



Minority/Women Business Enterprise (M/WBE) Report

3rd Quarter | Fiscal Year 2020-2021
January 1, 2021 through March 31, 2021



Minority Women
Business Enterprise

Leslie Williams
Deputy Chief, Special Projects

Annie Partee
Director, M/WBE Department

MINORITY/WOMEN BUSINESS ENTERPRISE INITIATIVES

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 for goods, services, and construction. For bond-funded procurements, the district's aspirational M/WBE goal is 30 percent for construction and 35 percent for professional services.

- **Host Signature Educational Events, Webinars and Training Sessions**
 - 2021 Bond Academy
 - 2021 Knowledge Is Power Business Conference
 - Construction Bid Preview
 - Grow with Google Strategic Partnership
- **Participate as a Technical Evaluator on Various Selection Committees**
- **Advertise Procurement Opportunities in Minority-Focused Publications**
 - Al Dia | Black Business Directory | Dallas Examiner | Informaté DFW
- **Implement a Comprehensive Internal M/WBE Marketing Strategy**
 - Meet with Dallas ISD Executive Leadership, Office Managers, Administrative Assistants, Financial Clerks, etc.
 - Conduct a Virtual M/WBE EXPO featuring Awarded Vendors
- **Strengthen Collaboration with Internal Stakeholders and Departments**
 - Monthly M/WBE and Procurement Leadership Sessions
 - Bid Debriefings
 - Introductory Meetings with M/WBE Vendors and Key District Contacts
 - Communication Services and Translations Services
 - Press Releases | Bilingual Workshops | Enhanced Media Coverage
- **Availability & Disparity Study Update**
 - Final Report Draft | May 2021
 - Board Presentation | To be Scheduled
- **Bond Statistics | July 1, 2020 through March 31, 2020**
 - 8 Construction Companies Received Bonds
 - 1 Black Female, 2 Black Males, 1 Hispanic Female, 2 Hispanic Males, 2 White Females
 - \$2.9M Single Line Amount Bond Approved
 - \$5.8 M Total Aggregate Amount Approved
- **Outreach and Training Sessions | January 1, 2021 through March 31, 2021**
 - **91** Virtual Outreach Events
 - **135** Individualized Training Sessions and Bid Debriefings
 - **35** Pre-Bid Meetings
 - **1** M/WBE Advisory Committee Meeting
- **Work Synergistically with the M/WBE Advisory Committee**
 - September 16, 2020 | December 8, 2020 | March 9, 2021 | May 11, 2021
 - July 15, 2021

2015 BOND PROGRAM | TOTAL M/WBE UTILIZATION

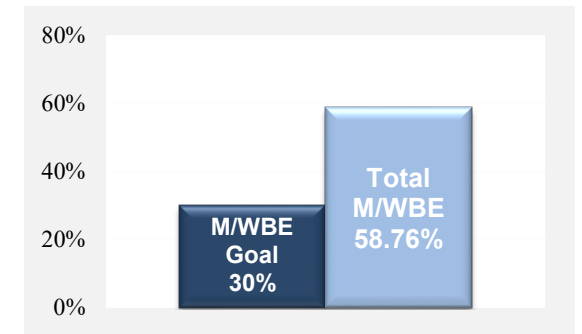


Minority/Women
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CUMULATIVE TO DATE | PAYMENTS REFLECT 2015 BOND PROGRAM DOLLARS THROUGH MARCH 31, 2021

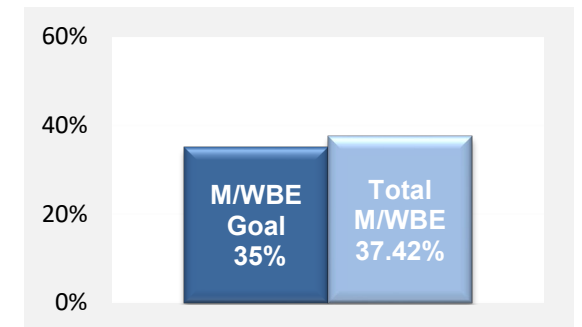
Ethnicity/Gender	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	M/WBE Percentage
African American Male	\$28,421,504	\$44,032,827	\$72,454,331	10.5%
African American Female	\$1,440,755	\$131,452	\$1,572,207	0.2%
Hispanic Male	\$27,467,695	\$59,254,767	\$86,722,462	12.6%
Hispanic Female	\$1,658,533	\$5,326,439	\$6,984,972	1.0%
Asian Indian Male	\$2,069,116	\$318,236	\$2,387,352	0.3%
Asian Indian Female	\$0	\$7,799,206	\$7,799,206	1.1%
Native American Male	\$6,454,670	\$3,172,870	\$9,627,540	1.4%
Native American Female	\$0	\$0	\$0	0.0%
Total Minority	\$67,512,273	\$120,035,797	\$187,548,070	27.3%
White Female	\$71,290,290	\$144,879,258	\$216,169,548	31.5%
Total M/WBE	\$138,802,563	\$264,915,055	\$403,717,618	58.76%
Total District			\$687,013,172	

Construction



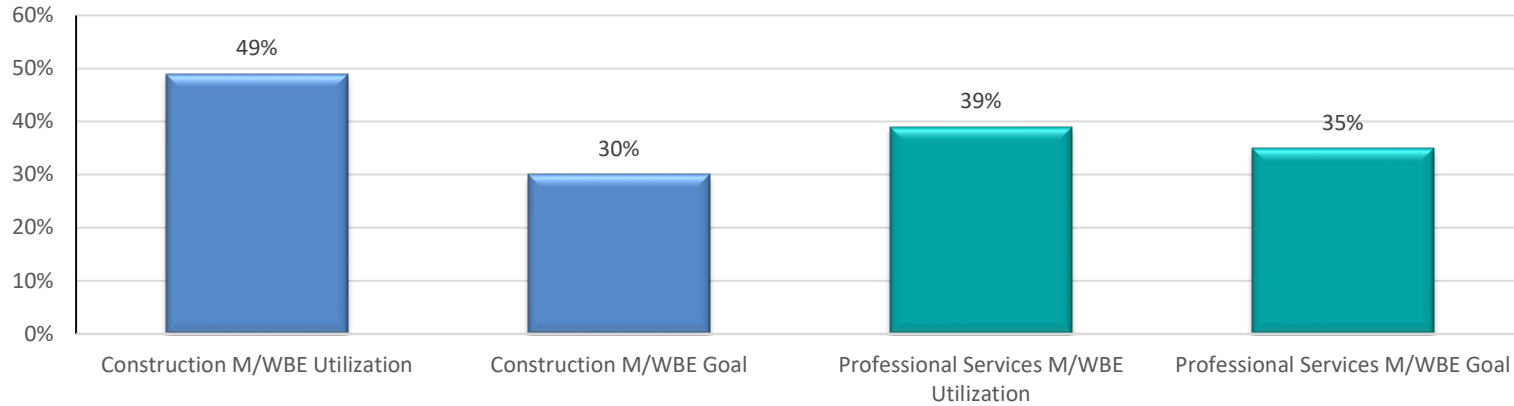
Ethnicity/Gender	M/WBE Prime	M/WBE Subconsultant	Total M/WBE	M/WBE Percentage
African American Male	\$21,041,979	\$4,958,018	\$25,999,997	10.2%
African American Female	\$2,933,744	\$3,003,109	\$5,936,853	2.3%
Hispanic Male	\$21,628,661	\$5,463,433	\$27,092,094	10.6%
Hispanic Female	\$7,187,922	\$414,226	\$7,602,148	3.0%
Asian Male	\$3,039,532	\$2,280,772	\$5,320,304	2.1%
Asian Female	\$298,900	\$207,631	\$506,531	0.2%
Native American Male	\$6,328,198	\$2,467,385	\$8,795,583	3.5%
Native American Female	\$0	\$0	\$0	0.0%
Total Minority	\$62,458,936	\$18,794,574	\$81,253,510	31.88%
White Female	\$9,710,127	\$4,405,746	\$14,115,873	5.54%
Total M/WBE	\$72,169,063	\$23,200,320	\$95,369,383	37.42%
Total District			\$254,857,133	

Professional Services



2008 BOND PROGRAM | TOTAL M/WBE UTILIZATION

CUMULATIVE TO DATE*



Category	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	Total District	M/WBE Percentage
Bond Funded Construction	\$195,365,129	\$279,454,395	\$474,819,524	\$970,624,784	49%
Bond Funded Professional Services	\$80,469,843	\$48,702,318	\$129,172,161	\$331,002,767	39%
Total M/WBE	\$275,834,972	\$328,156,713	\$603,991,685	\$1,301,627,551	46%

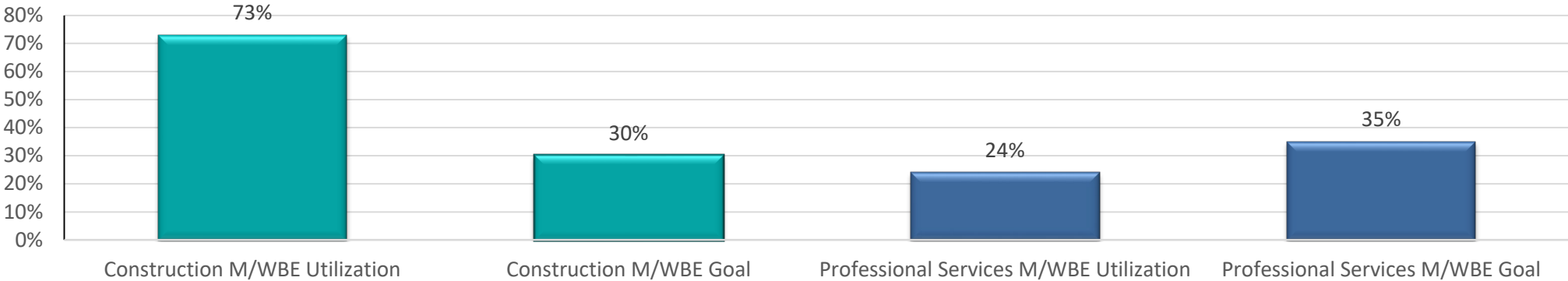
*Payments reflect 2008 bond program dollars through March 31, 2021

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	\$81,367,555	73%
Bond Funded Professional Services	\$5,577,431	\$3,017,856	\$8,595,287	\$35,712,886	24%
Total M/WBE	\$42,631,366	\$25,059,794	\$67,691,160	\$117,080,441	58%

*Payments reflect bridge program dollars through March 31, 2021

CONSTRUCTION MANAGER AT RISK | TOTAL M/WBE UTILIZATION

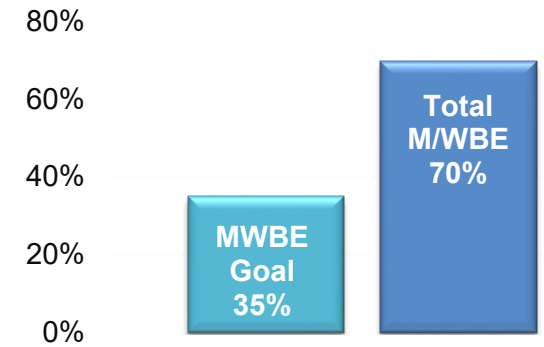


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CUMULATIVE TO DATE | PAYMENTS REFLECT CMAR DOLLARS THROUGH MARCH 31, 2021

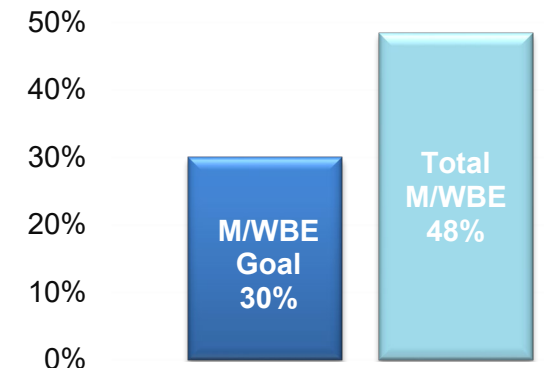
Ethnicity/Gender	M/WBE Prime	M/WBE Subconsultant	Total M/WBE	M/WBE Percentage
African American Male	\$369,370	\$0	\$369,370	4%
African American Female	\$0	\$0	\$0	0%
Hispanic Male	\$5,940,668	\$378,800	\$6,319,468	63%
Hispanic Female	\$166,687	\$0	\$166,687	2%
Asian Indian Male	\$23,620	\$56,610	\$80,230	1%
Asian Indian Female	\$15,292	\$0	\$15,292	0%
Native American Male	\$0	\$48,000	\$48,000	0%
Native American Female	\$0	\$0	\$0	0%
Total Minority	\$6,515,637	\$483,410	\$6,999,047	70%
Total Female	\$0	\$11,875	\$11,875	0%
Total M/WBE	\$6,515,637	\$495,285	\$7,010,922	70%
Total District			\$10,047,946	

Professional Services



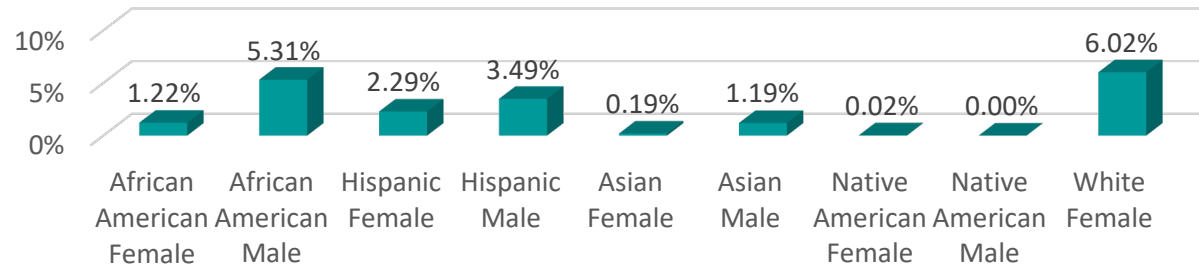
Ethnicity/Gender	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	M/WBE Percentage
African American Male	\$4,094	\$12,500	\$16,594	1%
African American Female	\$0	\$0	\$0	0%
Hispanic Male	\$0	\$0	\$0	0%
Hispanic Female	\$0	\$0	\$0	0%
Asian Indian Male	\$0	\$0	\$0	0%
Asian Indian Female	\$0	\$0	\$0	0%
Native American Male	\$0	\$0	\$0	0%
Native American Female	\$0	\$0	\$0	0%
Total Minority	\$4,094	\$12,500	\$16,594	1%
Total Female	\$0	\$658,950	\$658,950	47%
Total M/WBE	\$4,094	\$671,450	\$675,544	48%
Total District			\$1,393,758	

Construction

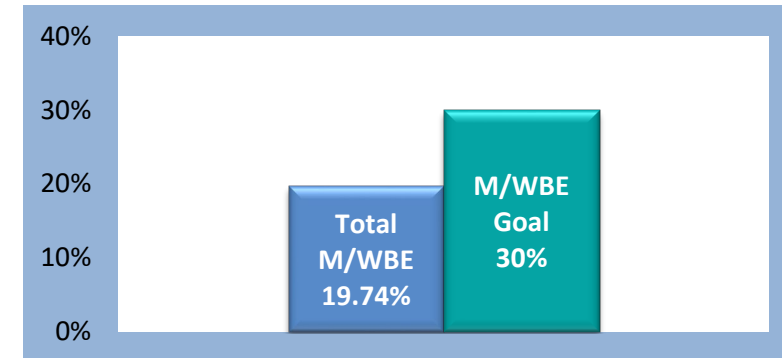


FUND 199 (GENERAL OPERATING) | TOTAL M/WBE UTILIZATION

FISCAL YEAR 2020-2021

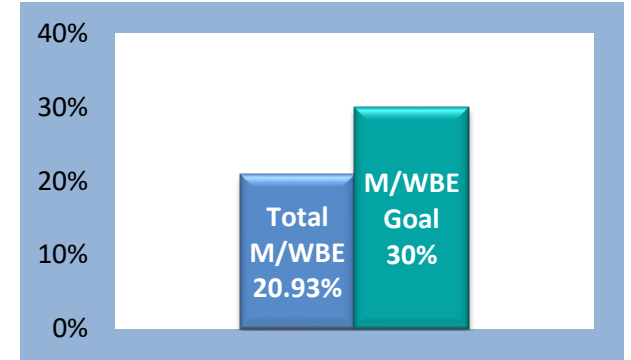
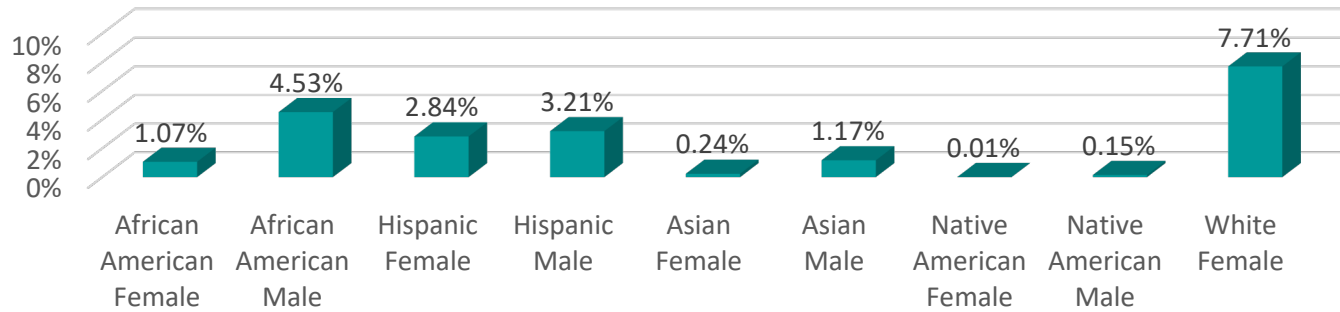


Ethnicity/Gender	Quarter 1	Quarter 2	QTR 3	Total M/WBE	M/WBE Percentage
African American Female	\$677,475	\$849,617	\$730,745	\$2,257,837	1.22%
African American Male	\$6,777,074	\$1,971,807	\$1,051,684	\$9,800,565	5.31%
Hispanic Female	\$3,094,824	\$570,205	\$558,895	\$4,223,924	2.29%
Hispanic Male	\$2,459,774	\$1,395,736	\$2,599,264	\$6,454,774	3.49%
Asian Female	\$128,110	\$137,061	\$91,340	\$356,511	0.19%
Asian Male	\$955,280	\$762,083	\$484,708	\$2,202,071	1.19%
Native American Female	\$0	\$23,982	\$19,055	\$43,037	0.02%
Native American Male	\$0	\$0	\$0	\$0	0.00%
Total Minority	\$14,092,537	\$5,710,491	\$5,535,691	\$25,338,719	13.72%
White Female	\$5,380,839	\$3,660,149	\$2,078,873	\$11,119,861	6.02%
Total M/WBE	\$19,473,376	\$9,370,640	\$7,614,564	\$36,458,580	19.74%
Revised M/WBE Utilization					
Includes Non-Certified M/WBE \$	\$24,360,926	\$14,567,113	\$9,809,585	\$48,737,624	26.39%
Total District	\$80,123,464	\$62,876,946	\$41,688,554	\$184,688,964	
M/WBE Percentage	24.3%	14.9%	18.3%		



TOTAL M/WBE UTILIZATION | DISTRICTWIDE FUNDS

FISCAL YEAR 2020-2021 | 3RD QUARTER



Ethnicity/Gender	Quarter 1	Quarter 2	QTR 3	Total M/WBE	M/WBE Percentage
African American Female	\$773,659	\$872,815	\$742,213	\$2,388,687	1.07%
African American Male	\$6,800,580	\$2,123,272	\$1,164,955	\$10,088,807	4.53%
Hispanic Female	\$3,368,477	\$2,119,553	\$831,245	\$6,319,275	2.84%
Hispanic Male	\$2,587,021	\$1,612,812	\$2,939,830	\$7,139,663	3.21%
Asian Female	\$151,575	\$181,193	\$194,900	\$527,668	0.24%
Asian Male	\$1,019,596	\$947,896	\$649,195	\$2,616,687	1.17%
Native American Female	\$0	\$23,982	\$0	\$23,982	0.01%
Native American Male	\$0	\$321,385	\$19,055	\$340,440	0.15%
Total Minority	\$14,700,908	\$8,202,908	\$6,541,393	\$29,445,209	13.22%
White Female	\$7,357,996	\$5,686,683	\$4,133,478	\$17,178,157	7.71%
Total M/WBE	\$22,058,904	\$13,889,591	\$10,674,871	\$46,623,366	20.93%
Revised M/WBE Utilization					
Includes Non-Certified M/WBE \$	\$27,421,647	\$19,218,794	\$13,056,981	\$59,697,422	26.80%
Total District	\$80,042,098	\$81,999,236	\$60,718,856	\$222,760,190	
M/WBE Percentage	27.6%	16.9%	17.6%		

*Excludes bond funds

Presents Understanding the Dallas ISD Ordering Process



Stephanie M. Broughton
Coordinator
M/WBE Department



Sherri Williams
Supervisor
Procurement Services



Candace Yarbough
Director
Procurement Services



Darla Powell
Director
Procurement Services



Christina Lopez
Training Analyst
IT Application
Training/Support

**This training is for Dallas ISD Employees. Register with your dallasisd.org email account.
To register, click on your preferred session below.**

Session Benefits

- Receive insights from Subject Matter Experts
- Gain a Better Understanding about M/WBE and Procurement Policies
- Receive Guidance on *How to Properly Place Orders*
- Receive Information on *How to Locate Awarded M/WBE Vendors*

Available Sessions

Wednesday, February 24, 2021 | 11:30 a.m. - 12:15 p.m.

Wednesday, March 10, 2021 | 11:30 a.m. - 12:15 p.m.

Wednesday, March 24, 2021 | 11:30 a.m. - 12:15 p.m.

Wednesday, April 7, 2021 | 11:30 a.m. - 12:15 p.m.



DALLAS INDEPENDENT SCHOOL DISTRICT | Minority Women Business Enterprise | SSP CONSULTING

Dallas Independent School District
VIRTUAL BOND ACADEMY
 In Partnership with SSP Consulting, L.C.
 Surety Support Program Consultants

 Calvin Stephens |  Tameka Sadler

ONLINE SESSIONS WILL TAKE PLACE ON THE FOLLOWING WEDNESDAYS FROM 9:00 AM - 11:00 AM

Session 1 | May 5, 2021 | Session 2 | May 12, 2021
 Session 3 | May 19, 2021 | Session 4 | May 26, 2021

Completed Application Required. Space is Limited.

The Bond Academy Application is due by April 14, 2021 [Click Here for Application](#). Active Attendance and Participation, by you or a representative of your company, will be Required for all four (4) sessions.

What to Expect from the Bond Academy

- To develop and acquire an understanding of what is required to prepare a successful bond application.
- To challenge each M/WBE participant to expand their bonding capacity or become pre-qualified for a bond.
- To support and assist each M/WBE participant to better understand the Dallas ISD RFP process.
- To increase the M/WBE participant's eligibility for contracting opportunities with Dallas ISD.

Signature M/WBE Programs

Virtual Bond Academy
 in partnership with SSP Consulting, L. C.

Provide M/WBEs with an Opportunity to Become Prequalified for Bonding and/or Increase Bonding Capacity



2021 KNOWLEDGE IS POWER BUSINESS CONFERENCE
 BLUEPRINT FOR BUSINESS EXCELLENCE

Tuesday, April 13 and Wednesday, April 14
 2:00 - 4:00 p.m. both days

Welcome by Cynt Marshall, CEO of the Dallas Mavericks

- ▶ A View from the Top: Economic Forecast
- ▶ Roundtable featuring Procurement Professionals and Entrepreneurs
- ▶ Small Business Resources and Initiatives
- ▶ Breakout Sessions: Innovative Business Strategies
 - Social Media Marketing
 - Legal Contracts and Business Law

Connect with city, state, and local entities. Find out about current business opportunities. Network with other business professionals. Learn results driven strategies to improve your business.

Secure your spot online today!
REGISTER

DALLAS INDEPENDENT SCHOOL DISTRICT | DALLAS COLLEGE | DallasFort Worth Metroplex | City of Dallas | ACT | 80+ | DALLAS BLACK CHAMBER | Greater Dallas Hispanic Chamber | Greater Southwest Black Chamber

Knowledge is Power Business Conference

In partnership with City of Dallas, Dallas College, D/FW Minority Supplier Development Council, Asian Chamber of Texas, Dallas Black Chamber, Greater Dallas Hispanic Chamber and Greater Southwest Black Chamber

Total Registered: 395 | Total Attended: 220

- Cynt Marshall, CEO, Dallas Mavericks
- Councilman Casey Thomas, City of Dallas
- Marisol Romany, Dallas College
- Leslie Williams, Dallas ISD
- Candace Yarbough, Dallas ISD
- Plus Many More Stellar Presenters



Business Testimonials



“Our *Meet the Buyers Webinar* jointly hosted on April 8, 2021 by Dallas ISD’s Minority/Women Business Enterprise Department, the City of Dallas’ Office of Economic Development and Parkland’s Health Inclusion and Supplier Diversity Department was a hugely successful event evidenced by over 200 registrants and 140+ attendees.

Because of your willingness to support our program and your intentional leadership – more minority and women owned firms are aware of each of our programs. .”

Cherrie F.

“I wanted to reach out to say thank you for highlighting us in your trainings with the office managers and admins. We have been contacted by campuses that we haven’t been to in years wanting catalogs and also receiving orders from campuses that we haven’t been to in years.

We are definitely seeing an increase due to you highlighting us! Again, I wanted to say thank you so much. You are very much appreciated for all you do, not only for us but for all of the M/WBEs for Dallas ISD.”

Barry H.

THANK
YOU



Minority/Women
Business Enterprise

Questions?

Important Links

Vendor Registration
www.dallasisd.org/isupplier

Supplier Opportunities
www.dallasisd.org/supplierop

Bond Opportunities
www.dallasisd.org/bondop

Procurement Services
www.dallasisd.org/procurement

M/WBE Department
www.dallasisd.org/mwbe

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Procurement Services
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M/WBE Department
www.dallasisd.org/mwbe

- Register as a vendor in the iSupplier Portal;
- Regularly check the website for opportunities;
- Attend Dallas ISD M/WBE workshops and events;
- Attend pre-bid meetings;
- Ask questions; and
- Be ready