

REAUTHORIZATION OF THE SMALL BUSINESS ENTERPRISE PROGRAM (SBE)

December 7, 2022



Overview

- The Fulton County SBE Program is set forth in Division 10 of the Fulton County Code of Ordinances.
- The SBE Program sunsets on December 31, 2022.
- Purchasing Code Section 102-449.14, states there should be a periodic review and analysis of the small business program to determine if adjustments need to be made prior to its sunset within five years.
- On June 6, 2022, the Board of Commissioners approved agenda item 22-0435 with Keen Independent Research, LLC to assist the County in performing an evaluation of the current SBE Program.



County Business Assistance Programs

- Minority Business Enterprise (MBE) Program as part of Non-Discrimination in Purchasing and Contracting;
- Female Business Enterprise (FBE) Program as part of Non-Discrimination in Purchasing and Contracting;
- Small Business Enterprise (SBE) Program;
- Small Business Reserve Program;
- Disadvantaged Business Enterprise (DBE) Program;
- Disadvantaged Business Enterprise (DBE) Program with Small Business Participation Plan;
- Services Disabled Veterans Enterprise (SDVBE) Program



Small Business Participation

- Keen examined businesses receiving County prime contracts and subcontracts for the study period of January 2017 through June 2022 for those firms classified as “small businesses” (U.S. Small Business Administration (SBA) revenue or number of employees).
- About 50 percent of the County contract dollars examined went to small businesses.
- Small businesses obtained about 43 percent of County prime contract dollars.
- Small businesses obtained about 75 percent of subcontract dollars.



Small Business Participation

Percentage of County total contract dollars that went to SBEs:

All contracts	49.6%
Prime contracts	42.9%
Subcontracts	75.4%



Recommendations

- Keen recommends that the County reauthorizes the SBE Program.
- Keen recommended certain adjustments to the SBE Ordinance, Division 10. Those changes are presented in the Exhibit attached to the agenda item.
- The need for the program continues in order for the County to continue to proactively encourage small business to seek bid opportunities as either a prime contractor or subcontractor and the Department's mandate to promote economic welfare, and to provide full and equal business opportunities for all persons seeking do business with the County.
- Race and gender-neutral remedies such as the SBE Program are a component of the County's operation of the Federal DBE Program, including USDOT funded contracts for the Airport.





QUESTIONS