

**YEARLY SUMMARY  
SUBCONTRACT  
ACTIVITIES \***

FY	AMOUNT AWARDED M/WBEs	% OF TOTAL SPENDING
<b>97/98</b>	<b>735,457</b>	<b>6.96</b>
98/99	1,085,088	7.52
<b>99/00</b>	<b>1,636,838</b>	<b>9.82</b>
00/01	1,470,993	9.66
<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>

\*This spending is the category of spending that is reported to the State in response to contracting law Senate Bill 914. The State of North Carolina's recommended M/WBE goal in this category is 10%.

Mayor: **Allen Joines**

City Council

**Vivian H. Burke**

*Mayor Pro Tempore, Northeast Ward*

**Dan Besse**, *Southwest Ward*

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

**Joycelyn V. Johnson**, *East Ward*

**Molly Leight**, *South Ward*

**Nelson L. Malloy, Jr.**, *North Ward*

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

**Evelyn A. Terry**, *Southeast Ward*

*City Manager: Lee D. Garrity*



**Winston-Salem**

Prepared by the  
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City  
of

**Winston-Salem**

**M/WBE**

Minority & Women  
Business Enterprise Program

**Annual Report**  
2007-2008

## 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 5.24% in 06-07 to 6.22% in FY 07-08.**

1. In the **Materials and Services** category, the total amount encumbered by the City increased slightly in FY 07-08 to \$73,263,360. In this category, M/WBE spending decreased from \$3,707,206 to \$2,641,627.

2. In the **Construction and Demolition** category, the total amount encumbered by the City was \$31,096,283 in FY 07-08. This represents a decrease over 06/07. However MWBE spending in this category increased from \$1,160,860 to \$3,352,774.

3. In **Procurement Card Spending** the City tracked \$13,792,407 in transactions. This is a slight increase over 06/07. Total MWBE spending of \$279,392 is a decrease from the previous year from \$381,422.

4. In the **Subcontract Activity** category, the total amount encumbered by the City increased from \$21,533,009 in FY 06-07 to \$26,693,649 in FY 07-08. The amount awarded to M/WBE firms increased from \$2,320,078 to \$2,739,356. Overall, the M/WBE percentage share was 10.25% which is a slight decrease over 07/08. The spending in the Subcontract Activity category is the only category that the City has formal guidelines for spending.

## FY 2007/2008 Encumbrances and Spending

TOTAL	M/WBE	MBE	WBE
MATERIALS & SERVICES			
73,263,360	2,641,627	318,487	2,322,780
CONSTRUCTION & DEMOLITION			
31,096,283	3,352,774	840,499	2,512,277
PROCUREMENT CARD			
13,792,407	279,392	98,720	180,672
SUBCONTRACTING			
26,693,649	2,739,356	885,633	1,853,723

**Grand Total M/WBE Spending:**  
FY 2007/2008 = \$9,013,149

### Subcontracting Activity \*

TOTAL	M/WBE	M/WBE %
\$26,693,649	\$2,739,356	10.25

**MBE% = 3.31    WBE% = 6.94**

Total MWBE spending in the Subcontracting category increased from \$2,320,078 to \$2,739,356 although as a percentage MBE spending decreased from 6.27% to 3.31%.

\*The State's directive for M/WBE-HUB spending requires formal reporting in this category. The State's traditional recommended M/WBE goal in the construction subcontracting category is 10%.

### Staff Activities

The M/WBE staff identifies and recruits minority and women owned businesses, and assists minority and women owned businesses to develop relationships with majority companies. Staff meets with the Purchasing Dept. staff to improve opportunities for M/WBE vendors, and networks with other M/WBE coordinators statewide to stay abreast of M/WBE initiatives.

M/WBE staff sponsors a ten week business training seminar for MWBE/Section 3 Businesses. Other activities include a monthly M/WBE recruitment information meeting at the Black-Phillips-Smith Center, Exe. Board of the Statewide M/WBE Coordinator's Network, and Seminars in the Fundamentals of Business in conjunction with Forsyth Tech.

Staff maintains the M/WBE web site which contains the City's roster of certified enterprises and lists projects, educational and training opportunities. This service allows the general public and participating general contractors access to M/WBE information 24 hrs per day.

In FY 07/08, the City began to phase out its local certification program. Beginning in July of 2009 the State of N.C., through its HUB Office, is installing a Statewide Uniform Certification Program which will conduct the certification process for businesses seeking certification.