

Doing Business at SFO on FAA-AIP Funded Projects

September 1, 2021

SFO

Agenda

1. Where to Find Opportunities
2. Upcoming Contracts
3. Goals and Other Requirements
4. Required Subcontract Provisions
5. Eligible Small Business Certifications
6. Personal Net Worth Verification
7. Next Steps

Find Opportunities

- <https://sfcitypartner.sfgov.org/>
- flysfo.com/business-at-sfo/upcoming-opportunities
- SFOconstruction.com
- PCS@flysfo.com

Upcoming Contracts - Federal

**#11658.61 – Airport Noise Insulation Program, 2020-2024 Phase, Group 1 Project
– for 16 residential properties**

(Anticipated Advertisement Date: November 30, 2021)

Estimate Range: \$1.7 million

**#11658.66 – Airport Noise Insulation Program, 2020-2024 Phase, Group 2 Project
– for 20 residential properties**

(Anticipated Advertisement Date: June 17, 2022)

Estimate Range: \$2.1 million

Upcoming Contracts - Local

#50277.5X – Airport Noise Insulation Program, Replacement Initiative, CSO

(Anticipated Advertisement Date: September 17, 2022)

Estimate Value: \$2 million / contract

#11429.46 – Professional Services for Engineering Services for the Electrical Capacity Upgrade Program

(Anticipated Advertisement Date: September 17, 2021)

Estimate Range: \$3 - \$4 million

#8607.61 – 12kV Cable Replacement and System Upgrade

(Anticipated Advertisement Date: October 12, 2021)

Estimate Range: \$8,500,000 – 10,500,000

Upcoming Contracts - Local Continue

#11439.61 – Design-Build for Methane Gas Detection System

(Anticipated Advertisement Date: October 12, 2021)

Estimate Value: \$2.5 million

#11689 – Design-Build for As-Needed Agreement for Construction Services

(Anticipated Advertisement Date: November 17, 2021)

Estimate Value: \$3 million / contract

#11342.61 – Design-Build for Part 139 Airfield Infrastructure Systems.

(Anticipated Advertisement Date: November 30, 2021)

Estimate Value: \$1 million

#11672.50 – Design-Build for As-Needed Pavement and Drainage Improvements

(Anticipated Advertisement Date: December 22, 2021)

Estimate Range: \$4.5 – 5.5 million

Goals and Other Requirements

- Small business goal
- Good Faith Efforts (GFE) are an element of Responsiveness (meet goal or demonstrate GFE)
- Nondiscrimination, Prompt Payment, (Early) Release of Retention/ Retainage
- Small business subs listed must perform work for which listed in proposal/bid
- Small business subs may not be substituted or removed without written authorization of DBELO
- Enforcement Mechanisms: Funds may be withheld; penalties; liquidated damages; termination of the contract; debarment; report to USDOT for false, fraudulent, or dishonest conduct.

Required Subcontract Provisions – Contract Assurances

The Contractor or subcontractor shall not discriminate on the basis of race, color, national origin, or sex in the performance of this contract. The Contractor shall carry out applicable requirements of 49 CFR part 26 in the award and administration of Department of Transportation-assisted contracts. Failure by the Contractor to carry out these requirements is a material breach of this contract, which may result in the termination of this contract or such other remedy as the Owner deems appropriate, which may include, but is not limited to:

- 1) Withholding monthly progress payments;*
- 2) Assessing sanctions;*
- 3) Liquidated damages; and/or*
- 4) Disqualifying the Contractor from future bidding as non-responsible.*

The prime contractor agrees to pay each subcontractor under this prime contract for satisfactory performance of its contract no later than 7 days from the receipt of each payment the prime contractor receives from San Francisco International Airport. The prime contractor agrees further to return retainage payments to each subcontractor within 30 days after the subcontractor's work is satisfactorily completed. Any delay or postponement of payment from the above referenced time frame may occur only for good cause following written approval of the San Francisco International Airport. This clause applies to both DBE and non-DBE subcontractors.

Eligible Small Businesses for Goal

Eligible Certifications: Searching and Getting Certified

Jurisdiction	Certification	Link
SFO Verification	US SBA Size Standard & Personal Net Worth	Certifications@flysfo.com
California / Federal	Disadvantaged Business Enterprise (DBE)	https://caltrans.dbesystem.com
San Francisco Only	Local Business Enterprise (LBE)	https://sfgov.org/cmd//lbe-certification-0
California	Small Business (SB)/Disabled Veteran Business Enterprise (DVBE)	https://caleprocure.ca.gov
Federal	Woman-Owned Small Business (WOSB)	https://beta.certify.sba.gov/
Federal	HUBZone	https://www.sba.gov/federal-contracting/contracting-assistance-programs/hubzone-program
Federal	Small Business Administration 8(a) Business Development Program	https://www.sba.gov/federal-contracting/contracting-assistance-programs/8a-business-development-program
Federal	Service-Disabled Veteran-Owned Small Business Development Program	https://www.sba.gov/federal-contracting/contracting-assistance-programs/veteran-assistance-programs

- To search for SBA certified firms, go to: https://web.sba.gov/pro-net/search/dsp_quicksearch.cfm

Personal Net Worth Form

- **For non-DBE certified small business**
- Each solicitation requires this form
- *No Change Declaration available ~ within 6 months*
- **Takes 2-3 weeks if all supporting documents are submitted**



General Instructions for Completing the Personal Net Worth Statement for DBE/ACDBE Program Eligibility

Please do not make adjustments to your figures pursuant to U.S. DOT regulations 49 C.F.R. Parts 23 and 26. The agency that you apply to will use the information provided on your completed Personal Net Worth (PNW) Statement to determine whether you meet the economic disadvantage requirements of 49 C.F.R. Parts 23 and 26. If there are discrepancies or questions regarding your form, it may be returned to you to correct and complete again.

An individual's personal net worth according to 49 C.F.R. Parts 23 and 26 includes only his or her own share of assets held separately, jointly, or as community property with the individual's spouse and excludes the following:

- Individual's ownership interest in the applicant firm;
- Individual's equity in his or her primary residence;
- Federal Tax and penalties, if applicable, that would accrue if retirement savings or investments (e.g., pension plans, Individual Retirement Accounts, 401(k) accounts, etc.) were distributed at the present time.

Indicate on the form if any items are jointly owned. If the personal net worth of the majority owner(s) of the firm exceeds \$1.32 million, as defined by 49 C.F.R. Parts 23 and 26, the firm is not eligible for DBE or ACDBE certification. If the personal net worth of the majority owner(s) exceeds the \$1.32 million cap specified in §26.67(a)(2)(i) at any time after your firm is certified, the firm is no longer eligible for certification. Should that occur, it is your responsibility to contact your certifying agency in writing to advise that your firm no longer qualifies as a DBE or ACDBE. You must fill out all line items on the Personal Net Worth Statement.

If necessary, use additional sheets of paper to report all information and details. If you have any questions about completing this form, please contact the certifying agency.

Assets

All assets must be reported at their current fair market values as of the date of your statement. Assessor's assessed value for real estate, for example, is not acceptable. Assets held in a trust should be included.

Cash and Cash Equivalents: On page 1, enter the total amount of cash or cash equivalents in bank accounts, including checking, savings, money market, certificates of deposit held domestic or foreign. Provide copies of the bank statement.

Retirement Accounts, IRA, 401Ks, 403Bs, Pensions: On page 1, enter the full value minus Federal tax and penalties that would apply if assets were distributed as of the date of the form. Describe the number of shares, name of securities, cost market value, date of quotation, and total value in section 3 on page 2.

Brokerage and Custodial Accounts, Stocks, Bonds, Retirement Accounts: Report total value on page 1, and on

page 2, section 3, enter the name of the security, brokerage account, retirement account, etc.; the cost; market value of the asset; the date of quotation; and total value as of the date of the PNW statement.

Assets Held in Trust: Enter the total value of the assets held in trust on page 1, and provide the names of beneficiaries and trustees, and other information in Section 6 on page 3.

Loans from you to the firm, other Entities, Individuals, and Other Receivables not listed: Enter current balances of loans you have extended to this firm and to other entities or individuals, plus interest payable on those loans; and other receivables not listed above. Complete Section 6 on page 3.

Real Estate: The total value of real estate excluding your primary residence should be listed on page 1. In section 4 on page 2, please list your primary residence in column 1, including the address, method of acquisition, date of acquired, names of deed, purchase price, present fair market value, source of market valuation, names of all mortgage holders, mortgage account number and balance, equity line of credit balance, and amount of payment. List this information for all real estate held. Please ensure that this section contains all real estate owned, including rental properties, vacation properties, commercial properties, personal property leased or rented for business purposes, farm properties and any other income producing properties, etc. Attach additional sheets if needed.

Life Insurance: On page 1, enter the cash surrender value of this asset. In section 5 on page 2, enter the name of the insurance company, the face value of the policy, cash surrender value, names of beneficiaries, and loans on the policy.

Other Personal Property and Assets: Enter the total value of personal property and assets you own on page 1. Personal property includes motor vehicles, boats, trailers, jewelry, furniture, household goods, collectibles, clothing, and personally owned vehicles that are leased or rented to businesses or other individuals. In section 6 on page 3, list these assets and enter the present value, the balance of any liabilities, whether the asset is insured, and lien or note information and terms of payments. For accounts and notes receivable, enter the total value of all monies owed to you personally, if any. You may also be asked to provide a copy of any liens or notes on the property.

Other Business Interests Other than Applicant Firm: On page 1, enter the total value of your other business investments (excluding the applicant firm). In section 7 on page 3, enter information concerning the businesses you hold an ownership interest in, such as sole proprietorships, partnerships, joint ventures, corporations, or limited liability corporations (other than the applicant firm). Do not reduce the value of these entries by any loans from the outside firm to the DBE/ACDBE applicant business.

Revenue & Personal Net Worth Verification (Non-DBE)

U.S. Department of Transportation		Personal Net Worth Statement For DBE/ACDBE Program Eligibility		OMB APPROVAL NO: 2105-0510 EXPIRATION DATE: 10/31/2021	
This form is used by all participants in the U.S. Department of Transportation's Disadvantaged Business Enterprise (DBE) and Airport Concession DBE (ACDBE) Programs. Each individual owner of a firm applying to participate as a DBE or ACDBE, whose ownership and control are relied upon for DBE certification must complete this form. Each person signing this form authorizes the certifying agency to make inquiries as necessary to verify the accuracy of the statements made. The agency you apply to will use the information provided to determine whether an owner is economically disadvantaged as defined in the DBE program regulations 49 C.F.R. Parts 23 and 26. Return form to appropriate certifying agency, not U.S. DOT.					
Applicant Name:				Residence Phone	
Residence: (As reported to the IRS) Address, City, State and Zip Code					
Business Name of Applicant Firm				Business Phone	
Marital Status: ☐ Single, ☐ Married, ☐ Divorced, ☐ Union		Spouse's Full Name:			
ASSETS		LIABILITIES			
(Omit Cents)		(Omit Cents)			
Cash and Cash Equivalents	\$	Loan on Life Insurance (Complete Section 5)	\$		
Retirement Accounts (IRAs, 401Ks, 403Bs, Pensions, etc.) (Report full value minus tax and interest penalties that would apply if assets were distributed today) (Complete Section 3)	\$	Mortgages on Real Estate Excluding Primary Residence Debt (Complete Section 4)	\$		
Brokerage, Investment Accounts	\$	Notes, Obligations on Personal Property (Complete Section 6)	\$		
Assets Held in Trust	\$	Notes & Accounts Payable to Banks and Others (Complete Section 2)	\$		
Loans from You to the Firm, Other Entities, Individuals, & Other Receivables (Complete Section 6)	\$	Other Liabilities (Complete Section 8)	\$		
Real Estate Excluding Primary Residence (Complete Section 4)	\$	Unpaid Taxes (Complete Section 8)	\$		
Life Insurance (Cash Surrender Value Only) (Complete Section 5)	\$				
Other Personal Property and Assets (Complete Section 6)	\$				
Business Interests Other Than the Applicant Firm (Complete Section 7)	\$				
Total Assets	\$	Total Liabilities	\$		
		NET WORTH			
Section 2. Notes Payable to Banks and Others					
Name of Noteholder(s)	Original Balance	Current Balance	Payment Amount	Frequency (monthly, etc.)	How Secured or Endorsed Type of Collateral

Verification includes

- 5 page application
- Supporting documentation
- <https://www.transportation.gov/sites/dot.gov/files/docs/mission/civil-rights/disadvantaged-business-enterprise/56646/pnw-statement.pdf>

Certifications@flysfo.com

(650) 821-1004

Jerrica Hau, Vendor Diversity Administrator

Jerrica.Hau@flysfo.com

Kimberly Wilson

Economic and Community Development Manager

Kimberly.Wilson@flysfo.com

Personal Net Worth Statement: Page 1

	U.S. Department of Transportation	Personal Net Worth Statement For DBE/ACDBE Program Eligibility As of _____	OMB APPROVAL NO: 2105-0510 EXPIRATION DATE: 10/31/2021		
This form is used by all participants in the U.S. Department of Transportation's Disadvantaged Business Enterprise (DBE) and Airport Concession DBE (ACDBE) Programs. Each individual owner of a firm applying to participate as a DBE or ACDBE, whose ownership and control are relied upon for DBE certification must complete this form. Each person signing this form authorizes the certifying agency to make inquiries as necessary to verify the accuracy of the statements made. The agency you apply to will use the information provided to determine whether an owner is economically disadvantaged as defined in the DBE program regulations 49 C.F.R. Parts 23 and 26. Return form to appropriate certifying agency, not U.S. DOT.					
Applicant Name:					
Residence: (As reported to the IRS) Address, City, State and Zip Code			Residence Phone		
Business Name of Applicant Firm			Business Phone		
Marital Status: ☐ Single, ☐ Married, ☐ Divorced, ☐ Union		Spouse's Full Name:			
ASSETS (Omit Cents)		LIABILITIES (Omit Cents)			
Cash and Cash Equivalents	\$	Loan on Life Insurance (Complete Section 5)	\$		
Retirement Accounts (IRAs, 401Ks, 403Bs, Pensions, etc.) (Report full value minus tax and interest penalties that would apply if assets were distributed today) (Complete Section 3)	\$	Mortgages on Real Estate Excluding Primary Residence Debt (Complete Section 4)	\$		
Brokerage, Investment Accounts	\$	Notes, Obligations on Personal Property (Complete Section 6)	\$		
Assets Held in Trust	\$	Notes & Accounts Payable to Banks and Others (Complete Section 2)	\$		
Loans from You to the Firm, Other Entities, Individuals, & Other Receivables (Complete Section 6)	\$	Other Liabilities (Complete Section 8)	\$		
Real Estate Excluding Primary Residence (Complete Section 4)	\$	Unpaid Taxes (Complete Section 8)	\$		
Life Insurance (Cash Surrender Value Only) (Complete Section 5)	\$				
Other Personal Property and Assets (Complete Section 6)	\$				
Business Interests Other Than the Applicant Firm (Complete Section 7)	\$				
Total Assets	\$	Total Liabilities	\$		
		NET WORTH			
Section 2. Notes Payable to Banks and Others					
Name of Noteholder(s)	Original Balance	Current Balance	Payment Amount	Frequency (monthly, etc.)	How Secured or Endorsed Type of Collateral

Section 1: Assets and Liabilities

Section 2: Notes Payable to Banks and Others

Personal Net Worth Statement: Page 2

Section 3. Brokerage and custodial accounts, stocks, bonds, retirement accounts. (Full Value) (Use attachments if necessary).

Name of Security / Brokerage Account / Retirement Account	Cost	Market Value Quotation/Exchange	Date of Quotation/Exchange	Total Value

Section 4. Real Estate Owned (Including Primary Residence, Investment Properties, Personal Property Leased or Rented for Business Purposes, Farm Properties, or any Other Income Producing property). (List each parcel separately. Add additional sheets if necessary).

	Primary Residence	Property B	Property C
Type of Property			
Address			
Date Acquired and Method of Acquisition (purchase, inherit, divorce, gift, etc.)			
Names on Deed			
Purchase Price			
Present Market Value			
Source of Market Valuation			
Name of all Mortgage Holders			
Mortgage Acc. # and balance (as of date of form)			
Equity line of credit balance			
Amount of Payment Per Month/Year (Specify)			

Section 5. Life Insurance Held (Give face amount and cash surrender value of policies, name of insurance company and beneficiaries).

Insurance Company	Face Value	Cash Surrender Amount	Beneficiaries	Loan on Policy Information

Section 3: Brokerage and custodial accounts, stocks, bonds, retirement accounts

Section 4: Real Estate Owned

Section 5: Life Insurance Held (Give face amount and cash surrender value of policies, name of insurance company and beneficiaries)

Personal Net Worth Statement: Page 3

Section 6. Other Personal Property and Assets (Use attachments as necessary)

Type of Property or Asset	Total Present Value	Amount of Liability (Balance)	Is this asset insured?	Lien or Note amount and Terms of Payment
Automobiles and Vehicles (including recreation vehicles, motorcycles, boats, etc.) Include personally owned vehicles that are leased or rented to businesses or other individuals.				
Household Goods / Jewelry				
Loans from Owner to Firm, Other Entities, Individuals				
Other (List)				
Accounts and Notes Receivables				

Section 7. Value of Other Business Investments, Other Businesses Owned (excluding applicant firm)
Sole Proprietorships, General Partners, Joint Ventures, Limited Liability Companies, Closely-held and Public Traded Corporations

Section 8. Other Liabilities and Unpaid Taxes (Describe)

Section 9. Transfer of Assets: Have you within 2 years of this personal net worth statement, transferred assets to a spouse, domestic partner, relative, or entity in which you have an ownership or beneficial interest including a trust? Yes ☐ No ☐ If yes, describe.

I declare under penalty of perjury that the information provided in this personal net worth statement and supporting documents is complete, true and correct. I certify that no assets have been transferred to any beneficiary for less than fair market value in the last two years. I recognize that the information submitted in this application is for the purpose of insuring certification approval by a government agency. I understand that a government agency may, by means it deems appropriate, determine the accuracy and truth of the statements in the application and this personal net worth statement, and I authorize such agency to contact any entity named in the application or this personal financial statement, including the names banking institutions, credit agencies, contractors, clients, and other certifying agencies for the purpose of verifying the information supplied and determining the named firm's eligibility. I acknowledge and agree that any misrepresentations in this application or in records pertaining to a contract or subcontract will be grounds for terminating any contract or subcontract which may be awarded; denial or revocation of certification; suspension and debarment; and for initiating action under federal and/or state law concerning false statement, fraud or other applicable offenses.

NOTARY CERTIFICATE:
(Insert applicable state acknowledgment, affirmation, or oath)

Signature (DBE/ACDBE Owner)

Date

In collecting the information requested by this form, the Department of Transportation complies with Federal Freedom of Information and Privacy Act (5 U.S.C. 552 and 552a) provisions. The Privacy Act provides comprehensive protections for your personal information. This includes how information is collected, used, disclosed, stored, and discarded. Your information will not be disclosed to third parties without your consent. The information collected will be used solely to determine your firm's eligibility to participate in the Disadvantaged Business Enterprise (DBE) Program or Airport Concessionaire DBE Programs as defined in 49 C.F.R. Parts 23 and 26. You may review DOT's complete Privacy Act Statement in the Federal Register published on April 11, 2000 (65 FR 19477).

Section 6: Other Personal Property and Assets

Section 7: Value of Other Business Investments, Other Businesses Owned

Section 8: Other Liabilities and Unpaid Taxes

Section 9: Transfer of Assets: Have you within 2 years of this personal net worth statement, transferred assets to a spouse, domestic partner, relative, or entity in which you have an ownership or beneficial interest including a trust?

Sign (Notary is not necessary)

Next Steps

Action Item	Primes	Small Business Primes	Subs
Get (DBE) certified now		X	X
Get Personal Net Worth (PNW) and US SBA size standard verified		X	X
Encourage partner subs to get certified and have PNW verified	X	X	
Outreach to new Subs (DBE or other certified firms with PNW verification)	X	X	
Outreach to Primes			X
Partner with ECD on outreach efforts	X	X	
Stay connected to ECD to learn about upcoming opportunities and resources			X

Questions?



Certifications@flysfo.com

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Jerrica.Hau@flysfo.com

Kimberly Wilson

Economic and Community Development Manager

Kimberly.Wilson@flysfo.com

(650) 821-5244

Thank you

