

M/WBE Initiatives

Hispanic Heritage Month

2020 Bond Program

2015 Bond Program

2008 Bond Program

Bridge Program

Construction Manager at Risk

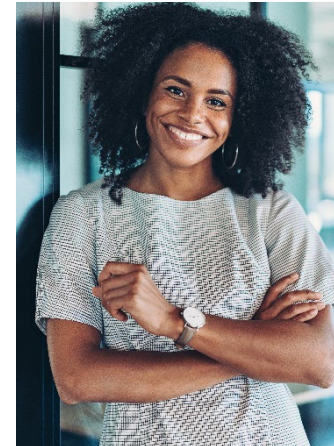
Fund 199 (General Operating)

Districtwide Funds

Strategic Vendor Highlight



Leslie Williams
Deputy Chief of Special Projects



Annie Partee
Director, M/WBE

Our goal is to maximize the participation of minority and women-owned businesses, in a legal and meaningful way, in all aspects of the district's purchasing and contracting opportunities.

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.

■ 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

■ M/WBE Advisory Committee

- Accepting Board Member Appointments
- Two Appointments per Board Member
- Email williams@dallasisd.org by December 15, 2022

• In-Person M/WBE Workshops

- Independent School District Procurement Networker (ISD Day) | November 9, 2022
 - In collaboration with the Dallas /Fort Worth Minority Supplier Development Council
- Putting It All Together Request for Proposal (RFP) Workshop | November 17, 2022

■ M/WBE Testimonials

- *"I would like to thank the M/WBE department for the webinars and education pieces you've delivered over these years. Our company believed in your instructions and pursued bids that came to our attention. Henceforth, we successfully won the bid for RFID for Library Automation."*
Alexander Ayanru
- *"I would like to thank Dallas ISD and SSP Consulting for the Bond Academy. I'm grateful for the work done by Tameka Sadler. I was just awarded a JOC contract due to my new bonding limits."*
Ernesto Reyes

■ Outreach and Vendor Meetings | July 1, 2022 through September 30, 2022

- **32** Outreach and Community Events
- **77** Individualized Vendor Meetings and Bid Debriefings
- **25** Pre-Bid Meetings

■ Training Sessions | July 1, 2022 through September 30, 2022

- **3** Workshops Conducted by the M/WBE Team

■ Hispanic Heritage Month Facebook Live Series

- M/WBE Honors Hispanic Heritage Month with a Facebook Live Series
- Featured Dallas ISD Staff, Vendors, Contractors, and Strategic Partners

■ M/WBE Bonding Report | July 1, 2022 through September 30, 2022

- **4 Bonds Issued**

Company Specialization	Total \$ Amount Bond Requested	Total \$ Single Line Amount Bond Approved	Total Aggregate Amount Approved	Ethnic/Gender Category
General Construction	\$ 100,000.00	\$ 500,000.00	\$ 750,000.00	Native American Male
HVAC	\$ 100,000.00	\$ 350,000.00	\$ 500,000.00	Hispanic Male
Network Solutions	\$ 293,908.00	\$ 350,000.00	\$ 550,000.00	Black Male
HVAC	\$ 157,418.05	\$ 350,000.00	\$ 500,000.00	Hispanic Male
TOTAL		\$ 850,000.00	\$ 1,250,000.00	

**HISPANIC
HERITAGE
MONTH**



Minority/Women
Business Enterprise

Facebook Live Series @dallasismwbe



Veronica Vizcaino Murphy



Nazareth Vidal



Karina Martinez



Sergio Gallegos



Rose Kohut



Michelle Herrera



Edwin Cruz



Miriam Gaytan



Sergio Godinez



Wanda Granier



Joe Flores



Alvaro Meza

2020 BOND PROGRAM | TOTAL M/WBE UTILIZATION

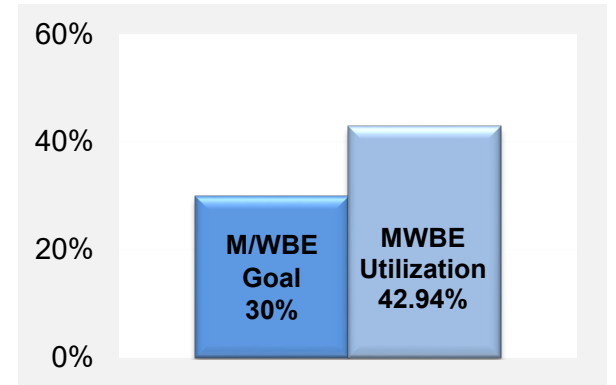


Minority/Women
Business Enterprise

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

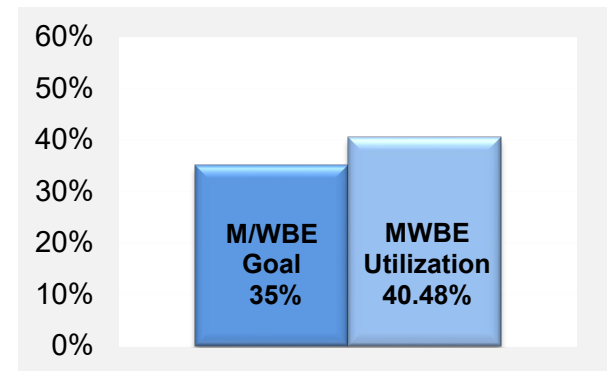
Ethnicity/Gender	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	M/WBE Percentage
African American Male	\$9,695,184	\$224,322	\$9,919,506	14.0%
African American Female	\$0	\$0	\$0	0.0%
Hispanic Male	\$5,477,293	\$8,587,308	\$14,064,601	19.8%
Hispanic Female	\$826,786	\$0	\$826,786	1.2%
Asian Male	\$0	\$0	\$0	0.0%
Asian Female	\$7,861	\$0	\$7,861	0.0%
Native American Male	\$2,558,274	\$0	\$2,558,274	3.6%
Native American Female	\$0	\$17,480	\$17,480	0.0%
Total Minority	\$18,565,398	\$8,829,110	\$27,394,508	38.59%
White Female	\$2,416,280	\$674,025	\$3,090,305	4.35%
Total M/WBE	\$20,981,678	\$9,503,135	\$30,484,813	42.94%
Total District			\$70,995,506	

Construction



Ethnicity/Gender	M/WBE Prime	M/WBE Subconsultant	Total M/WBE	M/WBE Percentage
African American Male	\$10,320,047	\$678,875	\$10,998,922	7.4%
African American Female	\$704,496	\$184,786	\$889,282	0.6%
Hispanic Male	\$22,001,859	\$2,143,118	\$24,144,977	16.2%
Hispanic Female	\$1,847,870	\$392,976	\$2,240,846	1.5%
Asian Male	\$14,749,242	\$736,247	\$15,485,489	10.4%
Asian Female	\$627,753	\$153,390	\$781,143	0.5%
Native American Male	\$33,617	\$1,253,514	\$1,287,131	0.9%
Native American Female	\$0	\$15,250	\$15,250	0.0%
Total Minority	\$50,284,884	\$5,558,156	\$55,843,040	37.45%
White Female	\$3,048,591	\$1,471,249	\$4,519,840	3.03%
Total M/WBE	\$53,333,475	\$7,029,405	\$60,362,880	40.48%
Total District			\$149,128,087	

Professional Services



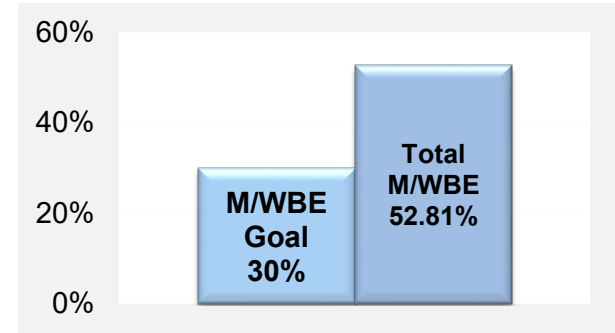
2015 BOND PROGRAM | TOTAL M/WBE UTILIZATION



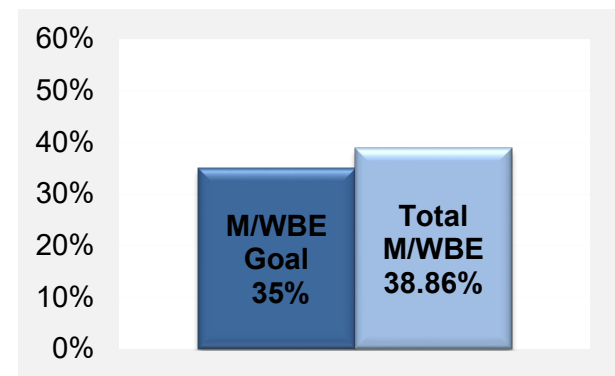
Minority/Women
Business Enterprise

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

Construction



Professional Services

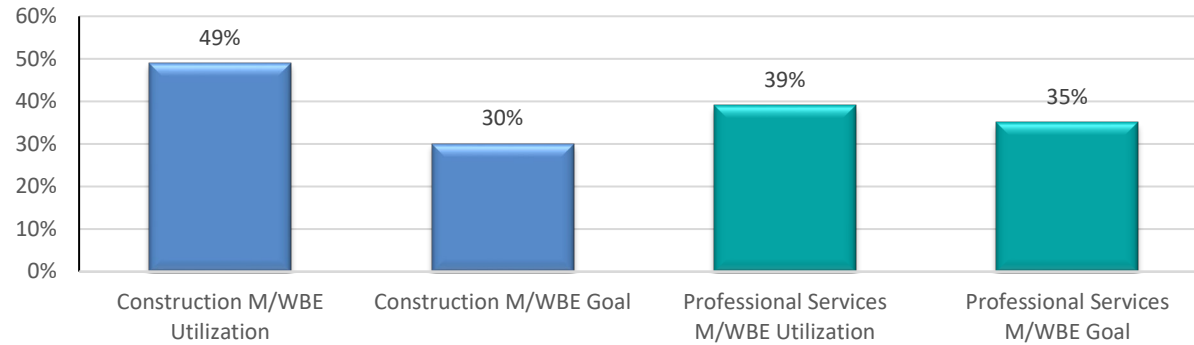


Ethnicity/Gender	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	M/WBE Percentage
African American Male	\$47,502,018	\$55,194,685	\$102,696,703	10.1%
African American Female	\$1,999,695	\$131,452	\$2,131,147	0.2%
Hispanic Male	\$43,571,389	\$93,218,300	\$136,789,689	13.4%
Hispanic Female	\$1,608,040	\$7,854,778	\$9,462,818	0.9%
Asian Indian Male	\$5,359,531	\$1,001,312	\$6,360,843	0.6%
Asian Indian Female	\$0	\$11,118,683	\$11,118,683	1.1%
Native American Male	\$9,493,916	\$3,827,361	\$13,321,277	1.3%
Native American Female	\$0	\$15,010	\$15,010	0.0%
Total Minority	\$109,534,589	\$172,361,581	\$281,896,170	27.60%
White Female	\$73,101,667	\$184,410,401	\$257,512,068	25.21%
Total M/WBE	\$182,636,256	\$356,771,982	\$539,408,238	52.81%
Total District			\$1,021,486,348	

Ethnicity/Gender	M/WBE Prime	M/WBE Subconsultant	Total M/WBE	M/WBE Percentage
African American Male	\$24,701,158	\$5,957,629	\$30,658,787	9.6%
African American Female	\$8,993,818	\$4,872,040	\$13,865,858	4.3%
Hispanic Male	\$27,086,668	\$6,072,539	\$33,159,207	10.3%
Hispanic Female	\$8,274,000	\$539,339	\$8,813,339	2.8%
Asian Male	\$3,286,962	\$2,303,785	\$5,590,747	1.7%
Asian Female	\$574,161	\$211,825	\$785,986	0.2%
Native American Male	\$9,568,100	\$3,237,311	\$12,805,411	4.0%
Native American Female	\$0	\$0	\$0	0.0%
Total Minority	\$82,484,867	\$23,194,468	\$105,679,335	32.98%
White Female	\$13,251,824	\$5,571,433	\$18,823,257	5.87%
Total M/WBE	\$95,736,691	\$28,765,901	\$124,502,592	38.86%
Total District			\$320,419,744	

2008 BOND PROGRAM | TOTAL M/WBE UTILIZATION

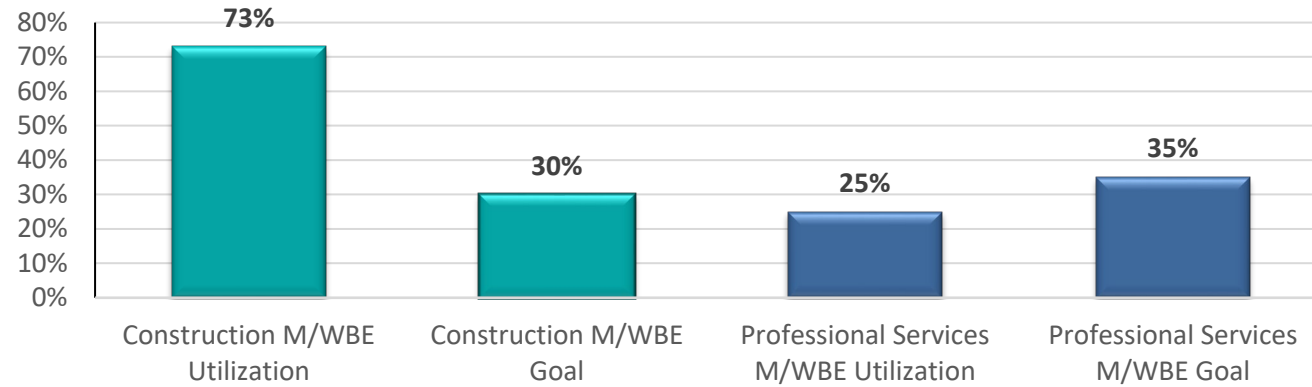
CUMULATIVE TO DATE | PAYMENTS REFLECT 2008 BOND PROGRAM DOLLARS THROUGH SEPTEMBER 30, 2022



Category	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	Total District	M/WBE Percentage
Bond Funded Construction	\$195,369,027	\$279,454,395	\$474,823,422	\$970,663,764	49%
Bond Funded Professional Services	\$80,478,724	\$48,702,318	\$129,181,042	\$332,123,843	39%
Total M/WBE	\$275,847,751	\$328,156,713	\$604,004,464	\$1,302,787,607	46%

BRIDGE PROGRAM | TOTAL M/WBE UTILIZATION

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



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	\$81,875,502	73%
Bond Funded Professional Services	\$6,333,079	\$3,017,856	\$9,350,935	\$37,969,043	25%
Total M/WBE	\$43,705,083	\$25,059,794	\$68,764,877	\$119,844,545	57%

CONSTRUCTION MANAGER AT RISK | TOTAL M/WBE UTILIZATION

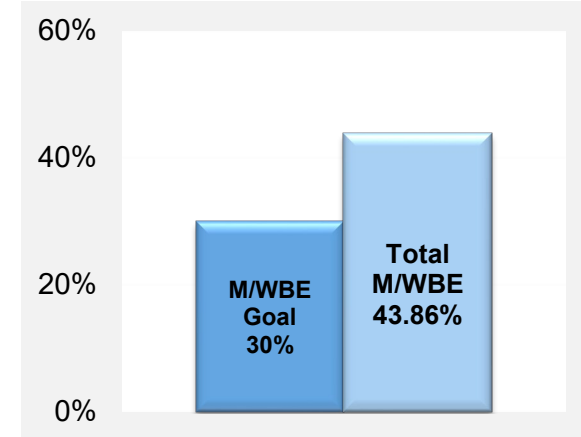


Minority/Women
Business Enterprise

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

Thomas Jefferson High School, WHILA (Edward H. Cary Middle School (PK-8)), Career Institute North, and West Dallas STEM

Ethnicity/Gender	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	M/WBE Percentage
African American Male	\$2,678,809	\$21,770,651	\$24,449,460	15.92%
African American Female	\$0	\$105,185	\$105,185	0.07%
Hispanic Male	\$0	\$22,632,462	\$22,632,462	14.74%
Hispanic Female	\$0	\$437,208	\$437,208	0.28%
Asian Male	\$0	\$255,900	\$255,900	0.17%
Asian Female	\$0	\$0	\$0	0.00%
Native American Male	\$0	\$8,397,277	\$8,397,277	5.47%
Native American Female	\$0	\$0	\$0	0.00%
Total Minority	\$2,678,809	\$53,598,683	\$56,277,492	36.65%
White Female	\$0	\$11,070,518	\$11,070,518	7.21%
Total M/WBE	\$2,678,809	\$64,669,201	\$67,348,010	43.86%
Total District			\$153,548,254	



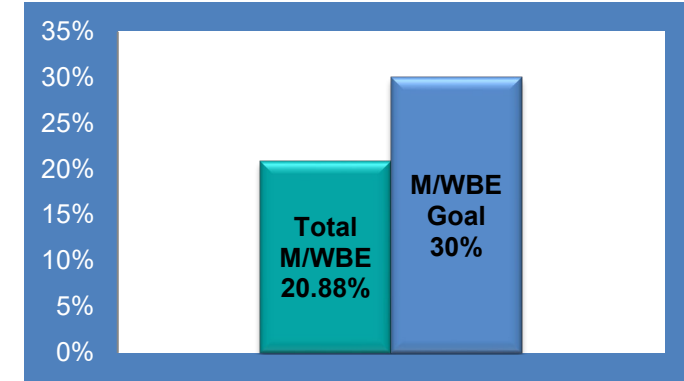
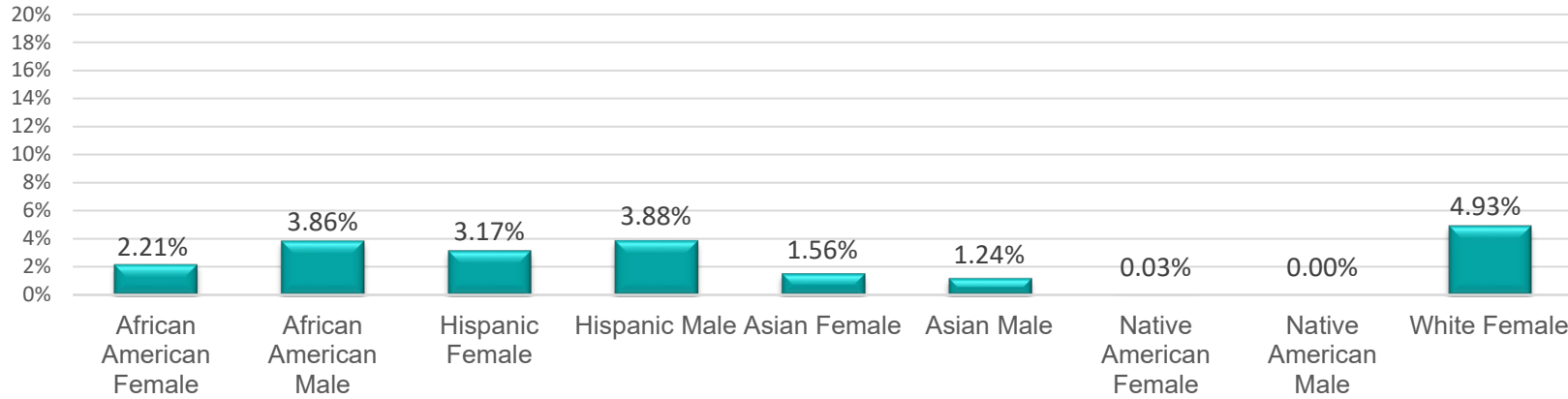
School	Construction Manager at Risk	Purchase Order	Contract Award	Paid /Retainage Amount
Thomas Jefferson High School	HC Beck, LTD.	804680	\$62,900	\$62,900
Thomas Jefferson High School	HC Beck, LTD.	808330	\$94,841,667	\$75,325,322
Thomas Jefferson High School	Core Construction	788478	\$962,540	\$861,520
WHILA (Edward H. Cary Middle School (PK-8))	HC Beck, LTD.	804811	\$62,900	\$62,900
WHILA (Edward H. Cary Middle School (PK-8))	HC Beck, LTD.	808331	\$44,346,139	\$34,079,226
WHILA (Edward H. Cary Middle School (PK-8))	Core Construction	788477	\$557,033	\$478,722
Career Institute North	Turner Source, A Joint Venture	803389	\$25,000	\$25,000
Career Institute North	Turner Source, A Joint Venture	832713	\$60,640,184	\$28,900,835
West Dallas STEM	Reeder General Contractor	817590	\$25,000	\$25,000
West Dallas STEM	Reeder General Contractor	833451	\$23,296,277	\$15,608,523
Total			\$224,819,640	\$155,429,948

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



Minority/Women
Business Enterprise

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



Ethnicity/Gender	M/WBE		Total M/WBE	M/WBE Percentage
	M/WBE Prime	Subcontractor		
African American Female	\$1,048,888	\$100,570	\$1,149,458	2.21%
African American Male	\$2,005,378	\$0	\$2,005,378	3.86%
Hispanic Female	\$1,646,598	\$0	\$1,646,598	3.17%
Hispanic Male	\$1,869,879	\$147,619	\$2,017,498	3.88%
Asian Female	\$812,862	\$0	\$812,862	1.56%
Asian Male	\$643,258	\$0	\$643,258	1.24%
Native American Female	\$15,407	\$0	\$15,407	0.03%
Native American Male	\$0	\$0	\$0	0.00%
Total Minority	\$8,042,270	\$248,189	\$8,290,459	15.95%
White Female	\$2,518,608	\$42,364	\$2,560,972	4.93%
Total M/WBE	\$10,560,878	\$290,553	\$10,851,431	20.88%
Revised M/WBE Utilization (Includes \$2.5M Non-Certified M/WBE \$)	\$13,071,903	\$290,553	\$13,362,456	25.72%
Total District			\$51,960,185	

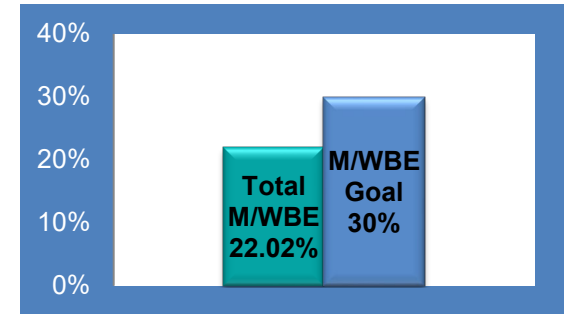
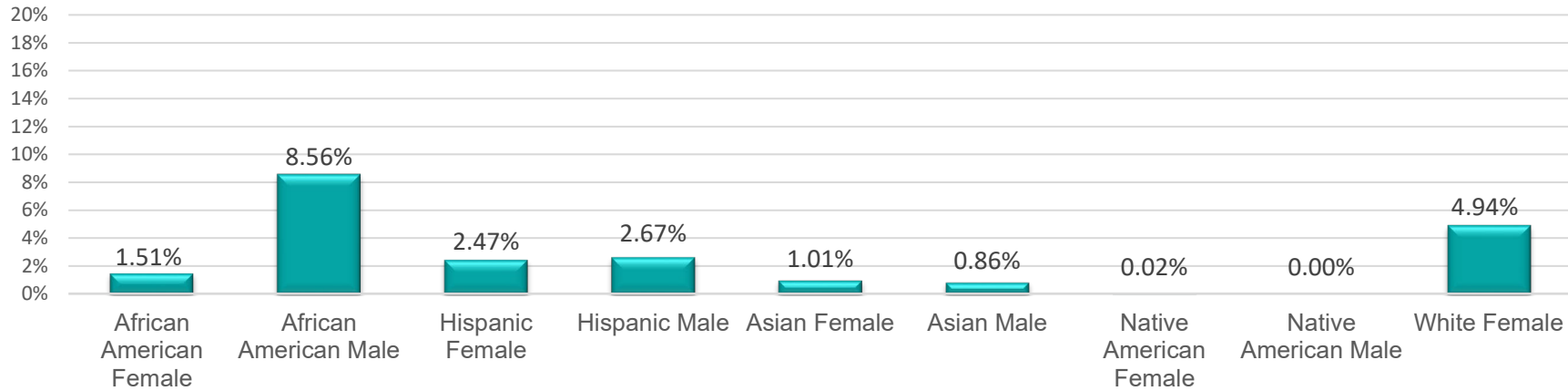
DISTRICTWIDE FUNDS | TOTAL M/WBE UTILIZATION

EXCLUDES BOND FUNDS

FISCAL YEAR 2022-2023 | JULY 1, 2022 THROUGH SEPTEMBER 30, 2022



Minority/Women
Business Enterprise



Ethnicity/Gender	M/WBE		Total M/WBE	M/WBE Percentage
	M/WBE Prime	Subcontractor		
African American Female	\$1,170,274	\$100,570	\$1,270,844	1.51%
African American Male	\$7,220,566	\$0	\$7,220,566	8.56%
Hispanic Female	\$2,083,372	\$0	\$2,083,372	2.47%
Hispanic Male	\$2,104,358	\$147,619	\$2,251,977	2.67%
Asian Female	\$848,706	\$0	\$848,706	1.01%
Asian Male	\$726,235	\$0	\$726,235	0.86%
Native American Female	\$15,407	\$0	\$15,407	0.02%
Native American Male	\$0	\$0	\$0	0.00%
Total Minority	\$14,168,918	\$248,189	\$14,417,107	17.08%
White Female	\$4,123,589	\$42,364	\$4,165,953	4.94%
Total M/WBE	\$18,292,507	\$290,553	\$18,583,060	22.02%
Revised M/WBE Utilization (Includes \$3.3M Non-Certified M/WBE \$)	\$21,620,998	\$290,553	\$21,911,551	25.96%
Total District			\$84,397,207	

Electronic Bid Analysis*

July 1, 2022 through September 30, 2022

	Number of Awards	Payment
Total M/WBE	368	\$7,606,992
Total District	1204	\$26,571,405
M/WBE Percentage	30.56%	28.63%

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



WE GET BUSINESS DIVERSITY



CDW Government, LLC reported **\$811,274** in M/WBE subconsultant payments



“CDW started its Business Diversity Program in 2007 to help customers meet their small and diverse business goals. Since then, our program and our purchases from diverse suppliers have grown from \$359 million in 2007 to over \$3.4 billion – a 847% increase in just 14 years. We’re determined to use our size, influence and reach to help build a better, more equitable society. We know when we invest in small and diverse businesses, we have the opportunity to drive job creation and create lasting economic empowerment in the community. The impact of our Business Diversity program reaches beyond simply increasing our partners’ sales revenue. It also creates a multiplier effect by letting small and diverse-owned firms invest in their own growth and spend more with other businesses in their supply chain. This, in turn, generates jobs increases wages and boosts spending in local communities.”

THANK
YOU



Minority/Women
Business Enterprise

Questions?