

**FOCUS GROUP SURVEY OF AREA BUSINESSES
STATE OF OREGON DEPARTMENT OF TRANSPORTATION
DISPARITY STUDY**

BUSINESS PROFILE

Q1. Which ONE of the following is your company's primary line of business?

¹ Building Construction (general contractor) –
Specify: _____

² Special Trade Contractor (electrical, painting, landscaping, hauling, heavy construction, etc.) –
Specify: _____

³ Professional Services (Legal, Consulting, Appraisers, PR) –
Specify: _____

⁴ Architecture/Engineering Services –
Specify: _____

⁵ General/Personal Services (security, training, maintenance, etc.) –
Specify: _____

⁶ Supplies and Equipment –
Specify: _____

Q2. In what year was your company established? _____

Q3. Is your company a sole proprietor, partnership, corporation or other?

- | | |
|--|--|
| ¹ _____ Sole proprietor | ⁴ _____ Partnership |
| ² _____ Corporation | ⁵ _____ Limited Liability Partnership |
| ³ _____ Limited Liability Corporation | ⁶ _____ Non-Profit Organization |
| ⁷ _____ Other (Specify) _____ | |

Q4. Excluding owners, how many full-time and how many part-time or cyclical employees does this firm have?

_____ Number of Full-Time Employees

_____ Number of Part-Time Employees

Q5. Is 51 percent of your company owned and controlled by a woman or women?

_____ ¹ Yes _____ ² No

Q6. Which of the following categories would you consider to be the race or ethnic origin of the owner or controlling party (51 percent of your company)? Would you say?

- _____ ⁰ White/Caucasian
_____ ¹ African/African American
_____ ² Asian
_____ ³ Hispanic or Latino
_____ ⁴ American Indian or Alaska Native
_____ ⁵ Native Hawaiian or Other Pacific Islander
_____ ⁶ Other (please specify) _____

Q7. Which of the following categories best approximates your company's gross revenues for calendar year 2006?

- | | |
|--|---|
| <input type="checkbox"/> ¹ up to \$50,000 | <input type="checkbox"/> ⁶ \$1,000,001 to \$3,000,000 |
| <input type="checkbox"/> ² \$50,001 to \$100,000 | <input type="checkbox"/> ⁷ \$3,000,001 to \$5,000,000 |
| <input type="checkbox"/> ³ \$100,001 to \$300,000 | <input type="checkbox"/> ⁸ \$5,000,001 to \$10,000,000 |
| <input type="checkbox"/> ⁴ \$300,001 to \$500,000 | <input type="checkbox"/> ¹⁰ Over \$10 million |
| <input type="checkbox"/> ⁵ \$500,001 to \$1,000,000 | |

Q8. Are you required to have bonding for the type of work your company bids?

- ¹ Yes ² No

Q8a. What is your current aggregate bonding limit?

- ¹ Below \$100,000
 ² \$100,001 to \$500,000
 ³ \$500,001 to \$1,000,000
 ⁴ \$1,000,001 to \$1,500,000
 ⁵ Over \$1,500,000
 ⁹ None

Q8b. What is your current single project bonding limit?

- ¹ Below \$100,000
 ² \$100,001 to \$500,000
 ³ \$500,001 to \$1,000,000
 ⁴ \$1,000,001 to \$1,500,000
 ⁵ Over \$1,500,000
 ⁹ None

Q9. The following lists things that may prevent companies from bidding or obtaining work on a project. In your experience, have any of the following been a barrier to obtaining work on projects with ODOT. Please mark an 'X' for each question.

	For ODOT		
	Yes ¹	No ²	Don't Know
a. Pre-qualification requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Performance bond requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Bid bond requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d. Financing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e. Insurance requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f. Bid specifications	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
g. Limited time given to prepare bid package or quote	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

	Yes	No	Don't Know
h. Limited knowledge of purchasing/contracting policies and procedures	___	___	___
i. Lack of experience	___	___	___
j. Lack of personnel	___	___	___
k. Contract too large	___	___	___
l. Contract too expensive to bid	___	___	___
m. Informal networks	___	___	___
n. Selection process	___	___	___
o. Competing with large companies	___	___	___
p. Could not pursue a contract due to a project labor agreement on the project	___	___	___
q. Low bid requirement	___	___	___

Q10. The following lists business practices that sometimes occur while serving as a subcontractor. Please indicate if you have had any of the following experiences since 2002 in contracting with ODOT by marking an 'X' for each question.

	Yes ¹	No ²	Don't Know
a. Provided a bid and/or quote, but the owner, prime contractor never responded	___	___	___
b. Provided the lowest bid or quote but did not receive the contract	___	___	___
c. Was asked to be a front for a non-minority firm	___	___	___
d. Pressured to lower quote on a bid or experienced "bid shopping"	___	___	___
e. Was paid less than the negotiated amount in the contract	___	___	___
f. Dropped from the project after prime was awarded the contract	___	___	___
g. Completed the job and payment was substantially delayed	___	___	___
h. Completed the job and never received payment	___	___	___
i. Did different and less work than specified in the contract	___	___	___
j. Was held to higher standards than other subs on the job based on race/ethnicity/gender	___	___	___
k. Was not paid as specified in the contract or payment schedule	___	___	___
l. Untimely release of retainage	___	___	___

Q11. How many times have you applied for a commercial (business) bank loan over the past three years?

Number of Times_____

Q12. How many times have you been approved for a commercial (business) bank loan over the past three years?

Number of Times_____

Q13. How many times have you been denied a commercial (business) bank loan over the past three years?

Number of Times_____

Q14. Since 2002, has your company applied, and been approved or denied for any of the following items? Please mark an 'X' indicating your application, approval status, and denial category for each question. For each denied application, please specify under which category it was denied using the Denial Category list below.

	Applied		Approved or Denied			Denial Category					
	Yes ¹	No ²	Approved ¹	Denied ²	N/A ⁹	ID	IBH	C	RE	G	O
a. Business start-up loan	___	___	___	___	___	___	___	___	___	___	___
b. Operating capital loan	___	___	___	___	___	___	___	___	___	___	___
c. Performance bond	___	___	___	___	___	___	___	___	___	___	___
d. Bid bond	___	___	___	___	___	___	___	___	___	___	___
e. Equipment loan	___	___	___	___	___	___	___	___	___	___	___
f. Commercial liability insurance	___	___	___	___	___	___	___	___	___	___	___
g. Professional liability insurance	___	___	___	___	___	___	___	___	___	___	___

Denial Category

Insufficient Documentation (ID)

Insufficient Business History (IBH)

Confusion about Process (C)

Race or Ethnic Origin (RE)

Gender of Owner (G)

Other, please specify (O)

Q15. Please indicate your level of agreement or disagreement, on a scale of 1 to 5 where 5 represents “Strongly Agree” and 1 represents “Strongly Disagree” with the following statements. Please circle one number for each question.

Response	Strongly Agree	Agree	Neither Agree nor Disagree	Disagree	Strongly Disagree	Don't Know ⁹
a There is an informal network of prime and subcontractors in the State of Oregon.	5	4	3	2	1	___
b Exclusion from this network has kept my company from bidding or has interfered with our ability to contract in the public or private sector.	5	4	3	2	1	___
c The adverse impact from exclusion from this network is felt the greatest among minority-, women and disadvantaged-owned businesses.	5	4	3	2	1	___
d Double standards in qualification and performance make it more difficult for minority, women, and disadvantaged-owned businesses to win bids or contracts.	5	4	3	2	1	___
e Sometimes a prime contractor will include a minority, women or disadvantaged subcontractor on a bid to meet the “good faith effort” requirement, and then drop the company as a subcontractor after winning the award.	5	4	3	2	1	___
f In general, minority, women and disadvantaged - owned businesses tend to be viewed by the general public as less competent than non-minority male businesses.	5	4	3	2	1	___
g Some non-minority (male) prime contractors change their bidding procedures when they are not required to hire minority, women and disadvantaged-owned businesses as subcontractors.	5	4	3	2	1	___

May I have your name or initials just in case we have any further questions? _____

Company Name:	
Contact Person:	
Contact Person Title:	
Company Address:	
Company Phone Number:	

Thank you for your valuable comments.