

M/WBE ANNUAL REPORT FY 2021-22

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The Office of Business Inclusion & Advancement



Purchase orders for "goods and services" placed with M/WBE businesses totaled \$10.5 million .The highest total since tracking began in FY14.



121 M/WBE vendors joined the city's vendor listing database electing to receive weekly communications regarding city and local agency business resources for M/WBEs. Currently, 577 M/WBE vendors are registered.



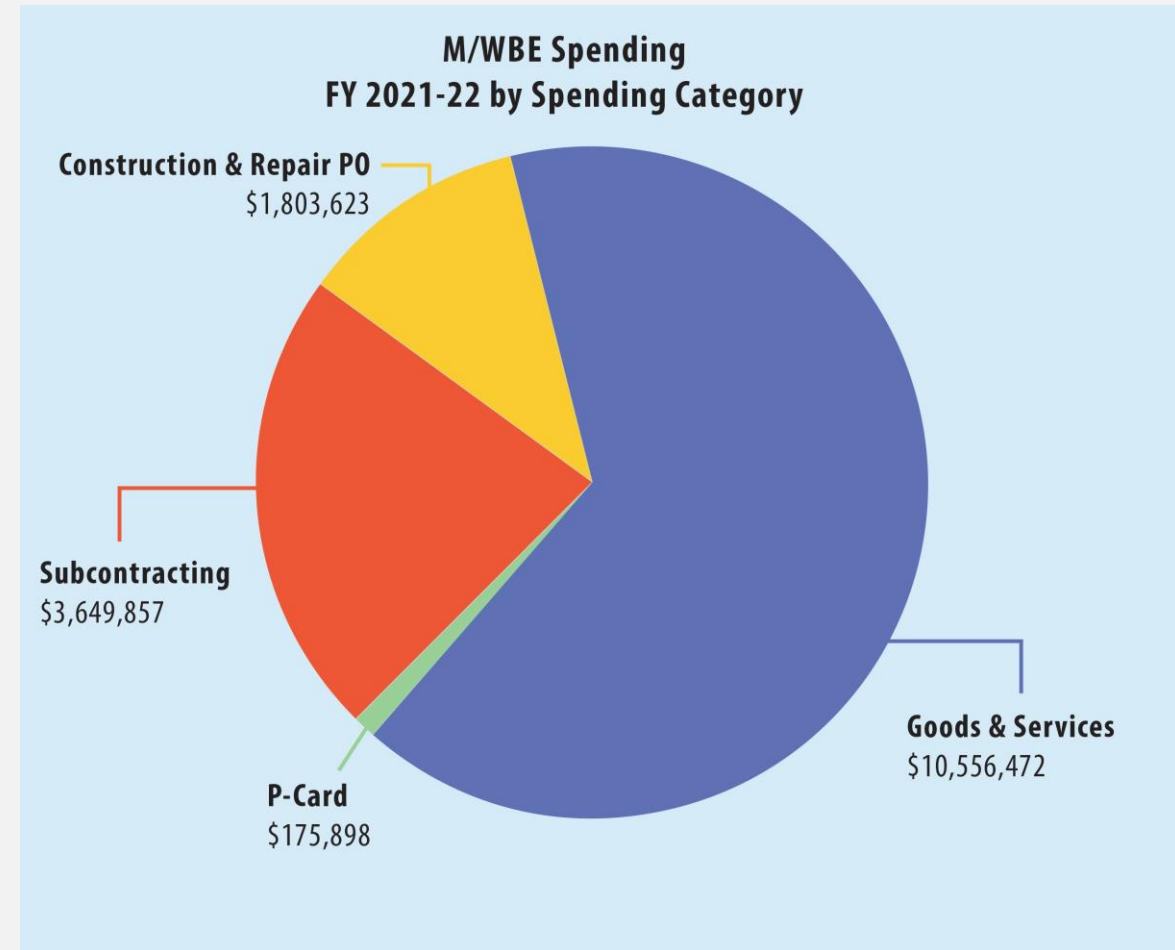
The M/WBE division provided technical assistance to 244 M/WBE vendors

FISCAL YEAR 2021-22 M/WBE PROGRAM HIGHLIGHTS

FISCAL YEAR 2021-22 M/WBE SPENDING SUMMARY

The City of Winston Salem regularly tracks M/WBE spending in four categories:

1. Construction & Repair
2. Subcontracting Activity
3. Procurement Card Spending
4. Goods and Services

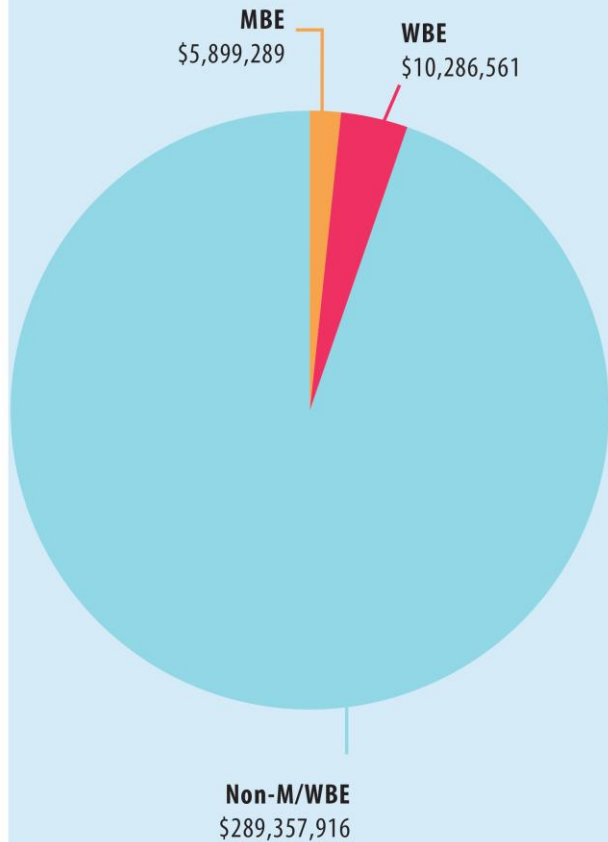


FISCAL YEAR 2021-22 M/WBE SPENDING SUMMARY BY VENDOR OWNERSHIP

M/WBE Spending Breakout by Fiscal Year

Fiscal Year	Total Spending	MBE	MBE %	WBE	WBE %	Total M/WBE	M/WBE %
2013-14	\$92,188,630	\$2,345,105	2.54%	\$6,308,244	6.84%	\$8,653,349	9.39%
2014-15	\$262,920,520	\$6,975,918	2.65%	\$6,415,905	2.44%	\$13,391,823	5.09%
2015-16	\$215,368,683	\$6,326,736	2.94%	\$11,586,962	5.38%	\$17,913,698	8.32%
2016-17	\$236,333,685	\$7,896,624	3.34%	\$12,566,756	5.32%	\$20,463,380	8.66%
2017-18	\$235,780,627	\$12,932,990	5.49%	\$13,161,950	5.58%	\$26,094,940	11.07%
2018-19	\$193,162,591	\$11,308,348	5.85%	\$11,988,398	6.21%	\$23,296,746	12.06%
2019-20	\$190,600,252	\$7,971,075	4.18%	\$10,662,857	5.59%	\$18,633,932	9.77%
2020-21	\$216,361,507	\$7,746,736	3.58%	\$8,078,550	3.73%	\$15,825,287	7.31%
2021-22	\$305,543,766	\$5,899,289	1.93%	\$10,286,561	3.37%	\$16,185,850	5.30%

Fiscal Year 2021-22 Spending by Vendor Ownership



SUBCONTRACTING ACTIVITY

Subcontracting activity accounts for all formal-range construction projects that were closed out during the fiscal year and reported to the N.C. Historically Underutilized Businesses Office.

M/WBE Subcontracting Activity by Fiscal Year

Fiscal Year	Total Spending	MBE	MBE %	WBE	WBE %	Total M/WBE	M/WBE %
2013-14	5,366,383	\$454,426	8.47%	\$310,955	5.79%	\$765,381	14.26%
2014-15	57,871,137	\$3,255,122	5.62%	\$3,279,593	5.67%	\$6,534,715	11.29%
2015-16	13,459,687	\$1,135,709	8.44%	\$1,949,311	14.48%	\$3,085,020	22.92%
2016-17	58,250,075	\$4,647,258	7.98%	\$7,047,289	12.10%	\$11,694,547	20.08%
2017-18	81,941,243	\$6,679,559	8.15%	\$7,356,416	8.98%	\$14,035,975	17.13%
2018-19	47,027,236	\$5,773,266	12.27%	\$5,884,872	12.52%	\$11,658,138	24.79%
2019-20	37,109,344	\$3,223,389	8.69%	\$4,560,352	12.29%	\$7,783,741	20.98%
2020-21	42,187,419	\$3,515,209	8.33%	\$1,981,396	4.70%	\$5,496,715	13.03%
2021-22	25,499,602	\$ 1,799,772	7.06%	\$1,850,085	7.26%	\$3,649,857	14.31%

PROCUREMENT CARD ACTIVITY

Procurement card activity includes all purchases made by departments of \$5,000 or less and which do not go through the formal or informal bidding process.

M/WBE Procurement Card Spending by Fiscal Year

Fiscal Year	Total Spending	MBE	MBE %	WBE	WBE %	Total M/WBE	M/WBE %
2013-14	\$5,581,099	\$86,251	1.55%	\$105,276	1.89%	\$191,527	3.43%
2014-15	\$4,522,880	\$51,833	1.15%	\$118,200	2.61%	\$170,033	3.76%
2015-16	\$3,585,339	\$56,941	1.59%	\$413,332	11.53%	\$470,273	13.12%
2016-17	\$3,701,125	\$46,744	1.26%	\$103,214	2.79%	\$149,958	4.05%
2017-18	\$3,493,234	\$46,613	1.33%	\$86,476	2.48%	\$133,089	3.81%
2018-19	\$3,570,401	\$65,437	1.83%	\$126,866	3.56%	\$192,303	5.39%
2019-20	\$3,472,806	\$63,127	1.82%	\$137,902	3.97%	\$201,029	5.79%
2020-21	\$3,062,360	\$39,112	1.28%	\$113,281	3.70%	\$152,393	4.98%
2021-22	\$3,678,340	\$41,400	1.13%	\$134,498	3.66%	\$175,898	4.78%

CONSTRUCTION & REPAIR PURCHASE ORDERS

Construction and repair purchase orders includes all active city spending during the fiscal year on formal and informal projects.

M/WBE Construction & Repair Purchase Orders by Fiscal Year

Fiscal Year	Total Spending	MBE	MBE %	WBE	WBE %	Total M/WBE	M/WBE %
2013-14	\$22,979,007	\$1,156,153	5.03%	\$4,169,771	18.15%	\$5,325,924	23.18%
2014-15	\$116,068,138	\$1,298,878	1.12%	\$505,337	0.44%	\$1,804,215	1.55%
2015-16	\$108,962,855	\$4,044,907	3.71%	\$5,275,145	4.84%	\$9,320,052	8.55%
2016-17	\$70,485,700	\$1,754,096	2.49%	\$1,973,875	2.80%	\$3,727,971	5.29%
2017-18	\$48,236,766	\$764,087	1.58%	\$5,655,247	11.72%	\$6,419,334	13.31%
2018-19	\$58,576,843	\$279,895	.47%	\$1,619,911	2.77%	\$1,899,806	3.24%
2019-20	\$52,712,020	\$886,148	1.68%	\$818,316	1.55%	\$1,704,463	3.23%
2020-21	\$60,509,254	\$1,989,371	3.28%	\$1,226,472	2.03%	\$3,215,844	5.31%
2021-22	\$151,991,731	\$1,131,753	0.74%	\$671,870	0.44%	\$1,803,623	1.19%

GOODS & SERVICES PURCHASE ORDERS

Purchase orders for goods and services includes all city spending during the fiscal year for such items as bulk supplies and consulting services that exceed \$5,000 in value.

M/WBE Goods & Services Purchase Orders by Fiscal Year

Fiscal Year	Total Spending	MBE	MBE %	WBE	WBE %	Total M/WBE	M/WBE %
2013-14	\$58,262,141	\$648,275	1.11%	\$1,722,242	2.96%	\$2,370,517	4.07%
2014-15	\$84,458,365	\$2,370,085	2.81%	\$2,512,775	2.98%	\$4,882,860	5.78%
2015-16	\$89,360,802	\$1,089,179	1.22%	\$3,949,174	4.42%	\$5,038,353	5.64%
2016-17	\$103,896,785	\$1,448,526	1.39%	\$3,442,378	3.31%	\$4,890,904	4.71%
2017-18	\$102,109,384	\$5,442,731	5.33%	\$63,811	0.06%	\$5,506,542	5.39%
2018-19	\$83,988,110	\$5,189,750	6.18%	\$4,356,749	5.19%	\$9,546,499	11.37%
2019-20	\$97,306,083	\$3,798,412	3.9%	\$5,146,287	5.29%	\$8,944,699	9.19%
2020-21	\$131,482,398	\$3,813,676	2.9%	\$5,207,401	3.96%	\$9,021,077	6.86%
2021-22	\$124,374,093	\$2,926,364	2.35%	\$7,630,107	6.13%	\$10,556,472	8.49%

DISPARITY STUDY
IMPLEMENTATION
NEXT STEPS

IMPLEMENTATION OF B2GNOW
DIVERSITY MANAGEMENT SYSTEM



M/WBE DEPARTMENTAL LIAISONS



M/WBE OUTREACH FOR
INFORMAL PURCHASES

OVERVIEW OF PROPOSED IMPLEMENTATION PLAN TIMELINE

Recommendation	Q4 FY22-23	Q1 FY23-24	Q2 FY23-24	Q3 FY23-24	Q4 FY23-24
A. Aspirational Goals	Planning				
B. Narrowly Tailored M/WBE Program & Market Area	Pending				
C. Subcontractor Project Goals	Planning				
D. Expanded Data Collection & Management	Software Approved by Council	Implementation		Completed	
E. M/WBE Outreach for Informal Purchases	Implementation		Completed		
F. Right to Audit Language in Contracts	Completed				
G. On-Call Services	Planning				
H. Historically Underutilized Businesses	Planning				
I. M/WBE Staff Liaisons	Implementation		Completed		