MARYAM GHYABI
Ghyabi & Associates
CEO

INTRODUCTION

MARYAM GHYABI
B.S. & M.S. Civil Engineering, University of Central Florida
Specialty in Transportation Planning

GHYABI & ASSOCIATES

- Offices in Jacksonville, Ormond Beach and Orlando
- 18 Years in Business
- Firm Capabilities
  - Highway Engineering
  - Traffic Engineering
  - Transportation Planning
Thank FDOT for working with us
  • We appreciate FDOT for working with us to develop initiatives in support of small business and job creation in the State of Florida

Today’s Challenges that Small Businesses are facing:
  • Simply lack of Work
  • Perception vs. Reality
  • Lack of Resources to have a Bigger Presence

Summary of Progress to Date
INTRODUCTION

SCOT LEFTWICH

Ph.D. in Civil Engineering
Specialty in Modeling and Simulation

LEFTWICH CONSULTING ENGINEERS

- Founded in 1986
- 6 Employees
- Firm Capabilities
  - Modeling & Simulation
  - Traffic Engineering
  - Transportation Planning
- Challenges Facing LCE
INTRODUCTION

NINA SICKLER

B.CE and Doctoral Studies, Civil/Structural Engineering
Georgia Institute of Technology
Served as V.P. of 10,000+ employee firm prior to starting Landmark

LANDMARK ENGINEERING

» Founded in 2006
» 11 Employees
» Prequalified in Highway and Bridge Design
» First-hand understanding of benefits and challenges of both large and small firms
FDOT Small Business by the Numbers

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<thead>
<tr>
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<th>Small Businesses</th>
<th>Non-Small Businesses</th>
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<tbody>
<tr>
<td>% of FDOT Prequalified Firms</td>
<td>74.3%</td>
<td>25.7%</td>
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<tr>
<td>% of Contracts Awarded In The Past 5 Years</td>
<td>19.3%</td>
<td>80.7%</td>
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<tr>
<td>% of Prime Dollars Awarded In The Past 5 Years</td>
<td>11.5%</td>
<td>88.5%</td>
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When looking at number of contracts and total value of contracts:

- Small Businesses comprise 74% of FDOT prequalified firms, but were awarded less than 20% of FDOT Contracts
- Small Businesses received only 11.5% of the FDOT Dollars awarded
- Small Businesses received an average of less than $550K in Prime contract awards per firm, while Non-Small Businesses received over $12 million per firm, which is 22 times more per firm than Small Businesses
When looking at employment of Florida residents:

- Florida Residents comprise over 94% of the staff at FDOT Prequalified Small Businesses, while the staff of Non-Small Businesses consist of approximately 7% Florida Residents.

- Based on total contract value awarded, Small Businesses received $51,200 per Florida employee over the past 5 years compared to $115,380 per Florida employee for Non-Small Businesses.

- Small Businesses received 44 cents per Florida Employee for every one dollar received by Non-Small Businesses.

- The discrepancy in dollars to Small Businesses has a direct negative impact on small businesses’ ability to maintain employment of Florida Residents.

- Contract dollars to non-Florida businesses results in significant loss of tax revenue to the State of Florida.
SUMMARY & CLOSING

- Summary
- Next Steps
- Closing
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