



THE SAN FRANCISCO-OAKLAND  
**BAY BRIDGE**  
SEISMIC SAFETY PROJECTS

## SMALL BUSINESS POST-AWARD SURVEY RESULTS 2008

### BACKGROUND

The Toll Bridge Small Business Program Team (SBPT) works closely with Prime and Subcontractors to provide technical assistance, training and outreach. The services provided aid Small Businesses and DVBES build capacity through key business development areas. In 2008, the Toll Bridge SBPT developed the Small Business Post-Award Survey to obtain information on potential training workshop type(s), time(s), and day(s) of the week training should be offered. The survey was sent to 98 Subcontractors currently working on the SFOBB to identify the technical instructional courses that would be beneficial to their firm's success.

### SURVEY METHODOLOGY

The Post-Award Survey methodology was designed to be a simple data collection method that would take respondents no more than five minutes to complete. The potential small business-training courses listed in the survey were selected based on industry commonly requested areas of training by Subcontractors. Data was collected from November 6, 2008 to December 10, 2008.

Four dissemination methods were utilized to collect responses from the respondents: mail, fax, e-mail and telephone.

### SURVEY PARTICIPANTS:

Post-Award Survey participants consisted of current SFOBB Subcontractors. Respondents were asked to complete and return the survey to the Toll Bridge SBPT after completion. A few demographics of the respondents are as follows:

- 60% of the respondents have their business located in the District 4 Local Area
- 90% of the respondents are currently certified as a SB

### SURVEY RESULTS:

The Small Business Post-Award Survey was conducted to capture data that would assist the Toll Bridge SBPT in developing training courses for 2009 Technical Training core offerings.

There were an overwhelming number of respondents who completed the survey. Survey results indicate the following:

#### Potential Small Business Training

There were a total of 45 responses for 10 different training courses. Some of the respondents selected two or more of the potential small business training courses. *Table*

1.1 represents the breakdown of training modules contractors are interested in, the top four were highlighted areas.

Table 1.1 – Ranking of Potential Small Business Training Courses

# Ranking	Potential Training Courses	# Request(s)
1	Construction Constructing & Subcontracting	9
2	Project Management & Project Scheduling	6
3	How to Change Orders & Extra Work	6
4	Accounting Cash Flow Management	6
5	Estimating & Plan Review	5
6	Construction Methods	3
7	Bonds, Insurance & Financing	3
8	Construction Admin. & Site Management	3
9	Construction Safety & Safety Programs	3
10	Labor Compliance (CPR Submittal Requirements)	1

### Best Day(s) of the Week for Training

The respondents were asked to provide the best day that would work with their schedules for the Toll Bridge SBP to provide technical assistance courses. Monday through Saturday was provided as possible day of week to have courses, many of the respondents selected more than one day that worked with their schedule. The respondent's best day of the week for potential training is listed in *Table 1.2*.

Table 1.2 – Ranking of Day of Week Courses Should be offered

# Ranking	Day of the Week	% of Responses
1	Tuesday	67%
2	Wednesday	67%
3	Thursdays	56%
4	Friday	45%
5	Monday	45%
6	Saturday	11%

### Time(s) Preferred for Training

Subcontractors were asked to provide the time that they would prefer the training. They were given in the survey three possible options: Morning, Afternoon, or Evening. In addition, Subcontractors were asked to provide information on if they would like to would like the training to last All Day or Half Day in length. The responses on the latter statement provided no significant different in the responses received on workshop length (Full Day or Half Day). Either time frame will work with the Subcontractors schedule based on the top rankings listed in *Table 1.2*. Survey respondents provided more than one time that they would like to have training. *Table 1.3* illustrates the preferred time for workshop.

Table 1.3 – Ranking of Day of Time Preference for Training

# Ranking	Time Preferred for Training	% of Responses
1	Morning	78%
2	Afternoon	67%
3	Evening	22%

## **CONCLUSION**

Data from the Post-Award Survey would assist Small Businesses and Disadvantaged Business Enterprises (DVBE) build capacity. The data collected from the Post-Award Survey will allow the Toll Bridge SBPT to carefully design technical assistance courses tailored to meet the needs of SFOBB Subcontractors. These along with other courses offered by the Toll Bridge SBP will be offered at no-cost to participants.

The Toll Bridge SBPT aims to assist Small Businesses and DVBEs build capacity through key business development, and our technical assistance courses are one component that will be implemented to meet this objective.