



ALABAMA
PORT AUTHORITY
PORT OF MOBILE

DOING BUSINESS WITH THE PORT

April 13, 2022

Welcome & Overview

Rick Clark, Deputy Director & Chief Operating Officer


ALABAMA PORT AUTHORITY – HIGHLIGHTS

ESTABLISHED **1928**

 **\$151.7 MILLION**
REVENUE (FY21)

 **3,700** ACRES

FY2021 CONTAINERS


503,644 TEUs


FY2021 TONNAGE


24,083,120 MILLION TONS


FY2021 RAIL CARS


**220,893 RAIL CARS
SERVICED**


154,447
DIRECT & INDIRECT
JOBS


\$25.4
BILLION
TOTAL ECONOMIC
VALUE


\$559.3
MILLION
DIRECT & INDIRECT
TAX IMPACT



Lower Harbor – 45 ft. Draft
Serving Larger Post Panamax Ships
Containers / Steel / Coal

Intermodal Investments
Container Terminal / ICTF / Logistics

Upper Harbor – 40 ft. Draft
Serving Panamax Ships
Metals / Forest Products / Petroleum
Frozen Poultry / Grain / Coal

5 National Railroads
4 Short Line Railroads
Interstates / I-65 & I-10

Alabama's Inland
Waterways Via
Tennessee-Tombigbee

ASPA Priority Capital Investment Program



General Cargo

- Targeting \$130 million to rehabilitate wharves
- Multi-phase program to improve commodity load demands, service levels and safety
- Funds through competitive grants, P3s
- Services Iron & Steel, Forest Products, Project Cargoes



Containers Intermodal

- Targeting up to \$74 million Phase IV Container Yard and Berth Expansions
- Increases container capacity needs on new 50 ft. channel
- Development of a container volume driven logistics park
- Funds through competitive grants, P3 opportunities



Freight & Intermodal Rail

- \$95 million in rail improvements
- Support railed cargo growth and increasing traffic from 5 Class 1 and 3 Regional Railroads

Alabama Port Authority

Mobile Area Black Chamber of Commerce

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Rick Clark

Deputy Director & Chief Operating Officer

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APA Disadvantaged Business Enterprise (DBE) Program

Megan Amacker, Grant Specialist



What is the DBE Program?

DBE: DISADVANTAGED BUSINESS ENTERPRISE

- The DBE Program originally began in 1980
- The Department of Transportation (DOT) established the program under the authority of the Title VI of the Civil Rights Act of 1964
- The DBE Program was designed to level the playing field by providing small businesses owned by socially and economically disadvantaged individuals a fair opportunity to compete for federally funded transportation contracts.



What is the DBE Program?

Who Qualifies?

- For-profit small business
- 51% ownership by a Socially and Economically disadvantaged individual
- Control management and daily business operations



DBE Certification

Criteria for Certification

- The individual personal net worth cannot exceed \$1.32 Million
- The small business must meet the SBA Size, annual gross income cannot exceed \$23.98 Million
- The small business must be owned by a minority, at least 51%
- Small business must be independent of any other company



DBE Certification

Where do I apply?

Alabama Uniform Certification Program (ALUCP)

- The ALUCP provides a “one-stop shop” for certification services

Certifying Member:

- Alabama Port Authority
- Alabama Department of Transportation
- Birmingham Airport Authority
- Huntsville International Airport
- The Wave Transit System



DBE Certification

Annual Recertification

Once certified, the DBE must certify that there have been no changes in the firm's circumstances. This must be done each year on their anniversary date.

- No Change Affidavit
- Most recent tax returns



Committed to Diversity

Alabama Port Authority's DBE Goal:

- Current DBE Goal is 8.80%
- Current goal effective through September 30, 2022
- 100% Race-Neutral Measures
- Race-Conscious Measures

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Meet the Buyers

Donna James, APA Buying Team



What do we purchase? EVERYTHING!

OPERATING SUPPLIES

- Office Supplies
- Cleaning Supplies
- Computers
- Furniture
- Cars
- Trucks
- Light Equipment
- Heavy Equipment
- Telephones
- Automotive Parts
- Uniforms
- Badges
- Ammunition
- Software
- Hardware
- Fuel
- Oil

SERVICES

- Construction
- Engineering
- Environmental
- Photographical
- Legal
- Accounting
- Payroll
- Insurance
- Advertisement
- Security
- Towing
- Lawn Maintenance
- Garbage Collection
- Housekeeping
- Equipment maintenance
- Equipment repair
- Equipment leasing
- Travel



State of Alabama Procurement

PROCUREMENT PORTAL



Alabama Buys is an open and transparent e-procurement system hosted by the State of Alabama Department of Finance, Division of Purchasing. This platform brings State buyers and suppliers together through an intuitive and easy to navigate platform.

Get Started: All suppliers are encouraged to transact business through Alabama Buys. The portal enables you to receive notifications of procurement opportunities, bid on those opportunities and receive results of your solicitations, all from a single site.

www.AlabamaBuys.gov

[Supplier registration](#)[Show Public Solicitation](#)[Public Statewide Master Agreements](#)

Show Public Solicitation

Expected date format: M/d/yyyy

Keywords

Commodities

Buying Agency

Sourcing Project Number

Status

Solicitation Type

Due / Close Date

Sourcing Responsible First Name

Sourcing Responsible Last Name

Award Status

Sourcing Project Number	Solicitation Label	Status	Award Status	Due / Close Date	Remaining Time	Main Commodity
SRC0000007709	708-271430 / Oilless Vacuum Pump - SE Region Troy Area Lab	Open for Bidding		4/13/2022	05d 17h 07min 16s	Road Building Materials Testers and Accessories
SRC0000007708	Garmin Handheld GPSMAP 66sr	Open for Bidding		4/12/2022	05d 02h 07min 16s	Global Positioning Systems, Satellite, Global Information Systems, Including GPS Receivers and Transmitters
SRC0000007707	22031R0225	Open for Bidding		4/13/2022	06d 02h 07min 16s	EQUIPMENT MAINTENANCE AND REPAIR SERVICES FOR AUTOMOBILE TRUCKS, TRAILERS, TRANSIT BUSES AND OTHER VEHICLES
SRC0000007705	Coders' Specialty Guide 2022 (MFCU)	Open for Bidding		4/10/2022	02d 09h 07min 16s	Medical Books and Publications
SRC0000007704	Copier Rental - Xerox C70	Open for Bidding		4/15/2022	08d 02h 07min 16s	Copy Machine Maintenance and Repair
SRC0000007703	Plumbing Repairs Florala NGA	Open for Bidding		4/14/2022	07d 02h 07min 16s	Plumbing Maintenance and Repair Services: Pressure Tapping Services, Pipe Freezes, Toilets, etc.
SRC0000007702	Conservation/WFF/WL-D1-Harrow Disc/Chisel Tires-SWAN CREEK WMA	Open for Bidding		4/12/2022	05d 02h 07min 16s	Tires and Tubes, Misc. (Not Otherwise Classified)
SRC0000007701	Copier Rentals	Open for Bidding		4/14/2022	07d 02h 07min 16s	Copy Machine Maintenance and Repair
SRC0000007700	Fleet Windshield Services BH 4/6/2022	Open for Bidding		4/14/2022	07d 02h 07min 16s	Glass Replacement and Repair Services, Windshield and Window, Automotive, Including Window Tinting Services
alabamabuys.gov/page.aspx/en/rfp/request_browse_public						Manuals: Parts, Personnel Policy

State of Alabama Procurement Website





Port of Mobile Procurement

www.ALports.com/procurement



HOME ABOUT CAPABILITIES BUSINESS FACILITIES MEDIA PORT /

BIDS NOTICES

Grease & Oil Products for ASPA	▼
Industrial Rider Sweeper/Scrubber	▼
Hyundai 45D-gF Forklift	▼
Lower Harbor Dredging	▼
Terrazzo Refurbishment	▼
Dunnage Removal	▼
Garbage and Solid Waste Removal	▼
Shoreline Litter Removal	▼
Track Materials	▼
Pier B South Sheet Pile Wall Replacement	▼
Railroad Track Fasteners	▼
DMMA Excavation and Hauling	▼
Rail Stock	▼
International Trade Center Renovations	▼
Central Garage Mini Excavator Bid Notice	▼
Empty Load Devices Bid Notice	▼
70 Adams Street Exterior Painting	▼

RFQ/RFP/RFI

On-Call Services for Engineering	▼
Logistics Park Value Add Development	▼

PROCUREMENT

The following provides a listing of public notices, bid notices and requests for qualifications/proposals/information currently available for contractors, vendors and suppliers interested in doing business with the Alabama Port Authority.

- Public Notices
- Bid Notices
- RFQ/RFP/RFI
- Request Bid Alerts

PUBLIC NOTICES

- [DBE Application \(3 MB\)](#)
- [Title VI Notice](#)
- [Title VI Program](#)
- [FY 2020 – 2022 Goals](#)
- [Title VI Complaint Form](#)
- [DBE Net Worth Statement](#)



Port of Mobile Procurement

www.ALports.com/procurement

NOTIFY ME

If you would like to receive an email notifying you of new bid opportunities at the Alabama Port Authority, please complete and submit the online form below.

Company Name *

Contact Name *

Contact Title *

0 of 60 max characters.

Address *

City State Zip *

Contact Phone *

Email *

☐

I am human



Submit



I have a contract. NOW WHAT?

NEXT STEPS

- Provide a W-9 to accountspayable@alports.com
- Provide a quote to a Port of Mobile buyer or requisitioner
- Receive a Purchase Order from a Port of Mobile buyer
 - Corolene Anderson
 - Lindsey Howell
 - Donna James
 - Dillon Sims
- Once the work is complete, provide an invoice to accountspayable@alports.com

Meet the Buyers



COROLENE ANDERSON

Corolene.Anderson@alports.com

251.441.7078

LINDSEY HOWELL

Lindsey.Howell@alports.com

251.441.7047

DONNA JAMES

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251.441.7062

DILLON SIMS

Dillon.Sims@alports.com

251.441.7676

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Mobile Area Black Chamber of Commerce

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Donna James

Buyer

251-441-7062

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ANY QUESTIONS?