



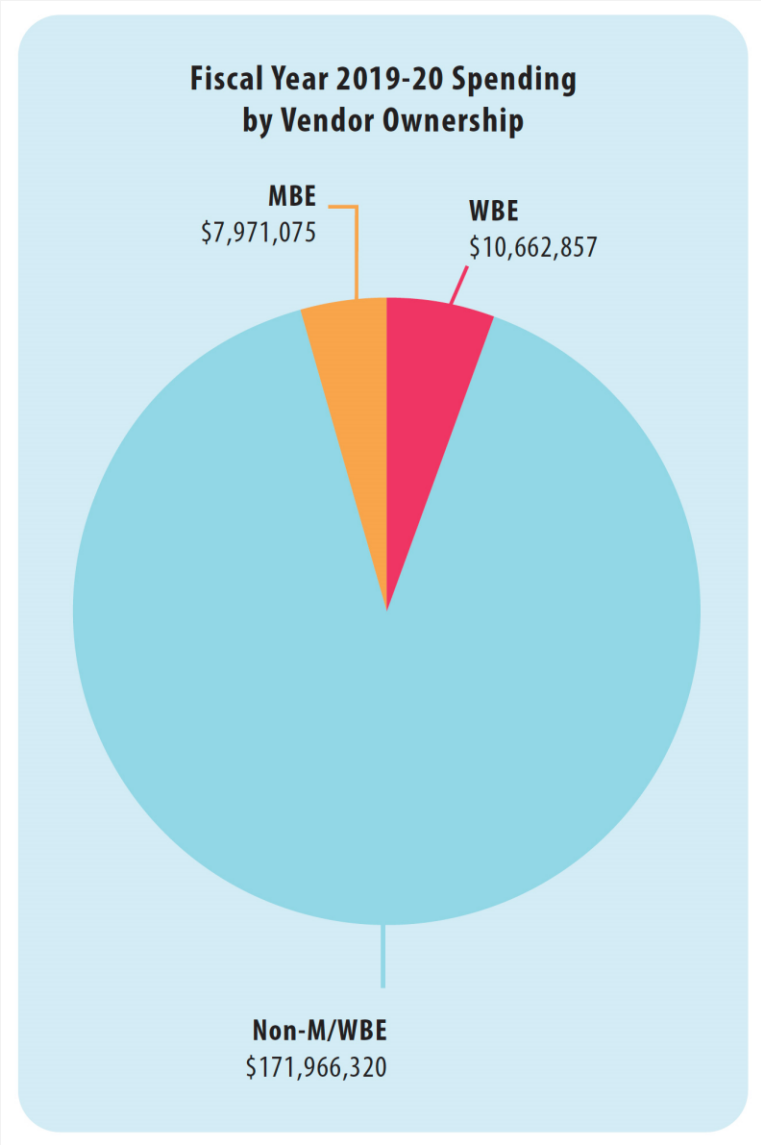
Winston-Salem

# M/WBE ANNUAL REPORT FY2019-20 DISPARITY STUDY UPDATE

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# FISCAL YEAR 2019-20 M/WBE SPENDING SUMMARY BY VENDOR OWNERSHIP



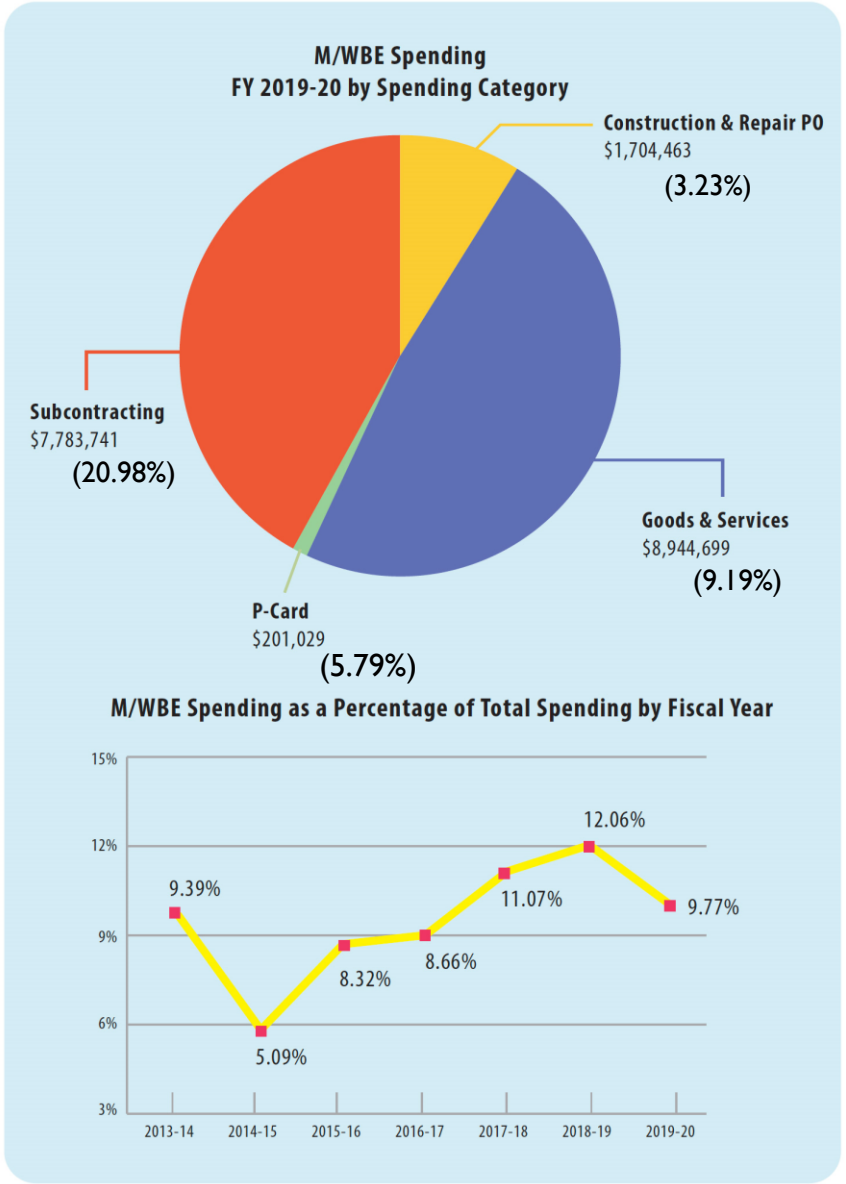
**M/WBE Spending Breakout by Fiscal Year**

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%

# FISCAL YEAR 2019-20 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



# DISPARITY STUDY OVERVIEW

- MGT of America Consulting, LLC (MGT) was retained in March of 2019 to conduct a disparity study to determine if there are any disparities between the utilization of minority or woman-owned firms (M/WBEs) compared to the availability of M/WBEs in the marketplace who are “ready, willing, and able” to perform work.
- The study period included procurement activity from July 1, 2013, through June 30, 2018 (FY2014 – FY2018).

# GOALS OF THE STUDY

- Examine if any barriers adversely affect the participation of M/WBEs in contracts issued by the city
- Identify the availability of M/WBEs that are ready, willing, and able to do business with the city based on both business presence and headquarters
- Analyze the contracting and procurement data to determine utilization of M/WBEs
- Determine the extent to which any identified disparities in the utilization of available M/WBEs by the city are attributable to discrimination
- Recommend programs to remedy the effects of any discrimination and/or barriers that adversely affect the contract participation of M/WBEs
- Identify best practices for the policy recommendations

# CONCLUSION

- Disparity was identified overall in all business ownership categories except for Non-M/WBE.
- The recommendations of this study provide guidance on policy modifications that will meet the narrowly tailored standard

# RECOMMENDATIONS

- A. Aspirational M/WBE Goals**
- B. Narrowly Tailored M/WBE Program & Market Area**
- C. Subcontractor Project**
- D. Expanded Data Collection And Management**
- E. M/WBE Outreach for Informal Purchases**
- F. Right To Audit Language in Contracts**
- G. On-Call Services**
- H. Historically Underutilized Businesses (HUB)**
- I. M/WBE Staff and Departmental Liaisons**

# OVERVIEW OF PROPOSED IMPLEMENTATION PLAN TIMELINE

Recommendation	Q4 FY2021	Q1 FY2022	Q2 FY2022	Q3 FY2022	Q4 FY2022	Q1 2023
A. Aspirational Goals	Planning					
B. Narrowly Tailored M/WBE Program & Market Area	Planning					
C. Subcontractor Project Goals	Planning					
D. Expanded Data Collection & Management	Budget TBD	Advertisement of RFP	Planning			
E. M/WBE Outreach for Informal Purchases	Planning					
F. Right to Audit Language in Contracts	Completed					
G. On-Call Services	Planning					
H. Historically Underutilized Businesses	Planning					
I. M/WBE Staff Liaisons	Planning					



QUESTIONS??