

Millions of Dollars in Contract Opportunities

Reaching Out To Small Business



City of Long Beach Harbor Commissioners Doris Topsy-Elvord and John Calhoun sign an agreement will allow the Port and the Metropolitan Water District to exchange small business databases

The Port of Long Beach has been one of the region's major construction contractors, awarding about \$200 million a year in contracts that employ thousands of people. In the past, most of the contracts have gone to a relatively small pool of big companies.

That's about to change. With the aim of picking from a much bigger pool of contractors that also includes smaller companies, the Long Beach Harbor Department has launched a major outreach effort with its Small and Very Small Business Enterprise Program.

"This is about opportunity," said Long Beach Harbor Commissioner Doris Topsy-Elvord, who spearheaded the new program. "I know that every business isn't going to be awarded a contract at the Port. But we want all businesses – big and small – to know that they have an opportunity to participate at the Port."

As the first step in the program, the Port and the Metropolitan Water District have signed an agreement

that will allow both to share small business contractor data. Members of the Long Beach Board of Harbor Commissioners, the Port executive director, and executives from the Metropolitan Water District inked the agreement at a signing ceremony on Jan. 18.

“This is about opportunity, I know that every business isn't going to be awarded a contract at the Port. But we want all businesses – big and small – to know that they have an opportunity to participate at the Port.”

Doris Topsy-Elvord
Harbor Commissioner

Expanding Small Business Goals

The main goal of the Port's SBE program is to increase the number of small businesses working on Port contracts. Last year, slightly more than 60 small businesses worked on nearly \$20 million in Port contracts, or 10 percent of the 2004 total. The Port's 2005 SBE program goal is for 20 percent of the \$200 million in projected Port contracts to go to small businesses. A further goal is to award 3 percent of this amount to businesses designated as very small. The Port expects to reach its goal by awarding contracts directly to smaller businesses, and by encouraging larger businesses to team with smaller businesses.

The Port is developing a small business resource guide, training and educational workshops.





PROGRAM CONTACT **Dalia Sabaliauskas**

Small/Very Small Business
Enterprise Program
Administrator
(562) 590-4146, ext. 3212
sbeadmin@polb.com

What Is A Small Business

A business is defined as “small” only if it meets criteria set by the U. S. Small Business Administration.

Using the SBA standards, small businesses include heavy construction contractors with less than \$28.5 million in annual gross revenue; specialty trade contractors with less than \$12 million in annual gross revenue; environmental consulting firms with less than \$6 million in annual gross revenue; or engineering services consultants with less than \$4 million annual gross revenue.

Very small businesses are those that report less than \$2 million in annual gross revenue, averaged over the past three years.

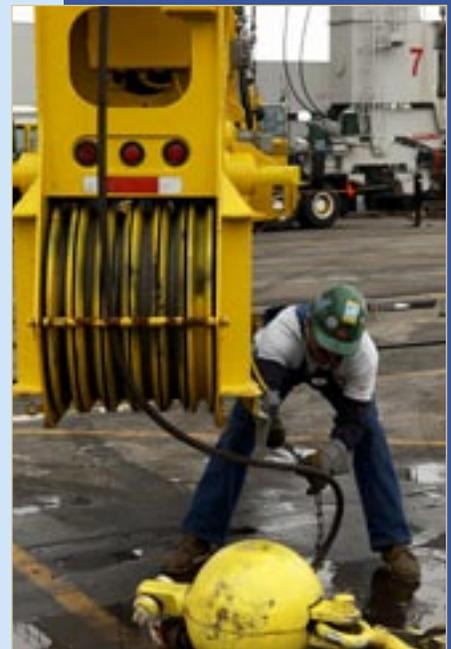
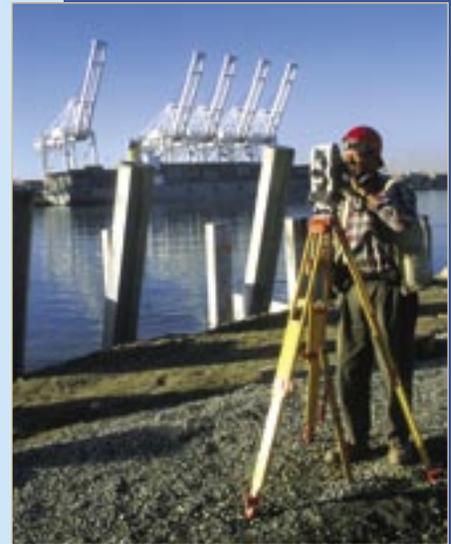
The process to become a “certified” small business requires the completion of a qualifying vendor application. The Port’s Small Business Enterprise Administrator, Dalia Sabaliauskas, will guide business owners through certification, detail the contracting process and explain all the benefits of the program. Contact Sabaliauskas at (562) 590-4146, ext. 3212, or sbeadmin@polb.com.

Participation In Bids

Before advertising a contract, the Port sets specific SBE and VSBE goals. The construction bidder’s or consultant’s proposal must show that the goal has been met or a good faith effort has been made. Goals can be met when the bidder or consultant is a small business or if they subcontract with SBEs and VSBEs.

A good faith effort includes identifying subcontracting opportunities, directly soliciting for small businesses, advertising to SBEs and VSBEs, offering bonding and insurance assistance and conducting negotiations.

The Long Beach Harbor Department’s Small Business Enterprise (SBE) Program helps to ensure that small businesses have an equal chance to participate in Port construction and consulting programs, and that small businesses participate in the resulting contract awards.



Small businesses represent more than 90 percent of all businesses in the state. The Port’s SBE program will provide a wide range of contracting opportunities for small businesses from marine construction projects (bottom left) to engineering contracts (above).