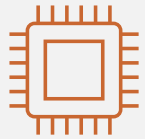


# M/WBE ANNUAL REPORT FY 2022-23

Presented by: Jakira Westbrook, Business Inclusion Manager  
The Office of Business Inclusion & Advancement



Overall spending with M/WBE firms totaled \$17.3 million, an increase of \$1.1 million over the previous fiscal year



Implementation of the City's first diversity management system to monitor and track progress on key performance measures and establish solid processes to collect and analyze M/WBE utilization



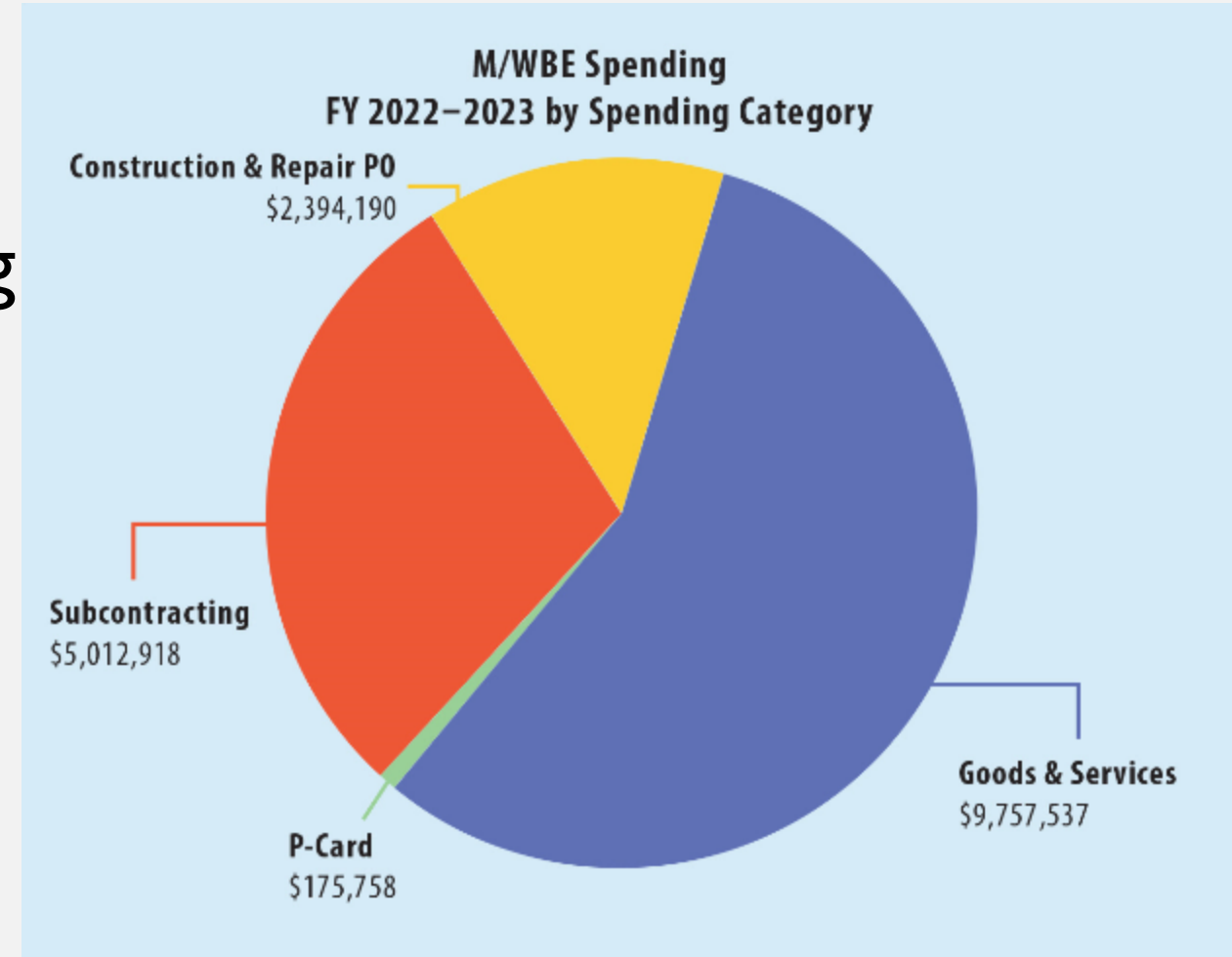
The M/WBE division provided technical assistance to more than 300 M/WBE vendors

## FISCAL YEAR 2022-23 M/WBE PROGRAM HIGHLIGHTS

# FISCAL YEAR 2022-23 M/WBE SPENDING SUMMARY

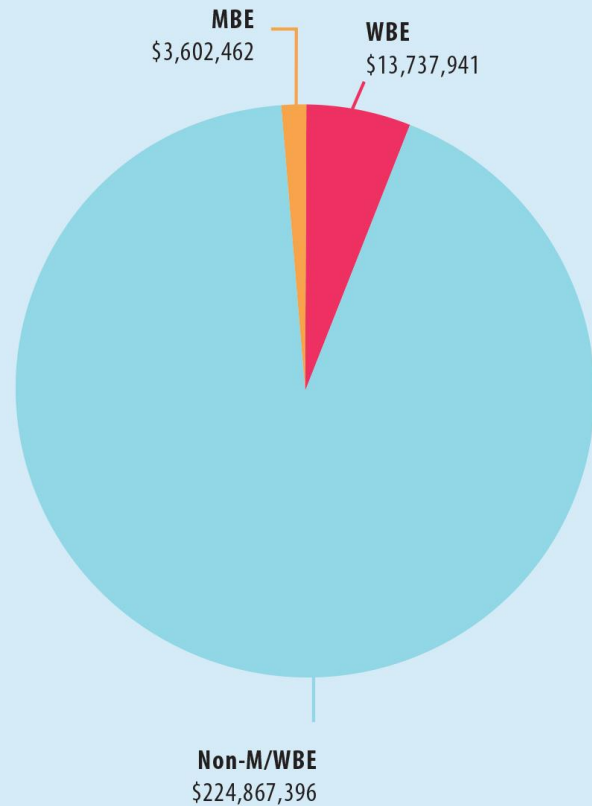
The City of Winston Salem regularly tracks M/WBE spending in four categories:

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



# FISCAL YEAR 2022-23 M/WBE SPENDING SUMMARY BY VENDOR OWNERSHIP

Fiscal Year 2022-23 Spending by Vendor Ownership



M/WBE Spending Breakout by Fiscal Year

Fiscal Year	Total Spending	MBE	MBE %	WBE	WBE %	Total M/WBE	M/WBE %
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%
2022-23	\$242,207,800	\$3,602,462	1.49%	\$13,737,941	5.67%	\$17,340,403	7.16%

## 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 %
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%
2022-23	16,875,825	\$1,027,374	6.09%	\$3,985,544	23.62%	\$5,012,918	29.70%

# 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 %
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%
2022-23	\$4,134,105	\$36,263	.88%	\$139,495	3.37%	\$175,758	4.25%

## 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 %
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%
2022-23	\$39,086,025	\$495,353	1.27%	1,898,837	4.86%	\$2,394,190	6.13%

## 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 %
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%
2022-23	\$182,111,844	\$2,043,473	1.12%	\$7,714,065	4.24%	\$9,757,537	5.36%



DISPARITY STUDY  
IMPLEMENTATION  
NEXT STEPS

EXPANDED DATA  
COLLECTION &  
MANAGEMENT

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graph TD; A[EXPANDED DATA COLLECTION & MANAGEMENT] --> B[HISTORICALLY UNDERUTILIZED BUSINESSES (HUB)]; B --> C[ON-CALL SERVICES];
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HISTORICALLY  
UNDERUTILIZED BUSINESSES  
(HUB)

ON-CALL SERVICES

# OVERVIEW OF PROPOSED IMPLEMENTATION PLAN TIMELINE

Recommendation	Q4 FY23-24	Q1 FY24-25	Q2 FY24-25	Q3 FY24-25	Q4 FY24-25
A. Aspirational Goals	Pending		Completed		
B. Narrowly Tailored M/WBE Program & Market Area	Pending				
C. Subcontractor Project Goals	Planning			Implementation	
D. Expanded Data Collection & Management	Implementation		Completed		
E. M/WBE Outreach for Informal Purchases	Planning		Completed		
F. Right to Audit Language in Contracts	Completed				
G. On-Call Services	Planning			Completed	
H. Historically Underutilized Businesses	Implementation			Completed	
I. M/WBE Staff Liaisons	Implementation		Completed		