# **Goal Setting**

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# **Setting Project Specific Goals**

Setting a project specific goal involves two components:

- 1. A mathematical calculation using certified availability and project work scopes.
- Assessment of market pressures and past performance and adjustment of the calculated goal, *if appropriate*.

# **Goal Setting Formula**



## Part 1

# **Calculating Availability**

# **Determining Availability**

• Availability must be determined for each scope, using industry codes & incorporating geographic market.

 In order to maintain the highest standards for your program, do not calculate a goal for any scope that has <u>3 or fewer</u> certified firms.

# **Determining Availability**

 If you have a Disparity Study, you <u>may</u> be able to use the availability estimates provided in the analysis.

• Otherwise, you will calculate availability.

# **Formula for Determining Availability**

Work Scope Availability = Certified firms in work scope All firms in work scope

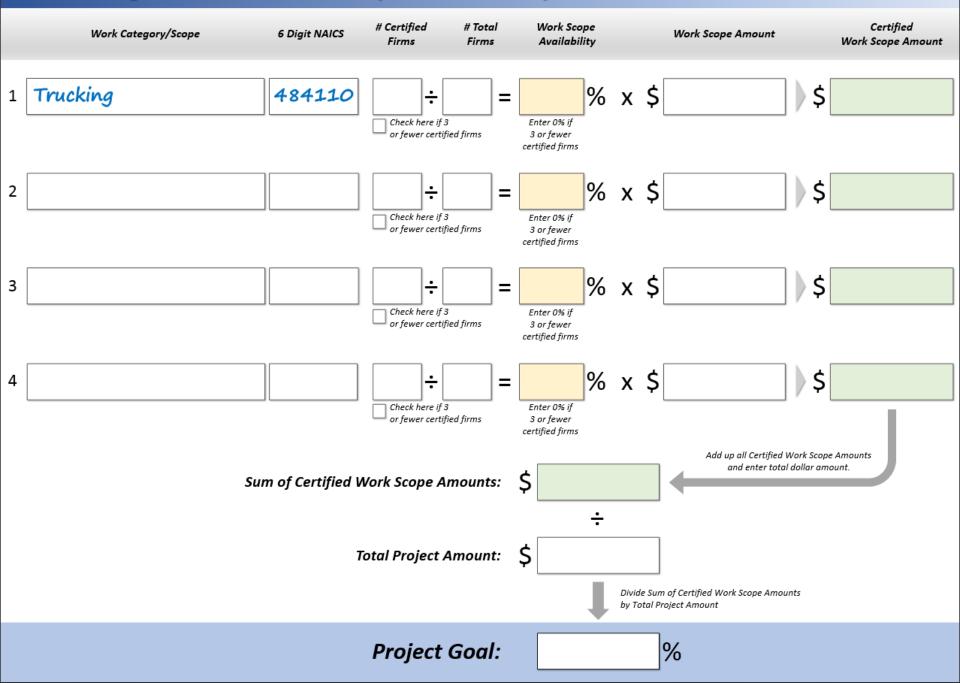
# Part 1 Steps

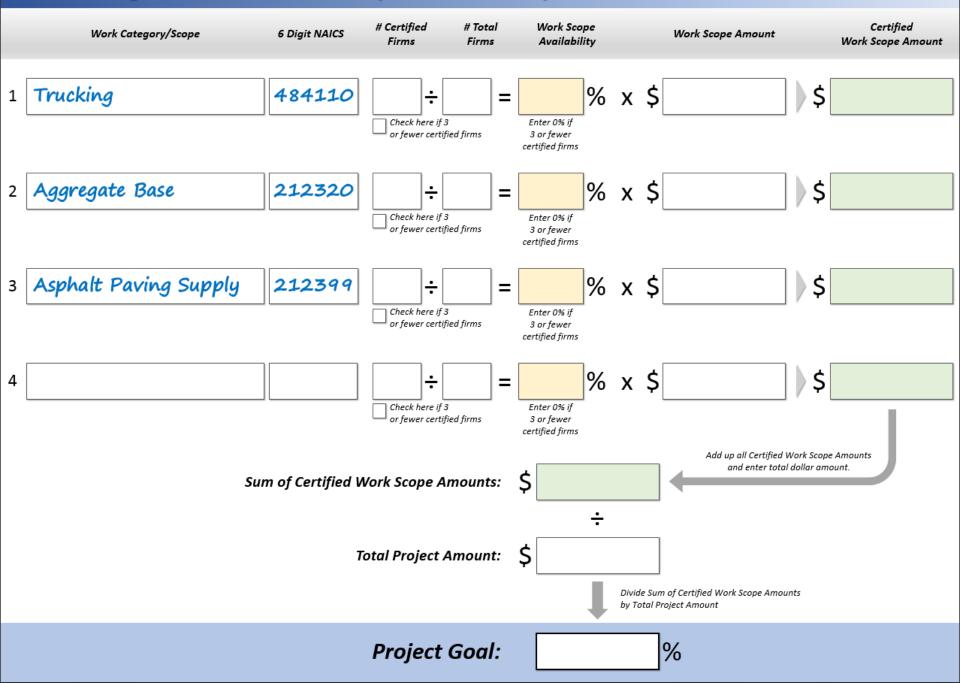
For each work category, identify certified firms and divide this number by the total number of all firms in the identified work category.

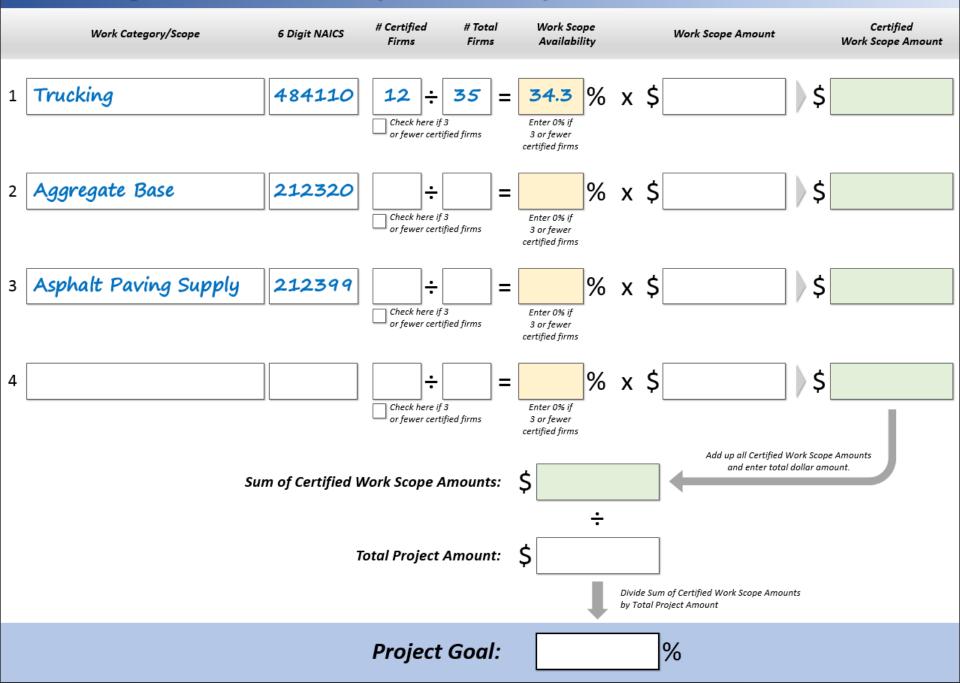
> 12 certified truckers = 0.343 35 total truckers

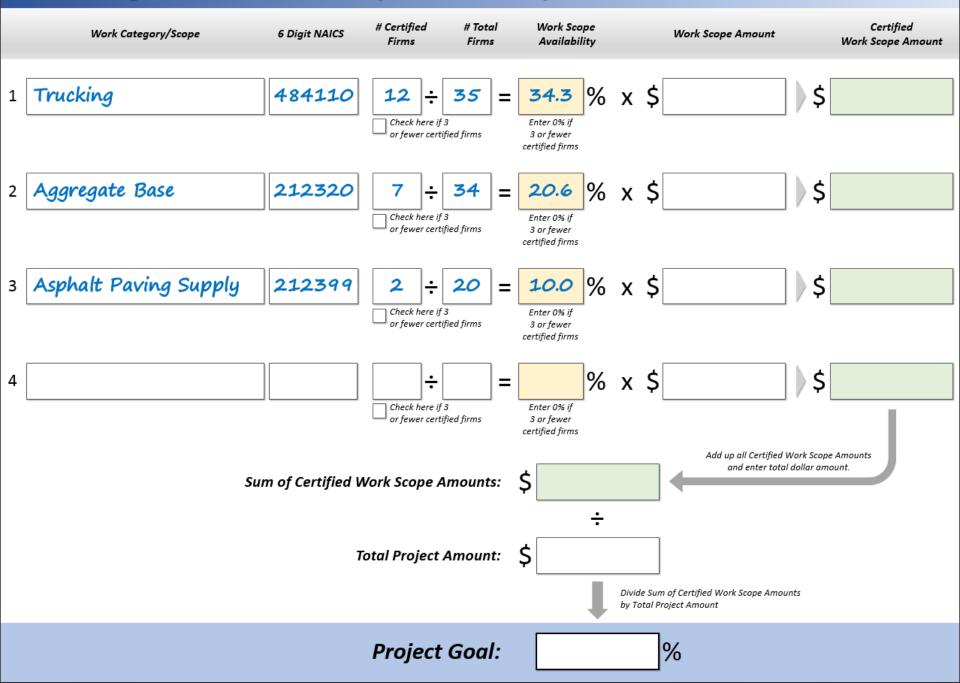
• Multiply the result by 100 and write the number as the *availability percent*.

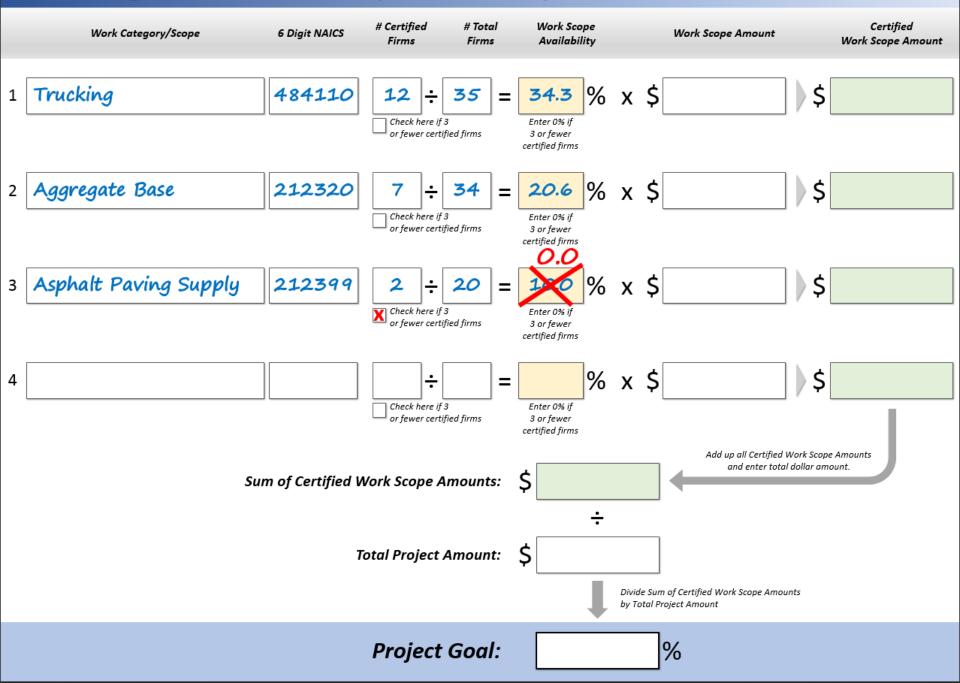
0.343 × 100 = 34.3% = Trucking company availability













# Calculating Certified Work Scope Amounts

# Formula For Determining Certified Work Scope Amount

Work scope is defined by unique description of work to be performed & industry code.

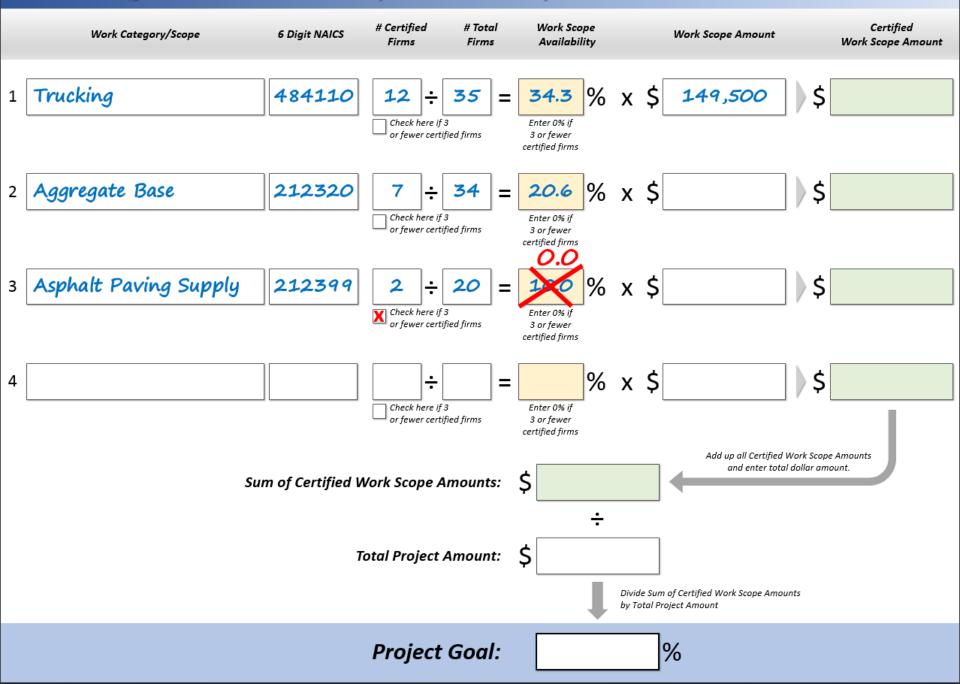
Certified Work Scope Amount = Work Scope Availability Work Scope Amount

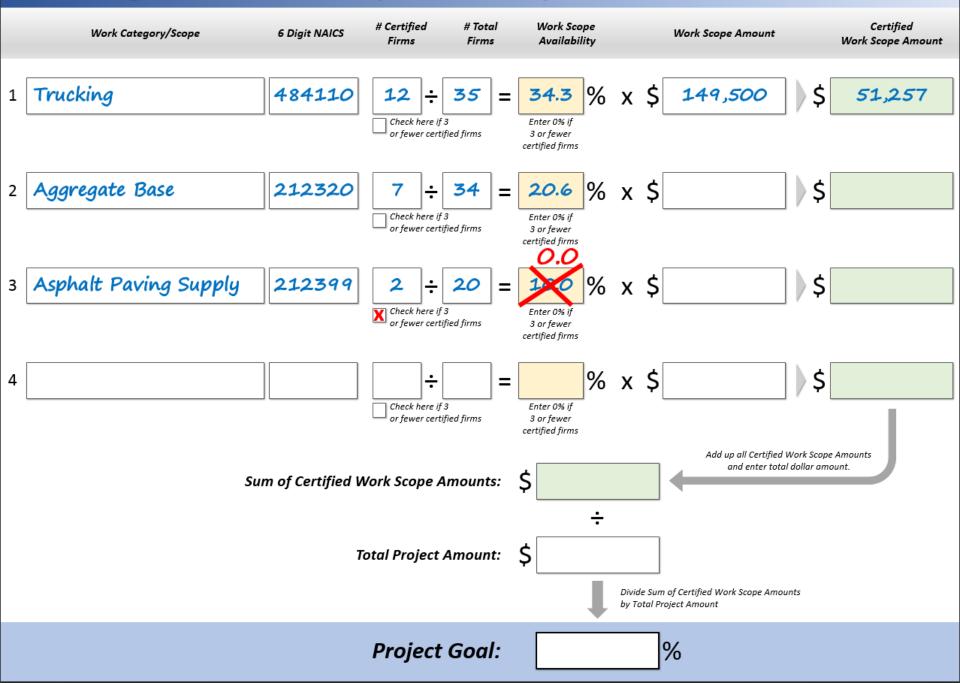
# Part 2 Steps

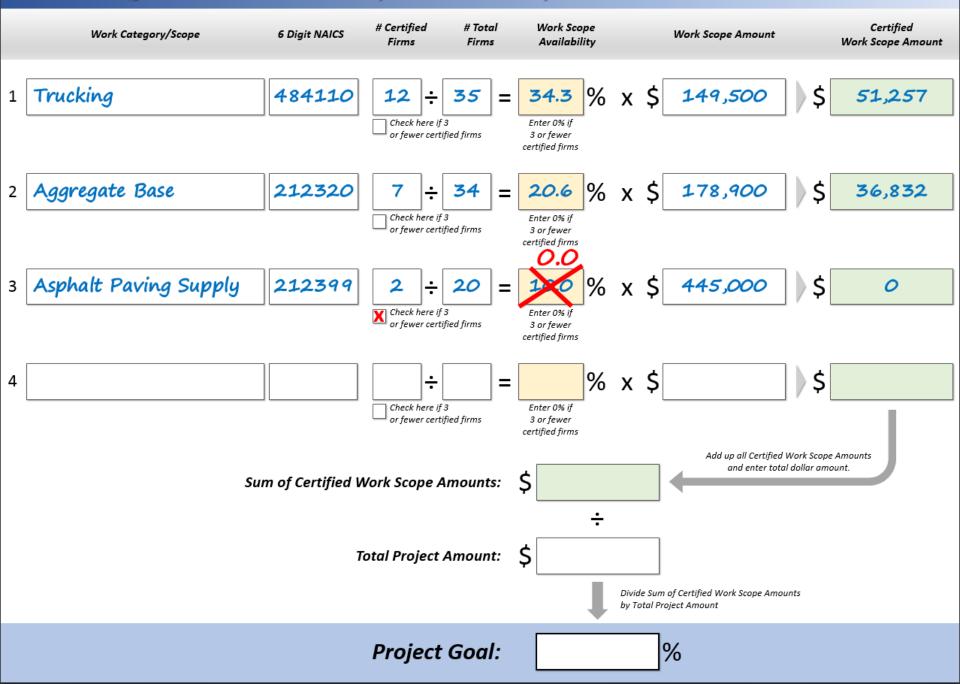
- 1. Enter the work scope amount in the white box.
- 2. Multiply the availability from Exercise 1 by the dollar value of each work scope.

Certified Work Scope Amount =  $34.3 \times $149,500$ 100

2. Write the calculated amount in the green box for the work scope.









# Calculate Sum of Certified Work Scope Amounts

# Formula For Determining Sum of Certified Work Scope Amounts

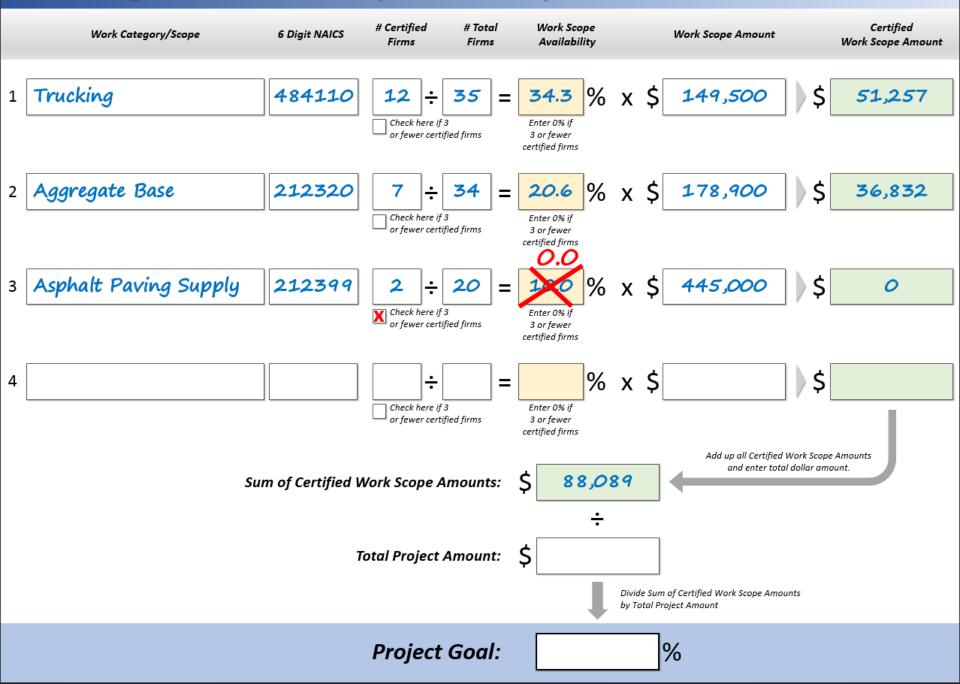
Simple addition of Certified Work Scope Amounts.

Sum of Certified Work Scope = Amounts Certified Work Scope Amount 1 + Certified Work Scope Amount 2 + Certified Work Scope Amount 3

## Part 3 Steps

• Add all Certified Work Scope Amounts.

• Write the calculated total in the green box.





# Establishing the Overall Project Specific Goal

# **Determining the Project Specific Goal**

The overall project specific goal is Sum of Certified Work Scope Amounts divided by the Total Project Amount.

> Sum of Certified Work Scope Amounts

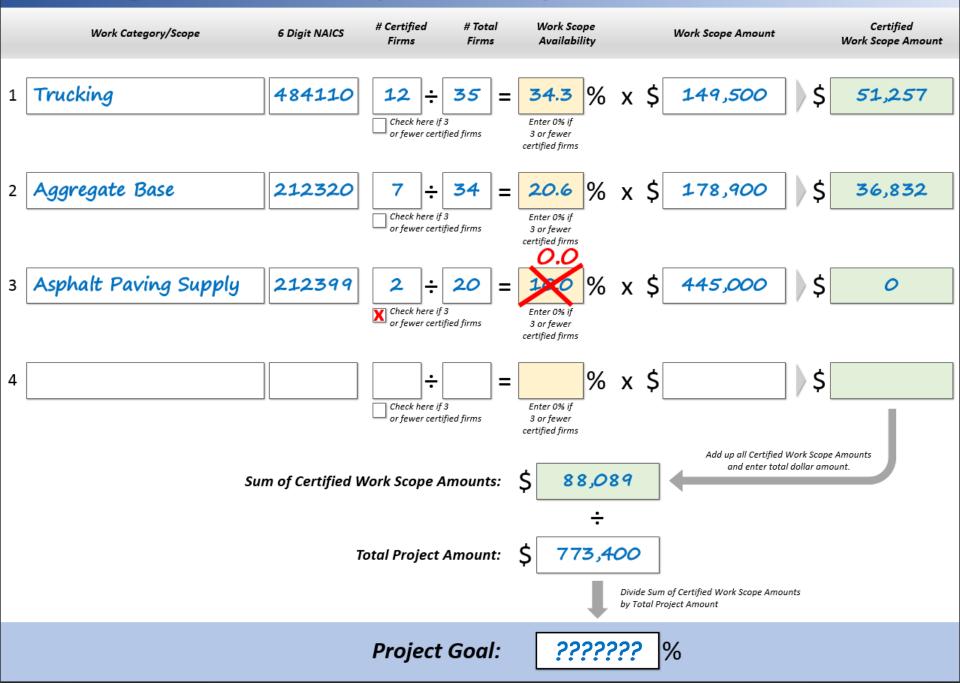
Project Goal =

**Total Project Amount** 

### Part 4 Steps

### Divide the Sum of Certified Work Scope Amounts by the Total Project Amount.

Project Goal =  $\frac{$88,089}{$773,400}$ 



# **Final Answer?**

### **Project Goal**

# 11.4%

# **Goal Setting Formula**

