

Winston-Salem

**2017-18  
MINORITY/WOMEN-OWNED  
BUSINESS ENTERPRISE  
PROGRAM  
ANNUAL REPORT**

**OFFICE OF BUSINESS INCLUSION & ADVANCEMENT  
CITY OF WINSTON-SALEM**





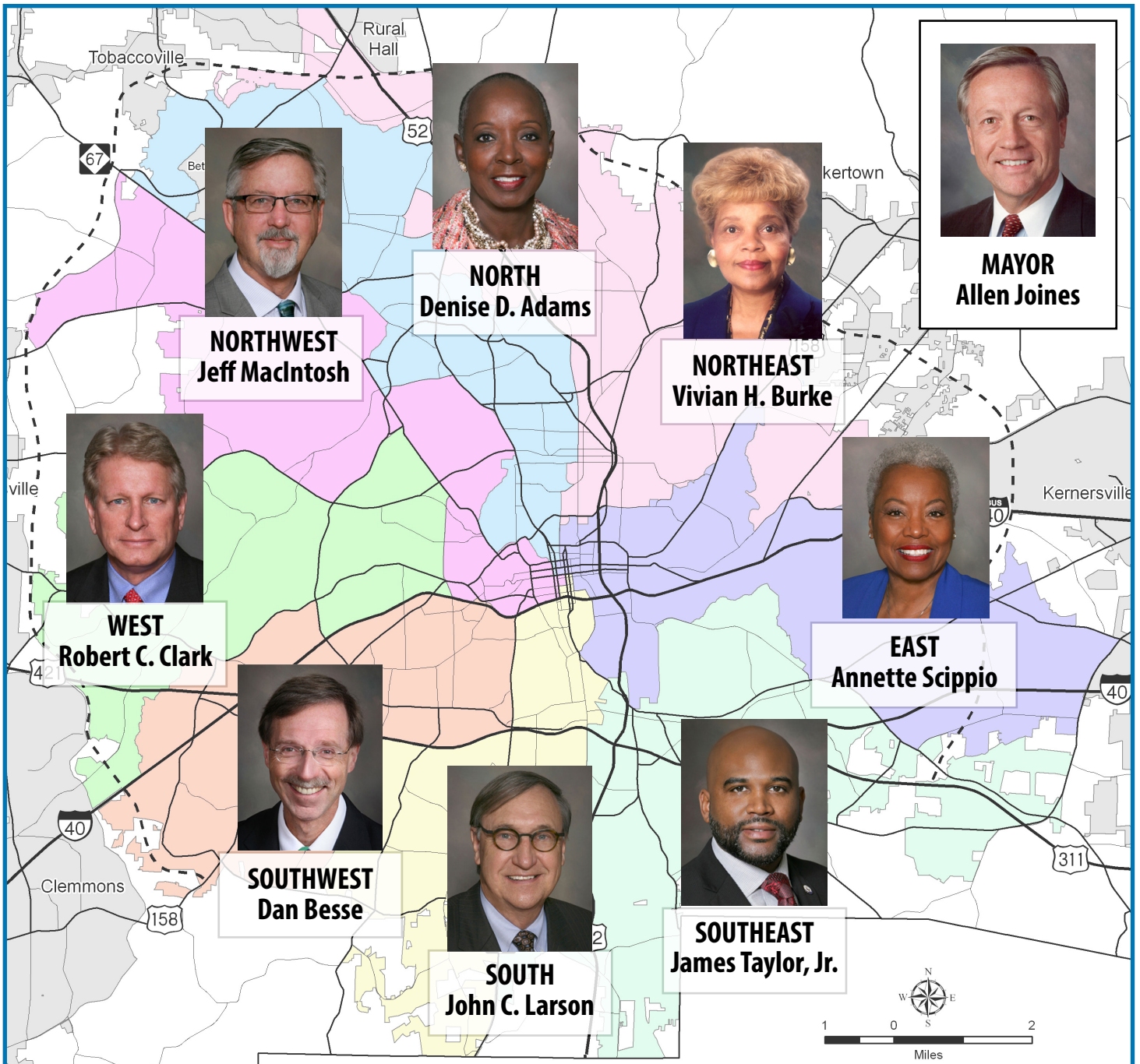
# 2017-18 MINORITY/WOMEN-OWNED BUSINESS ENTERPRISE PROGRAM ANNUAL REPORT

OFFICE OF BUSINESS INCLUSION & ADVANCEMENT  
CITY OF WINSTON-SALEM

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## Winston-Salem Mayor and City Council



# LETTER OF TRANSMITTAL



On behalf of the City of Winston Salem's M/WBE Advisory Committee I am pleased to submit the 2017-2018 Minority/Women-Owned Business Enterprise Program Annual Report. Anchored by the support of the Mayor and City Council, the Office of Business Inclusion & Advancement continues to create opportunities, build relationships, and promote inclusion for minority- and woman-owned firms. By enhancing outreach efforts to meet the specific needs of M/WBEs, and with a steadfast commitment to compliance standards, the City of Winston Salem has seen a significant improvement in M/WBE participation.

During FY 17-18 the M/WBE Division developed initiatives, hosted programs, and created policies to stimulate the use of firms owned and operated by minorities and women in all aspects of City contracting and purchasing, including participation in contracts for commodities and services as well as contracts related to construction, repair work, and leasing activities.

Some notable accomplishments during the fiscal year include:

- Overall spending with M/WBE firms increased \$5.6 million dollars; the highest spend in the past six fiscal years.
- Modification of the M/WBE Program Plan to include a lower threshold for establishing M/WBE participation goals on construction and repair projects, M/WBE participation and compliance for general/professional services, and a revised scoring criteria designed for request for proposals (RFP) and request for qualifications (RFQ).
- Solicitation of proposals for the City of Winston Salem's first disparity study, which will determine the effectiveness of the current M/WBE Program and recommend modifications and adjustments, if necessary.
- Implementation of workshops and trainings designed to assist M/WBE firms in such areas as bidding and estimating assistance, certification with the Office of Historically Underutilized Businesses, and Good Faith Effort compliance.

As you read the annual report I hope that you will gain a better understanding of how our efforts serve the City of Winston Salem and surrounding communities, and promote the efforts of minorities and women to become viable business partners with the City. Thank you for taking the time to review this report. I hope you find it informative and helpful.

**Emma S. Allen**  
*M/WBE Advisory Committee, Chairperson*

# PROGRAM OVERVIEW

Since 1983 it has been the policy of the city of Winston-Salem to provide minorities and women an equal opportunity to participate in all aspects of City contracting and purchasing programs, including but not limited to, participation in procurement contracts for commodities and services as well as for contracts relating to construction, repair work and/or leasing activities.

It is further the policy of the city of Winston-Salem to prohibit discrimination against any person or business in pursuit of these opportunities on the basis of race, color, sex, religion or national origin and to conduct its contracting and purchasing programs in order to prevent such discrimination.

Through the Minority/Women-owned Business Enterprise Program, the city of Winston-Salem – in concert with other local, state and federal agencies, and with the assistance of minority groups and agencies – works to seek and identify qualified minority and women business enterprises and offer them the opportunity to participate as providers of goods and services to the city.

The M/WBE program is administered by the Minority/Women-owned Business Enterprise Division of the Office of Business Inclusion & Advancement.

The M/WBE program is administered by the Minority/Women-owned Business Enterprise Division of the Office of Business Inclusion & Advancement. The division organizes workshops and seminars for minority- and women-owned businesses. In addition, the division works to ensure that minorities and women have the opportunity to do business with the city, including contracts for:

- Commodities
- Construction and repairs
- Leasing and maintenance activities
- All purchasing by departments or divisions that is classified as discretionary spending.

The division provides staff support for the M/WBE Advisory Committee in setting and monitoring participation goals for construction projects.

The M/W BE Division also maintains a database of M/WBE vendors as a resource for city departments and divisions and for the general public. The database allows the city to be proactive in soliciting bids from M/WBE businesses for upcoming projects. During 2017-18, 70 M/WBE vendors were added to the database.



## M/WBE ADVISORY COMMITTEE

The M/WBE Advisory Committee was established by a resolution adopted by the City Council on Nov. 10, 1987. The committee is responsible for reviewing the City's M/WBE program, for evaluating the good-faith effort of contractors to meet the city's goals for M/WBE participation in city projects, and for making appropriate recommendations to City Council. The committee's members are appointed by City Council upon the recommendation of the Mayor. Members may serve no more than two consecutive terms. The committee meets two Tuesdays before the first Monday of each month.

Emma S. Allen, Chairperson  
Kevin Byers, Vice Chair  
Jennifer Payne  
Christopher J. Salemm  
Cedric Russell  
Ethel Whitt

Robin B. Ervin  
Richard S. Vann  
David Dalholt  
Steven Hemric  
Jonathan Gerstmyer

## CONCRETE SOLUTIONS

Drawing on more than three generations of experience, Concrete Solutions by Jimmy Hickman Son, LLC was incorporated in 2012 as a family-owned and operated concrete place and finish company. The company is active in North Carolina and surrounding states, in both the commercial and residential market.

**“Since becoming M/WBE certified we have seen a growth in the opportunities to bid work with general contractors,” says Shanette Randall, the company’s construction coordinator. “This has allowed us to employ people in the community, affording them an opportunity to take care of their families. With this program and the helpful people in this department we have received exposure that has resulted in being award contracts for city-funded projects. These projects have allowed us to give back to our community and leave behind a piece of our family’s legacy.”**







# THE OFFICE OF BUSINESS INCLUSION AND ADVANCEMENT

The Minority/Women-owned Business Enterprise Division is one of three main responsibilities of the Office of Business Inclusion & Advancement (BIA). BIA is also responsible for the city's business development, reintegration and youth development programs.

The Business Development Division monitors and promotes business and economic development opportunities throughout the city utilizing a series of related program to provide concentrated assistance to targeted areas and groups. The division focuses on enhancing the quality of life by attracting, creating, and retaining jobs; augmenting the tax base; and assisting small and minority-owned businesses.

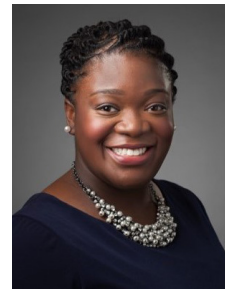
The Reintegration and Youth Development section administers the city's Successful Outcomes After Release (SOAR) and YouthBuild programs. SOAR provides recently released offenders an opportunity to gain work experience and develop skills and work habits to find full-time employment. YouthBuild Winston-Salem offers eligible high school drop-outs, between 16 and 24, the opportunity to get paid while they earn their GED and receive training and assistance after they complete the program to find a job or continue their education.



**Ken Millett**  
Director



**Tiesha Hinton**  
Assistant Director



**Regina Hall**  
Reintegration & Youth  
Development Manager



**Vanessa Banner**  
Administrative Assistant



**Hasani Mitchell**  
Diversity Compliance  
Specialist



**Steven Harrison**  
Small Business  
Development Specialist



**Faith Bartlett**  
YouthBuild/SOAR  
Program Manager



**Troy Sneed**  
YouthBuild/SOAR  
Program Assistant





# 2017-18 M/WBE PROGRAM HIGHLIGHTS

## M/WBE PROGRAM PLAN MODIFICATIONS

As part of an on-going effort to strengthen the City's M/WBE program, the City Council adopted a resolution on March 26, 2018 amending the City of Winston-Salem's M/WBE Program Plan. The modifications included:

### PARTICIPATION THRESHOLD

The threshold for establishing M/WBE participation goals on construction and repair projects has been lowered to include all projects estimated to cost \$100,000 or more. The previous threshold was \$300,000.

### PARTICIPATION GOAL FOR SERVICES

The program now sets a minimum goal of 10 percent M/WBE participation in bids for professional and other general services that exceed \$20,000.



### RFP/RFQ EVALUATION PANELS

The originating department must form an evaluation panel consisting of no less than five individuals for the purposes of reviewing and scoring proposals and making the selection of the consultant for contract award. Evaluation panels should include at least one staff member from the Office of Business Inclusion & Advancement and one staff member from a City department

other than the originating department. The remaining members are selected at the discretion of the original department. All panels shall have a diverse composition.

### RFP/RFQ SCORING

The scoring formula for RFP/RFQ contracts worth more than \$20,000 has been modified. Under the new criteria:

- 60 percent of the evaluation is at the discretion of the department.
- 20 percent is based on M/WBE participation.
- 20 percent is based on the location of the bidder, in keeping with the city policy to support local businesses.

### TRACKING AND COMPLIANCE

For projects of \$100,000 or more, the Business Inclusion & Advancement staff shall track professional and other service vendors for compliance with payment, treatment of M/WBE subcontractors, and overall adherence to the City's M/WBE program.

Additionally, in evaluating bids/proposals for professional and other service contracts, the evaluation shall take into consideration previous performance in cases where a consultant or bidder did not meet the M/WBE requirements of a previous contract, and failed to demonstrate a good faith effort to do so.





**“The Mixer gave me open opportunities to introduce my business in a setting that was open, fun, and approachable with city administrations and businesses”**

**– Valeria Jackson, Operations Manager, Order Express**

**You're invited!**  
**THE MIXER**  
 A NETWORKING EVENT FOR MINORITY AND WOMAN-OWNED BUSINESSES TO LEARN ABOUT OPPORTUNITIES TO DO BUSINESS WITH THE CITY AND LOCAL CONTRACTORS.  
 Wednesday, April 11, 2018 5:30 - 7:30 p.m.  
 Benton Convention Center, Winston-Salem  
 301 W. Fifth St. Winston-Salem  
**4th annual**  
 OPEN NETWORKING: Meet fellow business owners along with representatives of the Winston-Salem Chamber, the Winston-Salem Black Chamber, the City of Winston-Salem, and others. Register by April 6.  
 CONSTRUCTION TRADES SPEED NETWORKING: Sign up for seven-minute one-on-one meetings with general contractors who are active. Space is limited! Registration Required. Registration Deadline March 28.  
 CITY DEPARTMENT SPEED NETWORKING: Sign up for seven-minute one-on-one meetings with city departments that purchase goods and services. Space is limited! Registration Required. Registration Deadline March 28.  
 Grow your business opportunities at The Mixer

## DISPARITY STUDY

On March 26, 2018, City Council adopted a resolution authorizing the City Manager to solicit proposals for the city's first disparity study. A disparity study is an analysis of the presence of inequality, or disparity, for a given program or organization. Municipalities and other government entities use disparity studies to analyze their contracting and procurement activities respective to their inclusion of minority- and women-owned businesses.



The study will examine the City's contractual awards in goods, services (professional and general), and construction from July 1, 2013, through June 30, 2018, to determine the effectiveness of the current M/WBE Program. Based on this, the study will propose modifications and adjustments, if necessary, to address underutilization of M/WBE firms and reduce or eliminate barriers

that adversely affect the participation of M/WBE firms.

The consultant will also provide the City with the current legal guidance relative to not only new legislation, policies, and procedures to meet any constitutional mandates, but also programmatic needs of the City.

Proposals were due in January 2019. Under this schedule the City Council would award a contract in February 2019 with the study to commence the following month.

## M/WBE AWARDS

To further the goals of the city's M/WBE program, highlight deserving minority- and women-own businesses, and provide positive coverage to businesses that are exemplary in their use of M/WBEs, staff began to work during the 2017-18 FY to establish an annual M/WBE Awards program, with the goal of rolling it out during the 2018-19 fiscal year.

## CAROLINA DISPOSAL SERVICE, INC.

We are a locally owned and operated M/WBE business that has been serving the Triad area of North Carolina since 2003. With nearly 100 years of combined experience in the waste management business our staff has the knowledge and expertise to best meet your waste needs and or requirements. Our HUB certification as a woman owned business may be able to assist your company in meeting M/WBE percentages on your projects.

**“ The M/WBE program of the City of Winston-Salem has been instrumental in assisting us in gaining business and working relationships with local contractors.”**



## CREATIVE EDGE DESIGN

Through their firm, Creative Edge Design, Tracie Beasley and Mary H. Moore have been providing branding, graphic design, website design, photography, content development, marketing and promotional services in the Piedmont Triad area for six years. Early on, Mary and Tracie took advantage of the city's various M/WBE workshops to learn how to do business with city government.

When the opportunities came, Mary said, "Our firm responded to two requests - the first was an RFP for the Bethabara Park project and the second an RFI for the Information Systems team - an alpha website. We learned a great deal about the City's process with the first opportunity which led to success and winning the second project opportunity. The RFI was submitted directly to us via email - the IS team found our company thanks to the City M/WBE list that included our local design firm.

"Then, we asked Tiesha Hinton if she could help us connect with the contenders for the Digital City Hall project. We knew that a high powered IT group would be needed to deliver the new City site but, they may need to meet their M/WBE commitment. And what better way to do that than with the HUB Certified team who designed and built the prototype. The next day, she passed on our contact information to a contender - one that she believed would be a good fit for our skill set.

**"It has been a joy to work with the M/WBE team and an honor to serve our city - using our skills and experience for their benefit. Thank you for everything!"**



## PUBLIC ENGAGEMENT

During fiscal year 2017-18 the M/WBE Division organized or participated in 23 public-outreach events. Significant events included:

### IS YOUR GOOD FAITH EFFORT GOOD ENOUGH?

This free lunch-time workshop for contractors in the construction trades was held Sept. 20, 2017, to discuss the standards for judging M/WBE subcontracting efforts, and explain changes in policies and procedures to help put contractors in the best position to win contracts and to gain M/WBE participation. Over 60 general contractors attended.



### HUB CERTIFICATION DAY

HUB Certification Day is an annual event that provides free hands-on assistance with completing state certification as a Historically Underutilized Business (HUB). This year's event was held Nov. 9, 2017. It was promoted in The Chronicle, and on the City's Facebook, LinkedIn and Twitter accounts and drew 30 participants. All 11 participants who turned in an evaluation of HUB Certification Day rated their experience as "very positive." One said, "Ms. Hinton and Mr. Mitchell were extremely helpful and knowledgeable."

### WINSTON-SALEM M/WBE MIXER

The M/WBE Division held its third annual M/WBE Mixer on April 11, 2018, at the Benton Convention Center. The mixer is a networking event for minority and woman-owned businesses to learn about opportunities to do business with the city and local contractors. The event is organized and hosted by the division in partnership with the Winston-Salem Black Chamber of Commerce, the Winston Salem Chamber of Commerce and Forsyth Technical Community College Small Business Center. Approximately 230 attended.



## IS YOUR GOOD FAITH EFFORT GOOD ENOUGH?

Having received positive feedback for its Good faith Efforts workshop for contractors, the M/WBE Division organized a second workshop for engineers, designers, consultants and other suppliers of professional and general services on May 21, 2018. Two sessions were held. They discussed the standards for judging M/WBE subcontracting efforts and explained changes in policies and procedures to help put contractors in the best position to win contracts and to gain M/WBE participation.

### BIDDING & ESTIMATING 101

Bidding & Estimating 101 was a free seminar for M/WBE contractors, consultants, professional, and general service providers that covered such topics as how to prepare and submit bids, responding to solicitations, insurance requirements, best practices and M/WBE policies. The seminar was held June 12, 2018, at The Enterprise Center and drew 35 participants. The City of Winston Salem hosted the event in collaboration with the Winston Salem Black Chamber of Commerce and the Winston Salem Chamber of Commerce.



### 4TH ANNUAL TRIAD MINORITY BUSINESS EXPO

The M/WBE Division staffed a booth and made a presentation to attendees titled "Working with the City of Winston Salem: How to be Proactive and Intentional" during the 4th Annual Triad Minority Business Expo held Aug. 25, 2017, at the Biotech Place in Wake Forest Innovation Quarter. The expo is organized by Maximum Enterprises Inc.





# 2017-18 M/WBE PERFORMANCE MEASURES

## SUMMARY OF FISCAL YEAR 2017-18 M/WBE SPENDING SUMMARY

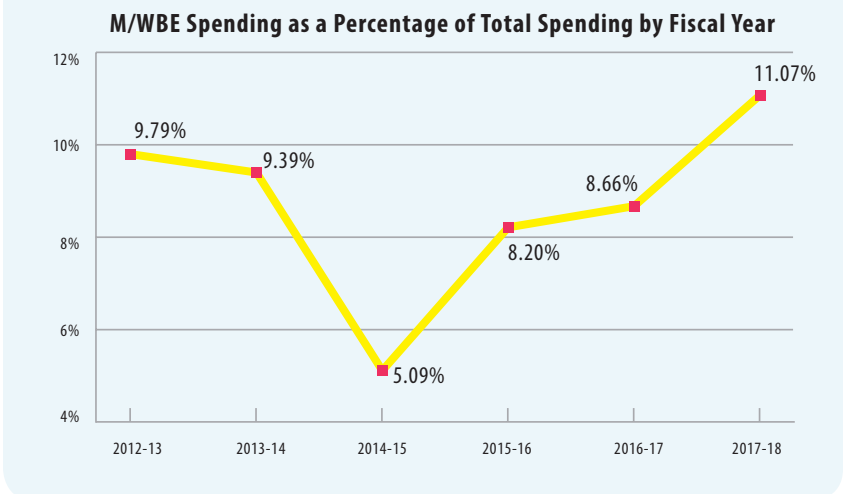
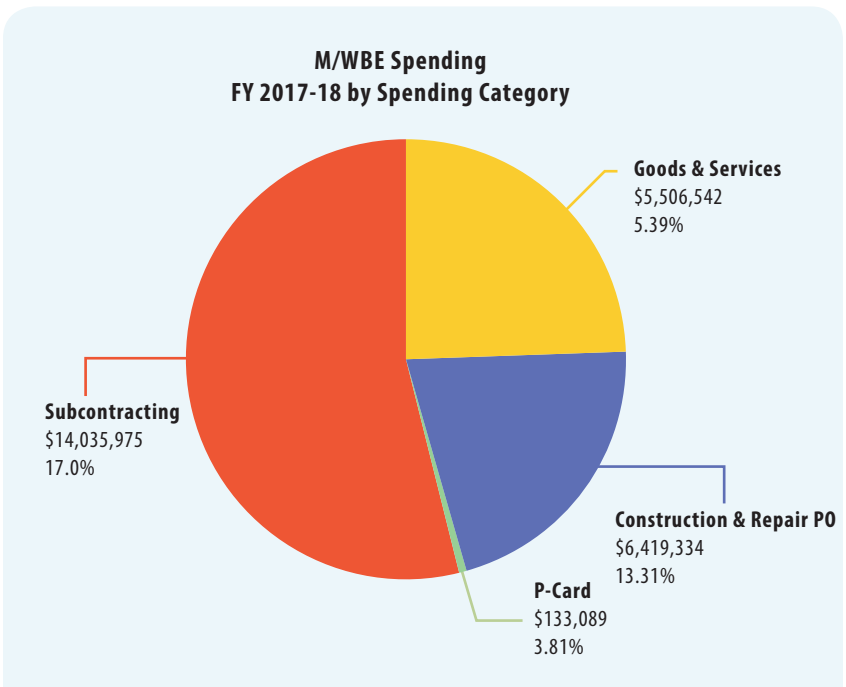
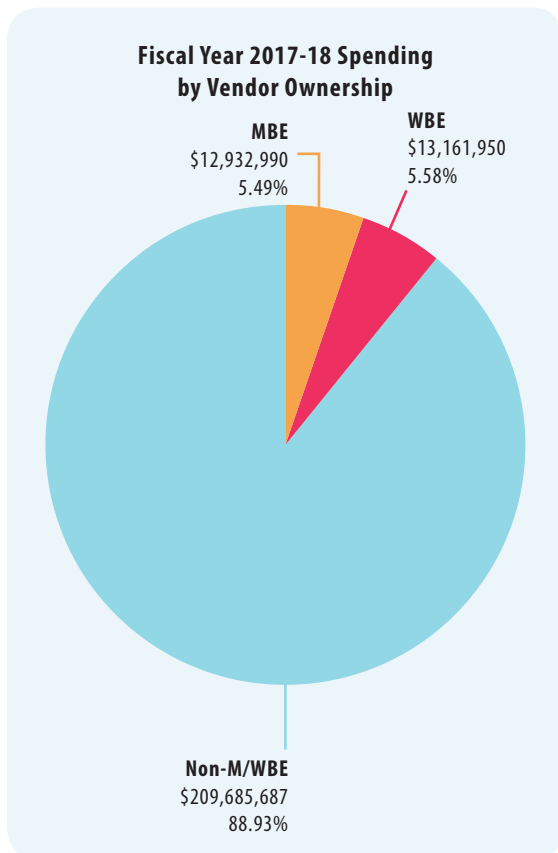
The City of Winston Salem regularly tracks M/WBE spending in four categories: Construction & Repair; Subcontracting Activity; Procurement Card Spending; and Goods and Services.

During fiscal year 2017 -18, overall spending with M/WBE firms totaled \$26.1 million, an increase of \$5.6 million over the previous fiscal year. Of this amount, \$12.9 million was spent with minority-owned businesses and \$13.3 million was spent with women-owned businesses. Most of the increase in spending can be attributed to M/WBE participation in bond projects that voters approved in 2014.

As a percentage of overall spending, M/WBE participation in fiscal 2017-18 equaled 11 percent of all city spending, up from a 8.6 percent in the previous fiscal year.

M/WBE Spending Breakout by Fiscal Year

Fiscal Year	Total Spending	MBE	MBE %	WBE	WBE %	Total M/WBE	M/WBE%
2012-13	\$120,876,144	\$3,272,533	2.71%	\$8,558,655	7.08%	\$11,831,188	9.79%
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%



# FISCAL YEAR 2017-18 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.

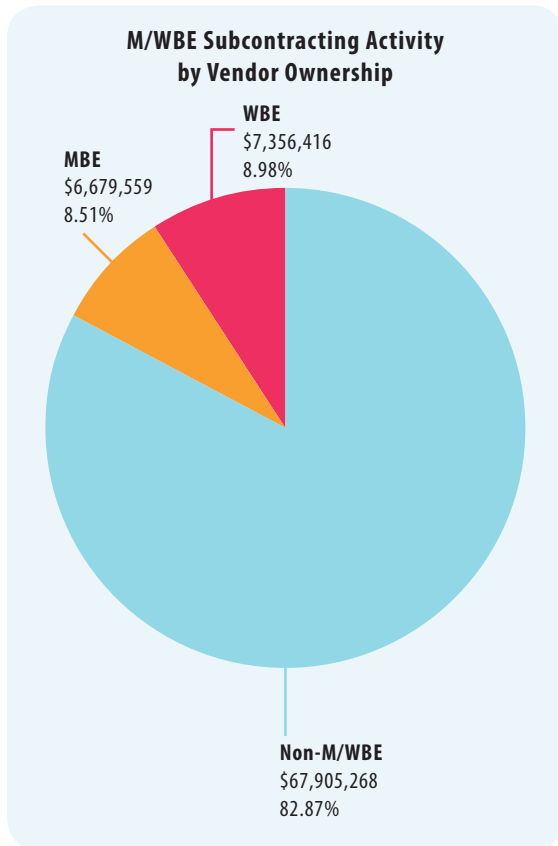
During fiscal year 2017 -18, all city subcontracting activity totaled \$81.9 million. Subcontracting with M/WBE firms totaled \$14 million, an increase of \$2.3 million over the previous fiscal year.

Of this amount, \$6.7 million was spent with minority-owned businesses and \$7.3 million was spent with women-owned businesses.

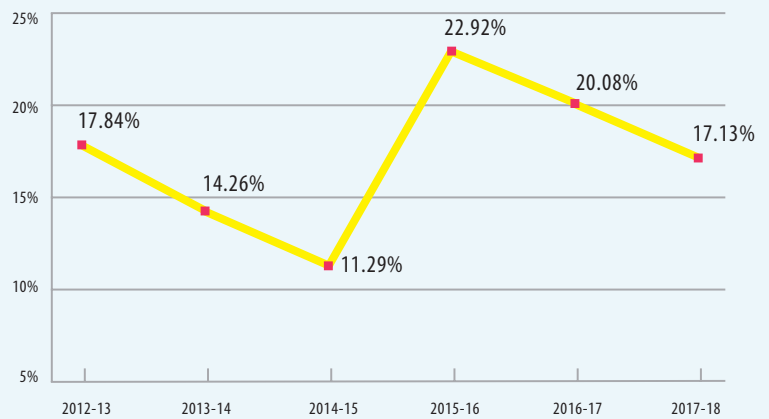
Subcontracting activity with M/WBE businesses in fiscal 2017-18 equaled 17.1 percent of all city subcontracting. This was down from 20 percent the previous fiscal year.

M/WBE Subcontracting Activity by Fiscal Year

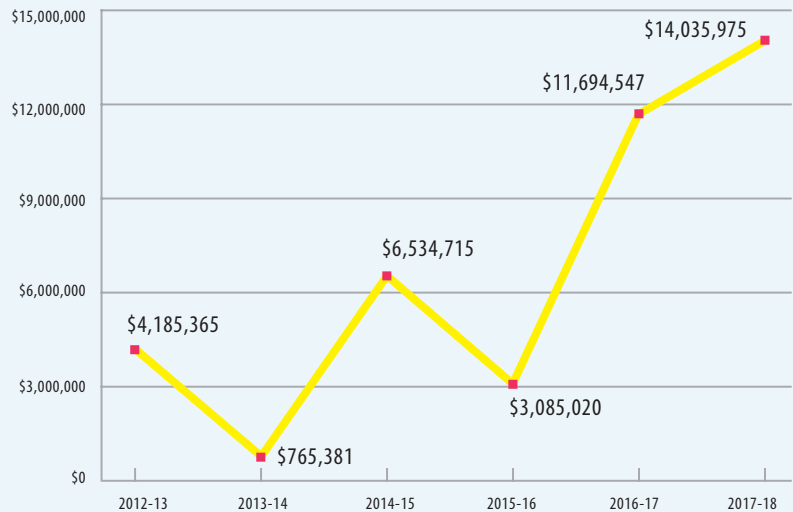
Fiscal Year	Total Spending	MBE	MBE %	WBE	WBE %	Total M/WBE	M/WBE %
2012-13	\$23,465,856	\$1,353,856	5.77%	\$2,831,509	12.07%	\$4,185,365	17.84%
2013-14	\$5,366,383	\$454,426	8.47%	\$310,955	5.79%	\$765,381	14.26%
2014-15	\$57,871,137	\$3,255,122	5.62%	\$3,279,593	5.67%	\$6,534,715	11.29%
2015-16	\$13,459,687	\$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%



M/WBE Subcontracting Activity as Percentage of Total Subcontracting Activity by Fiscal Year



M/WBE Subcontracting Activity by Fiscal Year



# FISCAL YEAR 2017-18 PROCUREMENT CARD ACTIVITY

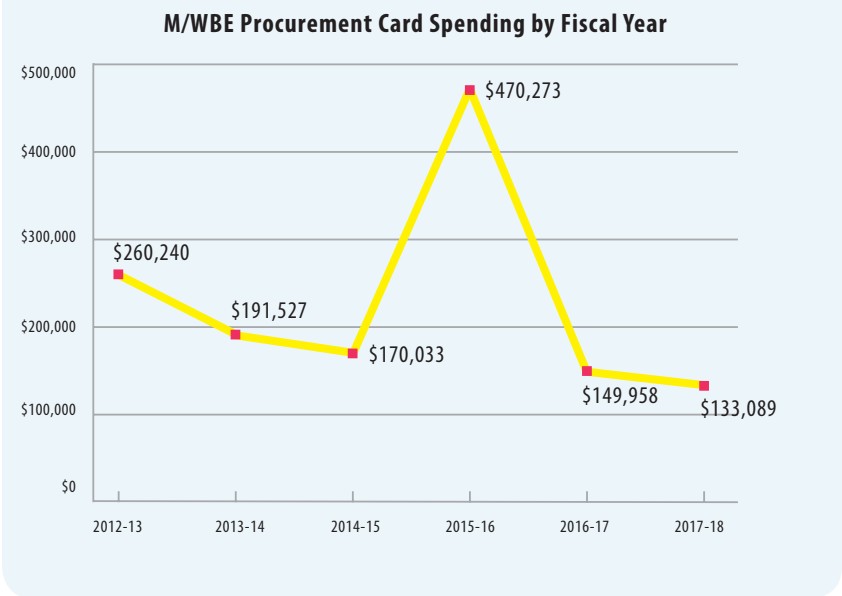
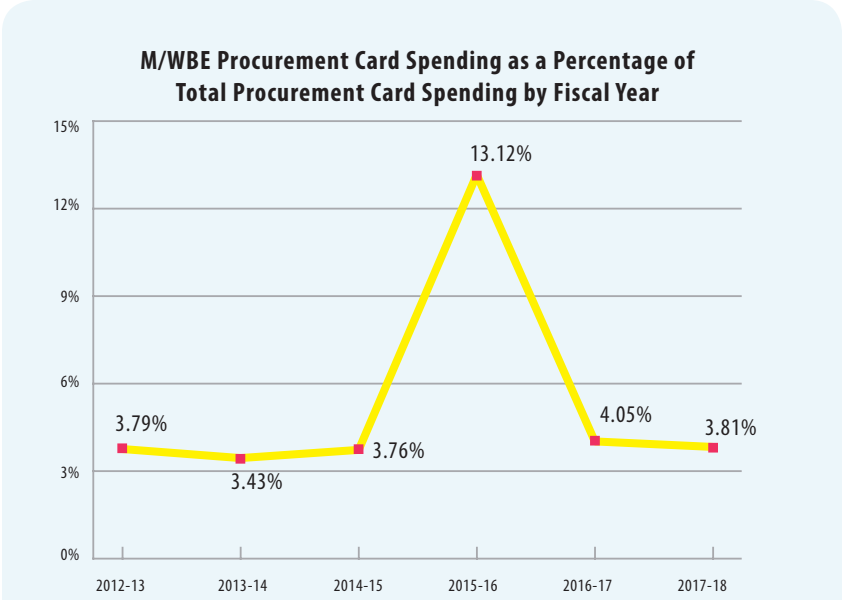
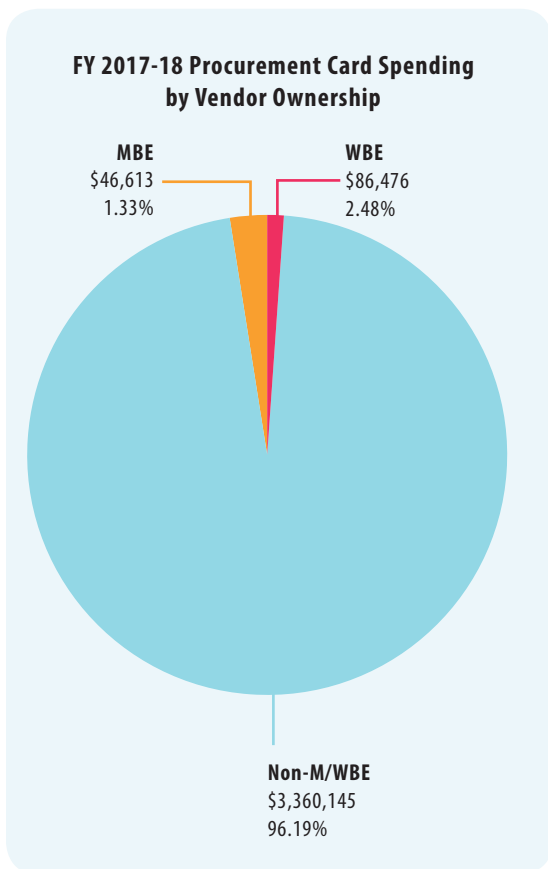
Procurement card activity includes all purchases made by departments of \$1,000 or less and which do not go through the formal or informal bidding process.

During fiscal year 2017 -18, all city procurement card activity totaled \$3.5 million. Procurement card spending with M/WBE firms totaled \$133,089, an decrease of \$16,869 compared with the previous fiscal year. Of this amount, \$46,613 was spent with minority-owned businesses and \$86,476 was spent with women-owned businesses.

Procurement card spending with M/WBE businesses in fiscal 2017-18 equaled 3.81 percent of all city procurement card spending. This was down from 4.05 percent the previous fiscal year.

M/WBE Procurement Card Spending by Fiscal Year

Fiscal Year	Total Spending	MBE	MBE %	WBE	WBE %	Total M/WBE	M/WBE%
2012-13	\$6,863,663	\$40,886	0.60%	\$219,355	3.20%	\$260,240	3.79%
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%





# FISCAL YEAR 2017-18 PURCHASE ORDERS FOR CONSTRUCTION & REPAIRS

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

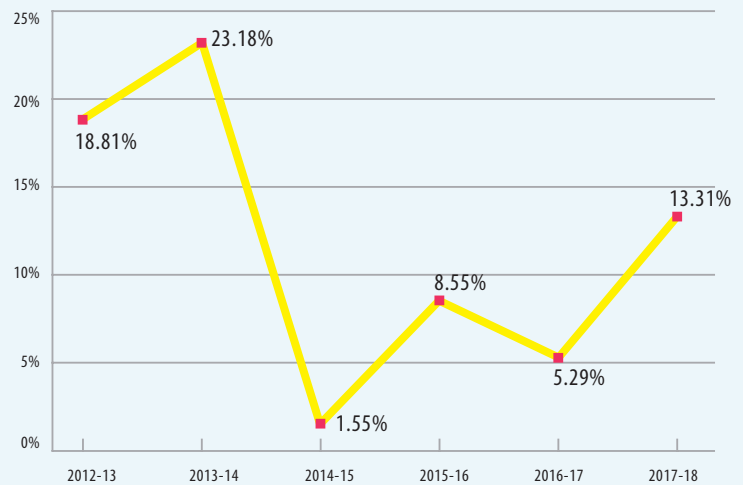
During fiscal year 2017 -18, all city construction and repair purchase orders totaled \$48.2 million. Construction and repair purchase orders with M/WBE firms totaled \$6.4 million, an increase of \$2.7 million over the previous fiscal year. Of this amount, \$764,087 was spent with minority-owned businesses and \$5.6 million was spent with women-owned businesses.

Purchase orders for construction and repairs placed with M/WBE businesses in fiscal 2017-18 equaled 13.31 percent of all city construction and repair purchase orders. This was up from 5.29 percent the previous fiscal year.

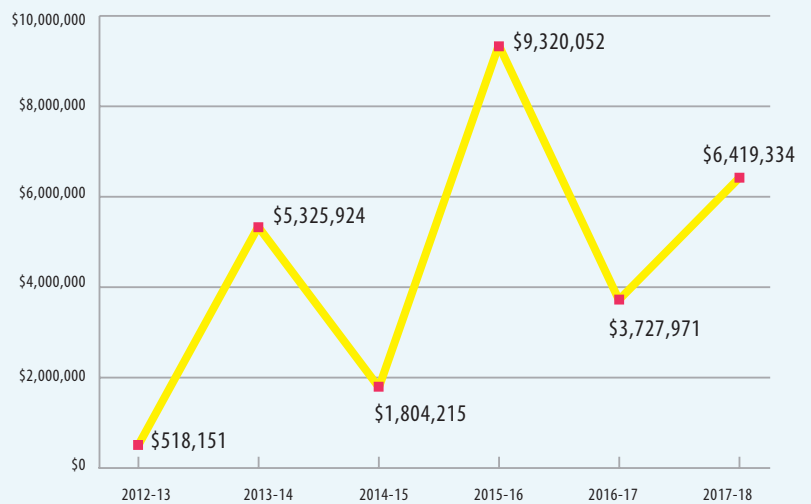
M/WBE Construction & Repair Purchase Orders by Fiscal Year

Fiscal Year	Total Spending	MBE	MBE %	WBE	WBE %	Total M/WBE	M/WBE%
2012-13	\$30,910,361	\$1,623,703	5.25%	\$4,189,448	13.55%	\$518,151	18.81%
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%

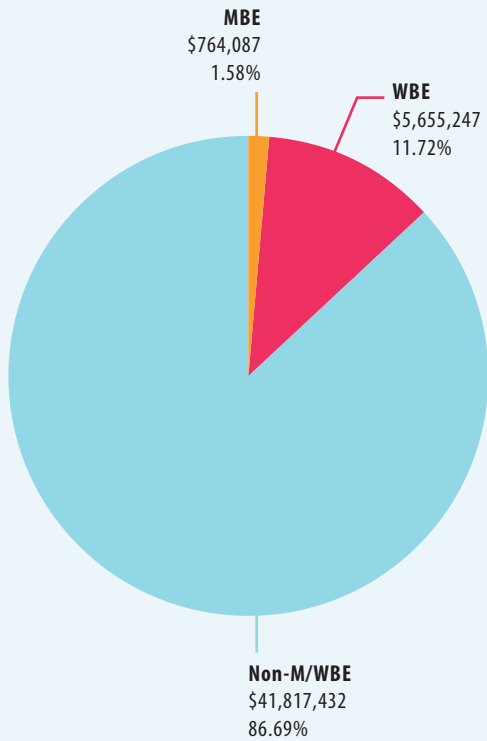
M/WBE Construction & Repair Purchase Orders as a Percentage of Total Construction & Repair Purchase Orders by Fiscal Year



M/WBE Construction & Repair Purchase Orders by Fiscal Year



FY 2017-18 Construction & Repair Purchase Orders by Vendor Ownership



# FISCAL YEAR 2017-18 PURCHASING ORDERS FOR GOODS & SERVICES

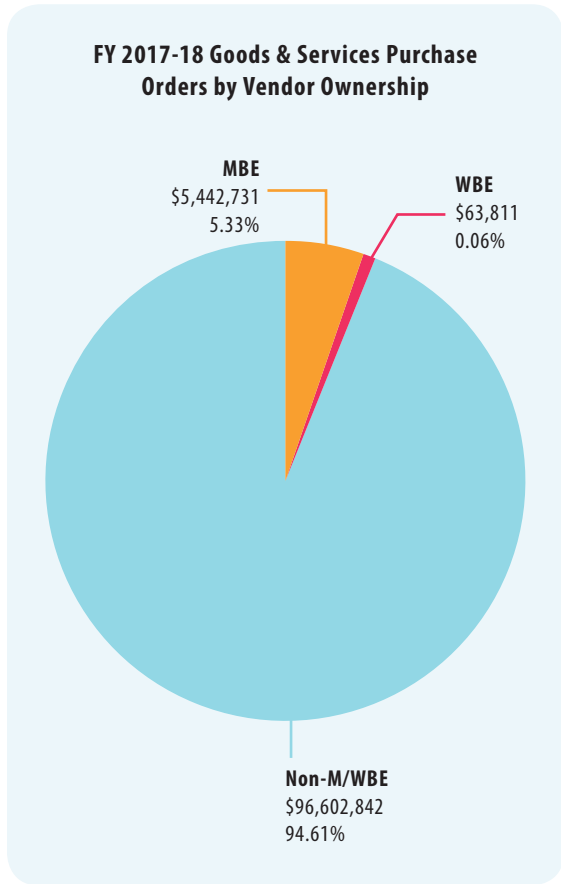
Purchase orders for goods and services includes all city spending during the fiscal year for such items as bulk supplies and consulting services that exceed \$5,000 in value.

During fiscal year 2017 -18, all city purchase orders for goods and services totaled \$102.1 million. Purchase orders for goods and services placed with M/WBE firms totaled \$5.5 million, an increase of \$615,638 over the previous fiscal year. Of this amount, \$5.4million was spent with minority-owned businesses and \$63,811 was spent with women-owned businesses.

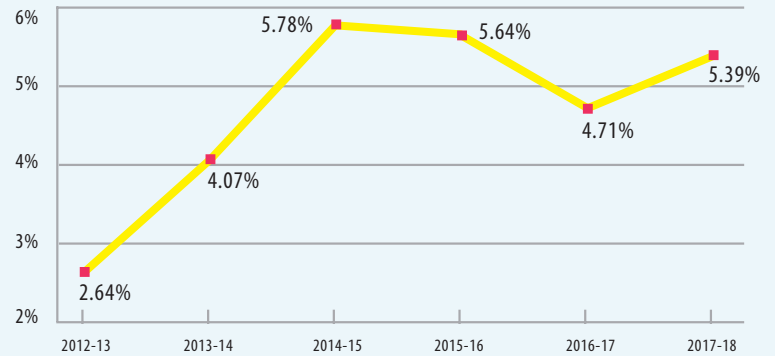
Purchase orders for goods and services placed with M/WBE businesses in fiscal 2017-18 equaled 5.39 percent of all city procurement card spending. This was up from 4.71 percent the previous fiscal year.

**M/WBE Construction & Repair Purchase Orders by Fiscal Year**

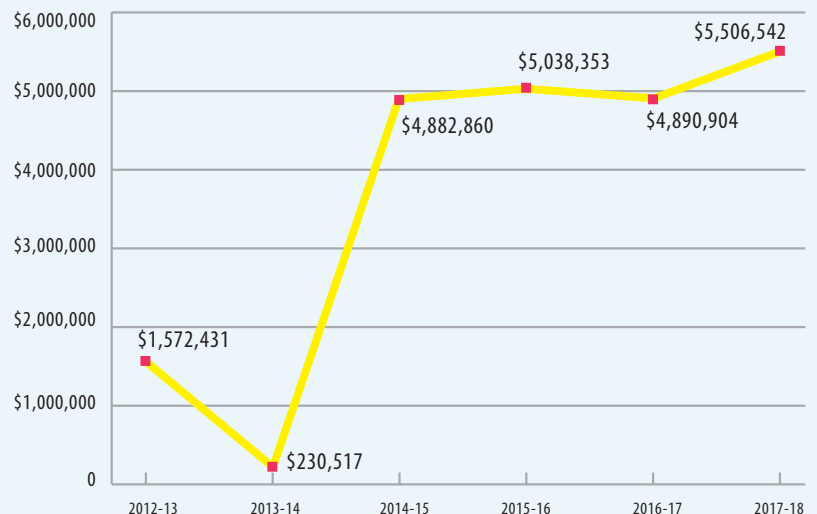
Fiscal Year	Total Spending	MBE	MBE %	WBE	WBE %	Total M/WBE	M/WBE %
2012-13	\$59,636,264	\$254,088	0.43%	\$1,318,343	2.21%	\$1,572,431	2.64%
2013-14	\$58,262,141	\$648,275	1.11%	\$1,722,242	2.96%	\$230,517	4.07%
2014-15	\$84,458,365	\$2,370,085	2.81%	\$2,512,775	2.98%	\$4,882,860	5.78%
2015-16	\$89,360,802	\$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%



**M/WBE Goods & Services Purchase Orders as a Percentage of Total Goods & Services Purchase Orders by Fiscal Year**



**M/WBE Goods & Services Purchase Orders by Fiscal Year**



# M/WBE PARTICIPATION IN 2014 BONDS PROJECTS

This page shows M/WBE participation in projects voters approved in the 2014 bond referendum. The chart lists only those projects with a total cost of \$300,000 or more, and thus subject to formal M/WBE participation goals.

The projects shown on page opposite are those projects for which the contract was completed and final M/WBE participation was reported to the state H.U.B. office by June 30, 2017.

Hathaway Sprayground



Salem Lake



Jamison Park



Police Station District 1



Quarry Park



**M/WBE Participation in 2014 Bonds Projects**

Project	Total Cost	MBE	MBE%	WBE	WBE%	Total M/WBE	M/WBE Goal	M/WBE%
Street Resurfacing Contract 1	\$4,238,293.00	\$237,352.43	5.60%	\$274,328.00	6.47%	\$511,680.43	10%	12.07%
Street Resurfacing Contract 2	\$2,138,785.00	\$208,074.50	9.73%	\$129,876.62	6.07%	\$337,951.12	10%	15.80%
Police District 2 Office (Waughtown St)	\$1,842,631.00	\$256,882.90	13.94%	\$313,645.84	17.02%	\$570,528.74	25%	30.96%
Sedge Garden Recreation Center Gymnasium	\$1,099,993.00	\$123,983.10	11.27%	\$185,324.62	16.85%	\$309,307.72	18%	28.12%
Sidewalk- Reynolds Park Road (no curb/gutter)	\$1,011,366.00	\$122,428.51	12.11%	\$121,090.71	11.97%	\$243,519.22	20%	24.08%
Fire Station #8 Construction (Wake Forest)	\$1,818,867.00	\$144,677.25	7.95%	\$67,231.58	3.70%	\$211,908.83	22%	11.65%
Sidewalk - Cole Road (no curb/gutter)	\$496,624.00	\$42,321.98	8.52%	\$125,317.52	25.23%	\$167,639.50	20%	33.76%
Jamison Park Development	\$2,713,807.00	\$329,708.32	12.15%	\$353,492.31	13.03%	\$683,200.63	22%	25.18%
Alexander Beaty Public Safety Training and Support Center	\$4,691,555.00	\$214,071.75	4.56%	\$311,391.36	6.64%	\$525,463.11	10%	12.00%
Police District #1 and #3	\$5,404,175.00	\$583,653.03	10.80%	\$518,635.57	9.60%	\$1,102,288.60	17%	20.40%
Polo Road Corridor Improvements	\$1,374,932.00	\$173,927.65	12.65%	\$42,983.95	3.13%	\$216,911.60	20%	15.78%
Quarry Park Development - Phase 1	\$4,557,456.49	\$451,829.78	9.91%	\$1,411,219.47	30.97%	\$1,863,049.25	20%	40.88%
Salem Lake Park Renovations Improvements - Phase 1	\$4,114,401.00	\$97,252.41	2.36%	\$626,836.92	15.24%	\$724,089.33	15%	17.60%
Street Resurfacing - Contract 3A	\$3,392,639.68	\$423,076.50	12.47%	\$183,975.03	5.42%	\$607,051.53	10%	17.89%
Street Resurfacing - Contract 3B	\$3,507,169.62	\$371,032.50	10.58%	\$168,943.56	4.82%	\$539,976.06	10%	15.40%
Water Spraygrounds - Hathaway and Little Creek	\$391,790.00	\$51,540.00	13.16%	\$38,891.81	9.93%	\$90,431.81	10%	23.08%
Concrete Base Streets Rehabilitation	\$3,020,394.05	\$257,020.76	8.51%	\$279,554.80	9.26%	\$536,575.56	10%	17.77%
Sidewalk Construction and Repairs - Polo Road	\$1,374,931.96	\$173,927.65	12.65%	\$42,983.95	3.13%	\$216,911.60	20%	15.78%
Union Station - Construction Phase 1	\$450,250.00	\$41,245.67	9.16%	\$24,073.26	5.35%	\$65,318.93	14%	15.00%

# FISCAL YEAR 2017-18 SITE VISITS

The Office of Business Inclusion & Advancement conducts periodic work-site inspections to ensure that general contractors are fulfilling their stated M/WBE participation targets. Site visits are conducted for all formal-range contracts, both with the city and with the City/County Utility Commission.

During fiscal year 2017-18 the office conducting a total of 21 site visits, including three visits required under federal Section 3 or Davis-Bacon requirements. As of fiscal year 2018-19, the office will no longer have responsibility for monitoring Section 3 and Davis-Bacon compliance.

## SECTION 3

During fiscal year 2017-18, the Office of Business Inclusion & Advancement oversaw compliance for Section 3 covered projects. Section 3 of the Housing and Urban Development Act of 1968 ensures that employment and other economic opportunities generated by certain HUD financial assistance shall, to the greatest extent feasible, be directed towards low and very low income persons.

Section 3 provides local eligible residents and businesses an opportunity to participate in government-funded housing-construction projects. Construction projects that are financed in whole or in part by federal HUD funds are subject to Section 3 subcontracting requirements.

## DAVIS-BACON

The Davis-Bacon Act of 1931 is a federal law requiring that laborers and mechanics for public works projects be paid the local prevailing wages. It applies to contractors and subcontractors performing on federally funded or assisted contracts.

During fiscal year 2017-18, the Office of Business Inclusion & Advancement served as city's contract administrator for Davis-Bacon projects. The contract administrator is responsible for

M/WBE Construction Site Visits FY 2017-2018				
Month	Type of Visit			Total Visits
	City of WS	City/County Utility	Sec 3/ Davis Bacon	
July	1	1		2
August	1	2		3
September	1	1		2
October	2			2
November			2	2
December				0
January	1		1	2
February	1			1
March				0
April	2			2
May	3			3
June	2			2
<b>Total</b>	<b>14</b>	<b>4</b>	<b>3</b>	<b>21</b>

the proper administration and enforcement of federal labor-standards provisions on contracts covered by Davis-Bacon requirements.

The contract administrator also monitors labor standards compliance by conducting interviews with construction workers at the job site and reviewing payroll reports, and oversees any enforcement actions that may be required.









Winston-Salem