

**YEARLY SUMMARY  
SUBCONTRACT  
ACTIVITIES \***

FY	AMOUNT AWARDED M/WBEs	% OF TOTAL SPENDING
<b>01/02</b>	<b>2,150,933</b>	<b>16.57</b>
02/03	2,343,103	11.50
<b>03/04</b>	<b>2,398,366</b>	<b>13.30</b>
04/05	2,493,619	11.90
<b>05/06</b>	<b>2,511,627</b>	<b>15.68</b>
06/07	2,320,078	10.77
<b>07/08</b>	<b>2,739,356</b>	<b>10.25</b>
08/09	6,242,031	14.35
<b>09/10</b>	<b>2,355,090</b>	<b>12.43</b>
10/11	2,267,134	19.87

The City Council has adopted a 10% minimum goal in the Formal Construction category although actual participation varies with the quantity and scope of work. In fiscal year 2010/2011 MWBE spending was down slightly but as a percentage it increased.

Mayor: **Allen Joines**

City Council

**Vivian H. Burke**

*Mayor Pro Tempore, Northeast Ward*

**Dan Besse**, *Southwest Ward*

**Robert C. Clark**, *West Ward*

**Derwin L. Montgomery**, *East Ward*

**Molly Leight**, *South Ward*

**Denise D. Adams**, *North Ward*

**Wanda S. Merschel**, *Northwest Ward*

**James Taylor, Jr.**, *Southeast Ward*

*City Manager: Lee D. Garrity*



**Winston-Salem**

Prepared by the  
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Minority & Women Business  
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**Winston-Salem**

City  
of

**Winston-Salem**

**M/WBE**

Minority & Women  
Business Enterprise Program

**Annual Report**  
2010-2011

## EXECUTIVE SUMMARY

The City of Winston-Salem regularly tracks M/WBE spending in four categories: (1) Materials and Services; (2) Construction and Demolition; (3) Procurement Card Spending; and (4) Subcontract Activity. As a percentage of overall spending, total **M/WBE spending increased from 3.26% in 09-10 to 5.31% in FY 10-11.**

1. In the **Materials and Services** category, the total amount encumbered by the City decreased in FY 10-11 to \$58,773,650. In this category, M/WBE spending increased from \$1,947,251 to \$2,173,363.

2. In the **Construction and Demolition** category, the amount encumbered by the City was \$42,150,365. This is a decrease over 09/10 due to fewer encumbrances for construction projects of the Utility Division. However as a percentage the total MWBE spending in this category increased from 2.57% to 4.10%.

3. In **Procurement Card Spending** the City tracked \$10,751,632 in transactions. This is an increase over 09/10. Total M/WBE spending also increase from the previous year from \$112,261 to \$367,332.

4. In the **Subcontract Activity** category, the total amount encumbered by the City decreased substantially from \$18,940,952 to \$11,407,092 in FY 10-11. The amount awarded to M/WBE firms decreased slightly from \$2,355,091 to \$2,267,134. However, as a percentage, overall, the M/WBE share increased from 12.43% to 19.87%. MBE spending increased from 6.53% to 9.57% and WBE spending increased from 5.90% to 10.30%.

## FY 2010/2011 Encumbrances and Spending

TOTAL	M/WBE	MBE	WBE
MATERIALS & SERVICES			
58,773,650	2,173,363	251,784	1,921,579
CONSTRUCTION & DEMOLITION			
42,150,365	1,728,558	711,470	1,017,088
PROCUREMENT CARD			
10,751,632	367,332	87,375	279,957
SUBCONTRACTING			
11,407,092	2,267,134	1,092,009	1,175,125

**Grand Total M/WBE Spending:**  
FY 2010/2011 = \$6,539,387

### Subcontracting Activity \*

TOTAL	M/WBE	M/WBE %
\$11,407,092	\$2,267,134	19.87

**MBE% = 9.57    WBE% = 10.30**

MWBE spending in the Subcontracting category decreased slightly from \$2,355,090 to \$2,267,134 but as a percentage increased 12.43% to 19.87%.

\*Council has adopted a minimum 10% M/WBE-HUB spending goal on formal construction projects. The City has formal guidelines for tracking and reporting spending in this category.

### Staff Activities

The M/WBE staff identifies and recruits minority and women owned businesses and continues to utilize a variety of City programs and resources to assist businesses to develop.

- M/WBE staff sponsors a ten week business training seminar for MWBE/Section 3 Businesses.
- Staff maintains an M/WBE web site which links to the State's certified HUB directory and opportunities. This service allows the general public and businesses access to M/WBE information 24 hrs per day.
- Staff maintains a local directory of certified M/WBE-HUB businesses.
- Staff notifies M/WBE businesses of all City opportunities via email.
- Staff developed a TV13 M/WBE program, "Let's Do Business", to inform the public of opportunities to do business with the City.
- Staff works with City departments to increase their utilization of M/WBE vendors of goods & services.
- Staff assists M/WBE businesses to utilize City rehabilitation and loan programs.
- Staff networks with other M/WBE coordinators statewide to stay abreast of M/WBE initiatives.