

SMALL BUSINESS INITIATIVES

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

KEY ISSUES

- ▶ 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

SCOT LEFTWICH, PE, Ph.D.

Leftwich Consulting Engineers

President

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

Nina Sickler, PE

Landmark Engineering Inc.

President

INTRODUCTION

**NINA
SICKLER**

B.CE and Doctoral Studies, Civil/Structural Engineering
Georgia Institute of Technology

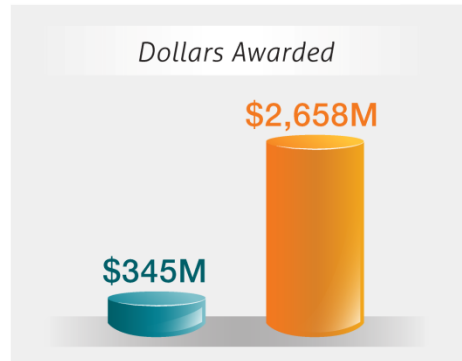
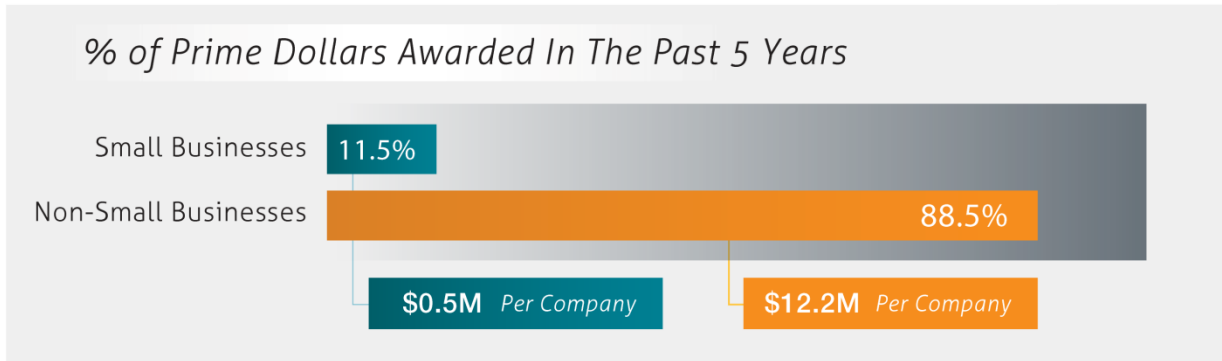
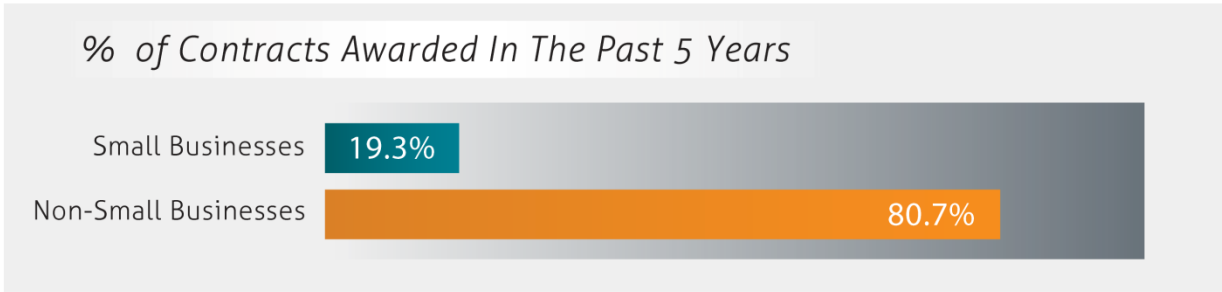
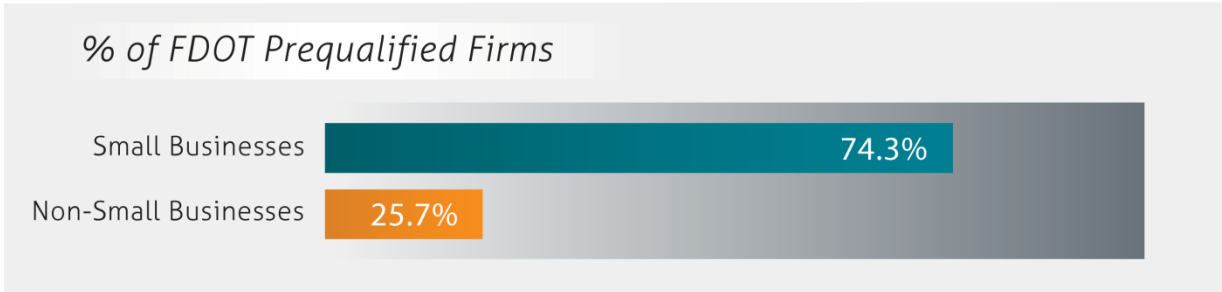
Served as V.P. of 10,000+ employee firm prior to
starting Landmark

**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

50 or Fewer Employees **Small Business** **Non-Small Business** 51 or More Employees



When looking at number of contracts and total value of contracts:

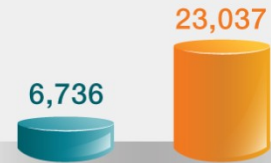
- ▶ Small Businesses comprise 74% of FDOT prequalified firms, but were awarded less than 20% of FDOT Contracts
- ▶ Small Businesses received only 11.5% of the FDOT Dollars awarded
- ▶ Small Businesses received an average of less than \$550K in Prime contract awards per firm, while Non-Small Businesses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

FDOT Small Businesses and Florida Employment

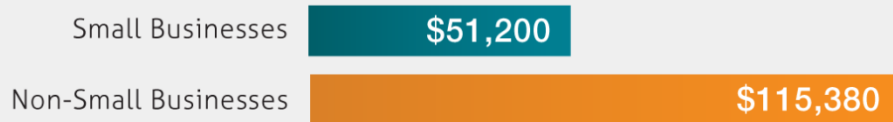
% of Total Employees Located In Florida



Number of Florida Residents Employed



Prime Dollars Awarded per Florida Employee In The Past 5 Years



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

SMALL BUSINESS INITIATIVES

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Ms. Nina Sickler nsickler@landmarkengineer.com