

Additional Accomplishments

- **Created and implemented** “M/WBE Made Easy,” a convenient online form for city employees to share upcoming purchase opportunities. This tool furthers employee accountability regarding staff’s commitment to the City’s procurement guidelines. Staff can now:
 - Utilize the Employee Center to share upcoming department needs for services and/or purchases with the M/WBE Office
 - Learn about new M/WBE firms who have registered on the City’s vendor database
 - Gain assistance with identifying M/WBE firms to solicit bids
- **Revised goal setting methodology** for formal construction projects. Specific factors are considered when establishing justifiable M/WBE subcontracting goals.
- **Targeted M/WBE firms**, identified at goal setting by their scope of work, are emailed the pre-bid attendees to help facilitate the submittal of responsive quotes.
- **M/WBE goals** for formal projects have consistently been set above the 10 % minimum requirement.
- **Enhanced Payment Verification** is completed by M/WBE staff to confirm timely payments to vendors.
- **Increased Site Visits** are performed, including projects where an Affidavit B is submitted, to provide additional support and verify M/WBE participation and fair treatment.
- **M/WBE Program Reminders** included with notice of award to prime contractors. Reiterates program compliance standards applicable throughout course of contract.

Strength through Diversity

The M/WBE staff identifies and recruits minority and woman owned businesses to provide support and services to assist in their development by promoting City Government contracting and sub-contracting opportunities.

EDUCATE

- Assisted 58 M/WBE businesses with the State of N.C. Historically Underutilized Business Certification (HUB).
- Hosted or co-hosted 10 outreach workshops throughout the fiscal year.
- Initiated two brand new workshops “Bidding & Estimating 101” and “Is Your Good Faith Effort Good Enough”
- Attended 24 pre-bids and bid openings to track M/WBE participation and enforce M/WBE program requirements.

RESOURCES

- Delivered weekly email notifications to M/WBE businesses of upcoming bid or auction opportunities.
- Departmental purchasing opportunities (under \$20,000) marketed towards local M/WBE firms in accordance with the Administrative Purchasing Policy.
- Certified 13 firms as Section 3 Businesses with the City of Winston Salem.
- Awarded \$1.2 million dollars to Section 3 Businesses.

NETWORKING

- Collaborated with The Winston Salem Black Chamber of Commerce, The Institute, Winston-Salem/Forsyth County Schools, The Winston Salem Chamber of Commerce, Wake Forest Innovation Quarter, The Enterprise Center, and City Departments.

City Of



Winston-Salem

M/WBE

Minority & Women

Business Enterprise Program

Annual Report

2016-2017

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*

John Larson, *South Ward*

Denise D. Adams, *North Ward*

Jeff MacIntosh, *Northwest Ward*

James Taylor, Jr., *Southeast Ward*

Office of Business Inclusion & Advancement Staff

Evan Raleigh, Director

Tiesha Hinton, Business Inclusion Manager
Hasani Mitchell, Diversity Compliance Specialist

EXECUTIVE SUMMARY

The City of Winston-Salem regularly tracks M/WBE spending in four categories: (1) Construction & Repair; (2) Subcontracting Activity; (3) Procurement Card Spending; and (4) Goods and Services. **The percentage of overall spending done with M/WBE firms increased from 8% in FY 15-16 to 9% in FY 16-17.**

1. Construction and Repair includes all active City spending on formal and informal projects. The amount spent by the City decreased from \$108,962,138 in FY 15-16 to \$70,485,700 in FY 16-17. The percentage of spending with M/WBE's decreased from 8.55% to 5.29%.

2. Subcontracting Activity includes all closed formal range construction projects. In this category, total spending increased from \$13,459,687 in FY15-16 to \$58,250,075 in FY16-17. Of that, \$11,694,547 was spent with M/WBE businesses which accounted for 20.08% of all expenditures.

3. Procurement Card Spending was \$3,701,125 this year which was a slight increase from the \$3,585,339 total in FY 15-16. The \$149,958 spent with M/WBEs accounted for 4.05% of total spending, which is a decrease from the 13.12% in FY15-16.

4. Goods & Services includes all other City purchases. In this category, the total amount encumbered by the City in FY 16-17 was \$103,896,785. Spending with M/WBE's decreased from \$5,038,353 to \$4,890,904 which accounted for 4.71% of spending.

FY 2016 – 2017 Spending

<u>Total Spend</u>	<u>M/WBE</u>	<u>MBE</u>	<u>WBE</u>
<u>Construction & Repair</u>			
\$70,485,700	\$3,727,971	\$1,754,096	\$1,973,875
<u>Subcontracting Activity</u>			
\$58,250,075	\$11,694,547	\$4,647,258	\$7,047,289
<u>Procurement Card</u>			
\$3,701,125	\$149,958	\$46,744	\$103,214
<u>Goods & Services</u>			
\$103,896,785	\$4,890,904	\$1,448,526	\$3,442,378
Total M/WBE Spending			
\$20,463,380*			
<u>Total Subcontracting</u>			
<u>Total M/WBE</u>	<u>MBE</u>	<u>WBE</u>	
20.08%	8.00%	12.10%	

Total Formal Projects Closed FY 16-17
City of Winston-Salem 12
City/County Utilities Commission 10

Subcontracting goals are based upon the activities of M/WBEs working on formal-range projects which are estimated to cost more than \$300,000.

YEARLY SUMMARY SUBCONTRACTING ACTIVITIES

<u>FY</u>	<u>M/WBE Spending</u>	<u>% of Total Spending</u>
06/07	\$2,320,078	10.77%
07/08	\$2,739,356	10.25%
08/09	\$6,242,031	14.35%
09/10	\$2,355,090	12.43%
10/11	\$2,267,134	19.87%
11/12	\$2,048,132	14.30%
12/13	\$4,185,365	17.84%
13/14	\$765,381	14.26%
14/15	\$6,534,715	11.29%
15/16	\$3,085,020	22.92%
16/17	\$11,694,547	20.08%

The M/WBE Program has a 10% minimum goal for formal-range construction. Actual participation varies, year-to-year, based on quantity and scope of work.