



Minority/Women
Business Enterprise



MINORITY/WOMEN BUSINESS ENTERPRISE (M/WBE) REPORT

1ST QUARTER | FISCAL YEAR 2020-2021
JULY 1, 2020 THROUGH SEPTEMBER 30, 2020

Leslie Williams
Deputy Chief, Special Projects

Annie Partee
Director, M/WBE Department

Goals & Objectives

It is a continuing goal of the district to involve minority and women-owned businesses, in a legal and meaningful way, in all facets of the district's contracting and purchasing activities. The district's aspirational M/WBE goal is 30 percent of the total dollar value of all contracts for goods, services, and construction. For bond-funded contracts, the district's aspirational M/WBE goal for construction is 30 percent and 35 percent for professional services.

- Utilize a Variety of Marketing Strategies to Recruit Vendors, inclusive of Social Media, M/WBE Certification Databases, and Community Outreach
- Disseminate Upcoming Bid Notifications
- Utilize Electronic Bidding
- Consolidate and Distribute a Listing of Awarded M/WBE Vendors to Internal Stakeholders
- Conduct Virtual Workshops to Better Prepare M/WBE Vendors
- Meet with Internal District Stakeholders to Promote M/WBE Awareness and Utilization
- Collaborate with Procurement regarding Contracting Issues
- Host an M/WBE Roundtable Session with M/WBE Advocacy Organizations, Public Entity Partners and Internal Stakeholders
- Conduct an Availability & Disparity Study
- Advertise Procurement Opportunities in Minority-Focused Publications
- Facilitate NEW M/WBE Initiatives
 - Dallas ISD Master Joint Venture Agreement
 - Dallas ISD Master Prime Subcontractor Teaming Agreement
 - Joint Venture Program Guide
 - M/WBE Evaluation Scoring Criteria
 - M/WBE Compliance Guidelines & Forms
 - M/WBE Program Guide (Manual)
 - M/WBE Reporting Structure
- Conduct Community Outreach and Training Sessions
 - Statistics for July 1 through September 30, 2020
 - **72** Virtual Outreach Events
 - **58** Individualized Training Sessions
 - **2** M/WBE Training Sessions | **532 Attendees**
 - **2** Availability & Disparity Study Community Meetings | **697 Attendees**
 - **1** Quarterly Strategic Partnership Meeting
 - **1** M/WBE Advisory Committee Meeting

2015 BOND PROGRAM | TOTAL M/WBE UTILIZATION

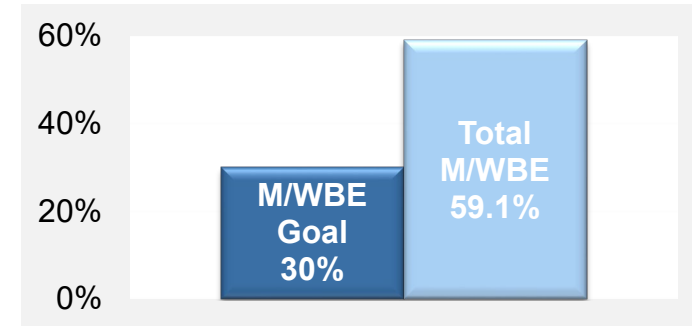


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CUMULATIVE TO DATE | PAYMENTS REFLECT 2015 BOND PROGRAM DOLLARS THROUGH SEPTEMBER 30, 2020

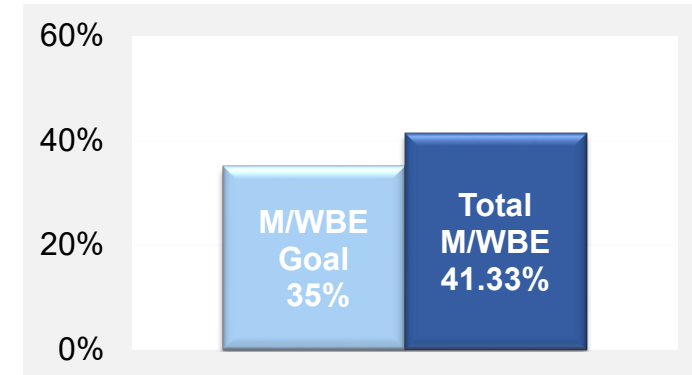
Ethnicity/Gender	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	M/WBE Percentage
African American Male	\$22,648,752	\$34,634,257	\$57,283,009	10.5%
African American Female	\$123,767	\$97,920	\$221,687	0.0%
Hispanic Male	\$30,009,621	\$45,865,005	\$75,874,626	14.0%
Hispanic Female	\$2,075,021	\$5,265,841	\$7,340,862	1.4%
Asian Indian Male	\$1,041,908	\$249,168	\$1,291,076	0.2%
Asian Indian Female	\$0	\$6,890,474	\$6,890,474	1.3%
Native American Male	\$7,920,177	\$3,118,091	\$11,038,268	2.0%
Native American Female	\$0	\$0	\$0	0.0%
Total Minority	\$63,819,246	\$96,120,756	\$159,940,002	29.4%
White Female	\$43,835,558	\$117,591,295	\$161,426,853	29.7%
Total M/WBE	\$107,654,804	\$213,712,051	\$321,366,855	59.1%
Total District			\$543,402,456	

Construction



Ethnicity/Gender	M/WBE Prime	M/WBE Subconsultant	Total M/WBE	M/WBE Percentage
African American Male	\$17,998,080	\$4,494,404	\$22,492,484	11.5%
African American Female	\$721,235	\$2,602,653	\$3,323,888	1.7%
Hispanic Male	\$17,965,292	\$4,982,416	\$22,947,708	11.7%
Hispanic Female	\$6,520,674	\$359,975	\$6,880,649	3.5%
Asian Male	\$2,960,246	\$2,146,944	\$5,107,190	2.6%
Asian Female	\$223,123	\$118,026	\$341,149	0.2%
Native American Male	\$4,944,272	\$2,189,407	\$7,133,679	3.6%
Native American Female	\$0	\$0	\$0	0.0%
Total Minority	\$51,332,922	\$16,893,825	\$68,226,747	34.9%
White Female	\$8,515,875	\$4,054,394	\$12,570,269	6.4%
Total M/WBE	\$59,848,797	\$20,948,219	\$80,797,016	41.33%
Total District			\$195,472,351	

Professional Services

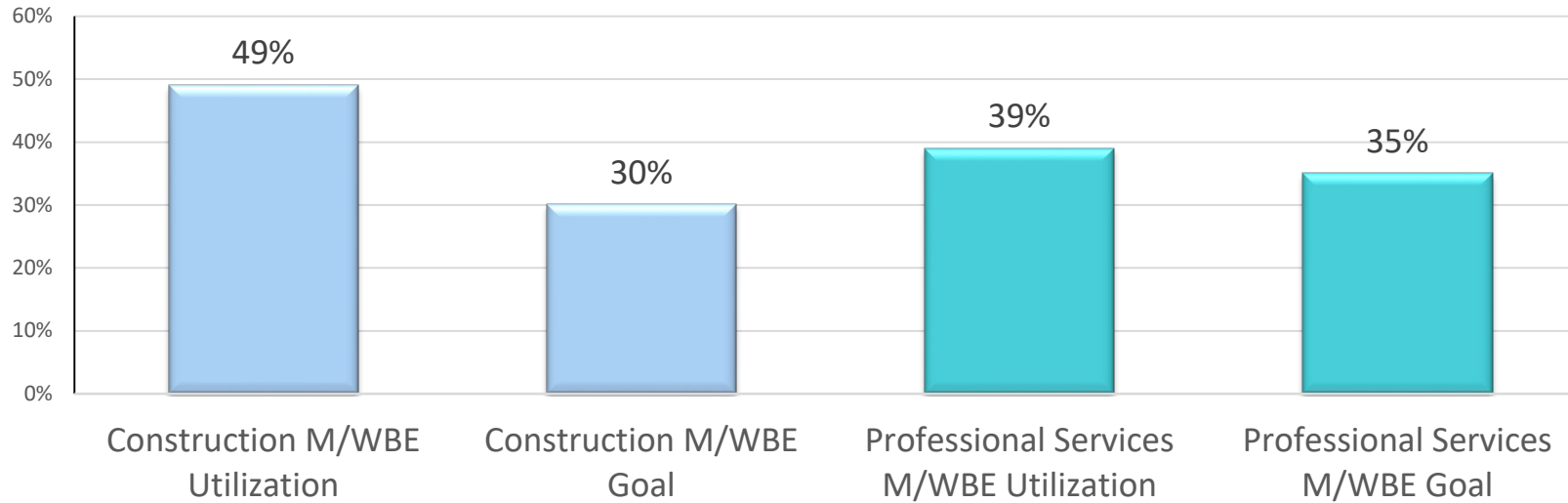


2008 BOND PROGRAM | TOTAL M/WBE UTILIZATION



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CUMULATIVE TO DATE*



Category	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	Total District	M/WBE Percentage
Bond Funded Construction	\$195,189,107	\$279,454,395	\$474,643,502	\$970,448,762	49%
Bond Funded Professional Services	\$80,466,902	\$48,702,318	\$129,169,220	\$330,886,889	39%
Total M/WBE	\$275,656,009	\$328,156,713	\$603,812,722	\$1,301,335,651	46%

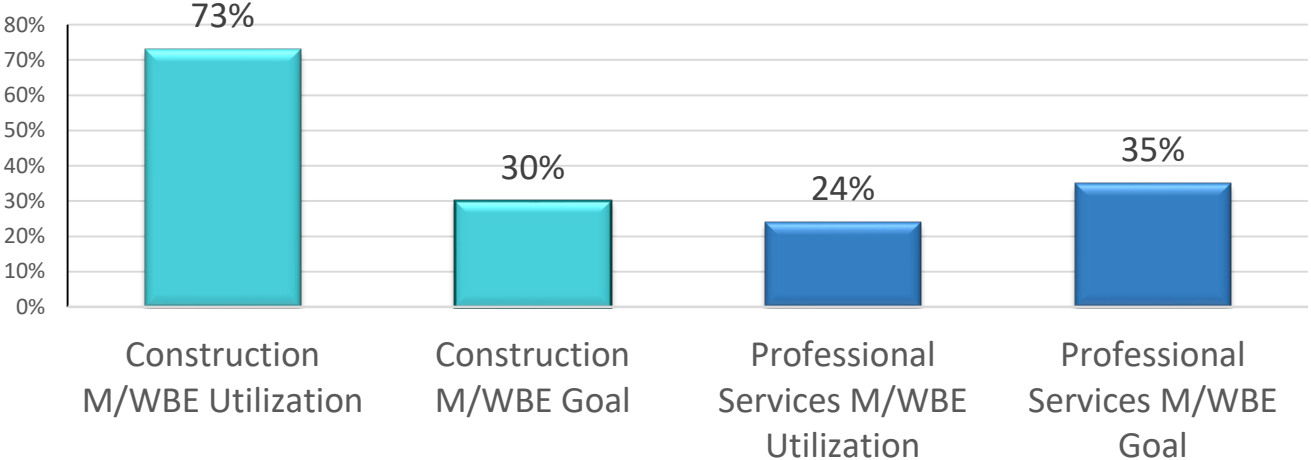
*Payments reflect 2008 bond program dollars through September 30, 2020

BRIDGE PROGRAM | TOTAL M/WBE UTILIZATION



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CUMULATIVE TO DATE*



Category	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	Total District	M/WBE Percentage
Bond Funded Construction	\$37,053,935	\$22,041,938	\$59,095,873	\$81,367,168	73%
Bond Funded Professional Services	\$5,408,439	\$3,017,856	\$8,426,295	\$35,405,114	24%
Total M/WBE	\$42,462,374	\$25,059,794	\$67,522,168	\$116,772,282	58%

*Payments reflect bridge program dollars through September 30, 2020

CONSTRUCTION MANAGER AT RISK | TOTAL M/WBE UTILIZATION

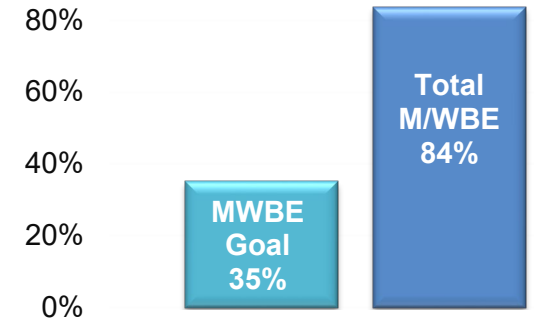


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CUMULATIVE TO DATE | PAYMENTS REFLECT CMAR DOLLARS THROUGH SEPTEMBER 30, 2020

Ethnicity/Gender	M/WBE Prime	M/WBE		M/WBE Percentage
		Subconsultant	Total M/WBE	
African American Male	\$233,616	\$0	\$233,616	4%
African American Female	\$0	\$0	\$0	0%
Hispanic Male	\$4,089,142	\$0	\$4,089,142	76%
Hispanic Female	\$191,141	\$0	\$191,141	4%
Asian Indian Male	\$0	\$0	\$0	0%
Asian Indian Female	\$0	\$0	\$0	0%
Native American Male	\$0	\$0	\$0	0%
Native American Female	\$0	\$0	\$0	0%
Total Minority	\$4,513,899	\$0	\$4,513,899	84%
Total Female	\$0	\$0	\$0	0%
Total M/WBE	\$4,513,899	\$0	\$4,513,899	84%
Total District			\$5,384,468	

Professional Services



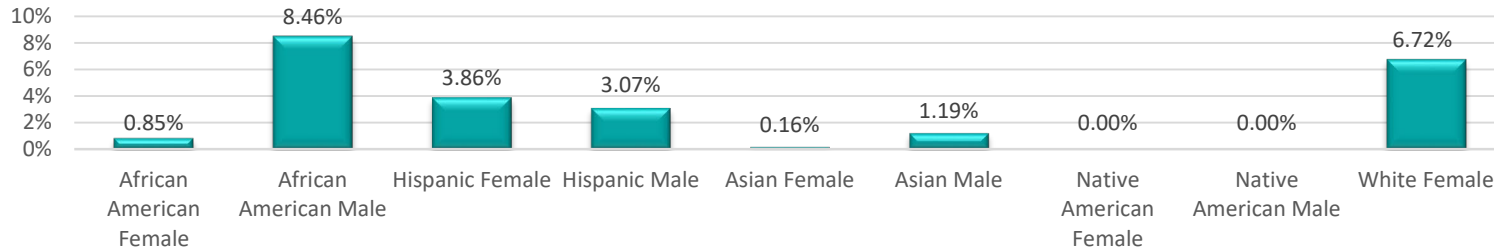
Ethnicity/Gender	M/WBE Prime	M/WBE		M/WBE Percentage
		Subcontractor	Total M/WBE	
African American Male	\$0	\$0	\$0	0%
African American Female	\$0	\$0	\$0	0%
Hispanic Male	\$0	\$0	\$0	0%
Hispanic Female	\$0	\$0	\$0	0%
Asian Indian Male	\$0	\$0	\$0	0%
Asian Indian Female	\$0	\$0	\$0	0%
Native American Male	\$0	\$0	\$0	0%
Native American Female	\$0	\$0	\$0	0%
Total Minority	\$0	\$0	\$0	0%
Total Female	\$0	\$0	\$0	0%
Total M/WBE	\$0	\$0	\$0	0%
Total District			\$868,527	

Construction

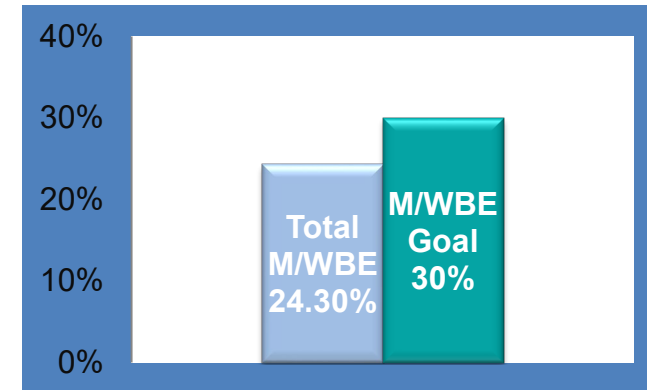


Construction Prime is Non M/WBE
M/WBE Subcontractor Payments will be Forthcoming

FUND 199 (GENERAL OPERATING) | TOTAL M/WBE UTILIZATION

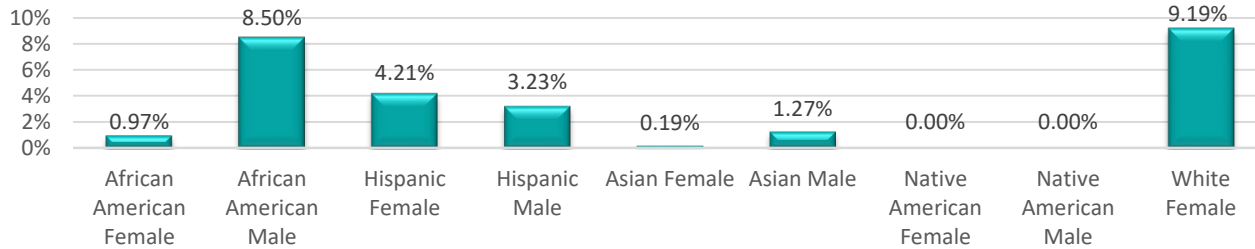


Ethnicity/Gender	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	M/WBE Percentage
African American Female	\$677,175	\$0	\$677,175	0.85%
African American Male	\$6,777,074	\$0	\$6,777,074	8.46%
Hispanic Female	\$3,094,824	\$0	\$3,094,824	3.86%
Hispanic Male	\$2,459,774	\$0	\$2,459,774	3.07%
Asian Female	\$128,110	\$0	\$128,110	0.16%
Asian Male	\$955,280	\$0	\$955,280	1.19%
Native American Female	\$0	\$0	\$0	0.00%
Native American Male	\$0	\$0	\$0	0.00%
Total Minority	\$14,092,237	\$0	\$14,092,237	17.59%
White Female	\$5,380,839	\$0	\$5,380,839	6.72%
Total M/WBE	\$19,473,076	\$0	\$19,473,076	24.30%
Revised M/WBE Utilization (Includes \$4.9M Non-Certified M/WBE \$)	\$24,360,626	\$0	\$24,360,626	30.40%
Total District	\$80,123,684			

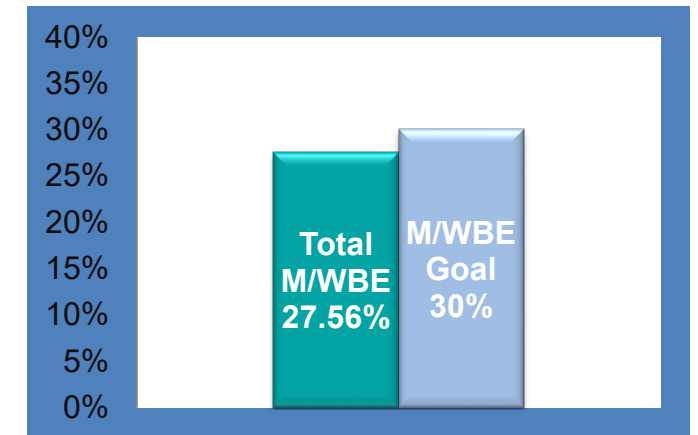


TOTAL M/WBE UTILIZATION | DISTRICTWIDE FUNDS

FISCAL YEAR 2020-2021 | 1ST QUARTER



Ethnicity/Gender	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	M/WBE Percentage
African American Female	\$773,659	\$0	\$773,659	0.97%
African American Male	\$6,800,580	\$0	\$6,800,580	8.50%
Hispanic Female	\$3,368,477	\$0	\$3,368,477	4.21%
Hispanic Male	\$2,587,021	\$0	\$2,587,021	3.23%
Asian Female	\$151,575	\$0	\$151,575	0.19%
Asian Male	\$1,019,596	\$0	\$1,019,596	1.27%
Native American Female	\$0	\$0	\$0	0.00%
Native American Male	\$0	\$0	\$0	0.00%
Total Minority	\$14,700,908	\$0	\$14,700,908	18.37%
White Female	\$7,357,996	\$0	\$7,357,996	9.19%
Total M/WBE	\$22,058,904	\$0	\$22,058,904	27.56%
Revised M/WBE Utilization (Includes \$5.4M Non-Certified M/WBE \$)	\$27,421,647	\$0	\$27,421,647	34.26%
Total District			\$80,042,098	



*Excludes bond funds



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COMMUNITY CONNECTIONS



“You provided more insight in one hour than I have received from any other Procurement or MWBE Coordinator in the State in the last 18 months!”



“Thanks for all you do for DISD and M/WBE. We met at a workshop and a presentation a couple of years when I was starting my own business. I am now doing traffic engineering services for DISD as a subconsultant for zoning projects.”



“I had to take a breath and just thank you. I simply wanted to thank you for all the encouragement that you gave me during our conversation to not give up on finding government contracts.”

THANK YOU

Questions?

