

Minority/Women Business Enterprise (M/WBE) Report

4th Quarter | April 1, 2022 through June 30, 2022



Subcontractors USA
Supplier Diversity Award
Presented to
Dallas ISD

DALLAS | Minority/Women
INDEPENDENT SCHOOL DISTRICT Business Enterprise



**DIRECTORY OF
AWARDED M/WBES**

dallasid.org/mwbebook

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MINORITY/WOMEN BUSINESS ENTERPRISE (M/WBE) 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 35 percent for professional services.

- Internal M/WBE Initiatives**
 - Designed to Better Educate Dallas ISD Departments regarding the District's M/WBE Policy
 - 2022 M/WBE Directory
 - Maintenance and Operations Training Sessions
 - Maintenance and Operations, Business Academy, M/WBE and Procurement
 - Enhancements to M/WBE Website | Added Redirect Pages for Vendors
- Availability & Disparity Study**
 - Provides the Controlling Legal Precedent to Implement an M/WBE Program
 - Initial Draft Report has been Received
 - Next Steps
 - Request to Approve Study Findings and Recommendations
 - Board Presentation: To Be Scheduled
 - M/WBE Advisory Committee and Strategic Partner Update
- Recognitions and Awards | M/WBE and Construction Services**
 - Subcontractor USA's Supplier Diversity Award
 - Jacobs' 2022 Performance Excellence Award
- The M/WBE Department Congratulates AECOM, CBRE, Jacobs, and Vanir**
 - Recognized as One of the Nation's Top 50 Program Management Firms
 - ENR (Engineering News-Record)
- M/WBE Testimonial**
 - *"Thanks for encouraging me to submit on the painting scope for the JOC Program. We received our AWARDS Letter."* DLB Consultants
- Outreach and Training Statistics | April 1, 2022 through June 30, 2022**
 - **183** Individualized Vendor Meetings and Bid Debriefings
 - **42** Outreach and Community Events
 - **29** Pre-Bid Meetings
 - **10** Workshops Conducted by M/WBE Team
- M/WBE Bonding Report | April 1, 2022 through June 30, 2022**
 - **2 Bonds Issued**
 - 1 Black Male, 1 White Female
 - \$1 M Single Line Amount Bond Approved
 - \$1.7 M Total Aggregate Amount Approved
- Bond Academy | 4 Sessions | June 2022**
 - **18 Bond Academy Graduates**
 - 10 African Americans, 4 Hispanics, 2 White Females, 1 Native American, and 1 Asian American
 - **Objectives**
 - Become Pre-Qualified for Bonding
 - Increase Bonding Capacity
 - To be Awarded Contracts with Dallas ISD
- M/WBE Advisory Committee**
 - **New Officer Elections**
 - Margo Posey, D/FW Minority Supplier Development Council, Chairperson
 - Marissa Sanchez, City of Dallas, Vice Chairperson
 - Sha Brewer, M/WBE and Community Advocate, Secretary

CONSTRUCTION BID PREVIEW | JUNE 29, 2022 | L.G. PINKSTON HIGH SCHOOL.



379 Attendees

5 Information Sessions

114 Architects and Strategic Partners

79 Dallas ISD Projects Displayed



Event Objectives

- Educate the Vendor Community regarding the 2020 Bond Program
- Showcase Dallas ISD Projects
- Cultivate Business Networking Opportunities
- Celebrate the Bond Academy Graduates



Minority/Women
Business Enterprise

2020 BOND PROGRAM | TOTAL M/WBE UTILIZATION

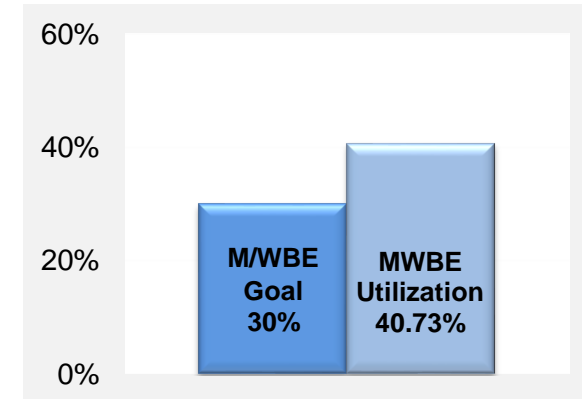
CUMULATIVE TO DATE | PAYMENTS REFLECT 2020 BOND PROGRAM DOLLARS THROUGH JUNE 30, 2022



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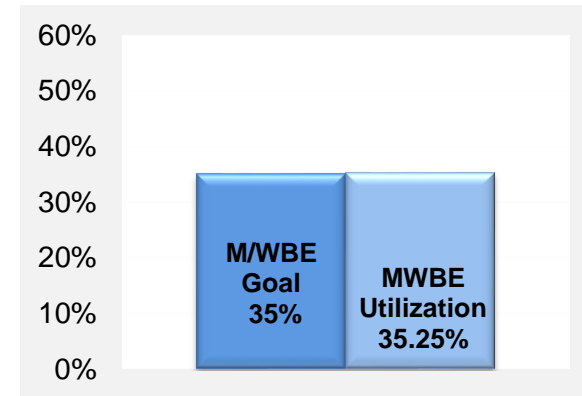
Ethnicity/Gender	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	M/WBE Percentage
African American Male	\$6,675,614	\$634,606	\$7,310,220	9.9%
African American Female	\$0	\$0	\$0	0.0%
Hispanic Male	\$9,504,543	\$8,688,981	\$18,193,524	24.7%
Hispanic Female	\$619,918	\$0	\$619,918	0.8%
Asian Male	\$0	\$0	\$0	0.0%
Asian Female	\$0	\$0	\$0	0.0%
Native American Male	\$2,258,064	\$53,462	\$2,311,526	3.1%
Native American Female	\$0	\$0	\$0	0.0%
Total Minority	\$19,058,139	\$9,377,048	\$28,435,187	38.64%
White Female	\$885,556	\$655,159	\$1,540,715	2.09%
Total M/WBE	\$19,943,695	\$10,032,207	\$29,975,902	40.73%
Total District			\$73,598,282	

Construction



Ethnicity/Gender	M/WBE Prime	M/WBE Subconsultant	Total M/WBE	M/WBE Percentage
African American Male	\$7,404,178	\$490,518	\$7,894,696	8.6%
African American Female	\$516,534	\$79,924	\$596,458	0.7%
Hispanic Male	\$4,263,233	\$1,561,213	\$5,824,446	6.4%
Hispanic Female	\$1,050,160	\$262,423	\$1,312,583	1.4%
Asian Male	\$12,416,342	\$393,814	\$12,810,156	14.0%
Asian Female	\$568,308	\$0	\$568,308	0.6%
Native American Male	\$26,417	\$307,809	\$334,226	0.4%
Native American Female	\$0	\$11,125	\$11,125	0.0%
Total Minority	\$26,245,172	\$3,106,826	\$29,351,998	32.05%
White Female	\$2,001,655	\$924,231	\$2,925,886	3.20%
Total M/WBE	\$28,246,827	\$4,031,057	\$32,277,884	35.25%
Total District			\$91,570,165	

Professional Services



2015 BOND PROGRAM | TOTAL M/WBE UTILIZATION

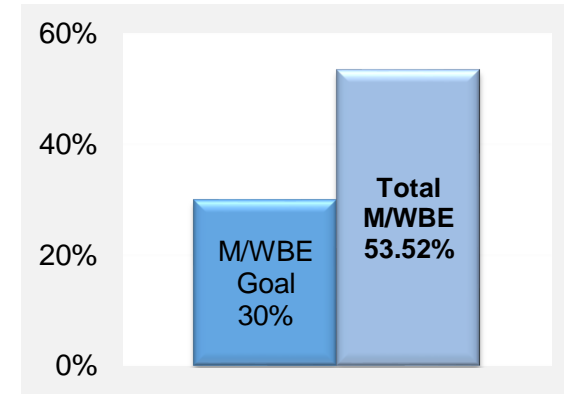
CUMULATIVE TO DATE | PAYMENTS REFLECT 2015 BOND PROGRAM DOLLARS THROUGH JUNE 30, 2022



Minority/Women
Business Enterprise

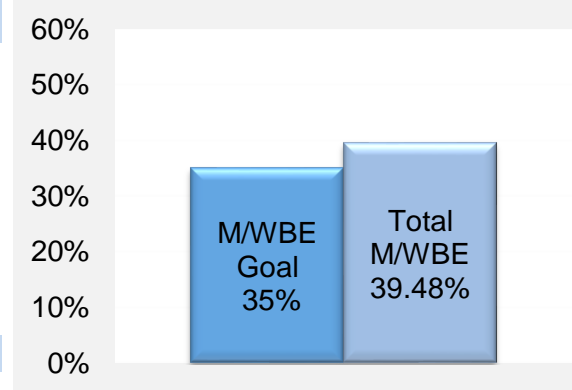
Ethnicity/Gender	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	M/WBE Percentage
African American Male	\$44,363,381	\$53,597,658	\$97,961,039	10.0%
African American Female	\$1,876,431	\$131,452	\$2,007,883	0.2%
Hispanic Male	\$42,794,417	\$90,285,413	\$133,079,830	13.6%
Hispanic Female	\$1,608,040	\$7,072,996	\$8,681,036	0.9%
Asian Indian Male	\$5,243,153	\$739,118	\$5,982,271	0.6%
Asian Indian Female	\$0	\$10,779,703	\$10,779,703	1.1%
Native American Male	\$9,213,910	\$3,764,661	\$12,978,571	1.3%
Native American Female	\$0	\$15,010	\$15,010	0.0%
Total Minority	\$105,099,332	\$166,386,011	\$271,485,343	27.76%
White Female	\$71,551,841	\$180,260,887	\$251,812,728	25.75%
Total M/WBE	\$176,651,173	\$346,646,898	\$523,298,071	53.52%
Total District			\$977,828,259	

Construction



Ethnicity/Gender	M/WBE Prime	M/WBE Subconsultant	Total M/WBE	M/WBE Percentage
African American Male	\$26,071,803	\$5,783,490	\$31,855,293	10.3%
African American Female	\$8,895,220	\$4,740,025	\$13,635,245	4.4%
Hispanic Male	\$23,929,742	\$5,964,020	\$29,893,762	9.6%
Hispanic Female	\$9,533,143	\$539,339	\$10,072,482	3.2%
Asian Male	\$3,190,911	\$2,303,785	\$5,494,696	1.8%
Asian Female	\$526,126	\$211,825	\$737,951	0.2%
Native American Male	\$9,437,923	\$3,233,311	\$12,671,234	4.1%
Native American Female	\$0	\$0	\$0	0.0%
Total Minority	\$81,584,868	\$22,775,795	\$104,360,663	33.62%
White Female	\$12,708,544	\$5,492,239	\$18,200,783	5.86%
Total M/WBE	\$94,293,412	\$28,268,034	\$122,561,446	39.48%
Total District			\$310,439,688	

Professional Services

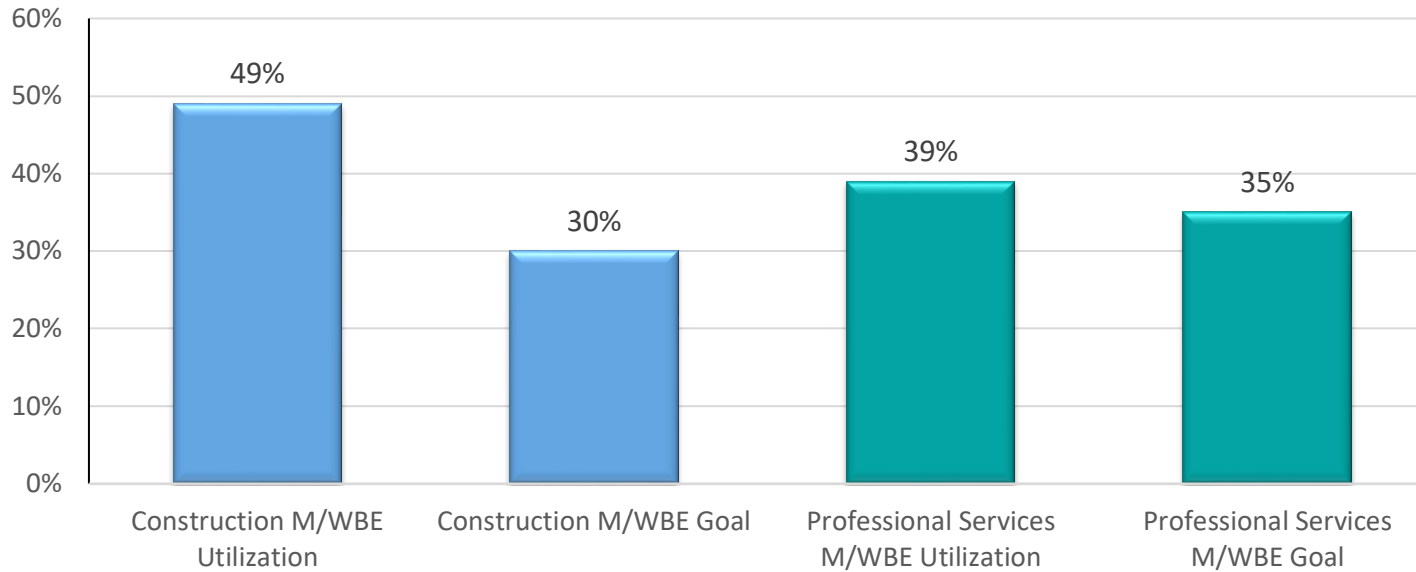


2008 BOND PROGRAM | TOTAL M/WBE UTILIZATION

CUMULATIVE TO DATE | PAYMENTS REFLECT 2008 BOND PROGRAM DOLLARS THROUGH JUNE 30, 2022



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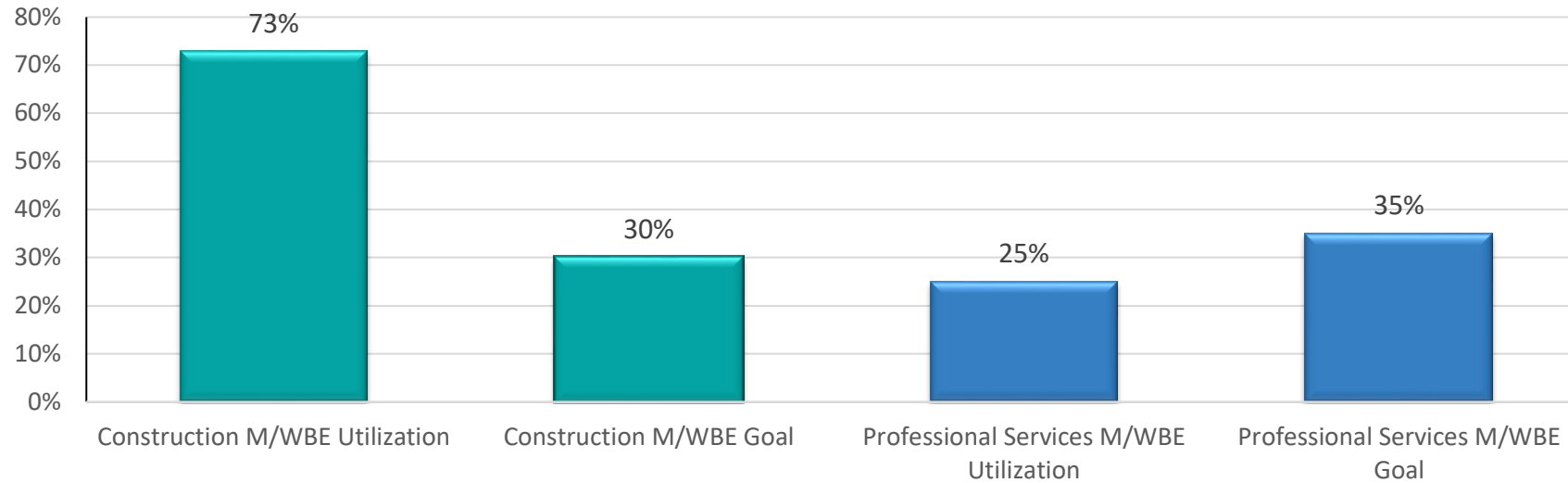
Category	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	Total District	M/WBE Percentage
Bond Funded Construction	\$195,365,129	\$279,454,395	\$474,819,524	\$970,624,784	49%
Bond Funded Professional Services	\$80,472,562	\$48,702,318	\$129,174,880	\$332,075,792	39%
Total M/WBE	\$275,837,691	\$328,156,713	\$603,994,404	\$1,302,700,576	46%

BRIDGE PROGRAM | TOTAL M/WBE UTILIZATION

CUMULATIVE TO DATE | PAYMENTS REFLECT BRIDGE PROGRAM DOLLARS THROUGH JUNE 30, 2022



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Category	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	Total District	M/WBE Percentage
Bond Funded Construction	\$37,372,004	\$22,041,938	\$59,413,942	\$81,874,332	73%
Bond Funded Professional Services	\$6,294,783	\$3,017,856	\$9,312,639	\$37,928,347	25%

CONSTRUCTION MANAGER AT RISK | TOTAL M/WBE UTILIZATION

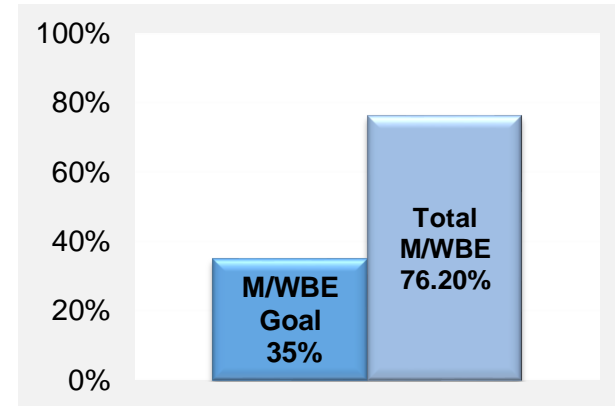


Minority/Women
Business Enterprise

CUMULATIVE TO DATE | PAYMENTS REFLECT CMAR DOLLARS THROUGH JUNE 30, 2022

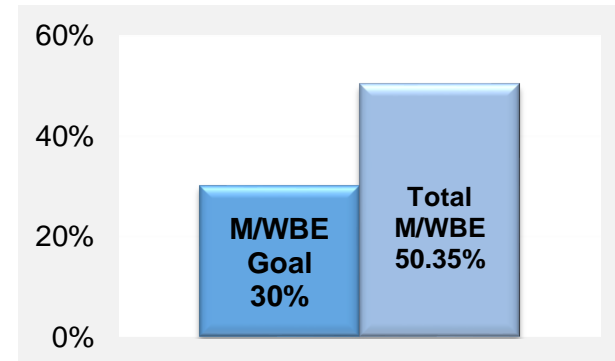
Ethnicity/Gender	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	M/WBE Percentage
African American Male	\$1,529,653	\$0	\$1,529,653	8.57%
African American Female	\$5,735	\$0	\$5,735	0.03%
Hispanic Male	\$9,300,821	\$658,902	\$9,959,723	55.77%
Hispanic Female	\$1,122,449	\$0	\$1,122,449	6.29%
Asian Male	\$0	\$56,610	\$56,610	0.32%
Asian Female	\$0	\$0	\$0	0.00%
Native American Male	\$0	\$94,460	\$94,460	0.53%
Native American Female	\$0	\$0	\$0	0.00%
Total Minority	\$11,958,658	\$809,972	\$12,768,630	71.50%
White Female	\$0	\$839,772	\$839,772	4.70%
Total M/WBE	\$11,958,658	\$1,649,744	\$13,608,402	76.20%
Total District			\$17,857,765	

Professional Services



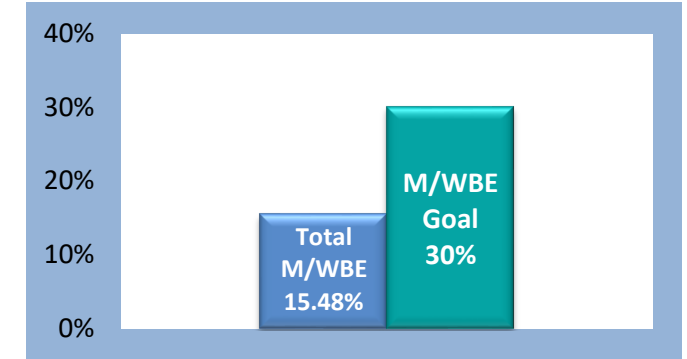
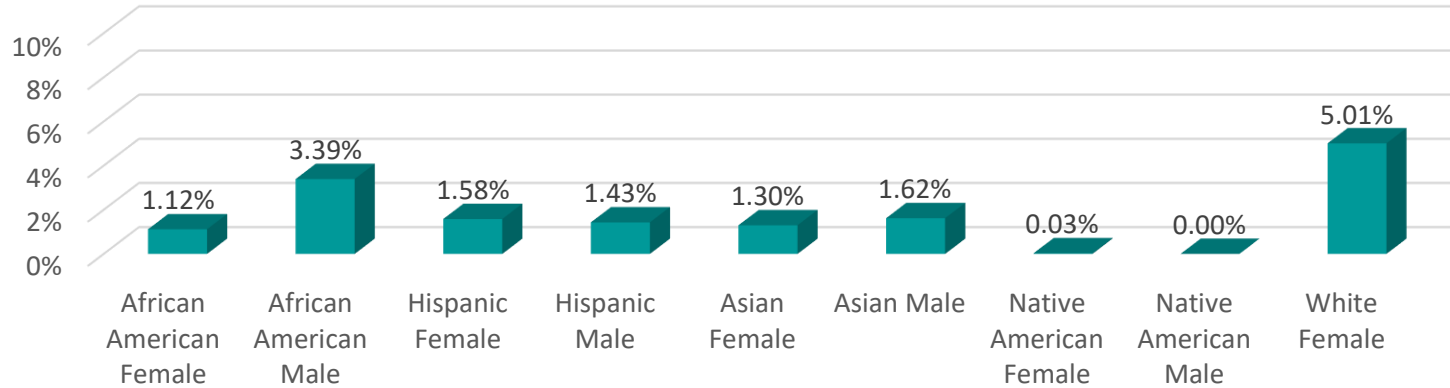
Ethnicity/Gender	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	M/WBE Percentage
African American Male	\$2,295,550	\$20,240,459	\$22,536,009	19.88%
African American Female	\$0	\$105,185	\$105,185	0.09%
Hispanic Male	\$0	\$19,064,660	\$19,064,660	16.82%
Hispanic Female	\$0	\$355,150	\$355,150	0.31%
Asian Male	\$0	\$255,900	\$255,900	0.23%
Asian Female	\$0	\$0	\$0	0.00%
Native American Male	\$0	\$7,291,120	\$7,291,120	6.43%
Native American Female	\$0	\$0	\$0	0.00%
Total Minority	\$2,295,550	\$47,312,474	\$49,608,024	43.77%
White Female	\$0	\$7,457,165	\$7,457,165	6.58%
Total M/WBE	\$2,295,550	\$54,769,639	\$57,065,189	50.35%
Total District			\$113,348,199	

Construction



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

FISCAL YEAR 2021-2022 | JULY 1, 2021 THROUGH JUNE 30, 2022



Ethnicity/Gender	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total M/WBE	M/WBE Percentage
African American Female	\$564,895	\$757,457	\$780,446	\$518,780	\$2,621,578	1.12%
African American Male	\$1,757,006	\$2,805,415	\$1,547,674	\$1,865,047	\$7,975,142	3.39%
Hispanic Female	\$1,852,819	\$693,623	\$432,647	\$739,094	\$3,718,183	1.58%
Hispanic Male	\$1,176,026	\$661,818	\$526,247	\$996,359	\$3,360,450	1.43%
Asian Female	\$1,062,885	\$995,241	\$488,438	\$505,589	\$3,052,153	1.30%
Asian Male	\$1,124,406	\$949,276	\$911,733	\$819,373	\$3,804,788	1.62%
Native American Female	\$13,551	\$17,135	\$21,645	\$20,258	\$72,589	0.03%
Native American Male	\$555	\$4,300	\$0	\$0	\$4,855	0.00%
Total Minority	\$7,552,143	\$6,884,265	\$4,708,830	\$5,464,500	\$24,609,738	10.47%
White Female	\$2,451,763	\$2,868,274	\$1,852,796	\$4,605,878	\$11,778,711	5.01%
Total M/WBE	\$10,003,906	\$9,752,539	\$6,561,626	\$10,070,378	\$36,388,449	15.48%
Revised M/WBE Utilization Includes Non-Certified M/WBE \$	\$11,144,668	\$12,629,941	\$12,164,633	\$12,762,023	\$48,701,265	20.72%
Total District	\$67,888,650	\$71,952,385	\$42,328,405	\$52,921,225	\$235,090,665	

M/WBE Percentage	14.7%	13.6%	15.5%	19.0%	15.48%
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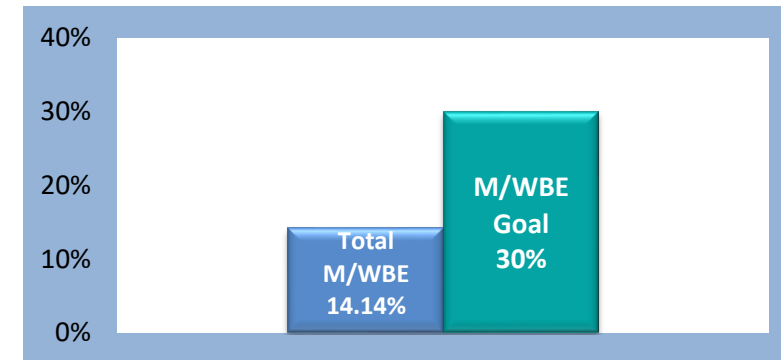
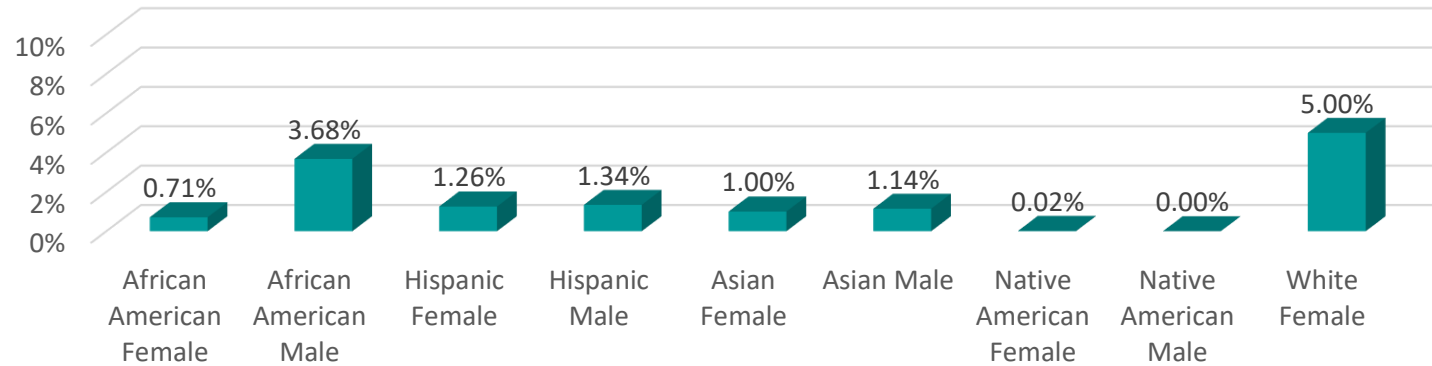
DISTRICTWIDE FUNDS | TOTAL M/WBE UTILIZATION

EXCLUDES BOND FUNDS

FISCAL YEAR 2021-2022 | JULY 1, 2021 THROUGH JUNE 30, 2022



Minority/Women
Business Enterprise



Ethnicity/Gender	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total M/WBE	M/WBE Percentage
African American Female	\$621,195	\$793,589	\$858,509	\$701,616	\$2,974,909	0.71%
African American Male	\$2,128,552	\$2,977,961	\$1,704,949	\$8,625,787	\$15,437,249	3.68%
Hispanic Female	\$2,134,333	\$1,100,453	\$1,078,102	\$956,542	\$5,269,430	1.26%
Hispanic Male	\$1,809,074	\$885,869	\$1,158,669	\$1,762,622	\$5,616,234	1.34%
Asian Female	\$1,131,667	\$1,817,135	\$610,712	\$638,336	\$4,197,850	1.00%
Asian Male	\$1,232,075	\$1,203,616	\$1,227,551	\$1,139,133	\$4,802,375	1.14%
Native American Female	\$13,551	\$17,135	\$21,645	\$20,258	\$72,589	0.02%
Native American Male	\$555	\$4,300	\$0	\$0	\$4,855	0.00%
Total Minority	\$9,071,002	\$8,800,058	\$6,660,137	\$13,844,294	\$38,375,491	9.14%
White Female	\$3,596,122	\$5,563,414	\$4,151,239	\$7,672,012	\$20,982,787	5.00%
Total M/WBE	\$12,667,124	\$14,363,472	\$10,811,376	\$21,516,306	\$59,358,278	14.14%
Revised M/WBE Utilization Includes Non-Certified M/WBE \$	\$14,126,991	\$17,751,045	\$15,253,258	\$26,126,458	\$73,257,752	17.45%
Total District	\$81,050,234	\$87,594,933	\$73,232,623	\$177,855,439	\$419,733,229	
M/WBE Percentage	15.6%	16.4%	14.8%	12.1%	14.1%	

Electronic Bid Analysis*

April 1, 2022 through June 30, 2022

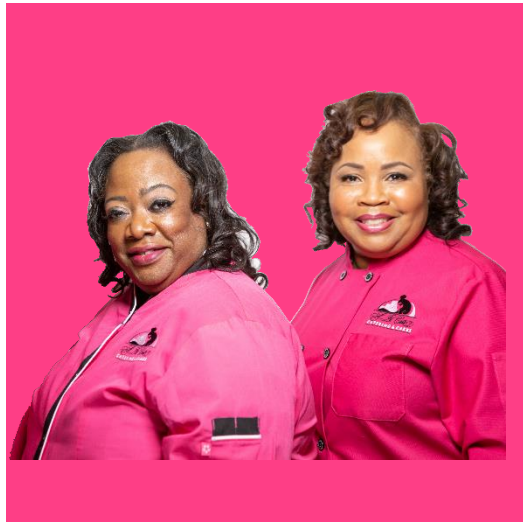
	Number of Awards	Payments
Total M/WBE	296	\$6,281,852.27
Total District	748	\$15,838,343.93
M/WBE Percentage	39.57%	39.66%

* consists of electronic bids, doesn't reflect hardcopy bids

DALLAS ISD M/WBE AWARDED VENDORS



Rose Key **17**Years



Marlow Jones & Michelle McDonald **14**Years



John Barbosa **12**Years



Reginald Beaduoin **22**Years

20060 | Athletic and P.E. Supplies
20200 | Clothing Apparel
21120 | Trophies/Promotional Items

50430 | Outside Catering

10780 | Office Supplies
10870 | Ink & Toner
10770 | Office Equipment Repair

20060 | Athletic and P.E. Supplies
20200 | Clothing Apparel
20202 | Cheer/Dance Apparel
21120 | Trophies/Promotional Items

THANK
YOU



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Questions?