



2019-2020 END OF YEAR REPORT

MINORITY AND WOMEN BUSINESS ENTERPRISES PROGRAM

PRESENTED BY



PARTNERSHIP WITH THE COUNTY OF DURHAM

- **MWBE TRAINING AND OUTREACH** highlighting the importance of certification as a historically underutilized business to measure outreach, inclusion and utilization activities.
- **WORKING DIRECTLY WITH COUNTY DEPARTMENT DIRECTORS** to learn:
 - Future procurement opportunities
 - How each department procures goods and services
 - Department's strategy for inclusion
 - How the Institute can be supportive to leverage their work for more inclusion

MWBE EXTERNAL ADVISORY COUNCIL

EDUCATE | INFORM | NAVIGATE | COMMUNICATE



ELLEN CASILLY

Architect



JARVIS MARTIN

Martin & Company



DALE NICHOLS

Pipetechs Plumbing
Technologies, Inc.



IVAN PARRA

Durham CAN Congregations
Associations & Neighborhoods



MAGGIE QUAN, PhD

TradeMark Properties



SILVIA RINCON

Latino Community
Credit Union



GLORIA SHEALEY

The Daniele Company

MWBE INTERNAL ADVISORY COUNCIL

PERI MANNS

Deputy Director
County Engineering

BELINDA NIX

Senior Administrator Officer
General Services

BRENDA BRIGHT

Project Manager
County Engineering

CATHERINE WILLIAMSON-HARDY

Deputy Director
Social Services

KIM COOK

Senior Business Manager
Information Services & Technology

PRESTON EDWARDS

Chief of Staff
Sheriff Department Administration

MICHAEL RAFIDI

Business Services Supervisor
Office of Emergency Services

KEY PERFORMANCE MEASURE 1

Total number of outreach programs

1st Quarter

1

Target: 1

2nd Quarter

2

Target: 2

3rd Quarter

2

Target: 2

4th Quarter

3

Target: 3

KEY PERFORMANCE MEASURE 2

Total number of participants attending outreach programs

1st Quarter

10

Target: 10

2nd Quarter

110

Target: 15

3rd Quarter

133

Target: 20

4th Quarter

405

Target: 20

OUTREACH EVENTS

- 1st Quarter Outreach
 - MWBE Open House (10)
- 2nd Quarter Outreach
 - Vendor Expo (52)
 - Contractor's Empowerment (58)
- 3rd Quarter Outreach
 - Raleigh's Small Business Expo (100)
 - Meet the HUBs (33)
- 4th Quarter Outreach
 - Digital MWBE Program Bulletin - April (135)
 - Digital MWBE Program Bulletin - May (135)
 - Digital MWBE Program Bulletin - June (135)



KEY PERFORMANCE MEASURE 3

Total number of training sessions

1st Quarter

1

Target: 1

2nd Quarter

2

Target: 2

3rd Quarter

2

Target: 2

4th Quarter

4

Target: 3

KEY PERFORMANCE MEASURE 4

Total number of participants attending training sessions

1st Quarter

7

Target: 10

2nd Quarter

120

Target: 15

3rd Quarter

36

Target: 20

4th Quarter

133

Target: 20

TRAINING ACTIVITIES

- 1st Quarter Training
 - Hub Certification Workshop (7)
- 2nd Quarter Training
 - NC MWBE Coordinator's Network Conference (66)
 - Professional Services Night Out (54)
- 3rd Quarter Training
 - External & Internal Advisory Committees Meet/Greet/Learning Session (13)
 - Grow Your Business (23)
- 4th Quarter Training
 - Funding for Small, MWBE Businesses to Address COVID-19 (40)
 - Knowledge City Learning Solutions - May (25)
 - Knowledge City Learning Solutions - June (25)
 - Exploring the Impact of COVID-19 on Businesses (43)



KEY PERFORMANCE MEASURE 5

Total number of clients assisted with MWBE Certification

Target

8

Actual

7

OVERALL MWBE PARTICIPATION GOALS

Categories	Construction	Architect / Engineer	Services	Goods	MWBE Availability % <i>(Median Availability)</i>
Black American	14.6	9.8	10.9	2.8	10.4%
Asian American	1.3	3.0	1.1	.43	1.3%
Hispanic American	4.2	4.8	1.1	.43	1.5%
American Indian	.65	.75	1.0	.5	.70%
White Female	13.8	11.0	9.5	7.1	10.3%
Overall MWBE Participation Goal =					25.0%

Source: Griffin & Strong, PC Durham County/City of Durham Multijurisdictional Disparity Study, January 2015

FUNDS SPENT WITH MWBE FIRMS BY GENDER/RACE FY 2020

Total Procurement of County
Construction Goods & Services Spend

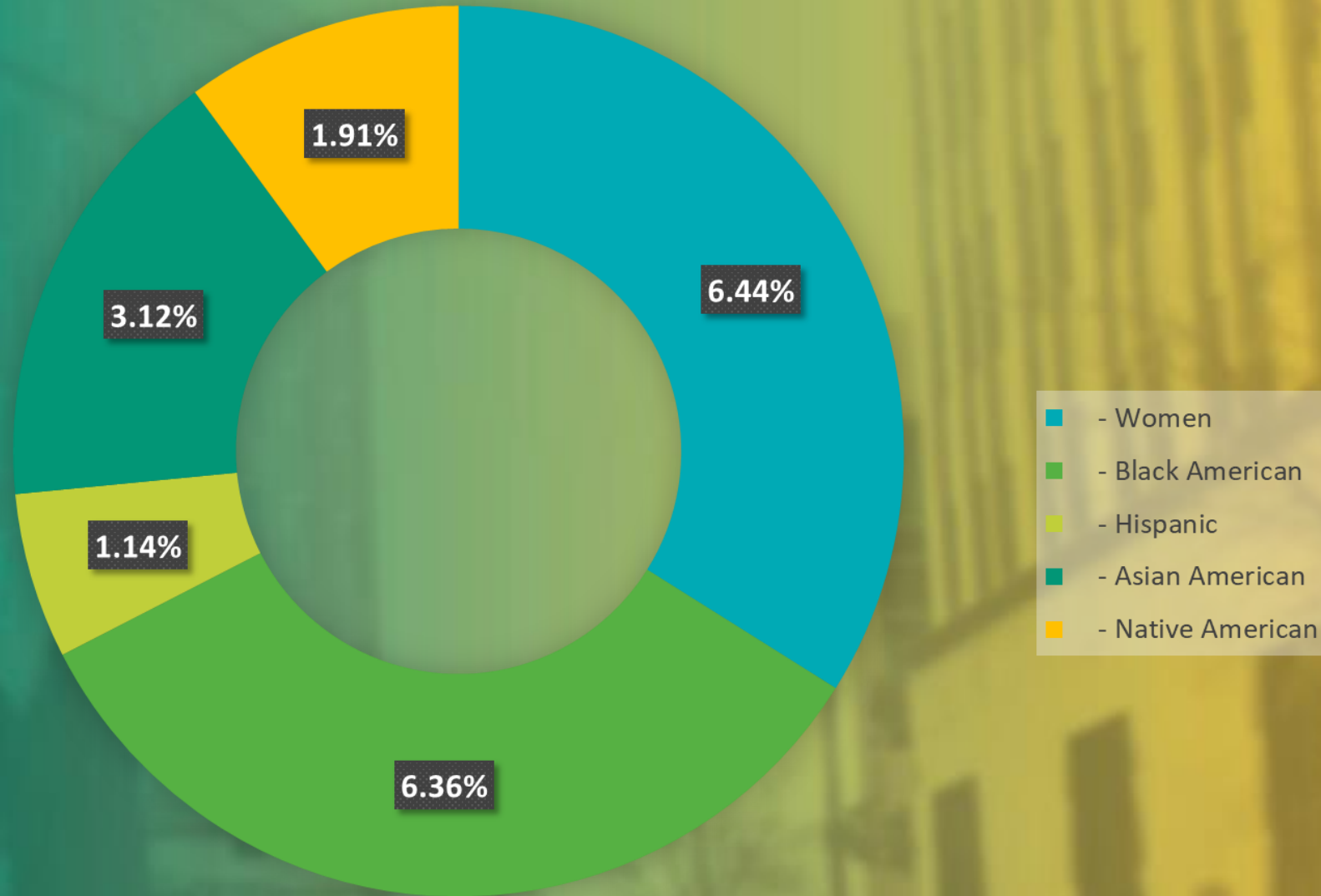
\$75,267,665

Total MWBE Firms Spend

\$13,917,965

Percentage MWBE Firms Spend

18.5%



Category of Spend by Race and Gender by Percentage in FY 2020

GENDER/RACE	QTR 1	QTR 2	QTR 3	QTR 4	TOTAL FY 2020
Women	10.20%	4.59%	6.03%	4.93%	6.44%
Black American	6.46%	4.94%	6.98%	7.06%	6.36%
Hispanic	1.69%	1.54%	0.79%	0.55%	1.14%
Asian American	9.45%	1.97%	0.70%	0.37%	3.12%
Native American	0.44%	0.12%	0.57%	6.52%	1.91%

FUNDS SPENT WITH MWBE FIRMS BY GENDER/RACE FY2019

Total Procurement of County
Construction Goods & Services Spend

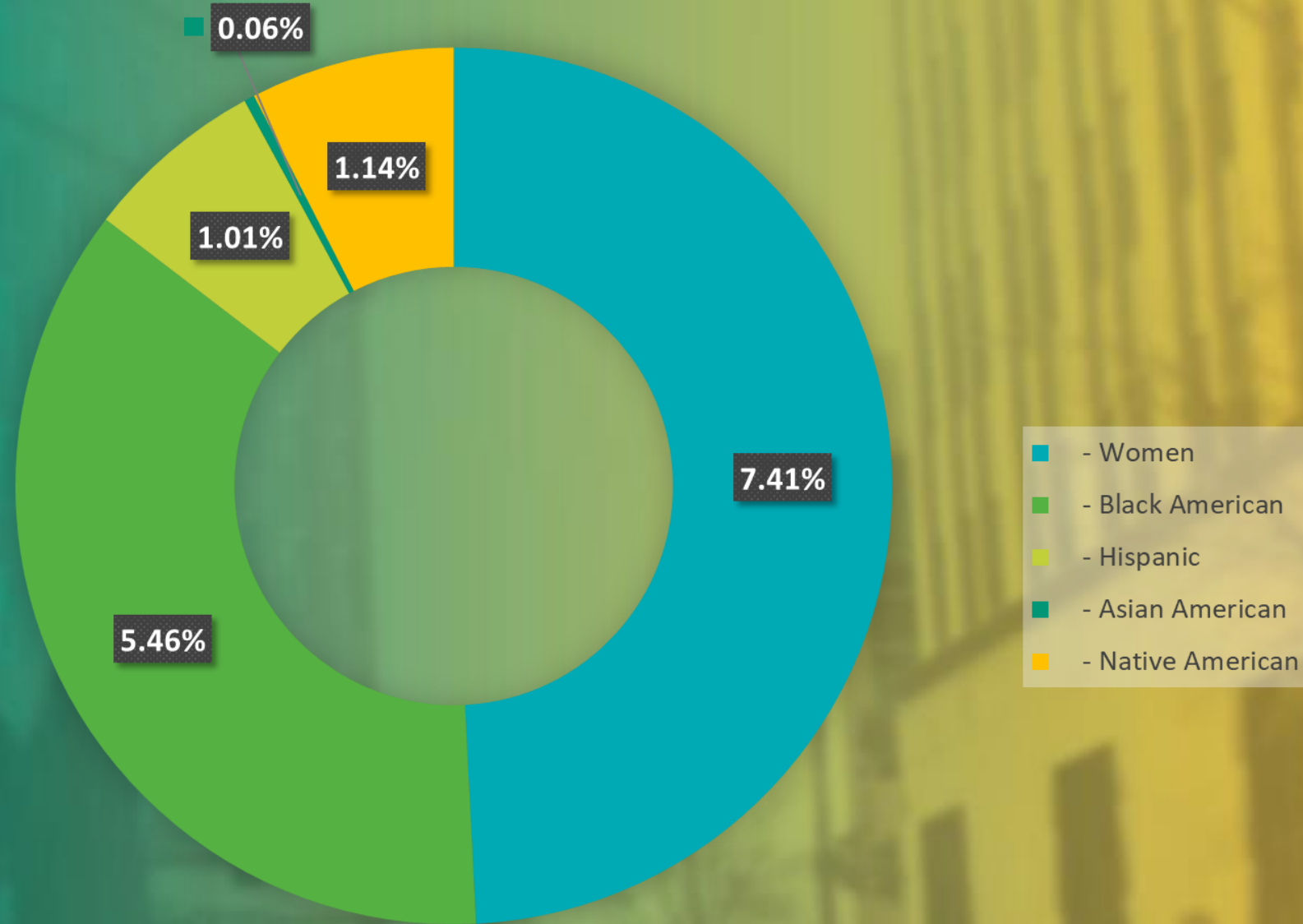
\$63,178,145

Total MWBE Firms Spend

\$9,517,064

Percentage MWBE Firms Spend

15.06%



Category of Spend by Race and Gender by Percentage in FY 2019

GENDER/RACE	QTR 1	QTR 2	QTR 3	QTR 4	TOTAL FY2019
Woman	12.04%	4.90%	7.90%	4.81%	7.41%
Black American	4.50%	6.62%	4.84%	5.87%	5.46%
Hispanic	0.52%	0.50%	2.17%	0.84%	1.01%
Asian American	0.01%	0.15%	0.02%	0.05%	0.06%
Native American	0.00%	0.04%	0.00%	4.50%	1.14%

FUNDS SPENT WITH MWBE FIRMS BY GENDER/RACE FY2018

Total Procurement of County
Construction Goods & Services Spend

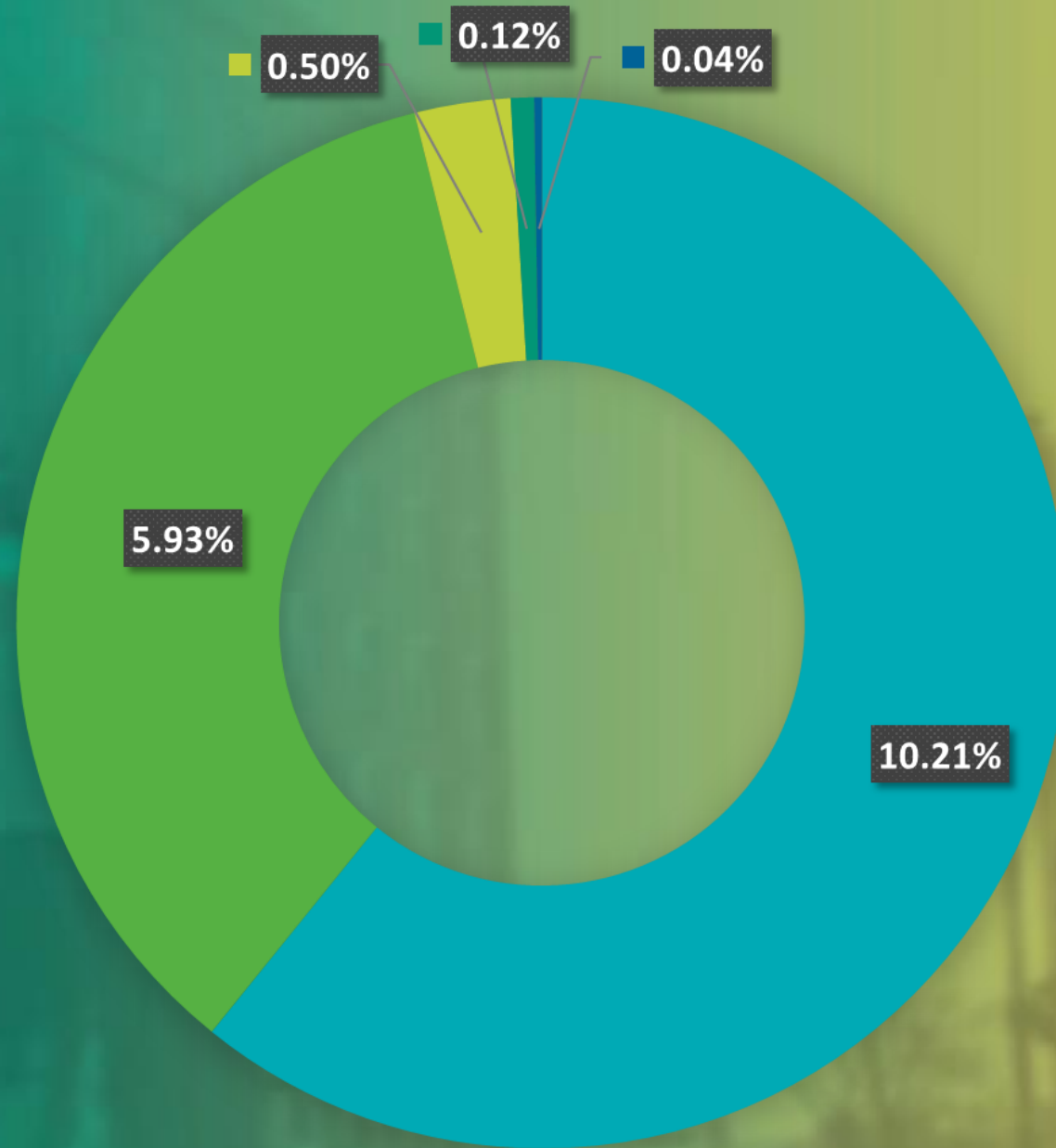
\$70,468,909

Total MWBE Firms Spend

\$11,626,714

Percentage MWBE Firms Spend

16.5%



- Women
- Black American
- Hispanic
- Asian American
- Native American

Category of Spend by Race and Gender by Percentage in FY 2018

GENDER/RACE	QTR 1	QTR 2	QTR 3	QTR 4	TOTAL FY2018
Woman	6.88%	9.70%	12.67%	11.61%	10.21%
Black American	4.44%	6.38%	5.04%	7.84%	5.93%
Hispanic	0.09%	0.81%	0.57%	0.51%	0.50%
Asian American	0.00%	0.14%	0.11%	0.23%	0.12%
Native American	0.14%	0.02%	0.00%	0.01%	0.04%

FUNDS SPENT WITH MWBE FIRMS BY GENDER/RACE FY2017

Total Procurement of County
Construction Goods & Services Spend

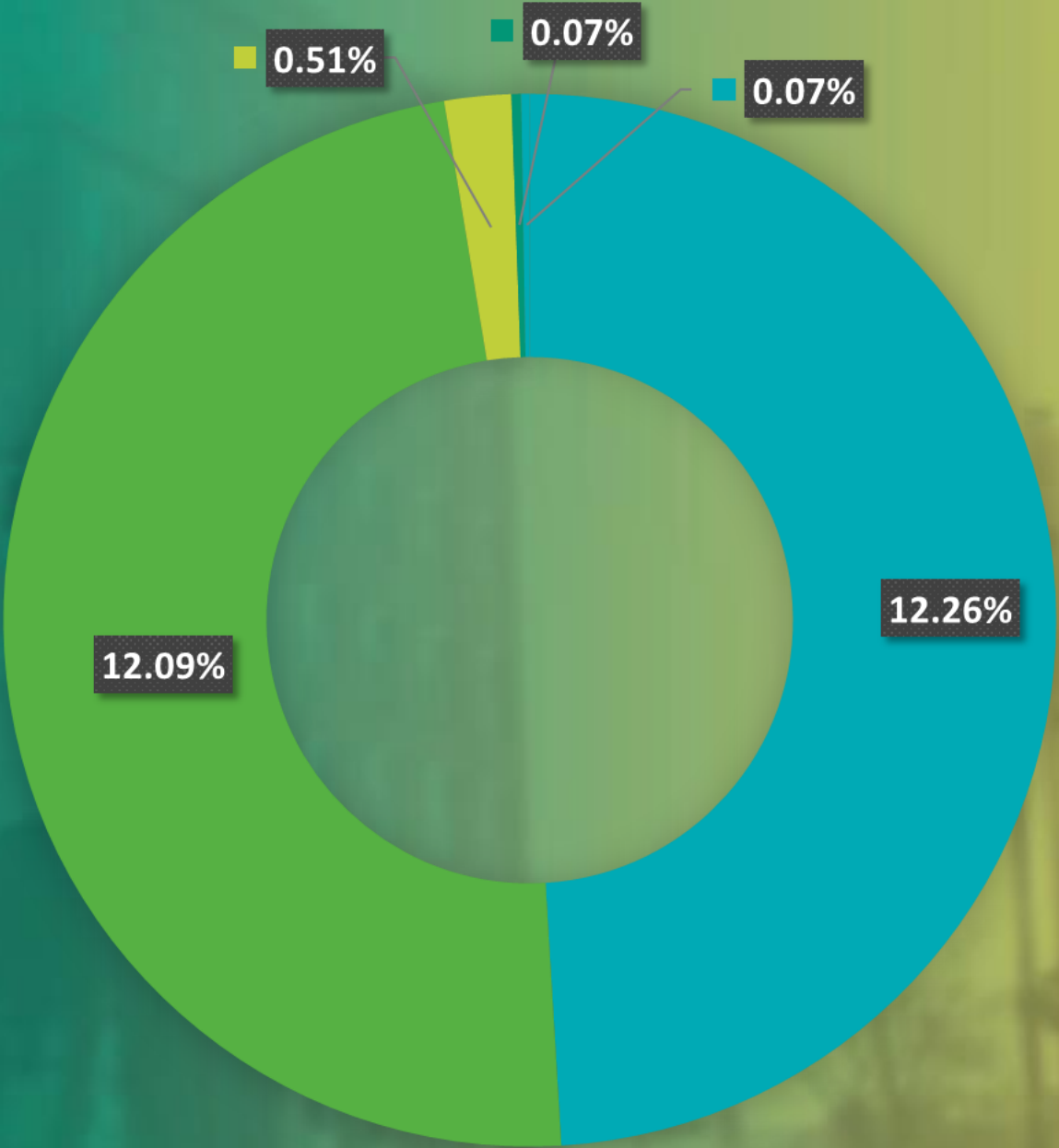
\$81,629,716

Total MWBE Firms Spend

\$20,435,721

Percentage MWBE Firms Spend

25.03%



- Women
- Black American
- Hispanic
- Asian American
- Native American

Category of Spend by Race and Gender by Percentage in FY 2017

GENDER/RACE	QTR 1	QTR 2	QTR 3	QTR 4	TOTAL FY2017
Woman	6.69%	6.77%	16.94%	18.65%	12.26%
Black American	13.93%	13.80%	14.51%	6.11%	12.09%
Hispanic	0.24%	0.34%	1.03%	.43%	0.51%
Asian American	0.06%	0.11%	0.02%	0.09%	0.07%
Native American	0.07%	0.07%	0.05%	0.08%	0.07%

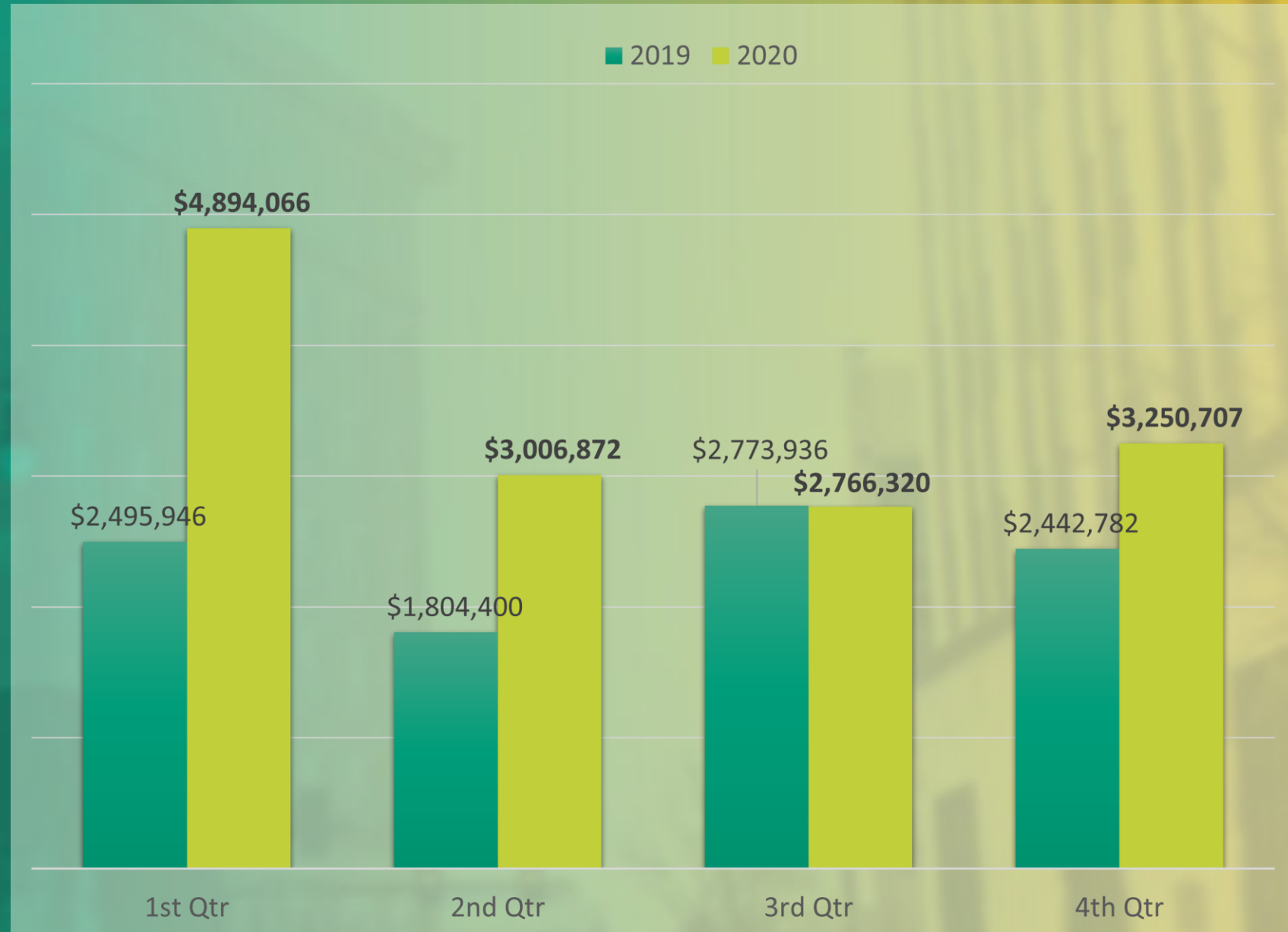
MINORITY & WOMEN BUSINESS COMPARATIVE

Total Funds Spent Overall With MWBE Firms FY2020

\$13,917,965

46% ↑

Increase compared to FY2019

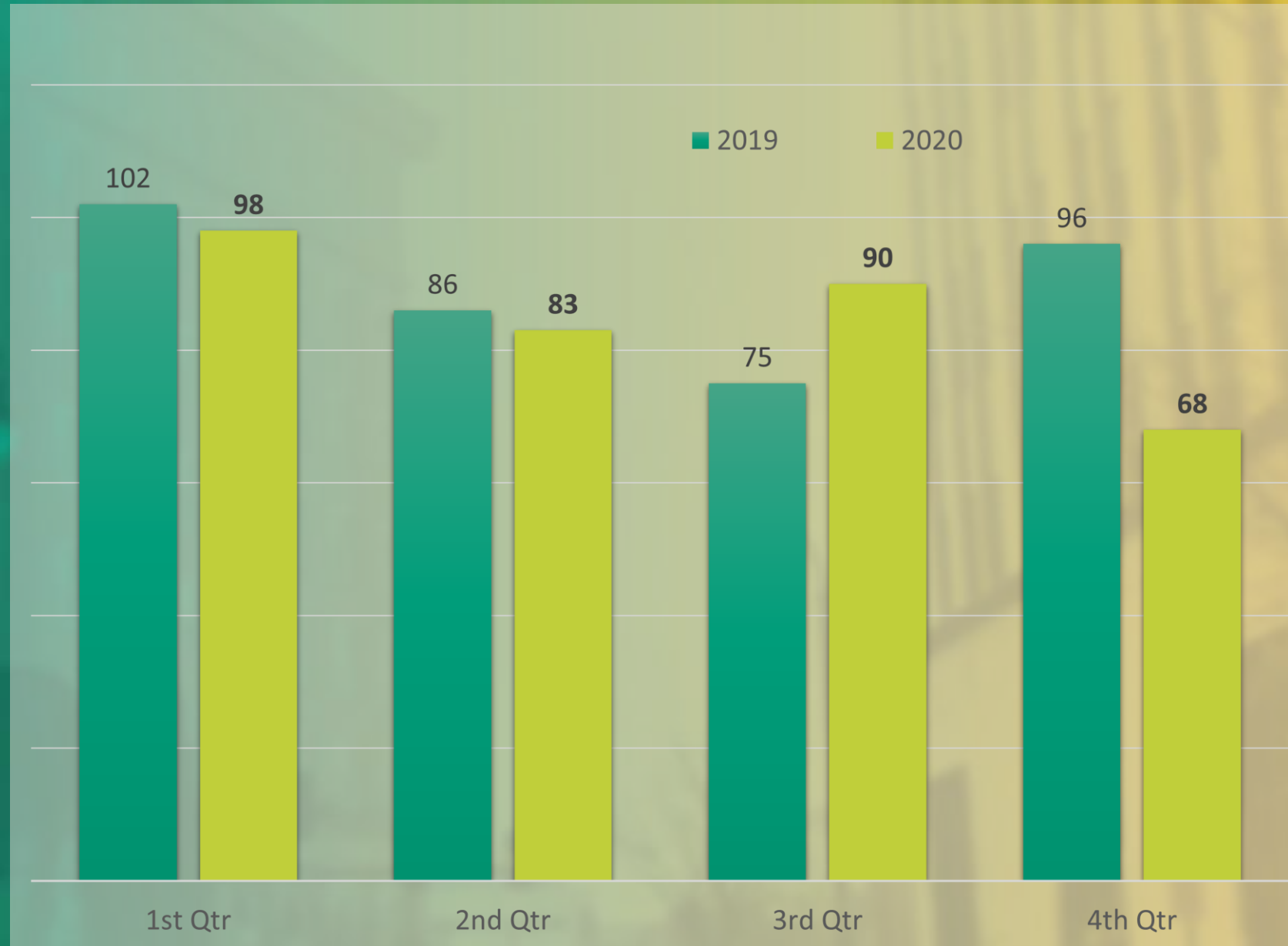


TOTAL MWBE PRIME CONTRACTOR UTILIZATION

Total MWBE Prime
Contractor Utilization
FY2020

6% ↓

Decrease from FY2019

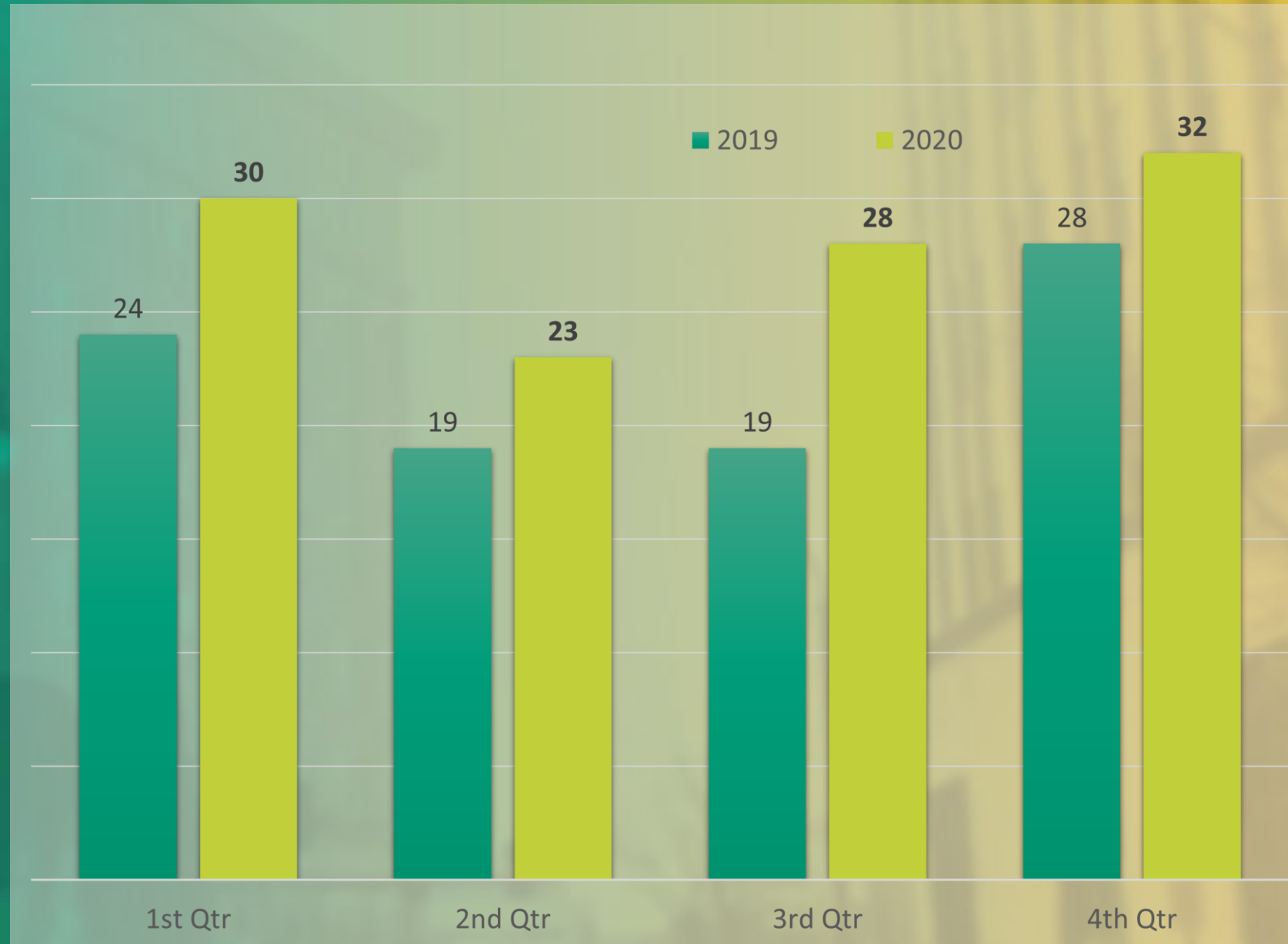


TOTAL MWBE SUB-CONTRACTOR UTILIZATION

Total MWBE
Subcontractor Utilization
FY2020

26% ↑

Increase from FY2019



A WAY FORWARD

- Our team will refocus efforts on developing and expanding:
 - Training **INTERNAL MWBE ADVISORY COUNCIL** members
 - Department engagement
 - NC HUB certification outreach and follow-up
 - Minority firms training/outreach
- Continue to catalyze our relationship with the County of Durham and City of Durham for greater impact in utilization for minority and women owned businesses
- Working more closely with Durham County department directors to provide supportive services
- Customized training to support and prepare minority and women businesses about forecasted opportunities

A WAY FORWARD

- Develop initiatives that are place-based to respond to the entire local region
 - Statewide systems change
 - Generating data and information
 - Engaging and directing the influence of MWBE owners
 - Creating and testing replicable models



Contact



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