DALLAS INDEPENDENT SCHOOL DISTRICT | Small Business Office

Fiscal Year 2025 - 2026, Quarter 1 | July 1, 2025 - September 30, 2025

Leslie Williams, Deputy Chief | Annie Holmes-Partee, Executive Director

Thankful for the Small Businesses Supporting Dallas ISD's Mission to Educate All Students for Success.

Former Dallas ISD Student



Reginald Beaudoin

Already Gear "YOUR IMAGE MATTERS"

Former Dallas ISD Student



Socorro Dismore

Levines YOUR UNIFORM HEADQUARTERS

Former Dallas ISD Student



Sergio Godinez

Versa printing | inc.

Former Dallas ISD Student



Wanda Granier

BridgeWork® partners

Former Dallas ISD Student



Michelle McDonald

A LA CARTE Catering & Cakes Est. 1994

Former Dallas ISD Student



Eureka Pinkney

SuiteMate Staffing Solutions

Together, We Build Legacy.

SMALL BUSINESS ENTERPRISE IMPLEMENTATION UPDATE

DALLAS INDEPENDENT SCHOOL DISTRICT | Small Business Office

It is the District's Goal to Foster the Participation of Small Business Enterprises in All Contracting and Purchasing Activities.
The District's Aspirational SBE Goal is 30% for Goods, Services, and Construction, and 35% for Bond-Funded Professional Services.

SBE Policy & Governance

- Monitored Federal Guidance regarding SBE Programs
- Reviewed and Considered SBE Elements from the Governor's Office of Small Business Assistance
- Consulted with Dallas ISD's General Counsel & Outside Attorneys
- Revised SBE Program Manual *(Under Legal Review)*
- Revised SBE Forms
- Revised SBE Website and Social Media Accounts
- SBE Mobile App *(Under Revision)*

Organizational Learning & Development

- Conducted Internal SBE Training Sessions to Educate District Staff
- Attended Professional Development Opportunities to Keep Abreast of Legal Updates and Best Practices
- Created SMART Goals aligned with the SBE Policy to Drive Measurable Results
- Brainstormed Internal SBE Marketing Initiatives to Increase Awareness

SBE Program Data & Technology Enhancements

- Leveraged the Expertise of Education Technology
- Collaborated with the District's Vendor Management Team
- Analyzed the Vendor Management Database (iSupplier) and Checked Authenticity for 270 SBE Suppliers
- Updated Business Classifications using the More4apps Tool
- Cross-Referenced Certified Firms with the North Central Texas Regional Certification Agency (NCTRCA) Certification Database
- Restructuring SBE Reports

Strategic Engagement & Collaboration

- Presented an SBE Program Overview to Strategic Partners to Foster Awareness and Engagement
- Collaborated with 3 Local SBE Certification Agencies to Better Understand the SBE Certification Requirements and Solicit Support
- Engaged with Peer Entities to Share and Adopt Best Practices
- Collaborated with Procurement Services and Internal Departments to Strengthen Program Implementation and Compliance

SBE Performance Measures

Awards & Recognition

Subcontractor USA Texas Champion Award

Outreach and Vendor Meetings

19 Business Consultations, Bid Debriefings, and Site Visits

30 Outreach and Community Events

7 Pre-Bid Meetings

Training Sessions

10 Workshops Conducted by the SBE Team

12 Professional Development Training Sessions Attended

Bond Program

Fall 2025 Bond Academy Highlights

42 Contractors Admitted
26 Contractors Graduated

Bonds Issued (SSP Consulting Services)

3 Totaling **$7.5M** Aggregate Amount

DALLAS INDEPENDENT SCHOOL DISTRICT

Vendor Expo

September 9, 2025 | 11:00 am - 3:00 pm | Jesse Owens Stadium

27 Dallas ISD Departments Exhibited

449 Companies Attended

1 Legacy Building Event









Construction

	SBE Prime	SBE Subcontractor	Total SBE	SBE Percentage
Total Small Business Enterprise Spend	**$355,292,361**	**$224,599,503**	**$579,891,864**	**57.59%**
Total District Spend			**$1,006,928,230**	

Small Business Enterprise Analysis Construction

SBE Goal	30%
SBE Utilization	57.59%
Total SBE Spend	$579,891,864
Total District Spend	$1,006,928,230

Professional Services

	SBE Prime	SBE Subconsultant	Total SBE	SBE Percentage
Total Small Business Enterprise Spend	**$181,424,504**	**$38,315,271**	**$219,739,775**	**34.76%**
Total District Spend			**$632,181,196**	

Small Business Enterprise Analysis Professional Services

SBE Goal	35%
SBE Utilization	34.76%
Total SBE Spend	$219,739,775
Total District Spend	$632,181,196

CONSTRUCTION MANAGER AT RISK | TOTAL SBE UTILIZATION

CUMULATIVE TO DATE | PAYMENTS REFLECT CMAR DOLLARS THROUGH SEPTEMBER 30, 2025

DALLAS INDEPENDENT SCHOOL DISTRICT
Small Business Office

	SBE Prime	SBE Subcontractor	Total SBE	SBE Percentage
Total Small Business Enterprise Spend	**$18,486,509**	**$169,517,768**	**$188,004,277**	**52.78%**
Total District Spend			**$356,210,019**	

School	Construction Manager	Purchase Order	Paid/Retainage Amount
Thomas Jefferson High School	HC Beck, LTD.	804680	$62,900
Thomas Jefferson High School	HC Beck, LTD.	808330	$96,544,691
Thomas Jefferson High School	Core Construction	788478	$861,520
WHILA (Edward H. Cary Middle School (PK-8))	HC Beck, LTD.	804811	$62,900
WHILA (Edward H. Cary Middle School (PK-8))	HC Beck, LTD.	808331	$44,760,646
WHILA (Edward H. Cary Middle School (PK-8))	Core Construction	788477	$478,722
Career Institute North	Turner | Source, A Joint Venture	803389	$25,000
Career Institute North	Turner | Source, A Joint Venture	832713	$52,195,603
West Dallas STEM	Reeder General Contractor	817590	$25,000
West Dallas STEM	Reeder General Contractor	833451	$21,508,841
C.F. Carr Elementary School	Gilbert May, Inc. dba Phillips/May Corporation	901017	$9,475,681
John Lewis Social Justice Academy at Oliver Wendell Holmes Middle School	Beck 3i Joint Venture	924357	$74,292,415
Rosemont Upper Elementary School	Beck 3i Joint Venture	947251	$30,536,810
Lincoln High School Humanities and Communications Magnet	Beck 3i Joint Venture	966796	$23,573,494
Samuell High School	Con-Real Inc.	967056	$1,667,546
Nolan Estes Plaza Downtown Dallas PK-12	BOWA-EJ Smith Construction-Post L Group, A Joint Venture	982924	$138,249
TOTAL (Reflects Prime Payments)			**$356,210,019**

Small Business Enterprise Analysis
Construction Manager at Risk

SBE Goal	30%
SBE Utilization	52.78%
Total SBE Spend	$188,004,277
Total District Spend	$356,210,019



Leadership & Collaboration
- Champion SBE Initiatives through Executive Leadership Videos and Strategic Planning
- Promote SBE Awareness through Internal Communications and Marketing Campaigns

Internal Engagement
- Deliver Educational SBE Presentations for Departments and Schools
- Engage Employees during Business Academies, Office Manager Meetings, and New Teacher Initiatives
- Highlight former Dallas ISD Students who Became SBE Owners

Support & Development
- Provide Training Sessions, Workshops, and Personalized Guidance
- Streamline SBE Forms and Improve Internal Processes

Outreach & Marketing
- Send Targeted Notifications and Host Outreach Events
- Launch Social Media Campaigns to Increase Visibility
- Publish a Directory of Certified and Awarded SBEs

Events & Partnerships
- Host Vendor Expos and Procurement-Related Events
- Encourage Primes to Partner with SBEs

Monitoring & Accountability
- Monitor SBE Participation for Primes and Subs
- Review Contracts to Ensure SBE Compliance
- Evaluate Procurement Responses

TOTAL SMALL BUSINESS ENTERPRISE (SBE) UTILIZATION

EXCLUDES BOND FUNDS

FISCAL YEAR 2025-2026 CUMULATIVE| JULY 1, 2025 THROUGH SEPTEMBER 30, 2025

DALLAS INDEPENDENT SCHOOL DISTRICT

Small Business Office

Fund 199

	Dollar Amount	SBE Percentage
Total Small Business Enterprise Spend	**$7,183,614**	**17.15%**
Total District Spend	**$41,895,755**	
Revised Small Business Enterprise Utilization (Includes $2.21M Non-Certified SBE $)	$9,382,282	22.4%

Small Business Enterprise Analysis
Fund 199

SBE Goal:	30%
SBE Utilization:	17.15%
Total SBE Spend:	$7,183,614
Total District Spend:	$41,895,755

Districtwide Funds (excludes bond funds)

	Dollar Amount	SBE Percentage
Total Small Business Enterprise Spend	**$9,323,494**	**15.59%**
Total District Spend	**$59,794,581**	
Revised Small Business Enterprise Utilization (Includes $2.97M Non-Certified SBE $)	$12,268,800	20.52%

Small Business Enterprise Analysis
Districtwide Funds (excludes bond funds)

SBE Goal:	30%
SBE Utilization:	15.59%
Total SBE Spend:	$9,323,494
Total District Spend:	$59,794,581

THANK YOU

DALLAS INDEPENDENT SCHOOL DISTRICT

Small Business Office

Questions?