



# **Disadvantaged Business Enterprise Goal Setting Methodology for Federally Assisted Aviation Projects**

**Federal Fiscal Years 2024-2026**

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State of Maine  
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**In compliance with Title 49, Part 26 of the Code of Federal Regulations (49 CFR  
Part 26)**

# **Introduction**

## **MaineDOT’s Annual DBE Goal for FFY 2024-2026**

Pursuant to 49 CFR 26, the Maine Department of Transportation (MaineDOT) has analyzed data and determined that, for federal fiscal years (FFY) 2024-2026 the overall annual Disadvantaged Business Enterprise (DBE) attainment on Federal Aviation Administration (FAA) funded projects is 0.94%.

The MaineDOT DBE Goal Setting Methodology for FFY 2024-2026 explains the Department’s goal-setting process and methods, public outreach process, and administration of the goal. The Department’s overall goal must be based on demonstrable evidence of the availability of ready, willing, and able DBEs relative to all businesses that are ready, willing, and able to participate in DOT assisted contracts. 49 CFR §26.45 dictates a two-step process. The first step is to determine a base figure for the relative availability of DBEs. Once the base figure is determined, it is necessary to examine all of the evidence available in the Department’s jurisdiction to determine what adjustment to the base figure, if any, is necessary. As an extension of this process, Section 26.51 requires that state DOT’s meet the “maximum feasible portion” of its overall DBE utilization goal through race-neutral means of facilitating race-neutral DBE participation.

## **Federally-Assisted Aviation Contracting Opportunities for FFY 2024-2026**

The Department evaluated all available FAA contracting opportunities for FFY 2024-2026, which are provided in detail in Appendix 1. The total value of such projected opportunities across FFYs 2024, 2025, and 2026 is \$12,278,628.00.

## **Goal Methodology**

### **Step 1 – Determination of a Base Figure**

As specified in Section 26.45(c) of the DBE Regulations, the method used to calculate the relative availability of DBEs (“base figure”) for Step 1 of the goal setting process is a percentage figure calculated by dividing a number representing available DBEs by a number representing all available firms (Method 1). MaineDOT employed the use of our DBE directory and Census Bureau data for calculating a base figure. We obtained our data and calculated the relative availability percentage in the following manner: • The Office of Freight and Passenger Services at MaineDOT maintains a five-year Capital Improvement Program with detailed spending projections for each state-owned airport. The federal spending for each project was identified, and then the itemized spending was categorized by six-digit North American Industry Classification System (NAICS) code. The list of the projects with a federal share of \$250,000 or more expected for the coming three-year period is shown in Table 1. The collection of NAICS codes, their descriptions and projected federal spending is shown below in Table 1. To establish the Department’s base figure of the relative availability of DBEs to all comparable firms (DBE and Non-DBEs) available to propose on federally assisted contracting opportunities projected to be

solicited during the goal period, the Department followed the two-step process federally prescribed for goal-setting in accordance with 49 CFR Part 26.45.

Having determined that its geographic market area consists of Maine, Massachusetts, and New Hampshire, the Department projected the contracting opportunities that it will have during this goal period and defined the corresponding NAICS codes. The Department projects that the anticipated contracting opportunities for this goal period will fall within the NAICS code categories identified in Table 2.

The Department then searched for DBE and Non-DBE ready, willing, and able firms (DBE Potential) who perform work in identified transportation-related NAICS codes in the states, Maine, New Hampshire, Massachusetts, relevant to the geographic market area (GMA), but not just firms that are prequalified or have previously performed the work in the GMA. MaineDOT included in this calculation “potential DBEs” or firms that could be certified as DBEs in the GMA because they in fact represent ready, willing, and able firms that are able to compete on federally assisted contracts.

This was accomplished by accessing the most recent Unified Certification Program (UCP) Directory of Certified DBE Firms and the most recent U.S. Census Bureau County Business Patterns (CBP) Database for all three states in the GMA. All efforts were made to use as close to identical NAICS codes as possible to ensure a “like-to-like” comparison. Although several DBEs have more than one NAICS code, the Department used only one such code per firm to avoid duplication. Also, it was verified that DBEs from the Census and the Directory were not counted twice.

**Table 1: Projected Contracting Opportunities, NAICS Codes, and Relative Availability of Ready, Willing, and Able DBE Firms to All Firms in the GMA**

NAICS Code	Description	Number of Maine Firms Per CBP Database	Number of New Hampshire Firms Per CBP Database	Number of Massachusetts Firms Per CBP Database	Total Number of Maine, New Hampshire, Massachusetts Firms Per CBP Database	Number of Certified DBE and Potential DBE Firms in Maine	Number of Certified DBE and Potential DBE Firms in New Hampshire	Number of Certified DBE and Potential DBE Firms in Massachusetts	Total Number of DBE Firms in GMA (Maine, New Hampshire, Massachusetts)
236220	Airport Building Contractor, Terminals	140	129	742	1,011	9	3	3	15
237310	Paving, Milling, Surface Prep, Markings, Traffic Control, Signage & Mobilization	67	66	212	345	11	4	6	21
238210	Electrical Contractors, Lighting	629	660	2592	3,881	3	3	8	14
238120	Structural Steel Contractors & Installation	11	18	72	101	2	2	2	6
238160	Roofing	114	74	441	629	3	0	1	4
238220	Mechanical/Plumbing Contractors & Systems	751	759	3093	4,603	1	2	7	10

238310	Drywall & Insulation Contractors	145	181	588	914	0	2	4	6
238320	Painting Contractors	266	207	1082	1,555	3	1	5	9
423310	Windows/Doors Wholesalers	30	49	120	199	1	1	1	3
423320	Brick, Stone & Related Construction Material Wholesalers	9	24	62	95	1	1	2	4
541330	Engineering Services	307	354	1,466	2,127	22	4	9	35
541370	Survey Services	81	52	146	279	3	2	3	8
541380	Testing Services	39	45	153	237	2	2	2	6
541611	Administrative & General Construction Services	316	288	1747	2,351	22	3	6	31
<b>Totals:</b>					<b>18,327</b>				<b>172</b>

To determine the relative availability of DBEs, the Department created a ratio wherein the numerator represents the number of ready, willing and able DBE firms and the denominator represents all firms, both certified DBEs and potential DBEs, available in each work category.

**For the numerator:** Most recent UCP DBE Database of Certified Firms the geographic market area, which includes the surrounding states of New Hampshire and Massachusetts

**For the denominator:** Most recent U.S. Census Bureau’s County Business Pattern Database (CBP), which includes the surrounding states of New Hampshire and Massachusetts

As noted in Table 1, the Department identified 18,327 ready, willing and able firms in the NAICS codes for the projected federally assisted contracting opportunities. In the federally prescribed formula below, this number is used as the denominator. The numerator was found by determining the number of ready, willing, and able DBE certified firms within the same NAICS sub-sectors. For the purposes of this goal setting methodology, 172 firms are considered ready, willing, and able to perform work in the areas identified. The 172 ready, willing, and able DBE firms, divided by the 18,327 total number of all ready, willing, and able firms (DBEs and non-DBEs), yields a base figure of 0.94%.

**Formula**

$$\left( \frac{\text{DBE (172)}}{\text{CBP (18,327)}} \right) \approx 0.0094 \times 100 \approx 0.94\%$$

**Step 2 – Adjustment to Base Figure**

Once the base figure is determined, MaineDOT is required to examine all of the evidence available to determine what adjustment, if any, is necessary. Step 2 requires the Department to incorporate any available evidence that will improve the accuracy of the Step 1 base line goal calculations in order to determine the level of DBE participation that would occur absent the effects of discrimination. The Department assessed the impact of specific factors requiring narrow tailoring of the DBE Program. The following factors were considered in making the decision to adjust the overall DBE goal:

**1. Past Participation**

The volume of work that DBEs have performed in recent years can be useful to increase the accuracy of the DBE goal. Past participation is particularly useful if the contracting opportunities that are projected for the next three years are similar to those of the

previous goal period(s). For the purpose of this methodology, past participation was measured by the volume of work DBEs have performed in the past ((49 CFR 26.45(d)(1)(i); 49 CFR 26.45(e)(3)(iii); 49 CFR 26.45(f)(1)(v)). Normally, the Department would analyze the projected contracting opportunities in resources such as the State Transportation Improvement Plan to determine whether the projected opportunities are substantially similar to those in the prior five years and that therefore adjusting the base figure using past participation is a logical approach. The FAA recommends that the previous five years be used to determine the historical median for past participation. This requires the Department to evaluate DBE participation on FAA-assisted contracts during FFYs 2019-2023. The following table shows the past DBE participation obtained during this five-year time period.\*

**Table 2: DBE Past Participation, FFYs 2019 - 2023**

<b>FFY</b>	<b>DBE Past Participation</b>
2019	0%
2020	0%
2021	0%
2022	0%
2023	0%

DBE participation during those federal fiscal years was 0%. To adjust the base figure using past participation, MaineDOT would normally add the median participation from the relevant five-year period to the base figure and divide that sum by two. The median DBE participation during this time period was 0%.

Because the median fell short of the overall DBE goal for FFYs 2019 - 2023, and would therefore reduce the FFY 2024 – 2026 goal if applied, the Department will not make an adjustment for past participation.

**Median 0% + Base Figure 0.94% = 0.94%**

MaineDOT’s non-adjusted DBE Goal is 0.94%.

**2. Disparity Studies**

As discussed previously, MaineDOT has not conducted any disparity studies in the past three federal fiscal years. The Department contacted the state’s Metropolitan Planning Organizations and its major airports, and none of them conducted disparity studies or comparable studies that may have provided information relative to the geographic market area.

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\* It should be noted that for FFY 2021, MaineDOT reported a 1.31% percentage of total dollars to DBEs for just the Augusta Airport within MaineDOT’s jurisdiction. However, statewide DBE goal participation for FFY 2021 was reported as 0%.

**However, MaineDOT considered the following sources of disparity study information:**

MaineDOT did identify statistical disparities in the ability of DBEs to obtain financing, bonding, and insurance. To address this, the Department contacted the Associated General Contractors of America (AGC) to obtain relevant information. The AGC has various resources that address these disparities. They provide educational programs such as the Contractor Bonding Education and Mentoring Program, which helps new and emerging construction businesses, particularly minority-owned and under-represented businesses, to qualify for surety bonds and understand the complexities of insurance and financing within the construction industry. Additionally, their updated Construction Financing Guide offers insights into the financing process and highlights opportunities and pitfalls specific to contractors.

MaineDOT also reached out to the United States Department of Labor (USDOL), State DOL, and Department of Education to gather data on employment, self-employment, education and training, and union apprenticeship programs. The USDOL's Employment and Training Administration (ETA) offers extensive resources for job training and apprenticeship programs aimed at improving the employment prospects of adults, youth, and dislocated workers. These programs are designed to boost employability and earnings and are delivered primarily through state-run American Job Centers. The ETA also oversees the National Apprenticeship Act, ensuring the welfare of apprentices and providing integrated employment and training information to sponsors and the local employment community.

Additionally, MaineDOT considered other data sources to better measure the percentage of work DBEs would likely obtain in the absence of discrimination. The Department consulted a variety of organizations and institutions to gather information about past discrimination in public and private contracting, as well as in credit, bonding, and insurance. This included data on employment, self-employment, training, union apprenticeship programs, and firm formation.

**Key Data Sources and Consultations:**

**U.S. Department of Transportation (DOT)**

The DOT provides guidance on considering various factors, such as past DBE participation, evidence from disparity studies, and statistical disparities in financing and insurance. This ensures a more accurate measure of DBE availability and participation in the absence of discrimination. The DOT recommends consulting organizations representing DBEs, state or local offices of procurement, and federal or state civil rights enforcement offices, among others.

**Federal Reserve**

Research from the Federal Reserve includes studies on discrimination in credit markets, providing insights into disparities in mortgage lending and other financial services. This



information is crucial for understanding the challenges DBEs face in obtaining financing and the systemic barriers that exist in the credit industry.

### **Office of Minority and Women's Business Enterprises (OMWBE)**

OMWBE offers resources on surety bonds, which are often required for public and private contracts. They provide support through programs like the SBA Surety Bond Program and the USDOT Bonding Education Program, which help small businesses and DBEs become bond-ready and improve their ability to qualify for bonds.

### **Minority Business Development Agency (MBDA)**

The MBDA offers a repository of publications and reports on the economic impact of minority-owned businesses. This includes data on the number of firms, annual revenue, and job creation by minority business enterprises.

By utilizing these data sources, MaineDOT was able to better understand and address the barriers faced by DBEs, ensuring a fairer and more equitable contracting environment.

### **3. Other Related Evidence**

No other evidence of the kind described in the regulations at 49 CFR 26.45(d)(2) was available to consider in determining whether an adjustment to the base figure is warranted.

### **Use of Race Conscious and Race Neutral Measures**

The Department anticipates that the current goal will be achieved entirely through race and gender-neutral means. Contract goals will not be necessary for additional attainment. If the Department does not achieve the stated goal, it will look for possible ways to meet the goal in the future, and prepare a shortfall analysis.

Although the Department did not meet its previous overall goals for FFYs 2019, 2020, 2021, 2022, or 2023, there are so few DBEs that provide transit-related services that it would be unrealistic to set contract goals at the present. There is simply a very limited capacity of Maine's DBE community for transit operations and needs; however, the Department will more aggressively pursue DBE participation where it can, both in terms of MaineDOT subcontracting opportunities and with its subrecipients.

### ***Use of Supportive Services Program in Race-neutral Efforts***

For MaineDOT to meet its goal through race neutral means, it has contracted an agency to provide a Disadvantaged Business Enterprises Supportive Services (DBE SS) Program in accordance with 23 CFR 230.204. This business development program aims to assist minority, women and disadvantaged owned firms to build strong businesses able to successfully compete when bidding for federally funded transportation projects and consultant contracts, thus increasing equal opportunity, competition, and diversity in

Maine's infrastructure and construction industries, as well as its other aviation-supporting industries.

The following services are offered through MaineDOT's DBE SS Consultant with specific programs targeted for instruction. Tuition reimbursement for successfully completed classes taken by small business owners to grow and/or improve their business in the Federal-aid infrastructure and construction industries will also be allowed. This program:

- Provides technical and resource assistance with financial and business planning including accounting, invoicing and auditing practices, business planning, marketing/networking, and setting and achieving goals. Assists with bonding, financial assistance, lease agreements, taxes, fringe benefits, and payroll. Assures capability to comply with all FHWA/FAA requirements and paperwork regarding personnel, EEO, Title VI, DBE, AA, training and Davis Bacon and related Acts.
- Provides technical and general assistance with locating, processing, estimating, and submitting quotes for MaineDOT federal aid contracts. Surveys and reports the bid items DBEs can complete and shares this information on the web and with prime contractors. Offers guidance to DBEs regarding MaineDOT project plans and website to keep DBEs up to date with contract opportunities in their business areas.
- Provides technical support for computer systems, particularly CADD translation to Micro-station to be compatible with MaineDOT files and electronic bidding assistance (using the web and using BIDEX). Also, provides hardware/software technical support and webpage development as related to bridge and highway construction.
- Provides technical support and education regarding partnering with other consultants/contractors/agencies and how to create and deliver products or services under a joint venture. Gives participating small businesses new tools to improve or expand their business capabilities.
- Provides technical assistance and education regarding reading, writing and understanding construction contracts and subcontracts; assistance in ensuring that contracts and subcontracts protect the interest of the DBE, including all phases of the work, and contain all needed language for compliance when working on FHWA/FAA funded projects.
- Distributes a brochure regarding the DBE program and continues to educate contractors and consultants, as well as MaineDOT personnel, about the purpose of the program and their obligations under federally funded contracts. Develops ongoing opportunities for workshops, briefings and training sessions statewide. Educates the SBA's Small Business Development counselors and other entities about the DBE program.

- Holds networking/conferences in conjunction with the Maine SBA Office and other partners and offers matchmaking session between DBEs and prime consultants and contractors. Creates networking opportunities and other activities to promote DBE growth and quality; including educational seminars.

In addition, the MaineDOT DBE SS Consultant uses a variety of methods to provide business development services and assess a firm's current qualifications. These include, but are not limited to:

- Documentation of a DBE's skills, experience and needs through development of a Business Needs Assessment, along with a practiced interview technique to successfully glean necessary information from clients;
- Individual Business Management Assistance to DBEs in the form of technical and resource assistance for financial and business planning, as well as public procurement specifically related to MaineDOT opportunities. Includes both in-house and external specialist resources to provide a wide range of advice and education.
- A rigorous two-year Business Development Program for those DBEs that have the potential and desire to participate.
- Computer and technical assistance to educate DBEs on electronic bidding and how to utilize technology, including providing website development for interested firms.
- Tuition reimbursement providing educational opportunities for DBEs.
- Feedback from primes and from MaineDOT staff providing assistance to firms.

The MaineDOT DBE SS Consultant uses industry business standards and MaineDOT prequalification standards as well as feedback from the primes and others to determine the comparable skills and qualifications that each DBE should attain. This is done on a case-by-case basis as each company delivers a unique set of products and services.

MaineDOT works closely with its DBE SS Consultant and regularly discusses concerns and successes with DBE firms in Maine. The DBE SS consultant works directly with DBEs and assists firms by addressing their concerns and challenges. The DBE SS Consultant is a conduit to MaineDOT for DBEs.

### **Public Process**

Pursuant to 49 CFR 26.45 (g)(i), MaineDOT: *“must consult with minority, women's and general contractor groups, community organizations, and other officials or organizations which could be expected to have information concerning the availability of disadvantaged and non-disadvantaged businesses, the effects of discrimination on opportunities for DBEs, and your efforts to establish a level playing field for the participation of DBEs.”*

## Public Notification of Goal Methodology

On June 10, 2024, MaineDOT held a public meeting via zoom at 10:00 am to 11:00 am EST (US and Canada). To enhance engagement, Maine DOT representatives reached out to as many people as possible, including minority and women-owned organizations/associations, to inform them of the DBE draft goal, methodology employed, and to request their attendance at the DBE goal public hearing. General contractor associations, DBEs, the DBE Supportive Services consultant, Associated General Contractors of Maine, Inc. (AGC), National Association of Women in Construction (NAWIC), the Maine Better Transportation Association (MBTA), the Maine Women’s Business Center, the National Association for the Advancement of Colored People (NAACP) Maine Chapter, the American Council of Engineering Companies in Maine (ACEC), the Maine Chamber of Commerce, and the Maine Asphalt Pavement Association were sent emails to participate in a discussion of our Goal Methodology, to obtain information relevant to MaineDOT’s goal setting process and to express any concerns about MaineDOT’s DBE program. Advance copies of the draft Goal Methodology were provided to invitees prior to the meeting. The draft was available at the Civil Rights Office website: <http://www.maine.gov/mdot/civilrights/dbe> A follow-up email was sent to the entities listed above soliciting additional feedback.

The draft goal document served as the presentation and Maine DOT representatives offered a verbal explanation of the methodology, ensuring that those who could not read the document or required a different way to understand the methodology received the necessary information in an alternate accessible format. At the meeting, the draft Goal Methodology was presented and representatives of MaineDOT’s Civil Rights Office were available and present to engage with attendees by listening to concerns, receiving comments, and answering questions. Public hearing attendees included the following:

**Table 3: MaineDOT DBE Goal Setting Public Hearing Attendees**

Name	Affiliation
Sam Updike	Apex Domestic
Miranda Pelkey	EMDC Maine Apex
Larry Allen	Transportation Director, AVCOG/LATC
Emily Hamm	Greater Portland COG

**There were no comments received on the draft methodology.**

In addition to the above public process, MaineDOT also held the following DBE outreach events, provided in Table 4, to promote social equity, economic development, and the effective delivery of transportation services. These outreach events significantly increased the visibility of Maine DOT’s initiatives within minority and women-owned business communities, fostering greater awareness and support for Maine DOT’s goals. By actively engaging with diverse stakeholders, Maine DOT was able to gather valuable insights and feedback that informed and refined its transportation planning efforts. The

outreach efforts led to a more inclusive planning process, ensuring that the perspectives and needs of underrepresented communities were incorporated into Maine DOT’s decision-making. As a result of these events, Maine DOT established stronger partnerships with DBEs, enhancing collaboration and boosting economic opportunities for these businesses. The feedback and participation garnered through these outreach events directly contributed to achieving Maine DOT’s goals for social equity and effective transportation service delivery.

**Table 4: MaineDOT DBE Outreach Activities**

Date	2022 DBE Outreach Event
1/11/2022	City of Brewer: Quarterly Business Roundtable Zoom Meeting
1/20/2022	Maine PTAC Webinar: Women Owned Small Business (WOSB) Certification
1/26/2022	Office of Small and Disadvantaged Business Utilization: Federal Contracting 101
2/3/2022	GrowSmart Maine: Infrastructure Investment and Jobs Act: Can Transportation and Other Infrastructure Investment Lead to Smart Growth in Maine?
2/7/2022	Bangor Resource Partners (collaborative of SCORE, Penquis CAP, EMDC, New Ventures, SBDCs, Four Directions Development Corp.) monthly meetings
2/15/2022	Maine PTAC Webinar: Subcontracting Strategies
3/3/2022	Maine PTAC Webinar: I’m a New Client, Now What?
3/10/2022	LA Metro Chamber: Networking & Program - Featured speakers Gov. Mills, Auburn & Lewiston Mayors
3/16/2022	Belfast Chamber - Business After Hours Networking
3/18/2022	Portland Chamber - Innovation for Everyone
3/28/2022	Piscataquis County Economic Development - Quarterly Meeting
3/29/2022	Portland Professional Connections - City of Portland Econ Dev & Portland Chamber
4/6/2022	Maine Biz - Business Leaders of The Year Networking/Program
4/7/2022	Ellsworth Chamber - Business After Hours Networking
4/12/2022	Quarterly Roundtable - City of Brewer
4/12/2022	Maine PTAC Webinar - How Government Contracting Can Help Your Small Business
4/13/2022	Penobscot Bay Chamber Business Expo B2B
4/13/2022	Associated General Contractors (AGC) Maine - Build Maine Awards
4/14/2022	Bangor Chamber - Business After Hours Networking
4/20/2022	Belfast Chamber - Business After Hours Networking
4/27/2022	Bangor Chamber: Early Bird Breakfast & Networking - Preparedness from Cybersecurity Risks

4/28/2022	Economic Development Council of Maine (EDCM) - Spring Networking Social
5/5/2022	Maine Biz - Women's Leadership Forum
5/5/2022	Maine PTAC Webinar: How to Market Your Socio-Economic Status (And how NOT to!)
5/11/2022	Waldo County Small Business Conference & Networking - Belfast Area Chamber of Commerce
5/12/2022	Bangor Chamber Business After Hours Networking
5/13/2022	Manufacturers Association of Maine (MAME) 2022 MFG Summit
6/14/2022	Maine PTAC Webinar: Grow Your Small Business with Government Contracting
6/22/2022	MaineBiz on the Road in Dover-Foxcroft
6/30/2022	Maine PTAC Webinar: I'm a New Client, Now What?
7/12/2022	Quarterly Roundtable - City of Brewer
7/13/2022	Belfast Chamber - Business After Hours Networking
7/14/2022	Maine PTAC Webinar: Government Subcontracting: Strategies for Small Business Success
7/14/2022	PTAC 101 Presentation to Central Maine SCORE Chapter Mentors
7/19/2022	MaineBiz on the Road in Machias
7/19/2022	City of Brewer: Quarterly Business Roundtable Zoom Meeting
8/17/2022	Belfast Chamber - Business After Hours Networking
8/24/2022	Maine PTAC Virtual Industry Day with 381 Constructors
8/25/2022	Maine PTAC Webinar: Selling to the State of Maine
9/27/2022	Maine PTAC Webinar: Is Obtaining the Women-Owned Small Business Certification Right for You?
9/28/2022	MaineBiz on the Road in Lewiston-Auburn
9/28/2022	Bangor Blitz
10/4/2022	Falls Chamber of Commerce Business Resource Fair
10/11/2022	City of Brewer: Quarterly Business Roundtable
10/25/2022	Maine PTAC Workshop: An Introduction to Maine PTAC and Free Services available for Businesses
10/26/2022	Maine PTAC Webinar: Government Subcontracting: Strategies for Success
11/1/2022	Maine PTAC Webinar: I'm a New Client, What's Next?
11/4/2022	Four Direction Development Corporation's Small Business Workshop
11/9/2022	MaineBiz 40 Under 40
11/10/2022	LA Chamber Breakfast
11/10/2022	Manufacturers Assoc of Maine Annual Gala
11/18/2022	LA Chamber Event
12/1/2022	Maine Transportation Conference - MBTA
12/2/2022	Bangor Chamber Women's Leadership Luncheon
12/6/2022	Maine PTAC Webinar delivered to CEI's Women's Business Center - Is WOSB Certification Right for Your Business?

12/12/2022	Steering Committee Inclusion Maine Conference
12/13/2024	Maine PTAC Webinar: Are you ready to be a government contractor?

<b>Date</b>	<b>2023 DBE Outreach Event</b>
1/9/2023	Quarterly Roundtable - City of Brewer
1/10/2023	Maine Agriculture, Conservation and Forestry Trade Show
1/13/2023	DEI Workforce Webinar
1/18/2023	Maine PTAC Webinar presentation for SCORE: "Women-Owned Small Business Certification"
1/18/2023	Maine PTAC Workshop presentation for the Auburn Rotary Club: "How Maine PTAC Assists Small Businesses to Sell to The Government"
1/24/2023	WTS Board Introduction
2/2/2023	Associated General Contractors of Maine Annual Meeting
2/15/2023	Bangor Chamber Early Bird Breakfast
2/16/2023	Bangor Region Chamber Business After Hours
2/16/2023	Maine PTAC Webinar: Women-Owned Small Business Certification
2/16/2023	Maine PTAC Webinar to LA Metro Chamber Members: "How Maine PTAC Assists Small Businesses to Sell to The Government"
2/22/2023	DEI Inclusion Maine Steering Committee
3/1/2023	Maine PTAC Webinar to CEI's Women's Business Center - Changes to WOSB Certification
3/1/2023	Maine PTAC Webinar: How to Market Your Socio-Economic Status (And how not to!)
3/7/2023	MaineBiz on the Road in Skowhegan
3/8/2023	Navigating and Understanding the Maine DBE Certification Program
3/13/2023	Maine PTAC Presentation to the Houlton Rotary Club
3/15/2023	Bangor Region Chamber Business Breakfast
3/22/2023	Skowhegan Chamber Business-After-Hours
3/28/2023	Penobscot Bay Chamber of Commerce Business & Community Expo
3/30/2023	Maine State Chamber of Commerce - Business Day at the State House
4/3/2023	Bangor Roundtable for Municipalities & Business Support Organizations
4/5/2023	MaineBiz Annual Leaders Awards
4/6/2023	Maine PTAC Webinar: Government Subcontracting: Strategies for Success
4/13/2023	Ellsworth Chamber Business After Hours
4/19/2023	Belfast Chamber Business After Hours
5/4/2023	Southern Aroostook Development Corp Business Meeting
5/11/2023	LA Metro Chamber of Commerce Breakfast
5/11/2023	Franklin County Chamber of Commerce-"Business After Hours"

5/16/2023	Webinar for CEI - Disadvantaged Business Enterprise Certification 101 (DBE)
5/17/2023	Maine International Trade Center – Trade Day 2023
5/18/2023	2023 Maine B2B Trade Show
5/18/2023	Maine PTAC Webinar for CEI's Women's Business Center: Is WOSB Certification Right for Your Business?
5/24/2023	Bangor Region Chamber of Commerce – Early Bird Breakfast and Economic Summit
5/24/2023	2023 Maine Small Business Administration Awards Ceremony
5/25/2023	Maine Center for Entrepreneurs Summit
6/7/2023	SBA Roundtable Update Event
6/8/2023	Build Maine Conference
6/14/2023	Bangor Region Chamber of Commerce – Early Bird Breakfast
6/15/2023	Franklin County Chamber of Commerce – Business After Hours
6/15/2023	Portland Regional Chamber of Commerce - Imagine Portland 2023
7/20/2023	LA Metro Chamber of Commerce - Business After Hours
7/24/2023	Maine APEX Webinar: Matchmaker Prep: Best Practices for the Upcoming Northeast Regional Matchmaker
8/9/2023	2023 Northeast Regional Matchmaker
8/10/2023	2023 Northeast Regional Matchmaker
8/16/2023	Auburn Rotary Club Breakfast Club Meeting
8/16/2023	Maine APEX Webinar: The SBA's Women Owned Small Business Certification
8/22/2023	Maine APEX Webinar: Selling to the State of Maine
8/25/2023	University of Maine Machias New Students Workshop
9/7/2023	Bangor Chamber of Commerce FUSION Networking Event
9/13/2023	Maine APEX Webinar for CEI's Women's Business Center: Women-Owned Small Business Certifications
9/19/2023	DBE Webinar for the Women's Business Center
9/21/2023	LA Metro Chamber of Commerce, Business After Hours
10/5/2023	Great Falls Chamber Resource Fair
10/10/2023	LA Metro Chamber of Commerce, Business After Hours
10/20/2023	DownEast Innovation Network Technical Assistance Forum
11/14/2023	Manufacturer's Association of ME 2023 Annual Gala
12/7/2023	Maine Transportation Conference - MBTA
12/7/2023	Maine APEX Webinar: Is Your Company Ready to Explore and Pursue Government Contracting Opportunities?

<b>Date</b>	<b>2024 DBE Outreach Event</b>
1/8/2024	Bangor Resource Partners Meeting
1/9/2024	Maine APEX Webinar for LA Metro Chamber members: "Selling to the State of Maine"



1/18/2024	Franklin County Chamber of Commerce Business After Hours
1/23/2024	Oxford Hills Chamber of Commerce-Business After Hours
1/31/2024	DBE Roadshow – Portland Event
2/8/2024	DBE Roadshow – Augusta Event
2/8/2024	Maine APEX Webinar: How to Market Your Socio-Economic Status (And how not to!)
2/8/2024	Lewiston Auburn Metro Chamber of Commerce Breakfast
2/13/2024	DBE Roadshow – Bangor Event
2/26/2024	Waldoboro Business Association Business After Hours
2/27/2024	DBE Roadshow – Presque Isle Event
3/7/2024	Jay-Livermore-Livermore Falls Chamber of Commerce Breakfast
3/8/2024	Maine APEX & SCEC – All Things SAM.gov (webinar)
3/14/2024	Bangor Chamber of Commerce Business Networking After Hours
3/20/2024	Bath/Brunswick Chamber 12 @ 12 Business Networking
3/22/2024	Maine PHCC Conference
4/8/2024	Maine APEX Webinar: Assisting Small Businesses in the Government Marketplace

## Appendix 1

**Table 5: Expected Capital Projects FFYs 2024 - 2026**

FFY	Airport	Description	
2024	Statewide (MES)	PCI Updates	\$583,128.00
2024	Augusta (AUG)	AMPU - Masterplan	\$336,142.00
2025	Statewide (MES)	AWOS - III 2 Installations & 3 Designs, Phase I	\$999,000.00
2025	Augusta (AUG)	Reconstruct GA Apron	\$3,325,000.00
2025	Augusta (AUG)	Terminal Building Rehabilitation	\$4,680,000.00
2026	Statewide (MES)	AWOS - III 2 Installations & 3 Designs, Phase II	\$1,620,000.00
2026	Augusta (AUG)	Design/Construct for LED Lighting RW 17/35 & TW C & E	\$735,358.00
<b>Total</b>			<b>\$12,278,628.00</b>

## Appendix 2

**Table 6: Maine Airports List**

City Name	Airport Name	Development Estimate
Auburn/Lewiston	Auburn/Lewiston Municipal	\$13,571,229
Augusta	Augusta State	\$10,388,111
Bangor	Bangor International	\$61,554,313
Bar Harbor	Hancock County/Bar Harbor	\$10,875,263
Belfast	Belfast Municipal	\$10,775,581
Bethel	Bethel Regional	\$3,744,471
Biddeford	Biddeford Municipal	\$2,332,223
Brunswick	Brunswick Executive	\$13,014,358
Caribou	Caribou Municipal	\$3,198,000
Carrabassett	Sugarloaf Regional	\$4,341,053
Dexter	Dexter Regional	\$1,861,111
Dover/Foxcroft	Charles A Chase Jr Memorial Field	\$0
Eastport	Eastport Municipal	\$2,488,889
Frenchville	Northern Aroostook Regional	\$2,522,076
Fryeburg	Eastern Slopes Regional	\$17,782,413
Greenville	Greenville Municipal	\$6,588,888
Houlton	Houlton International	\$3,495,277

Islesboro	Islesboro	\$0
Jackman	Newton Field	\$1,316,666
Lincoln	Lincoln Regional	\$1,366,667
Machias	Machias Valley	\$4,616,666
Millinocket	Millinocket Municipal	\$7,972,222
Norridgewock	Central Maine / Norridgewock	\$3,561,111
Old Town	Dewitt Field/Old Town Municipal	\$959,877
Oxford	Oxford County Regional	\$5,229,855
Pittsfield	Pittsfield Municipal	\$1,253,244
Portland	Portland International Jetport	\$79,457,361
Presque Isle	Presque Isle International	\$72,481,370
Princeton	Princeton Municipal	\$2,466,666
Rangeley	Stephen A Bean Municipal	\$1,414,190
Rockland	Knox County Regional	\$4,717,777
Sanford	Sanford Seacoast Regional	\$7,530,410
Stonington	Stonington Municipal	\$0
Waterville	Waterville Roobert Lafleur	\$1,570,000
Wisacasset	Wisacasset	\$1,448,333