

FY 2025 – FY 2027

**DISADVANTAGED BUSINESS ENTERPRISE GOAL METHODOLOGY
FOR**



FLORENCE, SOUTH CAROLINA

FEBRUARY 2025



Prepared by Ken Weeden & Associates, Inc.

METHODOLOGY for Establishing the FY 2025 – FY 2027 Overall Disadvantaged Business Enterprise (DBE) Goal for:

*Florence Regional Airport
Florence, SC*

In fulfillment of the requirements of 49 CFR Part 26, the Florence Regional Airport (hereafter ‘the Airport’) has developed a proposed Overall Goal for FY 2025-2027 FAA-AIP projects for the Airport. The methodology used in establishing this goal is described herein.

General Information:

Airport Sponsor: **Pee Dee Regional Airport District**

Airport: **Florence Regional Airport**

DBELO: **Brad Beadles**

Executive Director

Florence Regional Airport

2100 Terminal Dr.

Florence, SC 29506

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I. Detailed Methodology: Specific Steps

A. Amount of Goal

The Airport’s overall goal for FY 2025-2027 is **11.2%** of the Federal financial assistance it will expend in USDOT-assisted contracts.

Given the amount of USDOT-assisted contracts that the Airport expects to let from FY 2025-2027, which is approximately **\$4,826,348** this means that the Airport has set a goal of expending approximately **\$542,092** with DBEs during this period.

B. Determination of the Market Area of the study

The normal market area was based on discussions with the Airport staff and an assessment of bidders from similar recent projects. Specifically, the market area is based on where the substantial majority of bidders, both successful and unsuccessful are located and where the substantial majority of funding was spent as illustrated in **Table 1** below:

**Table 1: Florence Regional Airport
Market Area**

County	Bidders	Percent of bidders	Dollars	Percent of dollars
Charleston	1	33.3%	\$1,704,868	26%
Florence	1	33.3%	\$891,505	14%
Horry	1	33.3%	\$3,951,780	60%
Market Area	3	100.0	\$6,548,153	100.0%
Other	0	0%	\$0	0%
Total	3	100.0%	\$6,548,153	100.0%

Source: Florence Regional Airport

C. Determination of relevant NAICS codes

Based on information provided by the Airport concerning the proposed projects for this fiscal year, a list of NAICS codes corresponding to these projects was developed and is shown below:

**Table 2: Florence Regional Airport
FY 2025 - FY 2027 Projects & Activities**

FY 2025 Projects		
Project	Activity	NAICS
Rehabilitate Runway 9/27 (Construction)	Highway & Street	237310
	Electrical Contractors	238210
	Site Prep	238910
	Engineering	541330
	Geotechnical Testing	541380
	Landscaping	561730
FY 2026 Projects		
Project	Activity	NAICS
Rehabilitate Taxiways A (Construction)	Highway & Street	237310
	Electrical Contractors	238210
	Site Prep	238910
	Engineering	541330
	Geotechnical Testing	541380
	Landscaping	561730
FY 2027 Projects		
No projects at this time.		

SOURCE: Florence Regional Airport

D. Determination of Relative Availability of DBEs in Market Area, Compared to all Firms

Table 3a: DBES— Rehabilitate Runway 9/27 (Construction)

Activity	NAICS CODES	DBE Firms	All Firms	% of DBE Firms Available	NAICS Dollars	DBE Dollars
Highway & Street	237310	7	35	20.0%	\$1,954,272	\$390,854
Electrical Contractors	238210	3	208	1.4%	\$46,256	\$648
Site Prep	238910	8	101	7.9%	\$193,755	\$15,307
Engineering	541330	2	218	0.9%	\$325,722	\$2,931
Geotechnical Testing	541380	1	16	6.3%	\$233,210	\$14,692
Landscaping	561730	9	417	2.2%	\$45,331	\$997
Total					\$2,798,546	\$425,429
Weighted Step 1 Goal =						15.2%

SOURCES:

1. 2022 County Business Patterns, U.S. Census Bureau.
2. South Carolina UCP DBE Directory, December 2024.

Table 3b: DBES—Rehabilitate Taxiway A (Construction)

Activity	NAICS CODES	DBE Firms	All Firms	% of DBE Firms Available	NAICS Dollars	DBE Dollars
Highway & Street	237310	7	35	20.0%	\$1,954,272	\$390,854
Electrical Contractors	238210	3	208	1.4%	\$46,256	\$648
Site Prep	238910	8	101	7.9%	\$193,755	\$15,307
Engineering	541330	2	218	0.9%	\$325,722	\$2,931
Geotechnical Testing	541380	1	16	6.3%	\$233,210	\$14,692
Landscaping	561730	9	417	2.2%	\$45,331	\$997
Total					\$2,027,802	\$289,804
Weighted Step 1 Goal =						14.3%

SOURCES:

1. 2022 County Business Patterns, U.S. Census Bureau.
2. South Carolina UCP DBE Directory, December 2024.

NOTE: The County Business Patterns data were used as the source to determine the denominator, or the number of all firms in the market area. The DBE directories listed above were used to determine the numerator, or the number of DBE firms in the market area.

E. Determination of the “Weighted” DBE Base Figure

The Step 1 DBE Base Figure for each fiscal year was derived by using a weighting process by which the percentage of dollars spent on various activities (represented by NAICS codes) were multiplied by the percentage of relevant DBE firms to all relevant firms as indicated in Table 3 above.

The Step 1 DBE Base Figures for the Airport are as follows:

Rehabilitate Runway 9/27 (Construction)	15.2%
Rehabilitate Taxiway A (Construction)	14.3%

II. Adjustments to the DBE Base Figure

After the DBE Base Figure has been developed, the regulations (49 CFR Part 26) require that:

“...additional evidence in the sponsor’s jurisdiction be considered to determine what adjustment, if any, is needed to the base figure in order to arrive at your overall goal” (26:45(d)).

A. Adjustment Factors to Consider

The regulations further state that there are several types of evidence that must be considered when adjusting the base figure. These include:

“(i) The current capacity of DBEs to perform work in your USDOT-assisted contracting program, as measured by the volume of work DBEs have performed in recent years.

The historical overall DBE goals accomplished at the Airport in recent years were examined relative to the above consideration. Notice the annual DBE percent accomplishment indicated in Table 4 below:

**Table 4: Florence Regional Airport
DBE Accomplishment**

Report Period	Approved DBE Goal	Total DBE Percent Achieved	Achieved Over/Under
FY 2018	12.6%	14.6%	2.0%
FY 2019	6.4%	14.7%	8.3%
FY 2020	13.4%	3.0%	-10.4%
FY 2021	0.0%	0.6%	0.6%
FY 2022	0.0%	0.6%	0.6%
FY 2023	12.1%	12.2%	0.1%
MEDIAN	9.3%	7.6%	0.6%

SOURCE: FAA Civil Rights Connect

The median DBE accomplishment for the periods as shown above for the Airport is 7.6%.

B. Consultations

The Airport held a stakeholder meeting on February 18, 2025. The purpose of the meeting was to solicit information from interested stakeholders about the draft goal, as well as the availability of potential DBEs at the Airport, the effects of discrimination on opportunities for DBEs, and the Airport’s effort to increase DBE participation. Please see Appendix B for the attendee list and consultation comments.

C. Adjustment to Step 1 DBE Base Figures: Florence Regional Airport, FY 2025-FY 2027

With the adjustment factors considered to this point, the Airport will adjust the Step 1 base figures as calculated above by adding the annual accomplishment factor derived in Table 4 above (7.6%) to the base figures, averaging the total for an adjusted DBE goal.

**Table 5: Florence Regional Airport
FY 2022 – FY 2024 Overall Goal**

Fiscal Year	Project	Step1	Step 2	Overall Goal	Total project costs	DBE Goal (dollars)
2025	Rehabilitate Runway 9/27 (Construction)	15.2%	7.6%	11.4%	\$2,798,546	\$319,034
FY 2025 Total				11.4%	\$2,798,546	\$319,034
2026	Rehabilitate Taxiway A (Construction)	14.3%	7.6%	11.0%	\$2,027,802	\$223,058
FY 2026 Total				11.0%	\$2,027,802	\$223,058
2027	No projects at this time			N/A	N/A	N/A
FY 2024 Total				N/A	N/A	N/A
FY 2025 - FY 2027 Overall Goal				11.2%	\$4,826,348	\$542,092

The total DBE goal in dollars was divided by the total project costs to derive the overall DBE goal of 11.2% for FY 2025 - FY 2027.

III. Process

The Airport will normally submit its overall goal to the FAA on August 1 of each goal year.

Before establishing the overall goal this year, the Airport consulted with minority, women's and general contractor groups, community organizations, and other officials or organizations to obtain information concerning the availability of disadvantaged and non-disadvantaged businesses, the effects of discrimination on opportunities for DBEs, and the Airport's efforts to establish a level playing field for the participation of DBEs.

Following this consultation, the Airport published a notice of the proposed overall goal, informing the public that the proposed goal and its rationale were available for review and comment during normal business hours at the Airport's administrative office for 30 days following the date of the notice. The notice was published on the Airport's website. The notice included addresses (including offices) to which comments could be sent and addresses where the proposal could be reviewed. This process was used to establish the goals for FY 2025 to FY 2027.

The Airport's overall goal submission to the FAA will include a summary of information and comments received during this public participation process and our responses.

The Airport will begin using the overall goal on October 1 of each goal year, unless the Airport has received other instructions from DOT/FAA (or, if the goal is established on a

project basis) by the time of the first solicitation for a DOT/FAA-assisted contract for the projects.

IV. Breakout of Estimated Race-Conscious/Race-Neutral Participation

The Airport will meet the maximum feasible portion of its overall goal by using race-neutral means of facilitating DBE participation. The Airport will use a combination of the following race-neutral means to increase DBE participation:

1. *Arranging solicitations, times for the presentation of bids, quantities, specifications, and delivery schedules in ways that facilitate DBE, and other small businesses participation (e.g., unbundling large contracts to make them more accessible to small businesses, encouraging prime contractors to subcontract portions of work that they might otherwise perform with their own forces);*
2. *Disseminating information communications on contracting procedures and specific contract opportunities (e.g., ensuring the inclusion of DBEs, and other small businesses, on recipient mailing lists for bidders, ensuring the dissemination to bidders on prime contracts of lists of potential subcontractors).*

The Airport proposes a race-conscious goal of **10.6%** and a race-neutral goal of **0.6%**, for a total of **11.2%**. The reason for this breakout is that the projects from previous years show that the median amount by which the past DBE goals were over-achieved is **0.6%** (see **Table 4**).

The Airport will adjust the estimated breakout of race-neutral and race-conscious participation as needed to reflect actual DBE participation (26.51(f)) and it will track and report race-neutral and race-conscious participation separately. For reporting purposes, race-neutral DBE participation includes, but is not necessarily limited to, the following: DBE participation through a prime contract a DBE obtains through customary competitive procurement procedures; DBE participation through a subcontract on a prime contract that does not carry a DBE goal; DBE participation on a prime contract exceeding a contract goal; and DBE participation through a subcontract from a prime contractor that did not consider a firm's DBE status in making the award.

VI. Contract Goals

The Airport will use contract goals to meet any portion of the overall goal that the Airport does not project being able to meet using race-neutral means. Contract goals are established so that, over the period to which the overall goal applies, they will cumulatively result in meeting any portion of the overall goal that is not projected to be met through the use of race-neutral means.

The Airport will establish contract goals only on those DOT-assisted contracts that have subcontracting possibilities. The Airport does not need to establish a contract goal on every such contract, and the size of contract goals will be adapted to the circumstances of each such contract (e.g., type and location of work, availability of DBEs to perform the particular type of work).

The Airport will express its contract goals as a percentage of the Federal share of a DOT-assisted contract.

Appendix A: Resource Listing

A. Resource Documents:

1. South Carolina UCP DBE Directory
2. 2022 County Business Patterns, Census Bureau
3. Uniform Report of DBE Commitments/Awards and Payments

Appendix B: Florence Regional Airport – Web conference – February 18, 2025

Summary of Meeting: Wilfred Nixon, of Ken Weeden & Associates, gave a PowerPoint presentation that covered and explained the following:

- Background, purpose, and goal requirements of the FAA-DBE program.
- Overview of the DBE goal methodology and basic requirements, such as use of most refined data, identification of a normal market area, and employment of a two-step process in establishing the overall 3-year DBE goals.
- Calculation of the base-figure goal (step 1), and adjusted goal (step 2), through “weighting” and consideration of indicators of “capacity”.

**Stakeholder Meeting
Attendee List**

Name	Company/Organization
Brad Beadles	Florence Regional Airport
Judy Elder	Talbert, Bright and Ellington
Keena Edwards	Keena Edwards Group
Larry Dobson	Carolina Splicing
Wilfred Nixon	Ken Weeden & Associates
Jeremy Weeden	Ken Weeden & Associates

Questions/Comments

There were no questions or comments.

Please join us...

Florence Regional Airport



Disadvantaged Business Enterprise 3-Year Goal Consultation Meeting

When: Tuesday, February 18, 2025

Time: 11:00 a.m. EST

In compliance with the Federal Regulations, 49 CFR Part 26, the Florence Regional Airport is in the process of developing its FY 2025 – FY 2027 Disadvantaged Business Enterprise (DBE) program goal update.

We are soliciting input and feedback from representatives of minority and women-owned businesses to assist the Commission in the establishment of its DBE goals. We invite you to participate in a meeting to discuss the proposed goals, as well as the availability of potential DBEs at the Florence Regional Airport, opportunities for DBEs, and the Airport's effort to increase DBE participation.

We sincerely hope that you or your representative will attend this meeting to assist the Airport in our ongoing efforts to implement an effective DBE program.

For questions or additional information, please contact Danielle Andrews at (910) 762-6297, or danielle-andrews@kwaplanning.com

We will be using **GoToWebinar**. You can join our session by using a Mac, PC or a mobile device.

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