business entry challenges. Therefore, the adjusted base goal was not further adjusted when the increase in certified DBEs, disparity study data and evidence from related fields were viewed in their totality. Thus, MDOT's DBE goal for Fiscal Years 2017, 2018 & 2019 was not adjusted beyond the past performance adjustment. The recommended goal is a rounded adjusted base rate of 11.8% for federally-assisted MDOT contracts.

## **INTRODUCTION**

This report is an update of similar studies conducted periodically since 1999. Its purpose is to recommend a goal to Mississippi Department of Transportation (MDOT) for Disadvantaged Business Enterprises (DBE) participation in federally-assisted MDOT projects for the next three fiscal years, 2017, 2018 & 2019.

The report uses a methodology similar to that employed by MDOT in recent years, as well as other states across the nation. Guidance was found in 49 CFR 26.451 as well as a USDOT-sponsored Annual DBE Goal Setting Methodology Webinar hosted by Ms. Martha Kenley, National DBE Program Manager for the Federal Highway Administration in 1<sup>st</sup> Quarter 2013.

Using the bidders' list methodology, the state must first calculate a "base figure" of the relative availability of DBEs. The procedure specifically calls for identifying DBE firms that actually bid or quote on MDOT projects over a period of time, using the logic that firms that never bid or quote are "not available" for MDOT work. The number of these DBEs is then compared to the number of all firms bidding as prime contractors or quoting as subcontractors, and an estimate of the relative availability of DBEs is derived from these ratios. This "base figure" can then be adjusted, for past experience, diversity studies and evidence from related fields, etc., to reach a final recommended goal for future DBE participation. In this instance, the goal is derived using bidders' list data from January-September 2015.

It should be noted that in 2007, the consultants conducted a study of the methodologies used by states, noting that the bidders' list was an often used methodology. This was corroborated during the March 2013 Annual DBE Goal Setting Methodology webinar hosted by Ms. Kenley.

Finally, the data provided by MDOT, such as annual awards worksheets and summaries, are included in this document.

### **Step 1: ESTIMATION OF BASE FIGURE FOR DBE RELATIVE AVAILABILITY**

#### **MDOT Certified Disadvantaged Business Enterprises**

Prior to providing the recommended base figure and adjustments, the summaries in Tables 1 and 2 provide brief descriptions of the disadvantaged business enterprises (DBE) DBE firms, based on the "List of Certified DBE Firms" obtained from the Mississippi Department of Transportation (MDOT).

When compared to MDOT's 2013 Report (of the recommended goal for FY 2014, 2015 & 2016), the number of active certified DBE firms in 2016 had increased by 115 or 27%, 391 firms versus 506, respectively. Table 1 disaggregates the data categorizing each of these certified DBEs by their MDOT-certified classification. As seen in this data, the number of firms classified as "Contractors" increased from 205 to 246, or 20%, while "Consultants" rose 33% 125 to 166, and "Suppliers" increased from 19 to 27 or 42%.

<b>Table 1: Certified DBE Firms' Classifications</b>		
	<b>Year 2013</b>	<b>Year 2016</b>
Contractors	205	246
Consultants	125	166
Suppliers	19	27
Miscellaneous or Combined	42	67
<b>Total</b>	<b>391</b>	<b>506</b>

**Source: 2016 Mississippi Unified Certification Program List of Certified DBE Firms**

The US Department of Transportation's guidelines for goal setting in Participation by Disadvantaged Business Enterprises in Department of Transportation Programs (49 CFR 26.45) dictate that States identify the methodology it will use to set its goal from one of five: 1) the State's bidders' list; 2) US Census data + the State's DBE Directory; 3) a disparity study; 4) the goal of another DOT recipient; and 5) an alternative method. Mississippi has chosen to use 1) the State's bidders list as it has done for the past decade, but also attempted to validate its bidders' list results using alternative methodology 2) US Census data + the State's DBE Directory and, 3) a disparity study. As discussed in the *Best Data Available* section below, the consultants concluded that the bidders' list provides Mississippi the most realistic and accurate data.

#### **Estimate of Relative Availability Based on the Bidders List**

USDOT officials have suggested that the relative availability of DBE firms can be based on the pattern of bids from prime contractors and quotes received from potential subcontractors, which are submitted to MDOT. It is inferred that firms that do not bid or quote as subcontractors are not 'available'.

When choosing the bidders' list to estimate relative availability, 49 CFR 26.45 includes the requirement that MDOT establish the "relative availability" of DBE contractors in its market area. "Relative availability" is the number of "ready, willing and able" DBEs relative to all businesses that are "ready, willing and able" to participate in USDOT-assisted contracts. MDOT collects bidder information on all those who bid, not just a low bidder sample.

In using the bidders' list methodology, MDOT must determine the number of all businesses, successful or unsuccessful, that have bid or quoted on prime or subcontracts during the same period of time. Naturally, this means that the State must have some mechanism to capture the data on DBE and non-DBE prime and subcontractors that submitted bids or quotes. As in the past, the State has annually collected this data. For this analysis, data are culled from January to September of 2015.

#### **Best Data Available/Quality & Methodology of the Data Collection**

The consultants considered using the combined Certified DBE list data with the United States Census's County Business Pattern (CBP) data to determine the base figure. The CBP data are provided to determine the total number of firms categorized by the industry for which they are

affiliated. It should be noted that firms could be represented in multiple categories. According to Table 2, the largest number of DBEs worked in transportation, with the total number being 328. Of the total number of transportation workers in the industry, approximately 16% were DBEs. While the next largest number of DBEs was in construction, they represented only 5% of the industry. The third largest DBE number was firms in the professional, scientific, and technical industry, represented by 185 firms. Thus, roughly 3.8% of that industry consisted of DBEs.

Despite the potential richness of the data, however, the consultants rejected this method because the categories are considered too broad. In other words, it is extremely difficult to determine if a firm is associated with highway construction. Even when assessing the “transportation” category, we can only assume that the DBEs in this category possess expertise associated with highway construction.

<b>NAICS</b>	<b>DBEs</b>	<b>Mississippi</b>	<b>Industry</b>
21	2	386	Mining
22	3	593	Utilities
23	192	3807	Construction
42	41	2788	Wholesale Trade
48	328	2048	Transportation
54	185	4761	Professional, Scientific & Technical
31	1	2167	Manufacturing
56	85	2170	Waste Management
81	5	6383	Other/Except Administration
51	3	938	Information
52	17	4667	Finance & Insurance
53	8	2387	Real Estate
44	3	11555	Retail Trade
72	4	5371	Accommodations & Food Services
61	11	609	Education, Services

**Sources: The DBE data are collected from the 2016 Mississippi Unified Certification Program List of Certified DBE Firms, while the NAICS match the 2014 United States Census’s County Business Pattern (CBP).**

MDOT believes MDOT’s bidders’ list provides the most reliable source of data for determining who bids on MDOT contracts and subcontractors who quote. It collects this information directly. Thus, the data is not anecdotal rather it was collected systematically from the bidders and quoters themselves. The data were disaggregated, namely into “prime” and “subcontractors”.

Finally, as it pertains to the methodology employed to determine the base goal, the USDOT allows states to determine which methodologies to use. Thus, MDOT is under no obligation to use a specific method to determine its based goal. It does, however, rely on best practices.

## **Consideration of Potential Minority and Women-Owned Firms that could be Eligible for DBE Certification**

In determining the annual DBE goal, USDOT representatives directed States to also consider *potential* minority and women-owned firms that could be eligible for DBE certification. This can be achieved, they say, through surveying businesses through custom censuses, surveying unsuccessful subcontractors on the bidders' list if not identified as DBEs, or looking at MBEs and WBEs in State programs.

As further discussed in the section below entitled, *Adjustments Based on JMAA's Disparity Study*, consideration of potential minority and women-owned firms that could be eligible for DBE certification is discussed.

## **Determining the "Relevant Geographic Market Areas"**

Title 49 CFR 26.45 specifies that if relative availability is determined by using DBE Directories and Census Bureau data from County Business Patterns or the like, a market area must be defined. Generally, this is established as the geographic distribution of contractors and subcontractors AND the area in which contracting dollars were spent. The relevant "market area" may not be state boundaries, according to USDOT. When using the Bidder's list, the location of the bidders or quoters essentially establish the market area. And, the area in which the dollars were spent was naturally across the state of Mississippi.

Of the firms quoting as subcontractors in FY2016, approximately 42% of the bidders were from Mississippi and roughly 20.2% were from the contiguous states of Alabama, Louisiana, and Tennessee. The remaining bidders were primarily from the South, with a few outliers such as Indiana, with only one firm.

The concept of a geographical market area was not considered germane when using the bidders' list, given the list in its totality was used to determine availability, regardless of any bidder's (prime contractors) geographic location.

## **Time Period of Establishing Availability**

According to the DBE regulations as stated in 49CFR 26.11Z(c), MDOT is required to create and maintain a comprehensive bidders' list, consisting of all firms bidding on prime contracts and quoting on subcontracts on federally-funded transportation projects. This information includes whether the firm was a certified DBE with MDOT.

## **Reasons for Low Participation Rate by DBE Firms**

In a prior submission of its DBE goal, the USDOT asked MDOT to provide an explanation of why only one third (at that time) DBE contractors actually quote or bid on projects. The reasons behind the low participation are still not wholly conclusive, but some of the suggested factors included then still remain, while others exist:

1. Seventy to eighty percent of all MDOT jobs let during 2014 and 2015 involved asphalt work and the number of DBEs in the database that do asphalt work is relatively low.
2. DBEs that submit quotes to prime contractors and are unsuccessful complain about the limited to no feedback from prime contractors.
3. Primary bidders may have had a good experience with certain DBE contractors and therefore encourage them to quote. They may not provide similar encouragement to other DBE firms with whom they have had no experience, or possibly a bad experience.
4. A number of DBE firms believe that even if they provide a quote and the bidder with which they partnered wins, there is no guarantee the bidder will give the work to them.

**Calculation of the Base Figure Using the Bidders List**

In calculating the actual relative availability of DBEs, the consultants sought to determine the percentage of DBEs that are ready, willing and able to bid on DOT contracts. This variable is calculated by dividing the number of DBEs ready, willing and able to bid by the total number of DBE and Non-DBE firms. (See Table 3 below) The data employed for this analysis are derived from bids that took place between January and September of 2015. The number of DBEs is 31. (See Appendix Bidders’ List) One should note that this figure (31) represents the total number of currently certified DBEs “bidding” on contracts versus 506 DBEs, referenced on page 4 under the section entitled *MDOT Certified Disadvantaged Businesses*, which represents all DBEs currently “certified” to do business in Mississippi whether bidding or not.

<b>Table 3. Calculation of Base Figure for Mississippi’s DBE Participation Goal</b>		
	<b>Number of Available Firms</b>	<b>Percentage of the Total</b>
DBEs	31	13.1
Non DBEs	205	86.9
Total	236	100

**Source: Mississippi Department of Transportation**

The “Base Figure” for the estimate of the DBE Relative Availability is 13.1%. This is the “Base Figure” referred to in 49 CFR 26.45.

The bidders’ list reflects ready, willing and able DBEs and primes based in Mississippi. And the number of DBEs capable of bidding as primes is demonstrated by those participating. Thus, like in many other states, in Mississippi, the bidders’ list is the most reliable source for extracting this information because it looks beyond the current state of contractors actively involved in Mississippi’s transportation bidding process. One should also note that the Jackson Municipal Airport and Mississippi Transit Authorities also use the bidders’ list to establish their DBE goals.



## Step 2. RECOMMENDED ADJUSTMENTS FOR THE FINAL GOAL

The USDOT suggests that states may apply adjustments to the base figure to account for their special circumstances. In doing so, all available evidence must be examined and used to determine what adjustments, if any, are necessary. One suggested adjustment, which is used by many other states, is the adjustment for past performance. This adjustment takes the form of calculating the median percentage of USDOT-assisted contract dollars going to DBEs over a multi-year period, and averaging this historical percentage with the “base figure”.

MDOT factored in past performance in considering an adjustment. It also considered conclusions from MDOT’s race neutral data, a local disparity study, and other evidence from related fields.

### Adjustment for Past Performance

The consultants recommend that the base figure of 13.1% relative availability discussed earlier be adjusted to account for past performance. The base figure is somewhat higher than MDOT’s experience for prior years. The recommended adjustment is based on the “median past DBE participation” (MPP) data. (See Appendix – Awards)

Fiscal Year	Achieved Percentage	Goal Percentage	Race Neutral Percent
2010	11.74	9.6	7.57
2011	10.12	9.6	5.58
2012	10.43	9.6	4.62
2013	10.12	9.6	2.58
2014	10.73	9.6	5.51

Table 4 provides a five-year (as USDOT instructs) summary of the percentage of awards that were allocated to DBEs based on data MDOT provided to the consultant found in Appendix. These rates are the percentage of federally-assisted amounts (dollars) that go to DBEs. This data are employed to conduct a median past participation score. (The Federal Highway Administration guidance says that the median performance values for the years being considered are the best way to consider the data in goal setting.) Thus, in Table 5, the achieved percentages are arranged from low to high for the purpose of computing the median. Based on these results the median percentage is 10.43.

<b>Table 5. MDOT DBE Participation Rates Rank Ordered to Determine Median</b>	
<b>Fiscal Year</b>	<b>Achieved Percentage</b>
2011	10.12
2013	10.12
<b>2012</b>	<b>10.43</b>
2014	10.73
2010	11.74

To adjust the base figure (BF) of 13.1%, the consultants simply computed an average of the BF and the MPP scores:

$$[BF (13.1\%) + MPP (10.432\%)]/2 = 11.8\% \text{ (adjusted base figure)}$$

### **Race Neutral Component**

As an extension of this process, Section 26.45 requires that the Department meet the “maximum feasible portion” of its overall DBE utilization goal through race-neutral means. Under Section 26.51(b), race-neutral means include providing assistance in overcoming limitations such as the inability to obtain bonding or financing by 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. Race neutral participation includes, but is not limited to situations such as a DBE wins a prime contract through customary competitive procurement procedures; is awarded a subcontract on a prime contract that does not carry a DBE goal, or even if there is a DBE goal, wins a subcontract from a prime contractor that did not consider its DBE status in awarding the contract (e.g. a prime contractor that uses a strict low bid system to award subcontracts).

Thus, the consultants also utilized a method derived from MDOT’s Civil Rights Division data to estimate the race neutral goal. According to Appendix, from 2010 - 2014, the race neutral percentage of MDOT awards has ranged from a low of 2.58% in 2013 to a high of 7.57% in 2010. The median for these statistics for five years is 5.51%. (See Table 6 below.)

<b>Table 6. MDOT DBE Race Neutral Percentage of Awards Rank Ordered to Determine Median</b>	
<b>Fiscal Year</b>	<b>Race Neutral Percentage</b>
2013	2.58
2012	4.62
2014	5.51
2011	5.58
2010	7.57

The Median Race Neutral Percentage of 5.51% remains consistent with the recommended percentage during MDOT’s last analysis.

**Adjustments based on the JMAA’s Disparity Study**

The USDOT suggests that a state may apply adjustments to the base figure to account for their special circumstances. One suggested adjustment is the use of a disparity study. The Jackson Municipal Airport Authority (JMAA) Board approved a disparity study in 2012. The JMAA consultants’ data and conclusions are cited below:

- Pages 3 & 4, *Table A below provides an executive level summary of the current DBE availability estimates derived in the 2012 Study... of all federally assisted construction contracts awarded, 22.27% of the contract dollars were awarded to DBEs while 77.73% were awarded to non-DBE firms.*
- *Page 128, Chapter IV, D//WBE Availability in JMAA’s Market Area, “Overall DBE availability in the construction sector is between 22.27 and 24.10 percent. Non-DBE availability is between 75.90 and 77.73 percent...Overall, DBE availability in the AE-CRS sector is between 30.97 and 31.1 percent...Overall, DBE availability in the Services sector is between 28.67 and 30.62 percent.*

Given this data, one could argue that there are more “potential minority and women-owned business” who could bid or quote on federally-funded projects, thereby justifying an increase in the base figure for the next three years.

**Evidence from Related Fields**

49 CFT 26.45 (d)(2) says, “If available, you must consider evidence from related fields that affect the opportunities for DBEs to form, grow and compete. These include, but are not limited to: (i) statistical disparities in the ability of DBEs to get the financing, bonding and insurance required to participate in the program; and/or, (ii) data on employment, self-employment, training and

union apprenticeship programs, to the extent you can relate it to opportunities for the DBEs to perform in your program”.

### **Financing, Bonding & Insurance Disparities reported in the JMAA Disparity Study**

Page 8, Paragraph 2, reads

- *“Minority –owned firms were particularly likely to report that they did not apply for a loan over the preceding three years because they feared the loan would be denied (see Tables 6.15, 6/22, 6/29)”;*
- *“When minority-owned firms did apply for a loan, their loan requests were substantially more likely to be denied than non-minorities, even after accounting for differences like firm size and credit history”*
- *“Far more minority-owned firms report that credit market conditions are a serious concern than is the case for non-minority owned firms”;*
- *“A greater share of minority-owned firms believes that the availability of credit was the most important issue likely to confront the firm in the near future”;* and,
- *Judging from the analysis done using data from the Survey of Small Business Finances, there is no reason to believe that evidence of discrimination in the market for credit is different in the EWSC, which includes JMAA market area, than in the nation as a whole.”*

### **Employment, Self-Employment, Training & Union Apprenticeship Program reported in the JMAA Disparity Study**

- Page 5, *“Chapter V demonstrates that current DBE availability levels in the JMAA market area, as measured in Chapter IV, are substantially lower in most instances than those that we would expect to observe if commercial markets operated in a race-and gender neutral manner and that these levels are statistically significant. In other words, minorities and women are substantially and significantly less likely to own their own businesses as a result of discrimination than would be expected based upon their observable characteristics, including age, education, geographic location & industry”;*
- Page 6, paragraph 1, *“This analysis demonstrates that minorities and women earn substantially and significantly less than their non-minority male counterparts. Such disparities are symptoms of discrimination in the labor force that, in addition to its direct effect on workers, reduce the future availability of DBEs by stifling opportunities for minorities and women to progress through precisely those internal labor markets and occupational hierarchies that are most likely lead to entrepreneurial opportunities”;* and,
- Page 7, Paragraph 2 indicates, *“Finally, as a further check on the statistical finds in this Chapter, we examined evidence from the Census Bureau’s ‘Survey of Business Owners & Self Employed Person’ (SBO). These data show large, adverse, and statistically significant disparities between DBEs’ share of overall revenues*

*and their share of overall firms in the U.S. as a whole, and in the State of Mississippi. The size of the disparities facing minority- and women-owned firm in Mississippi is striking. For example, although 12.6 percent of all construction firms in Mississippi are owned by African Americans, they earned only 1.74 percent of all sales and receipts... Women-owned firms were 9.2 percent of all construction firms in Mississippi, but these firms earned only 5.56 percent of sales and receipts.”*

Using further evidence from the field, one could argue that it makes little sense to adjust the figures, given minorities and women don't have the access to capital needed to go into business, thus are less likely to do so. Given this research, one could also conclude that there is potential for other minorities and women to enter into the MDOT highway construction market. This would justify either adjusting the base goal downward or at a minimum, negating any argument for an upward adjustment.

Based on the foregoing information, we recommend no further adjustment to the goal. The recommended goal, adjusted only for past participation, is 11.8%.

## **RECOMMENDED FINAL GOAL FOR FISCAL YEARS 2017 THROUGH 2019**

The recommended final goal for MDOT is calculated based on the average of the base figure of 13.1% and the MPP rate of 10.43%. Using the MPP rate, the base goal was originally adjusted to 11.8%. Thereafter, much consideration was then given to discrimination findings included in the Jackson Municipal Airport Authority's most recent Disparity Study, as well as availability of potential minorities and women. The additional data from the study, taken in its totality, could support adjusting the goal after the MPP percentage was considered, in either direction. So, the consultants recommend no additional adjustment. Therefore, the recommended over-all goal for MDOT DBE participation over the next three years is 11.8%. The race neutral goal used for the prior year should remain the same.

## APPENDIX A - Active DBE Bidders' List -2015

	<b>Name of DBE Company</b>
<b>1</b>	Acadia Industries
<b>2</b>	American Field Service
<b>3</b>	Atwood Fence Company
<b>4</b>	Charles H Hill Contractors, Inc.
<b>5</b>	Colom Construction
<b>6</b>	DCD Construction
<b>7</b>	D.T. Read Steel Co., Inc.
<b>8</b>	Edge Construction
<b>9</b>	EZ Enterprises, Inc.
<b>10</b>	Gilley Construction
<b>11</b>	Hydroblasters
<b>12</b>	IBC, Inc.
<b>13</b>	Interstate Landscaping of MS (ILM)
<b>14</b>	J&M
<b>15</b>	Kelly Roadbuilder
<b>16</b>	L.I. Smith & Associates
<b>17</b>	Little Electric
<b>18</b>	Love Trucking and Construction
<b>19</b>	Mid-South Erosion Control
<b>20</b>	Mississippi Paving & Construction
<b>21</b>	Rea's County Lane Construction
<b>22</b>	Riverside Traffic Systems, Inc.
<b>23</b>	RJM-McQueen Contractors
<b>24</b>	Road-Pro Safety, Inc.
<b>25</b>	Simmons Erosion Control
<b>26</b>	Superior Traffic Control-Memphis
<b>27</b>	Tarrasco Steel Company
<b>28</b>	Townes Construction Co.
<b>29</b>	Tran Safe
<b>30</b>	Tremac Resteel, Inc.
<b>31</b>	Tri-State Guardrail & Sign Co.
<b>Total</b>	<b>31 DBE Primes</b>

Note: This list of 31 represents the number of certified DBEs that “actively bid” on MDOT contracts from January to September 2015. One should note that Page 4 references the existence of 506 DBEs in MDOT’s database, which refers to all disadvantaged business enterprises currently “certified” by MDOT to do business in Mississippi, whether they bid or not.

This number (31 of 506) may appear low, but there are only a small number of DBEs capable of and certified to operate in the asphalt and bridge work space in the State of Mississippi, trades in which the majority of the bids were let during the period in question.

**APPENDIX B - 2013-15 DBE Goal Worksheets**



	2010	2011	2012	3-Year Totals	3-Year Average
<b>Federal Amounts</b>					
Total Awards	\$458,200,531	\$307,705,384	\$458,131,324	\$1,224,037,239	\$408,012,413
DBE Primes	\$6,546,664	\$6,568,697	\$6,367,768	\$19,483,129	\$6,494,376
DBE Subs	\$47,260,425	\$24,561,903	\$41,425,611	\$113,247,939	\$37,749,313
Overall DBE Participation	11.74%	10.12%	10.43%	32.29%	10.84%

	2011	2012	2013	3-Year Totals	3-Year Average
<b>Federal Amounts</b>					
Total Awards	\$307,705,384	\$458,131,324	\$543,198,016	\$1,309,034,724	\$436,344,908
DBE Primes	\$6,568,697	\$6,367,768	\$6,576,987	\$19,513,452	\$6,504,484
DBE Subs	\$24,561,903	\$41,425,611	\$48,402,195	\$114,389,709	\$38,129,903
Overall DBE Participation	10.12%	10.43%	10.12%	30.67%	10.23%

	2012	2013	2014	3-Year Totals	3-Year Average
<b>Federal Amounts</b>					
Total Awards	\$458,131,324	\$543,198,016	\$268,124,162	\$1,269,453,502	\$423,151,167
DBE Primes	\$6,367,768	\$6,576,987	\$13,998,175	\$26,942,930	\$8,980,977
DBE Subs	\$41,425,611	\$48,402,195	\$14,770,335	\$104,598,141	\$34,866,047
Overall DBE Participation	10.43%	10.12%	10.73%	31.28%	10.36%

	2007			2008			2009			3-Year	
	Total	Total	Total	Total	Total	Total	Totals	Average			
Federal Amounts											
Total Awards	\$282,070,637	\$514,598,880	\$514,598,880	\$514,598,880	\$1,311,268,397	\$437,089,466					
DBE Primes	\$12,368,717	\$10,436,879	\$10,436,879	\$10,436,879	\$33,242,475	\$11,080,825					
DBE Subs	\$25,254,824	\$39,058,510	\$39,058,510	\$39,058,510	\$103,371,844	\$34,457,281					
Overall DBE Participation	\$37,623,541	\$49,495,389	\$49,495,389	\$49,495,389	\$136,614,319	\$45,538,106					
	13.34%	9.62%	9.62%	9.62%	32.57%	10.42%					

	2008			2009			2010			3-Year	
	Total	Total	Total	Total	Total	Total	Totals	Average			
Federal Amounts											
Total Awards	\$514,598,880	\$514,598,880	\$514,598,880	\$458,200,531	\$1,487,398,291	\$495,799,430					
DBE Primes	\$10,436,879	\$10,436,879	\$10,436,879	\$6,546,664	\$27,420,422	\$9,140,141					
DBE Subs	\$39,058,510	\$39,058,510	\$39,058,510	\$47,260,425	\$125,377,445	\$41,792,482					
Overall DBE Participation	\$49,495,389	\$49,495,389	\$49,495,389	\$53,807,089	\$152,797,867	\$50,932,622					
	9.62%	9.62%	9.62%	11.74%	30.98%	10.27%					

	2010			2011			2012			3-Year	
	Total	Total	Total	Total	Total	Total	Totals	Average			
Federal Amounts											
Total Awards	\$458,200,531	\$458,200,531	\$458,200,531	\$458,200,531	\$1,374,601,593	\$458,200,531					
DBE Primes	\$6,546,664	\$6,546,664	\$6,546,664	\$6,546,664	\$19,639,992	\$6,546,664					
DBE Subs	\$47,260,425	\$47,260,425	\$47,260,425	\$47,260,425	\$141,781,275	\$47,260,425					
Overall DBE Participation	\$53,807,089	\$53,807,089	\$53,807,089	\$53,807,089	\$161,421,267	\$53,807,089					
	11.74%	11.74%	11.74%	11.74%	35.23%	11.74%					

## FFY2014 DBE Goal Worksheet

	2011		2012		2013	
	Total	RN	Total	RN	Total	RN
<b>FEDERAL AMOUNTS</b>						
Total Awards	\$307,705,384	\$17,170,725	\$458,131,324	\$21,168,150	\$543,198,016	\$14,008,122
	\$307,705,384	\$17,170,725	\$458,131,324	\$21,168,150	\$543,198,016	\$14,008,122
		5.58%		4.62%		2.58%
<b>DBE Primes</b>						
Total DBE Prime	\$ 6,568,697		\$ 6,367,768		\$ 6,576,987	
	\$ 6,568,697		\$ 6,367,768		\$ 6,576,987	
<b>DBE Subs</b>						
Total DBE Subs	\$ 24,561,903		\$ 41,425,611		\$ 48,402,195	
	\$ 24,561,903		\$ 41,425,611		\$ 48,402,195	
Total DBE (Subs and Primes)	\$31,130,600		\$47,793,379		\$54,979,182	
<b>Overall DBE Participation</b>	10.12%		10.43%		10.12%	
Yearly Goal	9.6		9.6		9.6	
Exceeded By/Missed By	0.52		0.83		0.52	

	2009	2010	2011	3-Year Totals	3-Year Average
<b>Federal Amounts</b>					
Total Awards	\$514,598,880	\$458,200,531	\$307,705,384	\$1,280,504,795	\$426,834,932
DBE Primes	\$10,436,879	\$6,546,664	\$6,568,697	\$23,552,240	\$7,850,747
DBE Subs	\$39,058,510	\$47,260,425	\$24,561,903	\$110,880,838	\$36,960,279
Overall DBE Participation	\$49,495,389	\$53,807,089	\$31,130,600	\$134,433,078	\$44,811,026
	9.62%	11.74%	10.12%	31.48%	10.50%

	2010	2011	2012	3-Year Totals	3-Year Average
<b>Federal Amounts</b>					
Total Awards	\$458,200,531	\$307,705,384	\$458,131,324	\$1,224,037,239	\$408,012,413
DBE Primes	\$6,546,664	\$6,568,697	\$6,367,768	\$19,483,129	\$6,494,376
DBE Subs	\$47,260,425	\$24,561,903	\$41,425,611	\$113,247,939	\$37,749,313
Overall DBE Participation	\$53,807,089	\$31,130,600	\$47,793,379	\$132,731,068	\$44,243,689
	11.74%	10.12%	10.43%	32.29%	10.84%

	2011	2012	2013	3-Year Totals	3-Year Average
<b>Federal Amounts</b>					
Total Awards	\$307,705,384	\$458,131,324	\$543,198,016	\$1,309,034,724	\$436,344,908
DBE Primes	\$6,568,697	\$6,367,768	\$6,576,987	\$19,513,452	\$6,504,484
DBE Subs	\$24,561,903	\$41,425,611	\$48,402,195	\$114,389,709	\$38,129,903
Overall DBE Participation	\$31,130,600	\$47,793,379	\$54,979,182	\$133,903,161	\$44,634,387
	10.12%	10.43%	10.12%	30.67%	10.23%

# FFY2015 DBE Goal Worksheet

	2012		2013		2014	
	Total	RN	Total	RN	Total	RN
<b>FEDERAL AMOUNTS</b>						
Total Awards	\$458,131,324	\$21,168,150	\$543,198,016	\$14,008,122	\$268,124,162	\$14,770,335
		4.62%		2.58%		5.51%
<b>DBE Primes</b>						
Total DBE Prime	\$ 6,367,768	\$ 6,576,987	\$ 6,576,987	\$ 13,998,175		
<b>DBE Subs</b>						
Total DBE Subs	\$ 41,425,611	\$ 48,402,195	\$ 48,402,195	\$ 14,770,335		
Total DBE (Subs and Primes)	\$47,793,379		\$54,979,182		\$28,768,510	
<b>Overall DBE Participation</b>	10.43%		10.12%		10.73%	
Yearly Goal Exceeded By/Missed By	9.6		9.6		9.6	
	0.52		0.83		1.13	

	2010	2011	2012	3-Year Totals	3-Year Average
<b>Federal Amounts</b>					
Total Awards	\$458,200,531	\$307,705,384	\$458,131,324	\$1,224,037,239	\$408,012,413
DBE Primes	\$6,546,664	\$6,568,697	\$6,367,768	\$19,483,129	\$6,494,376
DBE Subs	\$47,260,425	\$24,561,903	\$41,425,611	\$113,247,939	\$37,749,313
Overall DBE Participation	11.74%	10.12%	10.43%	32.29%	10.84%

	2011	2012	2013	3-Year Totals	3-Year Average
<b>Federal Amounts</b>					
Total Awards	\$307,705,384	\$458,131,324	\$543,198,016	\$1,309,034,724	\$436,344,908
DBE Primes	\$6,568,697	\$6,367,768	\$6,576,987	\$19,513,452	\$6,504,484
DBE Subs	\$24,561,903	\$41,425,611	\$48,402,195	\$114,389,709	\$38,129,903
Overall DBE Participation	10.12%	10.43%	10.12%	30.67%	10.23%

	2012	2013	2014	3-Year Totals	3-Year Average
<b>Federal Amounts</b>					
Total Awards	\$458,131,324	\$543,198,016	\$268,124,162	\$1,269,453,502	\$423,151,167
DBE Primes	\$6,367,768	\$6,576,987	\$13,998,175	\$26,942,930	\$8,980,977
DBE Subs	\$41,425,611	\$48,402,195	\$14,770,335	\$104,598,141	\$34,866,047
Overall DBE Participation	10.43%	10.12%	10.73%	31.28%	10.36%