



Glosten

PROJECT MEMORANDUM

TRV DBE Project Goal Recommendation

31 January 2025

TO: Jerry Mastin, PE, Alaska Marine Highway System (AMHS)
FROM: Matt Miller, PE, and Susan FitzGerald
JOB NO. 24145.01, Rev. -

References

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Introduction

The Alaska Marine Highway System (AMHS), is planning to acquire a new ferry, partially funded by the Federal Transit Administration (FTA). The new ferry, referred to as the Tustumena Replacement Vessel (TRV) is designed with a diesel-electric propulsion system and the following characteristics:

- Vessel Type:.....Roll-On/Roll-Off Passenger Vessel (ROPAX)
- Service Type:Domestic/International
- Service Route Type:.....Oceans (No more than 50 nm from shore)
- Range/Endurance:4,000 nm (20 days)
- Hull & Superstructure Material:Steel
- Length Overall:330'-0"
- Length at Waterline:329'-0"
- Maximum Beam:74'-10"
- Draft:15'-10"
- Air Draft:.....90'-0"
- Lightship Displacement:4,188 LT

The exact amount of FTA funds available for this project is not yet known, but is estimated at \$310,000,000 for the purposes of this memo.

New ferry construction projects fall under FTA’s transit vehicle manufacturer (TVM) requirements, which limit bidders to FTA-certified TVMs. A TVM is any manufacturer whose primary business purpose is to manufacture vehicles built for mass transportation. Because no

shipyards are registered as TVMs¹, AMHS is requesting FTA approval to establish a project-specific DBE goal for the shipyard construction portion of this project in lieu of limiting proposers to certified TVMs.

This memo addresses the requirements outlined in 49 CFR §26.45 for a grantee to establish a DBE project goal and summarizes findings and conclusions.

Approach

There are eight requirements that must be met to establish the appropriate percentage of DBE participation. These are:

1. Develop a detailed list of contracting and subcontracting opportunities.
2. Identify the geographic market area.
3. Develop the Step One base figure.
4. Define the sources used to establish the goal.
5. Step Two adjustment.
6. Include a race-conscious / race-neutral breakdown.
7. Provide for meaningful consultation.
8. Provide proof of publication.

Requirement 1: Develop a Detailed List of Contracting and Subcontracting Opportunities

There are no DBE prime contractors for ferry construction within the geographic market area for this project (defined in Requirement 2). We therefore considered all available subcontracting opportunities, including opportunities for constructing components and subcomponents, for the construction of the proposed ferry.

Relevant NAICS Codes

A detailed list of contracting and subcontracting opportunities for DBE subcontractors was created using the appropriate North American Industry Classification System (NAICS) codes. In an effort to avoid being overly broad, 32 specific NAICS codes were identified as most likely to provide opportunities for DBEs for this project. These codes were identified based on previous DBE goal efforts (References 1 and 2), and a search for additional relevant NAICS codes using the terms “marine,” “ship,” and “vessel.”

Opportunities for larger component and subcomponent subcontracts are included in the selected NAICS codes. Examples include marine components, such as ladders and railings (332996). Other contracting opportunities include electrical engineering and marine engineering (541330). The selected NAICS codes are listed along with their relevant service categories in Table 1.

¹ <https://www.transit.dot.gov/regulations-and-guidance/civil-rights-ada/eligible-transit-vehicle-manufacturers>

Table 1 Relevant NAICS codes

NAICS Code	2022 NAICS Definition	Relevant Service Categories
237990	Other Heavy and Civil Engineering Construction	Marine Construction, Dredging
238210	Electrical Contractors and Other Wiring Installation Contractors	Installation of lighting systems, audio-visual equipment, communication equipment (including public address systems), computer and network cable, electronic control systems, etc. installation
238220	Plumbing, Heating, and Air-Conditioning Contractors	Heating, ventilation and air-conditioning (HVAC) contractors and fire sprinkler system installation contractors
238310	Drywall and Insulation Contractors	Acoustical ceiling tile and panel installation, acoustical foam (i.e., sound barrier) installation, soundproofing contractors, mineral wool insulation installation
238320	Painting and Wall Covering Contractors	Ship Painting Contractors
238330	Flooring Contractors	Resilient floor tile or sheet (e.g., linoleum, rubber, vinyl), installation contractors
238350	Finish Carpentry Contractors	Ship joinery contractors
325510	Paint and Coating Manufacturing	Marine paints manufacturing
331420	Copper Rolling, Drawing, Extruding, and Alloying	Shipboard Cable
331529	Other Nonferrous Metal Foundries (except Die-Casting)	Ship Propellers
332410	Power Boiler and Heat Exchanger Manufacturing	Marine power boilers
332510	Hardware Manufacturing	Metal marine hardware manufacturing
332996	Fabricated Pipe and Pipe Fitting Manufacturing	Fabricated pipe, pipe bends, pipe fittings, and manifolds made from purchased pipe (including ladders and railings)
332999	All Other Miscellaneous Fabricated Metal Product Manufacturing	Marine horns, ship propellers, and outfitting fixtures
333618	Other Engine Equipment Manufacturing	Marine Engines Manufacturing
334220	Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing	GPS, satellite, and marine radio communications equipment
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	Fathometer, gyrocompass, radar systems, navigational instruments, etc. manufacturing
334513	Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables	Boiler controls, industrial, power, and marine-type, manufacturing

NAICS Code	2022 NAICS Definition	Relevant Service Categories
335313	Switchgear and Switchboard Apparatus Manufacturing	Electrical system components
335314	Relay and Industrial Control Manufacturing	Marine and navy auxiliary controls manufacturing
335910	Battery Manufacturing	Marine storage batteries and lithium batteries manufacturing
336320	Motor Vehicle Electrical and Electronic Equipment Manufacturing	Boat and ship lighting fixtures manufacturing
336360	Motor Vehicle Seating and Interior Trim Manufacturing	Seats for public conveyances, manufacturing
336611	Ship Building and Repairing	Ferryboat and passenger ship building
337127	Institutional Furniture Manufacturing	Ship furniture manufacturing
423510	Metal Service Centers and Other Metal Merchant Wholesalers	Metal pipe, metal products, wire rope, foundry products, steel, etc. merchant wholesalers
423860	Transportation Equipment and Supplies (except Motor Vehicle) Merchant Wholesalers	Marine engines and turbines wholesalers and ships merchant wholesalers
488330	Navigational Services to Shipping	Harbor Tugboat Services
532411	Commercial Air, Rail, and Water Transportation Equipment Rental and Leasing	Towing, small boats, mooring lines
532490	Other Commercial and Industrial Machinery and Equipment Rental and Leasing	Scaffolding, auxiliary machinery, safety equipment, etc.
541330	Engineering Services	Marine engineering and maritime technology services
561320	Temporary Help Services	Labor Contractors

Requirement 2: Identify the Geographic Market Area

The geographic market area for this project is based on locations of shipyards that are likely to bid on the proposed ferry construction. There are no shipyards in Alaska with the capacity to build a ferry the size of the TRV, therefore Alaska is not in the geographic market area for this project. The six states with qualified shipyards evaluated as candidates are Florida, Louisiana, Mississippi, Oregon, Pennsylvania, and Wisconsin (Table 2).

Table 2 Candidate shipyards that define the project market area.

Company	Shipyards	City, State
Bollinger Shipyards	Bollinger Mississippi Shipbuilding	Pascagoula, MS
	Bollinger Lockport New Construction	Lockport, LA
	Bollinger Marine Fabricators	Amelia, LA

Company	Shipyard	City, State
Eastern Shipbuilding Group	Allanton Road Shipyard	Panama City, FL
Fincantieri Marine Group	Fincantieri Marinette Marine (FMM)	Marinette, WI
	Fincantieri Bay Shipbuilding	Sturgeon Bay, WI
Gunderson Marine LLC	Gunderson Marine & Iron	Portland, OR
Philly Shipyard ASA	Philly Shipyard	Philadelphia, PA
Thoma-Sea Marine Constructors, LLC	Thoma-Sea Houma	Houma, LA
	Thoma-Sea Lockport	Lockport, LA

DBE firms registered in these six states were included in the analysis.

Requirement 3: Develop the Step One Base Figure

Relative DBE Availability

Developing the Step One base figure involves calculating the relative availability of DBEs for each NAICS code. The relative availability of DBE firms was derived by dividing the number of ready, willing, and able DBEs in a particular NAICS code by the number of all ready, willing, and able firms (DBEs and non-DBEs) in that NAICS code.

$$\text{Relative availability for each NAICS code} = \frac{\text{Ready, willing, and able DBEs}}{\text{All ready, willing, and able firms (including DBEs and non-DBEs)}}$$

The number of DBE contractors in each of the six states of interest was obtained from the states’ certified DBE databases. The number of all available contractors in each of the six states of interest was obtained from the US Census Bureau’s County Business Pattern (CBP) Database (Reference 3) per 49 CFR Part 26.45(c)(1). The CBP data are anonymous. It is assumed that the CBP Database includes DBEs and non-DBEs.

The resulting Step One base figures for each of the 32 NAICS codes of interest for each state are presented in Appendix A. In two instances, for NAICS code 237990 for Pennsylvania, and for NAICS code 337127 for Louisiana, there are apparent discrepancies between the CBP database and the state DBE database, resulting in a higher number of DBE firms than the number of all firms provided by the CBP data. This is likely caused by differences in the dates of the datasets; the CBP data are from 2022, and the DBE data are from September (Louisiana) and November (Pennsylvania) 2024. In these two cases, the relative availability of DBE firms was manually adjusted to 100% (Appendix A).

A summary of total values and the overall base figure are presented in Table 3.

Table 3 State and overall totals for relative availability of DBE firms

State	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)
FL	37,863	1,211	3.20%
LA	5,956	516	8.66%
MS	2,415	212	8.78%

State	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)
OR	6,673	233	3.49%
PA	15,366	1,153	7.50%
WI	8,347	300	3.59%
Overall Totals	61,254	2,472	4.73%

The relative availability of DBE firms in the market area is 4.73% but varies by state; the median value is 5.55%. The actual location of the TRV construction work has yet to be determined and will be a key factor in establishing the pool of available DBE firms.

Weighting

Weighting is not required by the CFR but can improve the accuracy of the Step One base figure (Reference 4). Table 4 presents the weighted base figures for the vessel construction work scopes represented by the 32 industry codes. Weighting represents the approximate percentage of FTA funding anticipated to be spent on each work scope, which is how DBE utilization will be measured during the project, i.e., based on actual dollars paid to DBEs. DBE availability values provided in Table 4 represent the total number of DBE firms divided by the total number of all firms (summed across all six states) for each industry code (see Appendix A).

Note that there are no DBE companies able to serve as the prime contractor for this project, therefore the DBE work scopes will be subcontracted work. As shown, the weighted base figure is 3.43%.

Also, two major components, the vessel's electrical power and propulsion systems and its vehicle elevator system, may be purchased by AMHS and provided to the shipyard contractor as owner-furnished equipment (OFE).

Table 4 Weighted base figure

NAICS Code	NAICS Description and Associated Contracts	Distribution of FTA Funding	Percent of FTA Funding	DBE Availability	Weighted Base Figure
237990	Other Heavy and Civil Engineering Construction	\$ 3,100,000	1.00%	36.31%	0.36%
238210	Electrical Contractors and Other Wiring Installation Contractors	\$ 16,275,000	5.25%	3.04%	0.16%
238220	Plumbing, Heating, and Air-Conditioning Contractors	\$ 35,650,000	11.50%	1.07%	0.12%
238310	Drywall and Insulation Contractors	\$ 4,030,000	1.30%	7.61%	0.10%
238320	Painting and Wall Covering Contractors	\$ 7,750,000	2.50%	5.04%	0.13%
238330	Flooring Contractors	\$ 3,875,000	1.25%	4.37%	0.05%
238350	Finish Carpentry Contractors	\$ 8,525,000	2.75%	2.41%	0.07%

NAICS Code	NAICS Description and Associated Contracts	Distribution of FTA Funding	Percent of FTA Funding	DBE Availability	Weighted Base Figure
325510	Paint and Coating Manufacturing	\$ 3,875,000	1.25%	5.21%	0.07%
331420	Copper Rolling, Drawing, Extruding, and Alloying	\$ 6,200,000	2.00%	0.00%	0.00%
331529	Other Nonferrous Metal Foundries (except Die-Casting)	\$ 2,325,000	0.75%	1.89%	0.01%
332410	Power Boiler and Heat Exchanger Manufacturing	\$ 6,200,000	2.00%	0.00%	0.00%
332510	Hardware Manufacturing	\$ 775,000	0.25%	3.61%	0.01%
332996	Fabricated Pipe and Pipe Fitting Manufacturing	\$ 12,400,000	4.00%	9.09%	0.36%
332999	All Other Miscellaneous Fabricated Metal Product Manufacturing	\$ 2,325,000	0.75%	4.72%	0.04%
333618	Other Engine Equipment Manufacturing	\$ 1,550,000	0.50%	0.00%	0.00%
334220	Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing	\$ 3,100,000	1.00%	8.51%	0.09%
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	\$ 3,100,000	1.00%	2.41%	0.02%
334513	Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables	\$ 775,000	0.25%	3.85%	0.01%
335313	Switchgear and Switchboard Apparatus Manufacturing	\$ 6,200,000	2.00%	12.16%	0.24%
335314	Relay and Industrial Control Manufacturing	\$ 930,000	0.30%	4.72%	0.01%
335910	Battery Manufacturing	\$ 3,100,000	1.00%	0.00%	0.00%
336320	Motor Vehicle Electrical and Electronic Equipment Manufacturing	\$ 2,325,000	0.75%	10.53%	0.08%
336360	Motor Vehicle Seating and Interior Trim Manufacturing	\$ 8,525,000	2.75%	5.26%	0.14%
336611	Ship Building and Repairing	\$108,500,000	35.00%	0.00%	0.00%

NAICS Code	NAICS Description and Associated Contracts	Distribution of FTA Funding	Percent of FTA Funding	DBE Availability	Weighted Base Figure
337127	Institutional Furniture Manufacturing	\$ 3,875,000	1.25%	2.11%	0.03%
423510	Metal Service Centers and Other Metal Merchant Wholesalers	\$ 20,150,000	6.50%	8.96%	0.58%
423860	Transportation Equipment and Supplies (except Motor Vehicle) Merchant Wholesalers	\$ 13,950,000	4.50%	6.40%	0.29%
488330	Navigational Services to Shipping	\$ 930,000	0.30%	0.23%	0.00%
532411	Commercial Air, Rail, and Water Transportation Equipment Rental and Leasing	\$ 1,085,000	0.35%	4.11%	0.01%
532490	Other Commercial and Industrial Machinery and Equipment Rental and Leasing	\$ 3,100,000	1.00%	1.80%	0.02%
541330	Engineering Services	\$ 9,300,000	3.00%	11.37%	0.34%
561320	Temporary Help Services	\$ 6,200,000	2.00%	4.13%	0.08%
Estimated Total Federal Funds		\$310,000,000	100%		3.43%

Requirement 4: Sources Used to Establish the DBE Goal

There is no single database that contains the information required to establish the project DBE goal. Information was gathered from seven different databases as shown in Table 5 and in the References section above. The source data are provided separately as Appendix B (.zip file) to this memo.

Table 5 Data sources

Source Name	Website	Note	Appendix B Filename
US Census Bureau’s CBP Database	https://www.census.gov/data/datasets/	2022 dataset (released 27 June 27 2024) Accessed 25 Sept. 2024	cbp22st.zip
Florida DOT Unified Certification Program (UCP) DBE Directory	https://fdotxwp02.dot.state.fl.us/EqualOpportunityOfficeBusinessDirectory/CustomerSearch.aspx	Accessed 28 Sept. 2024	Florida_28Sept2024_ALL_DBE_ACDBE_REPORT.xlsx
Louisiana UCP Directory	http://www8.dotd.louisiana.gov/UCP/UCPSearch.aspx	Accessed 26 and 28 Sept. and 8 Oct. 2024	Louisiana DBE source files (folder name)

Source Name	Website	Note	Appendix B Filename
Mississippi DOT DBE Supportive Services	https://www.msdb.com/	Accessed 25 Sept. 2024	Mississippi DBE Listing_25Sept2024.pdf
Oregon Certification Office for Business Inclusion and Diversity (COBID) Certified Vendor Directory	https://oregon4biz.diversitysoftware.com/FrontEnd/SearchCertifiedDirectory.asp?XID=518&TN=oregon4biz	Accessed 9 Oct. 2024	Oregon Directory_2024-10-09_872.csv
Pennsylvania UCP	https://paucp.dbesystem.com/	Accessed 5 Nov. 2024	PA DBE Directory_ALL_2024-11-05.xls
Wisconsin DOT DBE UCP Directory	https://wisconsin.gov/Pages/doing-bus/civil-rights/dbe/contracting-with-dbe.aspx	6 Sept. 2024 dataset Accessed 26 Sept. 2024	WI_26Sept2024_dbe-ucp-directory.xlsx
Dun and Bradstreet Hoovers database	https://app.hoovers.dnb.com/	Accessed 25 Oct. and 15 Nov. 2024	D&B Hoovers_25Oct2024 Marine Specialists.xlsx D&B Hoovers_15Nov2024 Maritime search results.xlsx

Requirement 5: Step Two Adjustment

The regulations require consideration of all evidence available in a recipient’s jurisdiction to determine whether an adjustment to the Step One base figure is necessary. This includes any data that would help to better measure the percentage of work that DBEs would be likely to obtain in the absence of discrimination (Reference 4).

Marine industry expertise, past DBE participation in other ferry construction projects, and available disparity studies were considered in determining appropriate adjustments to the base figure. No other types of evidence or data relevant to adjusting the base figure were found.

Marine Specialization

The marine industry is highly specialized, and TRV construction must comply with several regulatory agencies, including the United States Coast Guard (USCG) and the America Bureau of Shipping (ABS). One of the most significant factors that will impact the level to which DBEs will be able to participate in some aspects of the TRV construction project is whether they have the required marine experience.

One example of this specialization is demonstrated by marine electrical requirements, which, unlike land-based electrical installations, do not have a “ground” for electrical circuits and require special training and expertise. Another example is the application of marine paint to vessel hulls. Hull paint is chemically designed to discourage marine growth and requires special handling, surface preparation, and application. One final example is shipboard plumbing, which requires specific knowledge as well as piping materials for each application, as standard copper and plastic piping found in homes and buildings are prohibited from most shipboard applications.

Specialized materials require specialized installation and welding knowledge and regulatory agency certifications, which limit subcontractors to those with the required expertise and certifications. Serious contractual and financial problems can arise for all parties, including the Owner, Contractor, and DBE subcontractors, if attempts are made by non-marine subcontractors to complete vessel construction work in which they have insufficient experience.

We believe that adjusting the base figure to more accurately reflect the availability of DBEs with the required marine-specific skills and experience in certain NAICS categories is necessary to identify a reasonable DBE project goal. These categories include:

1. 237990, Other Heavy and Civil Engineering Construction.
2. 238210, Electrical Contractors and Other Wiring Installation Contractors.
3. 238220, Plumbing, Heating, and Air-Conditioning Contractors.
4. 238310, Drywall and Insulation Contractors.
5. 238320, Painting and Wall Covering Contractors.
6. 238330, Flooring Contractors.
7. 488330, Navigational Services to Shipping.
8. 532411, Commercial Air, Rail, and Water Transportation Equipment.
9. 541330, Engineering Services.

An estimate of the number of marine DBEs was obtained by first performing a keyword search in each state’s DBE dataset using the keywords “marine,” “maritime,” “vessel,” or “ship” in the firm’s name, business description, or the NAICS codes. Information regarding these DBE companies was further examined to verify that they work in the marine field and could therefore be considered a marine DBE. This approach is similar to that used by Staten Island Ferry for establishing the DBE project goal for the Ollis Class ferry construction (Reference 1).

Appendix C presents a summary of the DBE companies screened using the keywords search and the resulting determination of their status as a marine DBE.

In an effort to compare the number of identified marine DBEs to the number of all marine firms, the Dun & Bradstreet Hoovers database² was queried for the states in the market area and the nine NAICS codes listed above, plus the search terms “marine,” “maritime,” “vessel,” or “ship”.

An adjusted base figure was established by dividing the number of marine DBEs by the total number of all available marine firms in each state in the project market area for each of the nine NAICS codes listed above (state marine DBEs plus state marine non-DBEs). Marine DBEs not already listed in the Hoovers database were added into the denominator of the adjusted base figure.

$$\text{Step Two adjusted figure} = \frac{\text{Ready, willing, and able marine DBEs}}{\text{All marine firms ready, willing, and able (State marine DBEs + marine non-DBEs)}}$$

² US Census data are anonymous; searches for marine specialty keywords are not possible using these data. Glosten looked into acquiring business listings from states, beginning with the Florida Department of State, Division of Corporations. However, they responded that records filed with their office are not indexed by type of business entity (Reference 5). Therefore, identification of NAICS codes relevant to state business records would not be possible.

These adjusted base figures per NAICS code are shown in Appendix D. The adjusted weighting per FTA funding is shown in Table 6; the adjusted base figure is 2.46%, which represents approximately \$7.6M of FTA funding.

Table 6 Step Two adjusted figure weighting

NAICS Code	NAICS Description and Associated Contracts	Distribution of FTA Funding	Percent of FTA Funding	DBE Availability	Weighted Adjusted Figure
237990	Other Heavy and Civil Engineering Construction	\$3,100,000	1.00%	0.53%	0.01%
238210	Electrical Contractors and Other Wiring Installation Contractors	\$16,275,000	5.25%	1.79%	0.09%
238220	Plumbing, Heating, and Air-Conditioning Contractors	\$35,650,000	11.50%	0.00%	0.00%
238310	Drywall and Insulation Contractors	\$4,030,000	1.30%	0.00%	0.00%
238320	Painting and Wall Covering Contractors	\$7,750,000	2.50%	5.88%	0.15%
238330	Flooring Contractors	\$3,875,000	1.25%	0.00%	0.00%
238350	Finish Carpentry Contractors	\$8,525,000	2.75%	2.41%	0.07%
325510	Paint and Coating Manufacturing	\$3,875,000	1.25%	5.21%	0.07%
331420	Copper Rolling, Drawing, Extruding, and Alloying	\$6,200,000	2.00%	0.00%	0.00%
331529	Other Nonferrous Metal Foundries (except Die-Casting)	\$2,325,000	0.75%	1.89%	0.01%
332410	Power Boiler and Heat Exchanger Manufacturing	\$6,200,000	2.00%	0.00%	0.00%
332510	Hardware Manufacturing	\$775,000	0.25%	3.61%	0.01%
332996	Fabricated Pipe and Pipe Fitting Manufacturing	\$12,400,000	4.00%	9.09%	0.36%
332999	All Other Miscellaneous Fabricated Metal Product Manufacturing	\$2,325,000	0.75%	4.72%	0.04%
333618	Other Engine Equipment Manufacturing	\$1,550,000	0.50%	0.00%	0.00%
334220	Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing	\$3,100,000	1.00%	8.51%	0.09%

NAICS Code	NAICS Description and Associated Contracts	Distribution of FTA Funding	Percent of FTA Funding	DBE Availability	Weighted Adjusted Figure
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	\$3,100,000	1.00%	2.41%	0.02%
334513	Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables	\$775,000	0.25%	3.85%	0.01%
335313	Switchgear and Switchboard Apparatus Manufacturing	\$6,200,000	2.00%	12.16%	0.24%
335314	Relay and Industrial Control Manufacturing	\$930,000	0.30%	4.72%	0.01%
335910	Battery Manufacturing	\$3,100,000	1.00%	0.00%	0.00%
336320	Motor Vehicle Electrical and Electronic Equipment Manufacturing	\$2,325,000	0.75%	10.53%	0.08%
336360	Motor Vehicle Seating and Interior Trim Manufacturing	\$8,525,000	2.75%	5.26%	0.14%
336611	Ship Building and Repairing	\$108,500,000	35.00%	0.00%	0.00%
337127	Institutional Furniture Manufacturing	\$3,875,000	1.25%	2.11%	0.03%
423510	Metal Service Centers and Other Metal Merchant Wholesalers	\$20,150,000	6.50%	8.96%	0.58%
423860	Transportation Equipment and Supplies (except Motor Vehicle) Merchant Wholesalers	\$13,950,000	4.50%	6.40%	0.29%
488330	Navigational Services to Shipping	\$930,000	0.30%	0.28%	0.00%
532411	Commercial Air, Rail, and Water Transportation Equipment Rental and Leasing	\$1,085,000	0.35%	12.50%	0.04%
532490	Other Commercial and Industrial Machinery and Equipment Rental and Leasing	\$3,100,000	1.00%	1.80%	0.02%
541330	Engineering Services	\$9,300,000	3.00%	0.60%	0.02%

NAICS Code	NAICS Description and Associated Contracts	Distribution of FTA Funding	Percent of FTA Funding	DBE Availability	Weighted Adjusted Figure
561320	Temporary Help Services	\$6,200,000	2.00%	4.13%	0.08%
Estimated Total FTA Funds		\$310,000,000	100.00%		2.46%

TRV construction is expected to begin in federal fiscal year 2026 and extend into 2028. The anticipated level of DBE participation during each federal fiscal year covered by the project goal is presented in Table 7.

Table 7 Anticipated DBE participation over TRV construction period

Federal Fiscal Year	DBE Participation
2026	0.67%
2027	0.78%
2028	1.00%
Total	2.46%

Past Participation

No information is available regarding DBE participation on past AMHS FTA-funded ferry construction projects, so no further adjustment to the 2.46% value based on past participation was made.

For comparison, Glosten sought information regarding DBE attainment on other entities' ferry construction projects. The following information was found.

- An actual DBE participation level of 2.19% (Reference 5) was achieved on construction of the three SIF Ollis Class ferries. These ferries are of a similar size to the proposed TRV and were built by Eastern Shipbuilding Group in Florida. SIF used a targeted, race-conscious approach to attaining DBE participation.
- DBE attainment information was requested from several shipyards, and two responded.
 - A Bollinger Shipyard representative stated that in their experience, DBE participation has been generally low, on the order of 1-3% (Reference 7).
 - A representative of Nichols Brothers Boat Builders in Washington noted that most project goals they see are below 3% of the contract price, and that sometimes they do not meet that DBE goal (Reference 8).
- Glosten searched records available on the FTA's DBE Compliance Review Final Reports website but found no information specific to DBE attainment on ferry construction projects. On October 29, 2024, Glosten submitted a Freedom of Information Act (FOIA) request for DOT records regarding reports from DOT funding recipients of actual DBE participation on federally-assisted new ferry construction projects over the period of 2014 to present; response is pending.

Disparity Studies

Recent studies examining disparities relating to DBE utilization within the project's market area have been conducted for:

- Oregon Department of Transportation (ODOT; Reference 9³)
- State of Oregon (Reference 10⁴)
- Pennsylvania DOT (Reference 11⁵)
- Wisconsin DOT (WisDOT⁶; Reference 12)

None provide specific information regarding DBEs' participation in marine trades or vessel construction; therefore, these studies are not considered directly applicable to this project.

Requirement 6: Include a Race-Conscious / Race-Neutral Breakdown

The regulations require statements of which portions of the overall goal will be met through race-neutral versus race-conscious measures (49 CFR Part 26.45). A "race-conscious" approach focuses specifically on assisting only DBEs. A "race-neutral" approach aims to assist all small businesses and allows all small businesses to compete with each other, including DBEs (Reference 13).

As part of its efforts to achieve its overall DBE program goal, Alaska DOT&PF has implemented several race-neutral initiatives designed to encourage the participation of DBE firms and other small businesses in FTA-assisted contracts and strengthen collaboration between FTA subrecipients and DBE firms. These initiatives include continuing outreach and training opportunities to expand knowledge and awareness of the DBE program; providing updates on resources, contracting opportunities, and best practices; and offering a range of supportive services intended to increase long-term capacity and competitiveness (Reference 14).

DBE participation shall be sought on a 100% race/gender-neutral basis. The rationale for this includes:

- Alaska DOT&PF's ongoing efforts are helping to establish a level playing field and foster small business and DBE participation in its FTA-assisted contracts.
- An active outreach effort to small businesses will be contractually required in the bid solicitation sent to shipyards, which will encourage them to attain the DBE project goal.
- The meaningful consultation efforts (discussed below) will encourage prime bidders to include small businesses and DBEs without setting explicit requirements.
- Many shipyards have already developed relationships and experience with DBEs in recent years (References 7 and 8).

³https://www.oregon.gov/odot/Business/OCR/SiteAssets/Lists/DBE_Dis_List/EditForm/KeenIndependent_2022ODOTDisparityStudy_FinalReport_06302022.pdf

⁴https://www.oregon.gov/das/Docs/2023%20State%20of%20Oregon%20Disparity%20Study%20Final%20Report_November%2016%202023.pdf

⁵ https://www.pennidot.pa.gov/about-us/EqualEmployment/SiteAssets/Pages/Disparity-study/2024_PennDOT_Disparity_Study_Final_Report.pdf

⁶ <https://wisconsin.gov/documents2/research/0092-22-67-final-report.pdf>

Requirement 7: Provide for Meaningful Consultation

49 CFR 26.45(g)(1)(i) requires consultation and publication of this project goal. The regulations require that this consultation must include “a scheduled, direct, interactive exchange (e.g., a face-to-face meeting, video conference, teleconference) with as many interested stakeholders as possible focused on obtaining information relevant to the goal setting process.”

Alaska DOT&PF will take a targeted approach to establishing, advertising, and soliciting input on this proposed DBE project goal, and will provide consultation and networking opportunities to potential prime contractors and subcontractors. In the second quarter of 2025, Alaska DOT&PF will host a webinar, prepared and presented by Glosten, that will provide information on the TRV replacement project, solicit comments on the proposed DBE project goal, and provide opportunities for potential contractors and subcontractors to network in advance of the project. Webinar invitees will include:

- Interested shipyards within the geographical market area with experience building vessels similar to the TRV (i.e., those listed in Table 2).
- DBEs within the 32 selected NAICS codes in the market area.
- State DOT Civil Rights representatives.

To reach a wider audience of potentially interested stakeholders, Glosten will advertise the upcoming webinar to the industry in e-newsletters for three of the largest trade organization publications for the passenger vessel industry, including “Marine Log,” the Passenger Vessel Association’s “Foghorn,” and “WorkBoat.” These trade publications are sent out to companies working in the marine industry for free and are widely distributed around the country.

We will also request advertisement of the webinar be distributed by state DOTs and organizations such as the National Association of Minority Contractors and the Minority Business Development Agency.

A recording of the webinar will be posted on Alaska DOT&PF’s TRV project website⁷ for those who are not able to attend.

The following links will be made available to webinar participants to increase awareness of available resources that support DBEs and small businesses and to facilitate shipyards’ outreach.

- Florida UCP DBE directory website:
<https://fdotxwp02.dot.state.fl.us/EqualOpportunityOfficeBusinessDirectory/CustomSearch.aspx>
- My Florida MarketPlace Vendor Search website:
<https://vendor.myfloridamarketplace.com/search/vendor>
- Louisiana Economic Development Smallbiz System directory:
<https://smallbiz.louisianaeconomicdevelopment.com/Search/default.aspx>
- Louisiana DBE website: <http://www8.dotd.la.gov/UCP/Home.aspx>
- Mississippi Minority Business Certification System directory website:
<https://minority.mississippi.org/DirectorySearch.aspx>
- Mississippi DBE website: <https://www.msdbe.com/>

⁷ <https://dot.alaska.gov/amhs/fleet/trv.shtml>

- Oregon Certification Office for Business Inclusion and Diversity (COBID) website: <https://oregon.gov/biz/programs/COBID/Pages/default.aspx>
- Oregon Certified Vendor Directory: <https://oregon4biz.diversitysoftware.com/FrontEnd/SearchCertifiedDirectory.asp?XID=518&TN=oregon4biz>
- Pennsylvania SBE Directory: <https://www.sbe.penndot.pa.gov/SBEWeb/sbe/viewHome.do>
- Pennsylvania DBE Directory: <https://paucp.dbesystem.com>
- Wisconsin Supplier Diversity Program Directory: <https://wisdp.wi.gov/Search.aspx>
- Wisconsin DBE program website: <https://wisconsin.gov/Pages/doing-bus/civil-rights/dbe/default.aspx>
- Black American Chamber of Commerce: <https://blackamericanchamber.org/>
- Asian Pacific American Chamber of Commerce: <https://www.apacc.net/>
- Hispanic Chamber of Commerce: <https://www.usfcc.com>
- National Native American Chamber of Commerce: <http://www.nnacc.org/>

Following the webinar, Glosten will summarize comments received during the meeting and indicate whether these comments impacted the proposed goal.

Requirement 8: Provide Proof of Publication.

Proof of publication of the webinar announcement as described above will be provided when available. Following publication and a 30-day comment period, Glosten will summarize comments received during the meeting and indicate whether these comments impacted the proposed goal.

Conclusions

A race/gender-neutral 2.46% DBE participation goal, representing approximately \$7.6M of FTA funding, is proposed for the TRV construction project. TRV construction is expected to begin in federal fiscal year 2026 and extend into 2028. The actual location of the TRV construction work has yet to be determined and will be a key factor in establishing the pool of available DBE firms. DBE participation shall be sought on a 100% race/gender-neutral basis.

Appendix A: Step One Base Figures^{A,B}

237990 Other Heavy and Civil Engineering Construction				238210 Electrical Contractors and Other Wiring Installation Contractors			238220 Plumbing, Heating, and Air-Conditioning Contractors			238310 Drywall and Insulation Contractors			238320 Painting and Wall Covering Contractors			238330 Flooring Contractors			238350 Finish Carpentry Contractors		
State	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)
FL ^C	505	115	22.77%	6292	148	2.35%	9071	75	0.83%	1791	64	3.57%	4319	127	2.94%	1879	42	2.24%	4038	23	0.57%
LA ^D	124	44	35.48%	1022	55	5.38%	1576	23	1.46%	189	72	38.10%	247	81	32.79%	133	50	37.59%	257	25	9.73%
MS ^E	53	27	50.94%	471	39	8.28%	703	19	2.70%	78	9	11.54%	107	20	18.69%	64	3	4.69%	115	4	3.48%
OR ^F	66	20	30.30%	996	16	1.61%	1324	5	0.38%	373	14	3.75%	1060	31	2.92%	510	9	1.76%	516	22	4.26%
PA	92	115	100.00%	2742	108	3.94%	4136	59	1.43%	521	70	13.44%	1169	101	8.64%	561	40	7.13%	1088	66	6.07%
WI ^G	91	17	18.68%	1439	28	1.95%	1954	19	0.97%	450	30	6.67%	733	25	3.41%	398	11	2.76%	617	20	3.24%
Totals	931	338	36.31%	12962	394	3.04%	18764	200	1.07%	3402	259	7.61%	7635	385	5.04%	3545	155	4.37%	6631	160	2.41%
325510 Paint and Coating Manufacturing				331420 Copper Rolling, Drawing, Extruding, and Alloying			331529 Other Nonferrous Metal Foundries (except Die-Casting)			332410 Power Boiler and Heat Exchanger Manufacturing			332510 Hardware Manufacturing			332996 Fabricated Pipe and Pipe Fitting Manufacturing			332999 All Other Miscellaneous Fabricated Metal Product Manufacturing		
State	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)
FL ^C	65	4	6.15%	0	0	N/A	6	0	0.00%	9	0	0.00%	31	2	6.45%	18	2	11.11%	145	8	5.52%
LA ^D	9	1	11.11%	0	0	N/A	0	0	N/A	11	0	0.00%	3	0	0.00%	25	1	4.00%	46	8	17.39%
MS ^E	3	2	66.67%	0	0	N/A	0	0	N/A	0	0	N/A	6	0	0.00%	7	1	14.29%	23	1	4.35%
OR ^F	20	1	5.00%	0	0	N/A	12	0	0.00%	3	0	0.00%	5	0	0.00%	13	0	0.00%	64	1	1.56%
PA	53	1	1.89%	18	0	0.00%	27	1	3.70%	15	0	0.00%	22	0	0.00%	44	8	18.18%	220	9	4.09%
WI ^G	42	1	2.38%	5	0	0.00%	8	0	0.00%	13	0	0.00%	16	1	6.25%	25	0	0.00%	137	3	2.19%
Totals	192	10	5.21%	23	0	0.00%	53	1	1.89%	51	0	0.00%	83	3	3.61%	132	12	9.09%	635	30	4.72%
333618 Other Engine Equipment Manufacturing				334220 Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing			334511 Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing			334513 Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables			335313 Switchgear and Switchboard Apparatus Manufacturing			335314 Relay and Industrial Control Manufacturing			335910 Battery Manufacturing		
State	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)
FL ^C	11	0	0.00%	50	1	2.00%	48	0	0.00%	43	3	6.98%	18	4	22.22%	26	3	11.54%	13	0	0.00%
LA ^D	5	0	0.00%	3	1	33.33%	4	1	25.00%	10	0	0.00%	6	0	0.00%	8	0	0.00%	0	0	N/A
MS ^E	6	0	0.00%	5	2	40.00%	3	0	0.00%	4	0	0.00%	3	0	0.00%	4	0	0.00%	0	0	N/A
OR ^F	7	0	0.00%	15	0	0.00%	7	0	0.00%	10	0	0.00%	3	2	66.67%	9	1	11.11%	3	0	0.00%
PA	4	0	0.00%	15	3	20.00%	16	1	6.25%	44	2	4.55%	24	3	12.50%	46	2	4.35%	4	0	0.00%
WI ^G	17	0	0.00%	6	1	16.67%	5	0	0.00%	19	0	0.00%	20	0	0.00%	34	0	0.00%	3	0	0.00%
Totals	50	0	0.00%	94	8	8.51%	83	2	2.41%	130	5	3.85%	74	9	12.16%	127	6	4.72%	23	0	0.00%
336320 Motor Vehicle Electrical and Electronic Equipment Manufacturing				336360 Motor Vehicle Seating and Interior Trim Manufacturing			336611 Ship Building and Repairing			337127 Institutional Furniture Manufacturing			423510 Metal Service Centers and Other Metal Merchant Wholesalers			423860 Transportation Equipment and Supplies (except Motor Vehicle) Merchant Wholesalers			488330 Navigational Services to Shipping		
State	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)
FL ^C	17	3	17.65%	12	0	0.00%	64	0	0.00%	34	0	0.00%	481	19	3.95%	554	10	1.81%	235	1	0.43%
LA ^D	3	1	33.33%	0	0	N/A	60	0	0.00%	0	1	100.00%	145	14	9.66%	50	3	6.00%	159	0	0.00%
MS ^E	8	0	0.00%	8	0	0.00%	9	0	0.00%	7	0	0.00%	52	8	15.38%	14	0	0.00%	8	0	0.00%
OR ^F	11	0	0.00%	4	1	25.00%	13	0	0.00%	4	0	0.00%	119	9	7.56%	25	2	8.00%	18	0	0.00%
PA	21	3	14.29%	6	1	16.67%	7	0	0.00%	21	1	4.76%	362	49	13.54%	40	24	60.00%	14	0	0.00%
WI ^G	16	1	6.25%	8	0	0.00%	10	0	0.00%	29	0	0.00%	125	16	12.80%	20	6	30.00%	9	0	0.00%
Totals	76	8	10.53%	38	2	5.26%	163	0	0.00%	95	2	2.11%	1284	115	8.96%	703	45	6.40%	443	1	0.23%

Appendix A Step One Base Figures^{A,B}

State	532411 Commercial Air, Rail, and Water Transportation Equipment Rental and Leasing			532490 Other Commercial and Industrial Machinery and Equipment Rental and Leasing			541330 Engineering Services			561320 Temporary Help Services		
	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)
FL ^C	89	3	3.37%	698	5	0.72%	5112	483	9.45%	2189	66	3.02%
LA ^D	27	2	7.41%	273	2	0.73%	1098	94	8.56%	463	37	7.99%
MS ^E	3	0	0.00%	53	2	3.77%	324	55	16.98%	274	20	7.30%
OR ^F	8	0	0.00%	96	2	2.08%	815	73	8.96%	544	24	4.41%
PA	13	1	7.69%	269	12	4.46%	2255	386	17.12%	1497	87	5.81%
WI ^G	6	0	0.00%	111	4	3.60%	872	100	11.47%	1109	17	1.53%
Totals	146	6	4.11%	1500	27	1.80%	10476	1191	11.37%	6076	251	4.13%

TOTALS			
State	All Available Firms	All Available DBE Firms	Relative Availability of DBE Firms (Base Figure)
FL	37863	1211	3.20%
LA	5956	516	8.66%
MS	2415	212	8.78%
OR	6673	233	3.49%
PA	15366	1153	7.50%
WI	8347	300	3.59%
Totals	76620	3625	4.73%

Median	5.55%
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Table Notes:

- A. State DBE data are tallied here by company name. US Census CBP data are tallied (anonymously) per company establishment (e.g., office location), as provided by US CBP database. It is assumed that the DBE companies are included in the US Census CBP data.
- B. Data were filtered to remove duplicate records present in the source data in an attempt to minimize double-counting.
- C. Florida DBE tally includes companies with "DBE" and "MBE/DBE" (Minority-owned Business Enterprise/DBE) designations. Entries with "DBE/ACDBE" (Airport Concessionaire DBE) and "DBE/ACDBE/MBE" designations were excluded as being irrelevant to this project.
- D. All Louisiana DBE dataset entries are further subcategorized as "MBE", "MWBE" (Minority Woman-owned Business Enterprise), "NONM" (Non-Minority), "WBE" (Woman-owned Business Enterprise), or "WWBE," (White Woman-owned Business Enterprise), i.e., each entry includes one of these designations. ACDBEs are not identified explicitly in the data.
- E. Mississippi UCP data are provided including only the "DBE" designation; no other designations are provided.
- F. Oregon DBE tally includes only companies with the "DBE" designation. Database entries with "ACDBE", "DBE (FAA Only)", "ESB" (Emerging Small Business), "MBE", "VBE" (Veteran Business Enterprise), and "WBE" certification types were excluded from the tally.
- G. The Pennsylvania DBE tally includes only companies with "DBE" designations; database entries with "ACDBE" and "DBE*" designation were excluded.
- H. The Wisconsin DBE tally includes only companies with "DBE" designations; database entries with "ACDBE/DBE" designation were excluded from the tally.

Shaded data indicate a discrepancy between the CBP (All Available Firms) and the state DBE data. These values were manually adjusted to 100%.

Appendix C: DBE Marine Specialization Screening

State	NAICS Code	Business Name	Business Description	Website	"Marine" DBE?	Notes
FL	238310	Atlantic Meridian Contracting Corp.	Bridge demolition/debris removal/site work/marine construction.	WWW.AMC-CORP.US	No	Website states they are demolition contractors, not relevant to Code 238310. Sent email query November 15 (response pending).
FL	238210	Wire Runner, LLC DBA Wire Runner	Electrical, electrical wiring, and low voltage electrical work, electrical contractors and other wiring installation contractors, satellite dish, household type, installation, cable laying (e.g., fiber optic, electricity, marine, telephone, cable).	HTTP://WIRERUNNER.US	Yes	Called Wire Runner on October 23, he verified he has experience running cable in yachts.
FL	488330	Sea Divers Corp	Commercial diving services.	https://www.seadiverscorp.com/	Yes	
FL	532411	Delta Marine Support LLC	Marine equipment rental/sell-tugboats, barges, marsh buggles, airboats, crewboarts, fusion machines, marine/dredge components & supplies (sell) fuel, hoses, pipe, ball joints, cutterheads, anchors, buoys, life vests, etc.	http://www.deltamarinesupport247.com/	Yes	Website company description: DMS supports the dredging and marine industries by identifying and providing well suited equipment that meets the specifications of the project.
FL	532411	Fayzamerica LLC (Fayza LLC)	Crane rental /plastic/appliances.	http://www.fayzamerica.com/index.html	Yes	Website shows marine work.
FL	532411	W Leigh & Associates, Inc.	Marine equipment lease and rentals.	http://www.wleigh.com/	Yes	
FL	541330	Dredgeing & Marine	Planning engineering environmetal permitting construction insp.	HTTP://WWW.DMCES.COM	No	
FL	541330	Severns Civil LLC (PART TIME)	Severns Civil, LLC is a Florida-based, women-owned small business focusing on transportation and marine infrastructure asset management research and technical writing. Includes quality reviews of infrastructure inspection reports.		No	
LA	237990	Quality First Marine	Not provided.	https://qualityfirstmarine.com/	Yes	Website lists marine transportation, marine construction, dredging, marine logistics, vessel repairs and maintenance among their services.
LA	237990	Rivertown Marine LLC	Not provided.	no website	No	Left voicemail October 23, no response.
LA	532411	Delta Marine Support LLC	Not provided.	http://www.deltamarinesupport247.com/	Yes	Website states, "DMS supports the dredging and marine industries by identifying and providing well suited equipment that meets the specifications of the project."
LA	532411	W. Leigh & Associates, Inc.	Not provided.	(see above)	Yes	
MS	237990	CMTS, LLC DBA CMTS Construction	A175-Marine Structure	https://cmtslc.com/category/transportation/	No	Website shows primarily airport and upland projects.
OR	237990	Associated Underwater Services, Inc.	Provide underwater construction, maintenance and inspection contract services and topside support for marine construction, diving, underwater construction, ROV, inspections, multibeam and sonar / marine construction.	http://www.ausdiving.com	Yes	
OR	237990	Kelly McNutt Consulting, LLC	Heavy Civil, Transit, and Marine Construction Cost Estimating; Heavy Civil, Transit, and Marine Constructability Reviews; Heavy Civil, Transit, and Marine Risk Analysis; Contract Administration; Construction Management; Design Management.	http://kmccostandrisk.com	No	Company offers project management services,not applicable to this project.

Appendix C: DBE Marine Specialization Screening

State	NAICS Code	Business Name	Business Description	Website	"Marine" DBE?	Notes
OR	238210	US West Corporation	Commercial and Industrial Electrical contracting services, Commercial General Contractor Level 2, Installation, maintenance, testing of battery systems, low and medium voltage switchgear and substations, troubleshoot heavy industrial electrical systems. Solar panel installation, conduit and control boxes, cable splicing, fiber optic and copper cabling. Installation and maintenance of water filtration plants and wastewater treatment, install emergency generators, inspect stator windings, remove, inspect and repair rotors, DCS supervisory circuits, excitation equipment and connections, install metering, grounding, protective relays and synchronizing relays, electrical upgrades, service low, medium and high voltage systems, switchboards, panel boards and motors, remove and install cable trays, wiring and conduit, meters and other instrumentation and monitoring systems, hydrogen gas detector, maintain, test and replace, lead acid dry cell batteries, Install and maintain Pump Stations.	http://www.uswestcorp.com	No	Not marine specialist; keyword "marine" is included only in the description of NAICS code 237130 - "Cable laying (e.g., fiber optic, electricity, marine, telephone, cable television), including underground."
OR	238320	The Rodriguez Corporation	Commercial and industrial construction management; concrete finishing and resurfacing; painting, spraying, or coating roofs; roof membrane installation; utility painting and protective coatings; bridge painting; engineering structure (e.g. oil storage tank, water tower) painting; rust proofing; ship painting and repair; application of special coatings (waterproof and heat reflective) for decks, balconies, buildings; coating concrete structures with plastics, glaze or sealant; damp-proofing, waterproofing, weatherproofing foundations (including installing rigid foam insulation); residential and commercial interior and exterior (rough) carpentry; building exterior sandblasting and tank lining services.	http://www.therodcorp.com	No	Website link doesn't work. A phone call to them went unanswered.
OR	541330	Exeltech Consulting Inc.	Construction management; general, civil, and structural engineering services; CAD and micro-station, project management for bridges, buildings, rail, roadway; biology environmental / EEA / LCDA / EIS / NEPA / SEPA permitting, analysis and research; environmental consulting services; marine construction engineering ; NEPA consulting, SEPA civil engineering design, construction inspection and documentation.	http://www.xltech.com	No	This company supports marine work, but their experience has nothing to do with floating vessels and could not support this project in any way.
PA	237990	JOCO Holdings LLC.	Surface Coal Mining; Underground Coal Mining; Support Activities for Coal Mining; Construction management, industrial building (except warehouses); Mine loading and discharging station construction; Construction management, commercial and institutional building; Construction management, water and sewage treatment plant;....	Not provided.	No	Includes 237990 - Construction management, marine structure, but focus appears to be primarily on coal mining.
PA	237990	Northstar Contracting	Water supply and irrigation systems; water and sewer line and related structures construction; land subdivision; highway, street and bridge construction - pavement construction; other heavy and civil engineering construction - caissons/drilled shafts, drainage, microtunneling, tunneling.	http://www.ohionorthstar.com	No	"Marine" keyword comes from 237990 - Caisson (i.e., marine or pneumatic structures) construction; Sent query Nov. 15 to confirm (response pending).
PA	238210	Electrical Energy Technology Maintenance	Commercial and marine electrical contracting services, energy services, technical and electrical maintenance and repair; security system installation, electrical equipment broker.	cmoore@eetmpower.com	No	Includes 238210 - Railroad signaling equipment installation; website link does not work. Sent email 15 November, returned as nondeliverable.
PA	238210	Paniagua Enterprise Incorporated	Water and Sewer Line and Related Structures Construction; Power and Communication Line and Related Structures Construction (Cable Laying-Underground Wiring For Cable Television, Electricity, Marine Or Telephone Services, Power Line Construction Services); Poured Concrete Foundation and Structure Contractors (Concrete Finishing); Electrical Contractors and Other Wiring Installation Contractors (Communication Equipment Installation And Fiber Optic Cable Installation Services, Low Voltage Only); Site Preparation Contractors	http://www.paniaguas.net	No	Nothing apparently marine-related on their website "Portfolio" page, keyword search terms, give no results. Sent email Nov. 15 to confirm (response pending).
PA	238320	SYMMETRIC, LLC	Bridge decking construction; bridge painting, rustproofing except automotive, ship painting contractors; lead paint abatement services and lead paint removal contractors.	http://www.symmetricllc.com	Yes	Email sent Nov. 15 to confirm.

Appendix C: DBE Marine Specialization Screening

State	NAICS Code	Business Name	Business Description	Website	"Marine" DBE?	Notes
PA	541330	VN Engineers, Inc.	VN Engineers, Inc. is a multi-disciplined civil engineering consulting firm that specializes in infrastructure, transportation, traffic, highway, planning, construction inspection, community outreach, roadway design and rail design. Our NAICS code is 541330.	http://www.vnengineers.com	No	Includes "541330 - Maritime technology engineering services", but their website projects are upland-based. They are also on the FLA DBE list but not with maritime focus in their code description. (Not ID'd as "marine" for Florida).
PA	541330	Walls Engineering, PLLC	Walls Engineering PLLC is a consulting engineering firm dedicated to providing professional design and construction inspection services.	http://www.we-engineering.com	No	Includes "541330 - Maritime technology engineering services", but their website "Scope of Engineering Services" list appears airport-oriented. Query sent Nov. 15 (response pending).
PA	237990, 541330	Bryant Associates, Inc.	Construction management; consulting civil engineers specializing in transportation, civil, site structural, traffic and marine engineering; surveying and mapping, marine surveying.	http://www.bryant-engrs.com	No	This company supports marine work, but their experience has nothing to do with floating vessels and could not support this project in any way.
PA	237990, 541330	CMTS, LLC	NAICS Code 236116- Multifamily Building Construction General Contractors; NAICS Code 236210- Construction Management, Industrial Building (except warehouses); NAICS Code 236220- Construction Management, Commercial and Institutional Building; NAICS Code 237110- Water Treatment Plant Construction; NAICS Code 237310- Highway, Street, and Bridge Construction; NAICS Code 237990- Construction management, dam; NAICS Code 237990- Construction Management, Marine Structure; NAICS Code 237990- Construction Management, Mass Transit; NAICS Code 237990- Outdoor recreation facility construction; NAICS Code 237990- Tunnel construction ; NAICS Code 541330- Engineering Services; NAICS Code 541611- Administrative Management and General Management Consulting Services; NAICS Code 541611- Business management consulting services; NAICS Code 541618- Other Management Consulting Services; NAICS Code 541990- Pipeline inspection (i.e., visual) services; NAICS Code 561320- Personnel (e.g., industrial, office, health care, legal, construction) suppliers.	http://www.cmtslc.com	No	Includes 237990 - Construction management, marine structure, but website shows primarily airport and upland experience not applicable to this project.
PA	237990, 541330	Marine Solutions, Inc.	Marine Engineering, Marine Construction, Commercial Diving and Underwater Bridge Inspection	http://www.msimarinesolutions.com	Yes	
PA	237990, 541330	SC Engineers, PC	237990 - Construction management, marine structure; 237990 - Other Heavy and Civil Engineering Construction; 541330 - Engineering services; 541350 - Building inspection services; 541360 - Geophysical Surveying and Mapping Services	http://www.scengineerspc.com	No	No. This company is focused on bridges and other land-based structures. No services they provide are applicable to this project.
PA	237990, 541330	TRUE INSPECTION SERVICES LLC	Building inspection services; other management consulting services; all other support services; construction management; engineering services.	https://tisllc.com/	No	Includes "NAICS Code 237990 - Construction management, marine structure"; query sent November 15 to confirm (response pending).
WI	(No marine DBEs listing our codes of interest.)					

Note: DBEs identified for nine NAICS codes using keyword terms "marine", "maritime", "ship", and "vessel".

Appendix D: Step Two Adjusted Figures Based on Marine Specialty Keywords

237990 Other Heavy and Civil Engineering Construction

State	All Available Firms ^A	All Available DBE Firms ^{A,B}	Relative Availability of DBE Firms (Base Figure)	All Available Marine Firms ^C	Available Marine DBE Firms ^C	Adjusted Relative Availability of Marine DBE Firms
FL ^D	505	115	22.77%	464	0	0.00%
LA ^E	124	44	35.48%	44	1	2.27%
MS ^F	53	27	50.94%	20	0	0.00%
OR ^G	66	20	30.30%	15	1	6.67%
PA ^H	92	115	100.00%	7	1	14.29%
WI ^I	91	17	18.68%	12	0	0.00%
Totals	931	338	36.31%	562	3	0.53%

238210 Electrical Contractors and Other Wiring Installation Contractors

State	All Available Firms ^A	All Available DBE Firms ^{A,B}	Relative Availability of DBE Firms (Base Figure)	All Available Marine Firms ^C	Available Marine DBE Firms ^C	Adjusted Relative Availability of Marine DBE Firms
FL ^D	6292	148	2.35%	48	1	2.08%
LA ^E	1022	55	5.38%	4	0	0.00%
MS ^F	471	39	8.28%	2	0	0.00%
OR ^G	996	16	1.61%	1	0	0.00%
PA ^H	2742	108	3.94%	1	0	0.00%
WI ^I	1439	28	1.95%	0	0	N/A
Totals	12962	394	3.04%	56	1	1.79%

238220 Plumbing, Heating, and Air-Conditioning Contractors

State	All Available Firms ^A	All Available DBE Firms ^{A,B}	Relative Availability of DBE Firms (Base Figure)	All Available Marine Firms ^C	Available Marine DBE Firms ^C	Adjusted Relative Availability of Marine DBE Firms
FL ^D	9071	75	0.83%	64	0	0.00%
LA ^E	1576	23	1.46%	5	0	0.00%
MS ^F	703	19	2.70%	0	0	N/A
OR ^G	1324	5	0.38%	0	0	N/A
PA ^H	4136	59	1.43%	4	0	0.00%
WI ^I	1954	19	0.97%	1	0	0.00%
Totals	18764	200	1.07%	74	0	0.00%

238310 Drywall and Insulation Contractors

State	All Available Firms ^A	All Available DBE Firms ^{A,B}	Relative Availability of DBE Firms (Base Figure)	All Available Marine Firms ^C	Available Marine DBE Firms ^C	Adjusted Relative Availability of Marine DBE Firms
FL ^D	1791	64	3.57%	4	0	0.00%
LA ^E	189	72	38.10%	2	0	0.00%
MS ^F	78	9	11.54%	0	0	N/A
OR ^G	373	14	3.75%	1	0	0.00%
PA ^H	521	70	13.44%	0	0	N/A
WI ^I	450	30	6.67%	0	0	N/A
Totals	3402	259	7.61%	7	0	0.00%

238320 Painting and Wall Covering Contractors

State	All Available Firms ^A	All Available DBE Firms ^{A,B}	Relative Availability of DBE Firms (Base Figure)	All Available Marine Firms ^C	Available Marine DBE Firms ^C	Adjusted Relative Availability of Marine DBE Firms
FL ^D	4319	127	2.94%	13	0	0.00%
LA ^E	247	81	32.79%	0	0	N/A
MS ^F	107	20	18.69%	1	0	0.00%
OR ^G	1060	31	2.92%	2	0	0.00%
PA ^H	1169	101	8.64%	1	1	100.00%
WI ^I	733	25	3.41%	0	0	N/A
Totals	7635	385	5.04%	17	1	5.88%

238330 Flooring Contractors

State	All Available Firms ^A	All Available DBE Firms ^{A,B}	Relative Availability of DBE Firms (Base Figure)	All Available Marine Firms ^C	Available Marine DBE Firms ^C	Adjusted Relative Availability of Marine DBE Firms
FL ^D	1879	42	2.24%	3	0	0.00%
LA ^E	133	50	37.59%	0	0	N/A
MS ^F	64	3	4.69%	0	0	N/A
OR ^G	510	9	1.76%	0	0	N/A
PA ^H	561	40	7.13%	0	0	N/A
WI ^I	398	11	2.76%	0	0	N/A
Totals	3545	155	4.37%	3	0	0.00%

488330 Navigational Services to Shipping

State	All Available Firms ^A	All Available DBE Firms ^{A,B}	Relative Availability of DBE Firms (Base Figure)	All Available Marine Firms ^C	Available Marine DBE Firms ^C	Adjusted Relative Availability of Marine DBE Firms
FL ^D	235	1	0.43%	240	1	0.42%
LA ^E	159	0	0.00%	94	0	0.00%
MS ^F	8	0	0.00%	5	0	0.00%
OR ^G	18	0	0.00%	10	0	0.00%
PA ^H	14	0	0.00%	10	0	0.00%
WI ^I	9	0	0.00%	2	0	0.00%
Totals	443	1	0.23%	361	1	0.28%

532411 Commercial Air, Rail, and Water Transportation Equipment Rental and

State	All Available Firms ^A	All Available DBE Firms ^{A,B}	Relative Availability of DBE Firms (Base Figure)	All Available Marine Firms ^C	Available Marine DBE Firms ^C	Adjusted Relative Availability of Marine DBE Firms
FL ^D	89	3	3.37%	12	3	25.00%
LA ^E	27	2	7.41%	24	2	8.33%
MS ^F	3	0	0.00%	1	0	0.00%
OR ^G	8	0	0.00%	2	0	0.00%
PA ^H	13	1	7.69%	1	0	0.00%
WI ^I	6	0	0.00%	0	0	N/A
Totals	146	6	4.11%	40	5	12.50%

541330 Engineering Services

State	All Available Firms ^A	All Available DBE Firms ^{A,B}	Relative Availability of DBE Firms (Base Figure)	All Available Marine Firms ^C	Available Marine DBE Firms ^C	Adjusted Relative Availability of Marine DBE Firms
FL ^D	5112	483	9.45%	122	0	0.00%
LA ^E	1098	94	8.56%	18	0	0.00%
MS ^F	324	55	16.98%	6	0	0.00%
OR ^G	815	73	8.96%	8	0	0.00%
PA ^H	2255	386	17.12%	9	1	11.11%
WI ^I	872	100	11.47%	4	0	0.00%
Totals	10476	1191	11.37%	167	1	0.60%

Table Notes:

- State DBE data are tallied here by company name. US Census CBP data are tallied (anonymously) per company establishment (e.g., office location), as provided by US CBP database. It is assumed that the DBE companies are included in the US Census CBP data.
- Data were filtered to remove duplicate records present in the source data to minimize double-counting.
- Marine specialist firms were identified primarily by searching for keywords "marine", "maritime", "ship", or "vessel" in company information provided in the source data (see text in the Requirement 5 section of the accompanying memo).
- Florida DBE tally includes companies with "DBE" and "MBE/DBE" (Minority-owned Business Enterprise/DBE) designations. Entries with "DBE/ACDBE" (Airport Concessionaire DBE) and "DBE/ACDBE/MBE" designations were excluded as being irrelevant to this project.
- All Louisiana DBE dataset entries are further subcategorized as "MBE", "MWBE" (Minority Woman-owned Business Enterprise), "NONM" (Non-Minority), "WBE" (Woman-owned Business Enterprise), or "WWBE," (White Woman-owned Business Enterprise), i.e., each entry includes one of these designations. ACDBEs are not identified explicitly in the data.
- Mississippi UCP data are provided including only the "DBE" designation, ; no other designations are provided.
- Oregon DBE tally includes only companies with the "DBE" designation. Database entries with "ACDBE", "DBE (FAA Only)", "ESB" (Emerging Small Business), "MBE", "VBE" (Veteran Business Enterprise), and "WBE" certification types were excluded from the tally.
- The Pennsylvania DBE tally includes only companies with "DBE" designations; database entries with "ACDBE" and "DBE*" designation were excluded.
- The Wisconsin DBE tally includes only companies with "DBE" designations; database entries with "ACDBE/DBE" designation were excluded from the tally.