



Minority / Women
Business Enterprise



Minority Women
Business Enterprise

Quarterly Report

FY 2023-2024 | 1st Quarter Report
July 1, 2023 – September 30, 2023

Certified Awarded Vendor
DIRECTORY

Leslie Williams, Deputy Chief of Special Projects

Annie Partee, Director, M/WBE Department



The M/WBE Certified Awarded Vendor Directory is here. The directory is designed to make it easier to find certified minority-owned and women-owned businesses who are awarded contracts with the district. Visit www.dallasisd.org/mwbebook.

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 professional services, the district's aspirational M/WBE goal is 35 percent.

- **Goods & Services' Initiatives**
 - 2023 Vendor EXPO
 - Contract Compliance & Monitoring
 - Internal Marketing
 - M/WBE & Procurement Departments Think Tank
 - Meeting with Goods & Services Vendors with Large District Contracts
- **Awards and Recognitions**
 - Velina Willis-Smith, M/WBE Coordinator | Empowerment Award | US Pan Asian American Chamber

• **M/WBE Testimonials**

“Great job on your recent Expo. You all set the gold standard for helping smaller businesses get connected in an intentional way with the district.” Beth Owens

“Thank you for the EXPO. There were many Resources, in One Place. Thank you and all the Exhibitors, for the patience and kindness answering all our Questions.” Dr. Martha Romero

“Thank you and your team for an awesome event. It was well-organized, and we had fun participating. We look forward to next year’s expo!” Virginia Greene

“I wish all districts had programs like this to help small businesses understand and develop the support documentation they need.” Machell Firth

- **2023 Independent School District Buyer & Vendor Networker (ISD Day)**
 - November 8, 2023 | Noon until 3:00 p.m. | Forester Athletic Complex
 - Sponsored by the M/WBE Department and D/FW Minority Supplier Development Council



(photos taken during 2022 ISD Day)

July 1, 2023 through September 30, 2023

- **Outreach and Vendor Meetings**
 - 30 Vendor Meetings, Bid Debriefings, and Site Visits
 - 37 Outreach and Community Events
 - 12 Pre-Bid Meetings
- **Training Sessions**
 - 12 Workshops Conducted by the M/WBE Team
- **M/WBE Bonding Statistics**
 - 4 Bonds Issued

Company Specialization	Total Amount Bond Requested	Total Single Line Amount Bond Approved	Total Aggregate Amount Bond Approved	Ethnicity/Gender
General Construction	\$100,000	\$600,000	\$600,000	Black Female
Structural Steel	\$200,000	\$250,000	\$500,000	Hispanic Female
General Construction	\$1,041,423	\$3,000,000	\$5,000,000	Hispanic Female
Drywall & Painting	\$49,780	\$350,000	\$700,000	Black Male
		\$4,200,000	\$6,800,000	

- **M/WBE Advisory Committee**
- Supports the district's goal to involve minority and women owned businesses, in a legal and meaningful way, in all facets of the district's contracting and purchasing activities
- Seeking Board Appointments
 - Communication will be forthcoming



Networking



Presenters



Deputy Chief Williams



Executives



Exhibitors



Panelists



Attendees



Exhibit Hall

400+ Attendees

25 Departments

4 Workshops

2 Tracks

1 Panel

In Community Partnership with
ACT Greater Dallas Hispanic Chamber of Commerce **GREATER SOUTHWEST** BLACK CHAMBER OF COMMERCE

Hosted by
DALLAS COLLEGE **10,000** small businesses

2020 BOND PROGRAM | TOTAL M/WBE UTILIZATION

CUMULATIVE TO DATE | PAYMENTS REFLECT 2020 BOND PROGRAM DOLLARS THROUGH SEPTEMBER 30, 2023



Minority/Women
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Ethnicity/Gender	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	M/WBE Percentage
African American Male	\$24,394,181	\$577,533	\$24,971,714	14.2%
African American Female	\$6,562,963	\$0	\$6,562,963	3.7%
Hispanic Male	\$19,144,548	\$10,973,024	\$30,117,572	17.1%
Hispanic Female	\$2,094,732	\$357,534	\$2,452,266	1.4%
Asian Male	\$830,797	\$0	\$830,797	0.5%
Asian Female	\$0	\$1,984,177	\$1,984,177	1.1%
Native American Male	\$1,681,462	\$116,949	\$1,798,411	1.0%
Native American Female	\$0	\$0	\$0	0.0%
Total Minority	\$54,708,683	\$14,009,217	\$68,717,900	38.98%
White Female	\$10,412,269	\$4,323,805	\$14,736,074	8.36%
Total M/WBE	\$65,120,952	\$18,333,022	\$83,453,974	47.33%
Total District			\$176,310,357	

M/WBE Analysis Construction

M/WBE Goal	30%
M/WBE Utilization	47.33%
Total M/WBE Spend	\$84,453,974
Total District Spend	\$176,310,357

Ethnicity/Gender	M/WBE Prime	M/WBE Subconsultant	Total M/WBE	M/WBE Percentage
African American Male	\$28,957,579	\$1,999,920	\$30,957,499	9.1%
African American Female	\$5,705,810	\$2,386,050	\$8,091,860	2.4%
Hispanic Male	\$52,965,204	\$4,001,201	\$56,966,405	16.8%
Hispanic Female	\$4,467,585	\$1,104,919	\$5,572,504	1.6%
Asian Male	\$15,391,206	\$1,442,427	\$16,833,633	5.0%
Asian Female	\$3,569,034	\$210,165	\$3,779,199	1.1%
Native American Male	\$1,282,398	\$1,676,064	\$2,958,462	0.9%
Native American Female	\$0	\$15,775	\$15,775	0.0%
Total Minority	\$112,338,816	\$12,836,521	\$125,175,337	36.90%
White Female	\$19,589,564	\$3,389,094	\$22,978,658	6.77%
Total M/WBE	\$131,928,380	\$16,225,615	\$148,153,995	43.67%
Total District			\$339,263,503	

M/WBE Analysis Professional Services

M/WBE Goal	35%
M/WBE Utilization	43.67%
Total M/WBE Spend	\$148,153,995
Total District Spend	\$339,263,503

2015 BOND PROGRAM | TOTAL M/WBE UTILIZATION

CUMULATIVE TO DATE | PAYMENTS REFLECT 2015 BOND PROGRAM DOLLARS THROUGH SEPTEMBER 30, 2023



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Ethnicity/Gender	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	M/WBE Percentage
African American Male	\$59,670,458	\$61,012,547	\$120,683,005	11.0%
African American Female	\$2,518,309	\$98,344	\$2,616,653	0.2%
Hispanic Male	\$51,827,994	\$105,366,863	\$157,194,857	14.4%
Hispanic Female	\$1,676,107	\$8,290,349	\$9,966,456	0.9%
Asian Indian Male	\$5,156,183	\$1,635,750	\$6,791,933	0.6%
Asian Indian Female	\$0	\$11,426,668	\$11,426,668	1.0%
Native American Male	\$10,053,631	\$3,999,721	\$14,053,352	1.3%
Native American Female	\$0	\$15,010	\$15,010	0.0%
Total Minority	\$130,902,682	\$191,845,252	\$322,747,934	29.52%
White Female	\$74,300,031	\$197,805,403	\$272,105,434	24.88%
Total M/WBE	\$205,202,713	\$389,650,655	\$594,853,368	54.40%
Total District			\$1,093,458,588	

M/WBE Analysis

Construction

M/WBE Goal	30%
M/WBE Utilization	54.40%
Total M/WBE Spend	\$594,853,368
Total District Spend	\$1,093,458,588

Ethnicity/Gender	M/WBE Prime	M/WBE Subconsultant	Total M/WBE	M/WBE Percentage
African American Male	\$28,080,075	\$6,185,032	\$34,265,107	10.2%
African American Female	\$9,055,327	\$5,163,390	\$14,218,717	4.2%
Hispanic Male	\$29,093,778	\$6,105,810	\$35,199,588	10.5%
Hispanic Female	\$10,500,233	\$550,780	\$11,051,013	3.3%
Asian Male	\$3,586,040	\$2,294,168	\$5,880,208	1.7%
Asian Female	\$584,215	\$272,120	\$856,335	0.3%
Native American Male	\$10,089,498	\$3,240,863	\$13,330,361	4.0%
Native American Female	\$0	\$0	\$0	0.0%
Total Minority	\$90,989,166	\$23,812,163	\$114,801,329	34.10%
White Female	\$14,402,728	\$5,627,688	\$20,030,416	5.95%
Total M/WBE	\$105,391,894	\$29,439,851	\$134,831,745	40.05%
Total District			\$336,647,564	

M/WBE Analysis

Professional Services

M/WBE Goal	35%
M/WBE Utilization	40.05%
Total M/WBE Spend	\$134,831,745
Total District Spend	\$336,647,564

2008 BOND PROGRAM | TOTAL M/WBE UTILIZATION

CUMULATIVE TO DATE | PAYMENTS REFLECT 2008 BOND PROGRAM DOLLARS THROUGH SEPTEMBER 30, 2023



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M/WBE Analysis Construction	
M/WBE Goal	30%
M/WBE Utilization	49%
Total M/WBE Spend	\$474,832,422
Total District Spend	\$970,663,764

M/WBE Analysis Professional Services	
M/WBE Goal	35%
M/WBE Utilization	39%
Total M/WBE Spend	\$129,205,970
Total District Spend	\$332,216,017

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	\$80,503,652	\$48,702,318	\$129,205,970	\$332,216,017	39%
Total M/WBE	\$275,872,679	\$328,156,713	\$604,029,392	\$1,302,879,781	46%

BRIDGE PROGRAM | TOTAL M/WBE UTILIZATION

CUMULATIVE TO DATE | PAYMENTS REFLECT BRIDGE PROGRAM DOLLARS THROUGH SEPTEMBER 30, 2023



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M/WBE Analysis Construction	
M/WBE Goal	30%
M/WBE Utilization	73%
Total M/WBE Spend	\$59,413,942
Total District Spend	\$81,875,502

M/WBE Analysis Professional Services	
M/WBE Goal	35%
M/WBE Utilization	26%
Total M/WBE Spend	\$10,394,088
Total District Spend	\$39,242,438

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	\$7,376,232	\$3,017,856	\$10,394,088	\$39,242,438	26%
Total M/WBE	\$44,748,236	\$25,059,794	\$69,808,030	\$121,117,940	58%

CONSTRUCTION MANAGER AT RISK | TOTAL M/WBE UTILIZATION



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CUMULATIVE TO DATE | PAYMENTS REFLECT CMAR DOLLARS THROUGH SEPTEMBER 30, 2023

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

Ethnicity/Gender	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	M/WBE Percentage
African American Male	\$2,443,883	\$38,028,943	\$40,472,826	19.41%
African American Female	\$0	\$202,685	\$202,685	0.10%
Hispanic Male	\$129,796	\$38,697,409	\$38,827,205	18.62%
Hispanic Female	\$0	\$531,350	\$531,350	0.25%
Asian Male	\$0	\$2,671,310	\$2,671,310	1.28%
Asian Female	\$0	\$0	\$0	0.00%
Native American Male	\$0	\$16,321,118	\$16,321,118	7.83%
Native American Female	\$0	\$0	\$0	0.00%
Total Minority	\$2,573,679	\$96,452,816	\$99,026,495	47.48%
White Female	\$0	\$32,347,290	\$32,347,290	15.51%
Total M/WBE	\$2,573,679	\$128,800,106	\$131,373,785	62.99%
Total District			\$208,560,336	

M/WBE Analysis CMAR*	
M/WBE Goal	30%
M/WBE Utilization	62.99%
M/WBE Spend	\$131,373,785
Total District Spend	\$208,560,336

* Construction Manager at Risk

School	Construction Manager at Risk	Purchase Order	Board Approval Amount	Contract Award	Paid/Retainage Amount
Thomas Jefferson High School	HC Beck, LTD.	804680	\$62,900	\$62,900	\$62,900
Thomas Jefferson High School	HC Beck, LTD.	808330	\$94,841,667	\$94,841,667	\$94,087,081
Thomas Jefferson High School	Core Construction	788478	\$962,540	\$962,540	\$861,520
WHILA (Edward H. Cary Middle School (PK-8))	HC Beck, LTD.	804811	\$62,900	\$62,900	\$62,900
WHILA (Edward H. Cary Middle School (PK-8))	HC Beck, LTD.	808331	\$44,346,139	\$44,346,139	\$43,746,525
WHILA (Edward H. Cary Middle School (PK-8))	Core Construction	788477	\$557,033	\$557,033	\$478,722
Career Institute North	Turner Source, A Joint Venture	803389	\$25,000	\$25,000	\$25,000
Career Institute North	Turner Source, A Joint Venture	832713	\$60,640,184	\$60,640,184	\$48,735,775
West Dallas STEM	Reeder General Contractor	817590	\$25,000	\$25,000	\$25,000
West Dallas STEM	Reeder General Contractor	833451	\$23,296,277	\$23,296,277	\$20,345,116
C.F. Carr Elementary School	Gilbert, Inc. dba Phillips/May Corporation	901017	\$12,000,000	\$12,000,000	\$129,796

TOTAL (Reflects Prime Payments)

\$236,819,640 **\$236,819,640** **\$208,560,336**

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

FISCAL YEAR 2023-2024 | JULY 1, 2023 THROUGH SEPTEMBER 30, 2023



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Ethnicity/Gender	M/WBE Prime	M/WBE Subcontractor	Total M/WBE Spend	M/WBE Percentage
African American Female	\$494,435	\$0	\$494,435	0.97%
African American Male	\$1,113,307	\$0	\$1,113,307	2.18%
Hispanic Female	\$1,860,355	\$0	\$1,860,355	3.64%
Hispanic Male	\$1,545,681	\$0	\$1,545,681	3.02%
Asian Female	\$536,467	\$0	\$536,467	1.05%
Asian Male	\$595,648	\$0	\$595,648	1.16%
Native American Female	\$18,778	\$0	\$18,778	0.04%
Native American Male	\$24,347	\$0	\$24,347	0.05%
Total Minority	\$6,189,018	\$0	\$6,189,018	12.10%
White Female	\$3,299,523	\$0	\$3,299,523	6.45%
Total M/WBE	\$9,488,541	\$0	\$9,488,541	18.55%
Total District			\$51,148,685	
Revised M/WBE Utilization (Includes \$2.8M Non-Certified M/WBE Spend)	\$12,271,404	\$0	\$12,271,404	23.99%

M/WBE Analysis	
M/WBE Goal	30%
M/WBE Utilization	18.55%
M/WBE Spend	\$9,488,541
Total District Spend	\$51,148,685

DISTRICTWIDE FUNDS | TOTAL M/WBE UTILIZATION

EXCLUDES BOND FUNDS



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FISCAL YEAR 2023-2024 | JULY 1, 2023 THROUGH SEPTEMBER 30, 2023

Ethnicity/Gender	M/WBE Prime	M/WBE		M/WBE Percentage
		Subcontractor	Total M/WBE Spend	
African American Female	\$5,189,065	\$0	\$5,189,065	4.58%
African American Male	\$2,519,753	\$0	\$2,519,753	2.22%
Hispanic Female	\$2,317,028	\$0	\$2,317,028	2.05%
Hispanic Male	\$1,990,355	\$0	\$1,990,355	1.76%
Asian Female	\$603,431	\$0	\$603,431	0.53%
Asian Male	\$810,765	\$0	\$810,765	0.72%
Native American Female	\$18,778	\$0	\$18,778	0.02%
Native American Male	\$24,347	\$0	\$24,347	0.02%
Total Minority	\$13,473,522	\$0	\$13,473,522	11.90%
White Female	\$4,783,781	\$0	\$4,783,781	4.22%
Total M/WBE	\$18,257,303	\$0	\$18,257,303	16.12%
Total District			\$113,289,067	
Revised M/WBE Utilization (Includes \$5.9M Non-Certified M/WBE \$)	\$24,202,316	\$0	\$24,202,316	21.36%

M/WBE Analysis

M/WBE Goal	30%
M/WBE Utilization	16.12%
M/WBE Spend	\$18,257,303
Total District Spend	\$113,289,067

Electronic Bid Analysis*

July 1, 2023 through September 30, 2023

	Awarded Vendors	Payment
Total M/WBE	572	\$8,144,434
Total District	1755	\$31,867,485
M/WBE Percentage	32.59%	25.56%

* This is an independent and separate bid analysis, consisting of electronic bids submitted to the district. This analysis doesn't reflect any hardcopy bids.

THANK
YOU



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Questions?