



**FEDERAL FISCAL YEARS 2017 THROUGH 2019**

**SMALL BUSINESS ENTERPRISE (SBE) GOAL ANALYSIS REPORT**

***For Contracts Assisted by the Federal Transit Administration***

**August 19, 2016**

**SUMMARY**

WETA's Disadvantaged Business Enterprise (DBE) Program requires the establishment of an overall Small Business Enterprise (SBE) goal for each triennial DBE goal period. The SBE goal analysis is conducted using the same methodology as the DBE overall goal. This report provides a description of the data sources used to set the SBE goal, a brief description of the two step process to determine the goal and tables displaying the Base Figure, Base Figure per contract and overall SBE goal. Please refer to the DBE Goal Analysis Report for a more detailed description of the methodology used to establish both the DBE and SBE goals.

WETA has developed a 5.04% SBE goal applicable to Federal Fiscal Years 2017, 2018, and 2019 contracting opportunities assisted by the Federal Transit Administration (FTA) in accordance with revisions to 49 CFR Part 26.

The goal is applicable to a total of \$26,691,568 of FTA dollars that are budgeted for 17 contracts anticipated to be awarded from October 1, 2016, through September 30, 2019. The SBE goal developed for FTA-assisted contracts identifies the relative availability of SBEs, based on evidence of ready, willing and able SBEs in relationship to all comparable businesses that are likely to be available to compete for WETA's FTA-assisted contracts.

**Contracts Assisted by FTA for FFY 17-19**

A total of \$26,691,568 of FTA dollars is budgeted for 17 contracts to be awarded during FFY 2017 through 2019. See Table 1 below. A two-step process is used to determine the overall goal for these contracts.

**Table 1: Federally Funded Contracts Anticipated to be Awarded During FFY17-19**

<b>Contract Type</b>	<b>Description of Contract</b>	<b>FTA Dollars</b>
Anticipated for Award in FFY 16/17		
Vessel	Engine (10,000 Hour) Overhaul - Pisces & Scorpio	\$860,160
Terminal	Replace Terminal Fendering - East Bay Terminals	\$73,600
Vessel	Quarter-Life Refurbishment - Pisces	\$1,962,240
Vessel	Replace Primary Lifesaving Equip. - Gemini, Pisces, Scorpio & Taurus	\$75,200
Vessel	Quarter-Life Refurbishment - Scorpio & Taurus	\$4,010,880
Terminal	South San Francisco Gangway & Ramps Rehabilitation	\$167,120
Vessel	Peralta Phase II Refurbishment	\$1,886,068
Terminal	Richmond Ferry Terminal	\$2,127,000
Terminal	San Francisco Berthing Expansion - South Basin	\$4,619,860
Anticipated for Award in FFY 17/18 & FFY 18/19		
Vessel	Main Engine Intermediate Overhaul - Gemini & Taurus	\$167,040
Terminal	Passenger Float Drydock and Rehab - Main Street Terminal	\$501,360
Vessel	Engine Overhauls Encinal, Bay Breeze, Pisces & Scorpio	\$932,800
Vessel	Engine (10,000 Hour) Overhaul - Peralta	\$170,800
Vessel	Quarter-life Refurbishment - Intintoli	\$3,757,440
Vessel	Major Dry Dock - Bay Breeze	\$170,800
Terminal	Passenger Float Drydock & Rehab - Harbor Bay Terminal	\$512,400
Vessel	Mid-life Refurbishment - Solano	\$4,696,800
<b>Total FTA Dollars</b>		<b>\$26,691,568</b>

**Step One. Determining Base Figures**

Base figures were calculated for contracts budgeted for award to determine the relative availability of SBEs using the same local market area (9 county Bay Area) and North American Industry Classification codes as were used for the FFY 17-19 DBE Goal Analysis.

**Number of SBEs:** To determine the number of SBEs in WETA’s market area staff searched the CUCP database for DBEs (all DBEs are considered SBEs), Small Minority Business Enterprises (SMBEs) and Small Women Business Enterprises (SWBEs) certified

in the NAICS codes identified for the prime contracts and subcontracts. In addition, staff also consulted the Department of General Services database (<http://www.bidsync.com/DPXBisCASB>) to find the number of SBEs certified by the California Department of General Services. The lists of DBEs, SMBEs, SWBEs and SBEs were combined, and duplicates deleted to determine the total number of SBEs in WETA's market area. The total number of SBEs identified in each NAICS code is displayed in Column C of Table 2 located below.

**Number of All Firms (SBEs and non-SBEs):** To determine the number of all firms (SBEs and non-SBEs) in WETA's market area, staff searched the Census Bureau's County Business Patterns database for all firms specializing in the NAICS codes identified for the prime contracts and subcontracts. Numbers of all firms identified are displayed in Column D of Table 2.

**Relative Availability of SBE Firms:** Relative availability is derived by dividing the number of ready, willing and able SBEs in a particular NAICS code by the number of all firms in that NAICS code. Table 2 shows this equation carried out for the SBEs identified in the CUCP and DGS databases and all firms identified in the County Business Pattern database. The resulting relative availability figures are displayed in Column E of Table 2.

**Table 2: Availability of SBEs and All firms by NAICS Code in WETA's Local Market Area**

A. NAICS Code	B. NAICS Description	C. SBE Firms	D. All Firms	E. Relative SBE Availability (E = C ÷ D)
-				
237990	Other Heavy and Civil Engineering Construction	36	68	52.94%
238210	Electrical Contractors and other wiring contractors	306	1,575	19.43%
238220	Plumbing, HVAC Contractors	136	1,780	7.64%
238310	Drywall and Insulation Contractors	20	417	4.80%
238320	Painting and Wall Covering Contractors	27	1,012	2.67%
238330	Flooring Contractor	46	378	12.17%
238350	Finish Carpentry Contractors	58	449	12.92%
238910	Poured Concrete Foundation and Structure	39	418	9.33%
325212	Synthetic Rubber Manufacturing	2	2	100.00%
332323	Ornamental and Architectural Metal Work Mfg	12	65	18.46%
332722	Bolt, Nut, Screw, Rivet, and Washer Manufacturing (Steel fasteners)	0	10	0.00%
332996	Fabricated Pipe and Pipe Fitting Mfg	6	13	46.15%
334511	Search, Detection, Navigation, Guidance, Aeronautical and Nautical System and Instrumentation Mfg	0	15	0.00%
336360	Motor Vehicle Seating and Interior Trim Mfg	1	4	25.00%
336390	Other Motor Vehicle Parts Mfg	0	8	0.00%
336611	Shipbuilding and Repair	0	11	0.00%
336612	Boat Building	0	4	0.00%
339950	Signage Mfg	7	93	7.53%
483211	Inland Water Freight Transportation	1	1	100.00%
517110	Wired Telecommunications Carriers	3	524	0.57%
541320	Landscape Architectural Services	54	267	20.22%
541330	Engineering	596	2,196	27.14%
541370	Surveying and Mapping (Except Geophysical) Services	45	95	47.37%
811310	Commercial and Industrial Machinery and Equipment Repair and Maintenance	4	340	1.18%

**FTA Funds to be Expended in Each Specific Area and Calculating Base Figure:** The FTA-assisted contracts and subcontracts identified by project managers were categorized according to their NAICS industry classifications. See Exhibit 1, Column B. Contract dollars of each industry classification were divided by the total contract dollars

(\$26,691,568) resulting in percentage of total dollars per contract and classification, called the “weighted” percentage. The result is shown in Exhibit 1, Column D.

Next, the Base Figure for the Overall Goal was calculated by multiplying the weighted percentage of funds to be expended for each NAICS code (Exhibit 1, Column D) by SBE relative availability for each NAICS code (carried forward from Table 2 and shown in Exhibit 1, Column E). Base Figures for each NAICS code is shown in Exhibit 1, Column F. Finally, Base Figures for all NAICS codes were totaled, resulting in a 15.19% overall base figure.

**Calculating Base Figure per Individual Contract:** To determine the Base Figure for each contract, the percentage of work (prime and sub) identified by project managers was multiplied by the SBE relative availability (carried forward from Table 2), and totaled for each contract. See Exhibit 2.

### Step Two. Adjusting Base Figures

WETA examined the nature of the contracts budgeted for award to determine whether any further refinements were warranted. In order to determine the SBEs that are capable of conducting work on WETA’s vessel contracts and contracts with marine specific expertise, staff determined that the same Step 2 adjustments as were conducted in the DBE Goal Analysis were warranted on all 11 vessel contracts and four terminal contracts.

#### Vessel Contracts:

As described in the description of the Step 2 adjustment in the DBE Goal Analysis Report, working on vessels is highly specialized and requires marine specific methods, expertise and in some cases certifications. Adjusting the base figure to accurately reflect the availability of SBEs with marine specific skills is necessary to identify a reasonable overall SBE goal. The lists of all firms and SBEs were adjusted to only include those firms with the keywords “marine”, “vessel”, or “ship” in the firm’s name, business description or work codes. The adjusted vessel specific NAICS codes and relative SBE availability is provided in the table below:

**Table 3: Adjusted SBE Availability for Marine Construction and Vessel Specific NAICS Codes in WETA's Market Area**

A. NAICS Code Number	B. NAICS Description	C. SBEs	D. All Firms	E. Relative SBE Availability (C/D)
<b>Marine Construction</b>				
237990	Other Heavy Civil Engineering & Construction	0	11	0.00%
<b>Vessel Specific NAICS Codes</b>				
238210	Electrical Contractors and Other Wiring Contractors	1	3	33.33%
238220	Plumbing, HVAC Contractors	0	3	0.00%
238310	Drywall and Insulation Contractors	0	0	0.00%
238320	Painting and Wall Covering Contractors	0	1	0.00%
238330	Flooring Contractor	0	0	0.00%
238350	Finish Carpentry Contractors	0	0	0.00%
334511	Search, Detection, Navigation, Guidance, Aeronautical and Nautical System and Instrumentation Mfg	0	0	0.00%
336360	Motor Vehicle Seating and Interior Trim Mfg	0	0	0.00%
336390	Other Motor Vehicle Parts Mfg	0	0	0.00%
336611	Shipbuilding and Repair	0	9	0.00%
336612	Boat Building	0	49	0.00%
517110	Wired Telecommunications Carriers	0	0	0.00%
541330	Engineering	1	12	8.33%
811310	Commercial and Industrial Machinery and Equipment Repair and Maintenance	0	73	0.00%

Using these revised SBE availability figures, staff recalculated the Base Figure per Contract for each of the 11 vessel overhaul or refurbishment contracts.

**All Vessel Contracts - Step 2 Adjustment:**

Step 1: Results from Step 1 Base Figure calculations for the 11 vessel specific projects are displayed in Exhibit 2.

Step 2: SBE Availability for all NAICS codes for vessel overhaul and refurbishment contracts are reflected in the SBE Availability per Contract column in Table 7 which displays the overall goal.

**Terminal Contracts:**

In addition to adjusting the vessel specific contracts, staff determined that adjustments are also necessary on the terminal contracts listed below:

1. Replace Terminal Fendering – East Bay Terminals
2. South San Francisco Gangway and Ramps Rehabilitation
3. San Francisco Berthing Expansion –South Basin
4. Richmond Ferry Terminal

The prime work for all four of the above projects is in NAICS code 237990 Other Heavy and Civil Engineering Construction. The scope of work within NAICS code 237990 for each of the above projects requires a firm with marine construction expertise and equipment. As is further described in the DBE Goal Analysis Report, staff used the Dun & Bradstreet Hoovers database to search for all firms in WETA’s local market area in the 237990 NAICS codes that perform marine construction, using the keywords “marine,” “dredging,” “pier,” and “waterfront.” Only firms with these keywords in the firm’s name, business description or work codes are included. The same methodology was used to adjust the list of SBE firms.

WETA found a total of 11 companies in its local market area that perform marine construction under NAICS code 237990 in the Dun & Bradstreet database (all firms). None of the SBE firms listed in CUCP or DGS databases under NAICS code 237990 for WETA’s market area were listed in the Hoovers database search in the same NAICS code using the keywords “marine,” “dredging,” “pier,” and “waterfront.” Exhibit 3 provides the list of SBEs and the list of all firms found in NAICS code 237990 using the above keyword search. This evidence suggests that none of the 36 SBE firms listed under NAICS code 237990 are “ready, willing, and able” to perform the prime work in the four contracts listed above.

The following adjustments are therefore necessary to ensure the accuracy of the availability of firms in 237990 to perform this work.

Replace Terminal Fendering – East Bay Terminals and South San Francisco Gangway and Ramps Rehabilitation Projects: These two projects include marine construction as the prime work. There may be some limited subcontracting opportunities available under NAICS code 237990. The following step 2 adjustment is based on SBE availability for subcontracting opportunities amounting to 5% of the work under NAICS code 237990.

**Replace Terminal Fendering – East Bay Terminals Step 2 Adjustment:**

Step 1: Results from Base Figure Calculations: 67.76%

Step 2: Remove the prime work from calculation. Provide for subcontracting opportunities in the amount of 5% of the work under NAICS Code 237990, resulting in adjusted Base Figure of 38.65%

**Table 4: Replace Terminal Fendering – East Bay Terminals Step 2 Adjustment**

NAICS Code & Description for Prime & Subcontracting Opportunities		Percent of Individual Contract Dollars	Relative SBE Availability	Base Figure Per Contract
Replace Terminal Fendering - East Bay Terminals				
Prime	237990 Other Heavy and Civil Engineering Construction	55.00%	0.00%	0.00%
Sub	237990 Other Heavy and Civil Engineering Construction	5.00%	52.94%	2.65%
Sub	325212 Synthetic Rubber Manufacturing	36.00%	100.00%	36.00%
Sub	332722 Bolt, Nut, Screw, Rivet, and Washer Manufacturing (Steel fasteners)	4.00%	0.00%	0.00%
Contract Total		100.00%		<b>38.65%</b>

**South San Francisco Gangway and Ramps Rehabilitation Step 2 Adjustment:**

Step 1: Results from Base Figure Calculations: 33.06%

Step 2: Remove the prime work from calculation. Provide for subcontracting opportunities in the amount of 5% of the work under NAICS Code 237990, resulting in adjusted Base Figure of 9.24%

**Table 5: South San Francisco Gangway and Ramps Rehabilitation Step 2 Adjustment:**

NAICS Code & Description for Prime & Subcontracting Opportunities		Percent of Individual Contract Dollars	Relative SBE Availability	Base Figure Per Contract
South San Francisco Gangway and Ramps Rehabilitation				
Prime	237990 Other Heavy and Civil Engineering Construction	45.00%	0.00%	0.00%
Sub	237990 Other Heavy and Civil Engineering Construction	5.00%	52.94%	2.65%
Sub	238210 Electrical Contractors and other wiring contractors	5.00%	19.43%	0.97%
Sub	811310 Commercial and Industrial Machinery & Equipment Repair & Maintenance	30.00%	1.18%	0.35%
Sub	238320 Painting and wall covering contractors	10.00%	2.67%	0.27%
Sub	325212 Synthetic Rubber Manufacturing	5.00%	100.00%	5.00%
Contract Total		100.00%		<b>9.24%</b>



San Francisco Berthing Expansion –South Basin and Richmond Ferry Terminal Projects: The San Francisco Berthing Expansion South Basin project is approximately a \$65 million project and the Richmond Ferry Terminal Project is approximately a \$14 million project. The scope of work for both of the prime work categories in these projects include marine construction services and will require specialized experience and equipment. Additionally, due to the size of these projects, the bonding and financial requirements will likely limit the prospective prime contractors for the work to companies that exceed the SBE size standards. However, WETA acknowledges that there could be opportunities for the prime to subcontract portions of the work that could fall under the same NAICS codes as the prime contracts. Therefore 95% of the prime work under 237990 for both these projects has been adjusted to provide for a 0% SBE availability. The following step 2 adjustment is based on SBE availability for subcontracting opportunities amounting to 5% of the work under NAICS code 237990.

**San Francisco Berthing Expansion –South Basin Step 2 Adjustment:**

Step 1: Results from Base Figure Calculations: 42.24%

Step 2: Remove the prime work from calculation. Provide for subcontracting opportunities in the amount of 5% of the work under NAICS Code 237990, resulting in adjusted Base Figure of 16.94%

**Table 6: San Francisco Berthing Expansion –South Basin Step 2 Adjustment:**

NAICS Code & Description for Prime & Subcontracting Opportunities		Percent of Individual Contract Dollars	Relative SBE Availability	Base Figure Per Contract
San Francisco Berthing Expansion - South Basin				
Prime	237990 Other Heavy and Civil Engineering Construction	47.80%	0.00%	0.00%
Sub	237990 Other Heavy and Civil Engineering Construction	5%	52.94%	2.65%
Sub	332996 Fabricated Pipe and Pipe Fitting Manufacturing	20.43%	46.15%	9.43%
Sub	332323 Ornamental and Architectural Metal Work Mfg	24.19%	18.46%	4.47%
Sub	541320 Landscape Architectural Services	0.23%	20.22%	0.05%
Sub	238210 Electrical Contractors	1.49%	19.43%	0.29%
Sub	238220 Plumbing and HVAC Contractors	0.87%	7.64%	0.07%
Contract Total		100.00%		<b>16.94%</b>

**Richmond Ferry Terminal Step 2 Adjustment:**

Step 1: Results from Base Figure Calculations: 46.13%

Step 2: Remove the prime work from calculation. Provide for subcontracting opportunities in the amount of 5% of the work under NAICS Code 237990, resulting in adjusted Base Figure of 11.72%

**Table 7: Richmond Ferry Terminal Step 2 Adjustment:**

NAICS Code & Description for Prime & Subcontracting Opportunities		Percent of Individual Contract Dollars	Relative SBE Availability	Base Figure Per Contract
Richmond Ferry Terminal				
Prime	237990 Other Heavy and Civil Engineering Construction	65.00%	0.00%	0.00%
Sub	237990 Other Heavy and Civil Engineering Construction	5.00%	52.94%	2.65%
Sub	541330 Engineering Services	13.01%	27.14%	3.53%
Sub	332323 Ornamental and Architectural Metal Work Mfg	8.00%	18.46%	1.48%
Sub	483211 Inland Freight Transportation	3.33%	100.00%	3.33%
Sub	238210 Electrical Contractors	1.00%	19.43%	0.19%
Sub	238220 Plumbing and HVAC Contractors	1.00%	7.64%	0.08%
Sub	541370 Surveying and Mapping (except geophysical) Services	0.33%	47.37%	0.16%
Sub	339950 Signage Mfg	0.33%	7.53%	0.02%
Sub	238910 Poured Concrete foundation and structure	3.00%	9.33%	0.28%
Contract Total		100.00%		<b>11.72%</b>

**Overall Goal**

SBE availability per contract was calculated into projected SBE participation dollars by taking the FTA dollars budgeted for each contract (from Table 1) and multiplying them by the adjusted availability per contract. The total of the projected SBE participation dollars was then divided by the total of the budgeted FTA dollars for all contracts, resulting in a 5.04% overall goal. See Table 7 below.

**Table 7: Overall SBE Goal FFY 17-19**

<b>Contract Type</b>	<b>Contract</b>	<b>FTA Dollars</b>	<b>SBE Availability per Contract</b>	<b>FTA Dollars Projected for SBEs</b>
<b>Anticipated for Award in FFY 16/17</b>				
Vessel	Engine (10,000 Hour) Overhaul - Pisces & Scorpio	\$860,160	0.00%	\$0
Terminal	Replace Terminal Fendering - East Bay Terminals	\$73,600	38.65%	\$28,446
Vessel	Quarter-Life Refurbishment - Pisces	\$1,962,240	3.21%	\$62,988
Vessel	Replace Primary Lifesaving Equip. – Gemini, Pisces, Scorpio & Taurus	\$75,200	0.00%	\$0
Vessel	Quarter-Life Refurbishment - Scorpio & Taurus	\$4,010,880	2.66%	\$106,689
Terminal	South San Francisco Gangway and Ramps Rehabilitation	\$167,120	9.24%	\$15,442
Vessel	Peralta Refurbishment - Phase 2	\$1,886,068	0.00%	\$0
Terminal	Richmond Ferry Terminal	\$2,127,000	11.72%	\$249,284
Terminal	San Francisco Berthing Expansion - South Basin	\$4,619,860	16.94%	\$782,604
<b>Anticipated for Award in FFY 17/18 &amp; FFY 18/19</b>				
Vessel	Main Engine Intermediate Overhaul – Gemini & Taurus	\$167,040	0.00%	\$0
Terminal	Passenger Float Drydock and Rehab – Main Street Terminal	\$501,360	0.00%	\$0
Vessel	Engine Overhauls Encinal, Bay Breeze, Pisces and Scorpio	\$932,800	0.00%	\$0
Vessel	Engine (10,000 Hour) Overhaul - Peralta	\$170,800	0.00%	\$0
Vessel	Quarter-life Refurbishment - Intintoli	\$3,757,440	2.67%	\$100,324
Vessel	Major Dry Dock - Bay Breeze	\$170,800	0.00%	\$0
Terminal	Passenger Float Drydock and Rehab – Harbor Bay Terminal	\$512,400	0.00%	\$0
Vessel	Mid-life Refurbishment - Solano	\$4,696,800	0.00%	\$0

<b>Total FTA Dollars and SBE Dollars</b>	<b>\$26,691,568</b>		<b>\$1,345,778</b>
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<b>FTA Dollars Projected for SBEs</b>	<b>FTA Budgeted</b>	<b>Annual Overall Goal</b>
<b>\$1,345,778</b>	<b>\$26,691,568</b>	<b>5.04%</b>

**Conclusion**

The overall SBE goal for FTA-assisted contracts for FFY 2017 through 2019 is 5.04%.

**Exhibit 1: Calculating Weighted FTA Dollars and Base Figure**

A. NAICS Code	B. NAICS Description and Associated Contracts	C. FTA Dollars for contract	D. Weighted % of Total FTA Dollars	E. SBE Availability	F. Base Figure
	<b>Other Heavy and Civil Engineering Construction</b>				
<b>237990</b>	Richmond Ferry Terminal	\$1,452,077	5.44%	52.94%	2.88%
	San Francisco Berthing Expansion - South Basin	\$2,439,059	9.14%	52.94%	4.84%
	South San Francisco Gangway and Ramps Rehabilitation	\$83,560	0.31%	52.94%	0.17%
	Replace Terminal Fendering - East Bay Terminals	\$44,160	0.17%	52.94%	0.09%
	<b>Electrical Contractors and other wiring contractors</b>				
<b>238210</b>	South San Francisco Gangway and Ramps Rehabilitation	\$8,356	0.03%	19.43%	0.01%
	Richmond Ferry Terminal	\$22,500	0.08%	19.43%	0.02%
	San Francisco Berthing Expansion - South Basin	\$68,896	0.26%	19.43%	0.05%
	Quarter-Life Refurbishment - Pisces	\$156,979	0.59%	19.43%	0.11%
	Quarter-Life Refurbishment - Scorpio & Taurus	\$320,870	1.20%	19.43%	0.23%
	Quarter-life Refurbishment - Intintoli	\$300,595	1.13%	19.43%	0.22%
	<b>Plumbing, HVAC Contractors</b>				
<b>238220</b>	Richmond Ferry Terminal	\$22,500	0.08%	7.64%	0.006%
	San Francisco Berthing Expansion - South Basin	\$40,406	0.15%	7.64%	0.012%
	Quarter-Life Refurbishment - Pisces	\$139,319	0.52%	7.64%	0.04%
	Quarter-Life Refurbishment - Scorpio & Taurus	\$292,794	1.10%	7.64%	0.08%
	Quarter-life Refurbishment - Intintoli	\$274,293	1.03%	7.64%	0.08%
	<b>Drywall and Insulation Contractors</b>				
<b>238310</b>	Quarter-Life Refurbishment - Pisces	\$533,729	2.00%	4.80%	0.10%
	Quarter-Life Refurbishment - Scorpio & Taurus	\$120,326	0.45%	4.80%	0.02%
	Quarter-life Refurbishment - Intintoli	\$112,723	0.42%	4.80%	0.02%
	<b>Painting and Wall Covering Contractors</b>				
<b>238320</b>	South San Francisco Gangway and Ramps Rehabilitation	\$16,712	0.06%	2.67%	0.00%
	Peralta Refurbishment - Phase 2	\$499,997	1.87%	2.67%	0.05%
	Mid-life Refurbishment - Solano	\$704,520	2.64%	2.67%	0.07%

<b>238330</b>	<b>Flooring Contractor</b>				
	Quarter-Life Refurbishment - Pisces	\$98,112	0.37%	12.17%	0.04%
	Quarter-Life Refurbishment - Scorpio & Taurus	\$200,544	0.75%	12.17%	0.09%
	Quarter-life Refurbishment - Intintoli	\$187,872	0.70%	12.17%	0.09%
	Mid-life Refurbishment - Solano	\$187,872	0.70%	12.17%	0.09%
<b>238350</b>	<b>Finish Carpentry Contractors</b>				
	Peralta Refurbishment - Phase 2	\$300,073	1.12%	12.92%	0.15%
<b>238910</b>	<b>Poured Concrete Foundation and Structure</b>				
	Richmond Ferry Terminal	\$67,500	0.25%	9.33%	0.02%
<b>325212</b>	<b>Synthetic Rubber Manufacturing</b>				
	Replace Terminal Fendering - East Bay Terminals	\$26,496	0.10%	100.00%	0.10%
	South San Francisco Gangway and Ramps Rehabilitation	\$8,356	0.03%	100.00%	0.03%
<b>332323</b>	<b>Ornamental and Architectural Metal Work Mfg</b>				
	Richmond Ferry Terminal	\$180,000	0.67%	18.46%	0.12%
	San Francisco Berthing Expansion - South Basin	\$1,117,462	4.19%	18.46%	0.77%
<b>332722</b>	<b>Bolt, Nut, Screw, Rivet, and Washer Manufacturing (Steel fasteners)</b>				
	Replace Terminal Fendering - East Bay Terminals	\$2,944	0.01%	0.00%	0.00%
<b>332996</b>	<b>Fabricated Pipe and Pipe Fitting Mfg</b>				
	San Francisco Berthing Expansion - South Basin	\$943,611	3.54%	46.15%	1.63%
<b>334511</b>	<b>Search, Detection, Navigation, Guidance, Aeronautical and Nautical System and Instrumentation Mfg</b>				0.00%
	Peralta Refurbishment - Phase 2	\$199,923	0.75%	0.00%	0.00%
<b>336360</b>	<b>Motor Vehicle Seating and Interior Trim Mfg</b>				
	Quarter-Life Refurbishment - Pisces	\$363,014	1.36%	25.00%	0.34%
	Quarter-Life Refurbishment - Scorpio & Taurus	\$742,013	2.78%	25.00%	0.69%
	Quarter-life Refurbishment - Intintoli	\$695,126	2.60%	25.00%	0.65%
	Mid-life Refurbishment - Solano	\$375,744	1.41%	25.00%	0.35%
<b>336390</b>	<b>Other Motor Vehicle Parts Mfg</b>				
	Quarter-Life Refurbishment - Pisces	\$129,508	0.49%	0.00%	0.00%

<b>336611</b>	<b>Shipbuilding and Repair</b>				
	Passenger Float Drydock and Rehab - Main Street Terminal	\$501,360	1.88%	0.00%	0.00%
	Passenger Float Drydock and Rehab - Harbor Bay Terminal	\$512,400	1.92%	0.00%	0.00%
	Engine (10,000 Hour) Overhaul - Pisces & Scorpio	\$220,201	0.82%	0.00%	0.00%
	Quarter-Life Refurbishment - Pisces	\$392,448	1.47%	0.00%	0.00%
	Quarter-Life Refurbishment - Scorpio & Taurus	\$2,294,223	8.60%	0.00%	0.00%
	Peralta Refurbishment - Phase 2	\$886,075	3.32%	0.00%	0.00%
	Main Engine Intermediate Overhaul - Gemini & Taurus	\$49,995	0.19%	0.00%	0.00%
	Engine Overhauls Encinal, Bay Breeze, Pisces and Scorpio	\$99,996	0.37%	0.00%	0.00%
	Engine (10,000 Hour) Overhaul - Peralta	\$49,993	0.19%	0.00%	0.00%
	Quarter-life Refurbishment - Intintoli	\$2,149,256	8.05%	0.00%	0.00%
	Major Dry Dock - Bay Breeze	\$170,800	0.64%	0.00%	0.00%
	Mid-life Refurbishment - Solano	\$939,360	3.52%	0.00%	0.00%
<b>336612</b>	<b>Boat Building</b>				
	Replace Primary Lifesaving Equipment - Gemini, Pisces, Scorpio & Taurus	\$75,200	0.28%	0.00%	0.00%
<b>339950</b>	<b>Signage Mfg</b>				
	Richmond Ferry Terminal	\$7,499	0.03%	7.53%	0.00%
<b>483211</b>	<b>Inland Water Freight Transportation</b>				
	Richmond Ferry Terminal	\$74,925	0.28%	100.00%	0.28%
<b>517110</b>	<b>Wired Telecommunications Carriers</b>				
	Quarter-Life Refurbishment - Pisces	\$19,622	0.07%	0.57%	0.00%
	Quarter-Life Refurbishment - Scorpio & Taurus	\$40,109	0.15%	0.57%	0.00%
	Quarter-life Refurbishment - Intintoli	\$37,574	0.14%	0.57%	0.00%
<b>541320</b>	<b>Landscape Architectural Services</b>				
	San Francisco Berthing Expansion - South Basin	\$10,425	0.04%	20.22%	0.01%
<b>541330</b>	<b>Engineering</b>				
	Richmond Ferry Terminal	\$292,500	1.10%	27.14%	0.30%
	Quarter-Life Refurbishment - Pisces	\$129,508	0.49%	27.14%	0.13%
<b>541370</b>	<b>Surveying and Mapping (Except Geophysical) Services</b>				
	Richmond Ferry Terminal	\$7,499	0.03%	47.37%	0.01%

<b>811310</b>	<b>Commercial and Industrial Machinery and Equipment Repair and Maintenance</b>				
	South San Francisco Gangway and Ramps Rehabilitation	\$50,136	0.19%	1.18%	0.00%
	Engine (10,000 Hour) Overhaul - Pisces & Scorpio	\$639,959	2.40%	1.18%	0.03%
	Main Engine Intermediate Overhaul - Gemini & Taurus	\$117,045	0.44%	1.18%	0.01%
	Engine Overhauls Encinal, Bay Breeze, Pisces and Scorpio	\$832,804	3.12%	1.18%	0.04%
	Engine (10,000 Hour) Overhaul - Peralta	\$120,807	0.45%	1.18%	0.01%
	Mid-life Refurbishment - Solano	\$2,489,304	9.33%	1.18%	0.11%

<b>Total Federal Funds</b>	<b>\$26,691,568</b>
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<b>Base Figure</b>	<b>15.19%</b>
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**Exhibit 2: Base Figure Breakdown per Individual Contract**

NAICS Code & Description for Prime & Subcontracting Opportunities				Percent of Individual Contract Dollars	Relative SBE Availability	Base Figure Per Contract
<b>Anticipated for Award in FFY 16/17</b>						
Engine (10,000 Hour) Overhaul - Pisces & Scorpio (Vessel Project)						
Prime	336611	Shipbuilding and Repair		25.60%	0.00%	0.00%
Sub	811310	Commercial and Industrial Machinery and Equipment Repair and Maintenance		74.40%	1.18%	0.88%
Contract Total				100.00%		<b>0.88%</b>
Replace Terminal Fendering - East Bay Terminals						
Prime	237990	Other Heavy and Civil Engineering Construction		60.00%	52.94%	31.76%
Sub	325212	Synthetic Rubber Manufacturing		36.00%	100.00%	36.00%
Sub	332722	Bolt, Nut, Screw, Rivet, and Washer Manufacturing (Steel fasteners)		4.00%	0.00%	0.00%
Contract Total				100.00%		<b>67.76%</b>
Quarter-Life Refurbishment - Pisces (Vessel Project)						
Prime	336611	Shipbuilding and Repair		20.00%	0.00%	0.00%
Sub	517110	Wired Telecommunications Carriers		1.00%	0.57%	0.01%
Sub	238210	Electrical Contractors and other wiring contractors		8.00%	19.43%	1.55%
Sub	238220	Plumbing, HVAC Contractors		7.10%	7.64%	0.54%
Sub	541330	Engineering		6.60%	27.14%	1.79%
Sub	238310	Drywall and Insulation Contractors		27.20%	4.80%	1.31%
Sub	336360	Motor Vehicle Seating and Interior Trim Manufacturing		18.50%	25.00%	4.63%
Sub	238330	Flooring contractor		5.00%	12.17%	0.61%
Sub	336390	Other Motor Vehicle Parts Manufacturing		6.60%	0.00%	0.00%
Contract Total				100.00%		<b>10.43%</b>
Replace Primary Lifesaving Equipment - Gemini, Pisces, Scorpio & Taurus (Vessel Project)						
Prime	336612	Boat Building		100.00%	0.00%	0.00%
Contract Total				100.00%		<b>0.00%</b>



Quarter-Life Refurbishment - Scorpio & Taurus (Vessel Project)						
Prime	336611	Shipbuilding and Repair		57.20%	0.00%	0.00%
Sub	517110	Wired Telecommunications Carriers		1.00%	0.57%	0.01%
Sub	238210	Electrical Contractors and other wiring contractors		8.00%	19.43%	1.55%
Sub	238220	Plumbing, HVAC Contractors		7.30%	7.64%	0.56%
Sub	238310	Drywall and Insulation Contractors		3.00%	4.80%	0.14%
Sub	336360	Motor Vehicle Seating and Interior Trim Manufacturing		18.50%	25.00%	4.63%
Sub	238330	Flooring contractor		5.00%	12.17%	0.61%
Contract Total				100.00%		<b>7.50%</b>

South San Francisco Gangway and Ramps Rehabilitation						
Prime	237990	Other Heavy and Civil Engineering Construction		50.00%	52.94%	26.47%
Sub	238210	Electrical Contractors and other wiring contractors		5.00%	19.43%	0.97%
Sub	811310	Commercial and Industrial Machinery and Equipment Repair and Maintenance		30.00%	1.18%	0.35%
Sub	238320	Painting and wall covering contractors		10.00%	2.67%	0.27%
Sub	325212	Synthetic Rubber Manufacturing		5.00%	100.00%	5.00%
Contract Total				100.00%		<b>33.06%</b>

Peralta Refurbishment - Phase 2 (Vessel Project)						
Prime	336611	Shipbuilding and Repair		46.98%	0.00%	0.00%
Sub	238320	Painting and wall covering contractors		26.51%	2.67%	0.71%
Sub	238350	Finish Carpentry Contractors		15.91%	12.92%	2.06%
Sub	334511	Search, detection, Navigation, Guidance, Aeronautical and Nautical System and Instrumentation Mfg		10.60%	0.00%	0.00%
Contract Total				100.00%		<b>2.76%</b>

Richmond Ferry Terminal						
Prime	237990	Other Heavy and Civil Engineering Construction		70.00%	52.94%	37.06%
Sub	541330	Engineering Services		13.01%	27.14%	3.53%
Sub	332323	Ornamental and Architectural Metal Work Mfg		8.00%	18.46%	1.48%
Sub	483211	Inland Freight Transportation		3.33%	100.00%	3.33%
Sub	238210	Electrical Contractors		1.00%	19.43%	0.19%
Sub	238220	Plumbing and HVAC Contractors		1.00%	7.64%	0.08%

Sub	541370	Surveying and Mapping (except geophysical) Services	0.33%	47.37%	0.16%
Sub	339950	Signage Mfg	0.33%	7.53%	0.02%
Sub	238910	Poured Concrete foundation and structure	3.00%	9.33%	0.28%
Contract Total			100.00%		<b>46.13%</b>

San Francisco Berthing Expansion - South Basin					
Prime	237990	Other Heavy and Civil Engineering Construction	52.80%	52.94%	27.95%
Sub	332996	Fabricated Pipe and Pipe Fitting Manufacturing	20.43%	46.15%	9.43%
Sub	332323	Ornamental and Architectural Metal Work Mfg	24.19%	18.46%	4.47%
Sub	541320	Landscape Architectural Services	0.23%	20.22%	0.05%
Sub	238210	Electrical Contractors	1.49%	19.43%	0.29%
Sub	238220	Plumbing and HVAC Contractors	0.87%	7.64%	0.07%
Contract Total			100.00%		<b>42.24%</b>

<b>Anticipated for Award in FFY 17/18 &amp; FFY 18/19</b>					
Main Engine Intermediate Overhaul - Gemini & Taurus (Vessel Project)					
Prime	336611	Shipbuilding and Repair	29.93%	0.00%	0.00%
Sub	811310	Commercial and Industrial Machinery and Equipment Repair and Maintenance	70.07%	1.18%	0.83%
Contract Total			100.00%		<b>0.83%</b>

Passenger Float Drydock and Rehab - Main Street Terminal					
Prime	336611	Shipbuilding and Repair	100.00%	0.00%	0.00%
Contract Total			100.00%		<b>0.00%</b>

Engine Overhauls Encinal, Bay Breeze, Pisces and Scorpio (Vessel Project)					
Prime	336611	Shipbuilding and Repair	10.72%	0.00%	0.00%
Sub	811310	Commercial and Industrial Machinery and Equipment Repair and Maintenance	89.28%	1.18%	1.05%
Contract Total			100.00%		<b>1.05%</b>

Engine (10,000 Hour) Overhaul - Peralta (Vessel Project)					
Prime	336611	Shipbuilding and Repair	29.27%	0.00%	0.00%
Sub	811310	Commercial and Industrial Machinery and Equipment Repair and Maintenance	70.73%	1.18%	0.83%
Contract Total			100.00%		<b>0.83%</b>

Quarter-life Refurbishment - Intintoli (Vessel Project)					
Prime	336611	Shipbuilding and Repair	57.20%	0.00%	0.00%
Sub	517110	Wired Telecommunications Carriers	1.00%	0.57%	0.01%
Sub	238210	Electrical Contractors and other wiring contractors	8.00%	19.43%	1.55%
Sub	238220	Plumbing, HVAC Contractors	7.30%	7.64%	0.56%
Sub	238310	Drywall and Insulation Contractors	3.00%	4.80%	0.14%
Sub	336360	Motor Vehicle Seating and Interior Trim Manufacturing	18.50%	25.00%	4.63%
Sub	238330	Flooring contractor	5.00%	12.17%	0.61%
Contract Total			100.00%		<b>7.50%</b>

Major Dry Dock - Bay Breeze (Vessel Project)					
Prime	336611	Shipbuilding and Repair	100.00%	0.00%	0.00%
Contract Total			100.00%		<b>0.00%</b>

Passenger Float Drydock and Rehab - Harbor Bay Terminal					
Prime	336611	Shipbuilding and Repair	100.00%	0.00%	0.00%
Contract Total			100.00%		<b>0.00%</b>

Mid-life Refurbishment - Solano (Vessel Project)					
Prime	336611	Shipbuilding and Repair	20.00%	0.00%	0.00%
Sub	811310	Commercial and Industrial Machinery and Equipment Repair and Maintenance	53.00%	1.18%	0.63%
Sub	238320	Painting and wall covering contractors	15.00%	2.67%	0.40%
Sub	238330	Flooring Contractor	4.00%	12.17%	0.49%
Sub	336360	Motor Vehicle Seating and Interior Trim Manufacturing	8.00%	25.00%	2.00%
Contract Total			100.00%		<b>3.51%</b>

**Exhibit 3: Listing of Firms in NAICS Codes 237990**

**A. Hoovers Database search, NACIS Code 237990 using keywords “marine,” “dredging,” “pier,” and “waterfront.”**

Company Name	Primary Address 1	Primary City	Primary County	Primary State	Primary Zip	Phone Number	Web Address	Primary Industry	Primary US NAICS Code	All NAICS Codes
Vortex Marine Construction, Inc.	1 Maritime Way	Antioch	Contra Costa County	CA	94509	510-261-2400	www.vortex-sfb.com	Commercial & Heavy Construction Contractors	237990	237990;561990
Tidal Marine Construction Inc	2465 Vista Del Monte Ste A	Concord	Contra Costa County	CA	94520	925-609-6464	www.tidalmarine.net	Commercial & Heavy Construction Contractors	237990	237990
Bayside Dredging Co	1425 Tichenor Ct	Lafayette	Contra Costa County	CA	94549	925-284-8100		Commercial & Heavy Construction Contractors	237990	237990
Sean Alexander Marine Services, Inc.	4480 Discovery Pt	Discovery Bay	Contra Costa County	CA	94505	925-634-8744	www.sealmarine.com	Commercial & Heavy Construction Contractors	237990	237990
Mobile Marine Svc.	4687 La Vista Dr	Oakley	Contra Costa County	CA	94561	510-882-1604		Commercial & Heavy Construction Contractors	237990	237990
THE DUTRA GROUP	2350 Kerner Blvd Ste 200	San Rafael	Marin County	CA	94901	415-258-6876	www.dutragroup.com	Commercial & Heavy Construction Contractors	237990	212319;237990;541330
Dutra Dredging Company	2350 Kerner Blvd Ste 200	San Rafael	Marin County	CA	94901	415-721-2131		Commercial & Heavy Construction Contractors	237990	237990
DOD Marine Constructors A JV	185 Devlin Rd	Napa	Napa County	CA	94558	707-265-1100	www.novagr.com	Commercial & Heavy Construction Contractors	237990	237990
Marine Contractors, JV	185 Devlin Rd	Napa	Napa County	CA	94558	707-265-1116	www.novagr.com	Commercial & Heavy Construction Contractors	237990	237990
Camenzind Dredging, Inc.	792 Montrose Ave	Palo Alto	Santa Clara County	CA	94303	650-424-0367	www.camenzinddredging.com	Commercial & Heavy Construction Contractors	237990	237990
Dutra Dredging Company	615 River Rd	Rio Vista	Solano County	CA	94571	707-374-5127		Commercial & Heavy Construction Contractors	237990	237990
Bellingham Marine Industries, Inc.	8810 Sparling Ln	Dixon	Solano County	CA	95620	707-678-2385	www.bellingham-marine.com	Commercial & Heavy Construction Contractors	237990	237990;327390

**B. CUCP and DGS Database Search, NAICS Code 237990, using keywords “marine,” “dredging,” “pier,” and “waterfront.”**

NAME	ADDRESS	CITY	STATE	ZIP	
A.J. VASCONI GENERAL ENGINEERING	1820 GALINDO STREET, SUITE 275	CONCORD	CA	94520	DBE
ABA	22 WAWONA STREET	SAN FRANCISCO	CA	94127	DBE
AMA DIVERSIFIED CONSTRUCTION GROUP	537 4th Street	SANTA ROSA	CA	95401	SBE
APADANA ENGINEERING, INC.	5 THOMAS MELLON CIRCLE, SUITE 154	SAN FRANCISCO	CA	94134	DBE
AZUL WORKS INC	1555 YOSEMITE AVENUE, SUITE NO. 2	SAN FRANCISCO	CA	94124	DBE
C.GUINN DESIGN BUILD CONSTRUCTION	P.O. Box 29617	OAKLAND	CA	94604	SBE
CAPERS SERVICES	4528 HARMONY PLACE	ROHNERT PARK	CA	94928	DBE
CIVILCOM LLC	2211 AUSTIN ST	ALAMEDA	CA	94501	DBE
DEENSGROUP CONSTRUCTION	2175 THE ALAMEDA, SUITE 100	SAN JOSE	CA	95126	DBE
D-LINE CONSTRUCTORS, INC.	499 EMBARCADERO, SUITE Q	OAKLAND	CA	94606	DBE
EAGLE ENGINEERING AND CONSTRUCTION, INC	1175 PALOMAR DRIVE	REDWOOD CITY	CA	94062	DBE
EMPIRE ENGINEERING & CONSTRUCTION, INC.	180 MENDELL STREET	SAN FRANCISCO	CA	94124	DBE
EXARO TECHNOLOGIES CORPORATION	1831 BAYSHORE HWY	BURLINGAME	CA	94010	DBE
EXCAVATORS, INC	336 GLEN EAGLE CT	VACAVILLE	CA	95688	SWBE
GEMS ENVIRONMENTAL MANAGEMENT SERVICES, INC	1120 WILLOW PASS COURT	CONCORD	CA	94520	SMBE
HILLSIDE DRILLING, INC.	539 S. 11TH STREET	RICHMOND	CA	94804	DBE
HYDROCONSULT ENGINEERS, INC.	45 POLK STREET, 3RD FLOOR	SAN FRANCISCO	CA	94102	DBE
J. A. GONSALVES & SON CONSTRUCTION, INC.	1100 SOSCOL FERRY ROAD #2	NAPA	CA	94558	SMBE
J.J.R. CONSTRUCTION	1120 NINTH AVENUE	SAN MATEO	CA	94402	DBE
LAWRENCE FORD CONSTRUCTION, INC	2565 EL PORTAL DRIVE, UNIT A	SAN PABLO	CA	94806	DBE
MISSION CONSTRUCTORS, INC.	2177 JERROLD AVE., #201	SAN FRANCISCO	CA	94124	DBE
NTK CONSTRUCTION INC	501 CESAR CHAVEZ STREET, SUITE 123	SAN FRANCISCO	CA	94124	DBE
OLIVER TRANSBAY CONSTRUCTION INC	1485 BAYSHORE BOULEVARD SUITE B145-421	SAN FRANCISCO	CA	94124	DBE
PARI & GERSHON INCORPORATED	2053 LINCOLN AVE, STE A	SAN JOSE	CA	95125	SWBE
PHOENIX ELECTRIC COMPANY	1350 VAN DYKE AVENUE	SAN FRANCISCO	CA	94124	DBE
PSM ASSOCIATES	1326 Howard Ave.	SAN CARLOS	CA	94070	SBE
QUIMU CONTRACTING, INC.	695 PRIDDY DRIVE	DIXON	CA	95620	SMBE
REFLEX ENGINEERING INC	1308 ROLLINS ROAD	BURLINGAME	CA	94010	DBE
RELIANCE ENGINEERING INC	PIER 96 ADMIN BLDG	SAN FRANCISCO	CA	94124	DBE
ROADWAY CONSTRUCTION INC	ONE MARKET PLAZA SPEAR TOWER	SAN FRANCISCO	CA	94105	DBE
SCHOTKA CONSTRUCTION INC	5555 NAPA VALLEJO HWY	AMERICAN CANYON	CA	94503	DBE
SUAREZ & MUNOZ CONSTRUCTION, INC.	20975 CABOT BLVD.	HAYWARD	CA	94545	DBE
SUMMIT ASSOCIATES	2300 CLAYTON ROAD, SUITE 1380	CONCORD	CA	94520	DBE
SUNRISE PACIFIC, INC. DBA WU ENGINEERING	P.O. BOX 6168	MORAGA	CA	94556	DBE
THE THIER GROUP	3749 BUCHANNAN ST., #475266	SAN FRANCISCO	CA	94107	DBE
VALENTINE CORPORATION	111 PELICAN WAY	SAN RAFAEL	CA	94901	SBE