DALLAS INDEPENDENT SCHOOL DISTRICT | Small Business Office

# Dr. Stephanie Elizalde

## 90%

## SBE UTILIZATION

Fund 199





























## COMMUNICATION SERVICES

# 93% SBE UTILIZATION (Fund 199)

*Setting the **gold standard** for excellence.*

SMALL BUSINESS ENTERPRISE QUARTERLY REPORT | FISCAL YEAR 2025–2026 | QUARTER 3 | JANUARY 1, 2026 – MARCH 31, 2026

## LEADING THE WAY

# DOUBLING OUR IMPACT

### THEY ARE THE GOLD STANDARD


DR. PAMELA LEAR


EDUARDO RAMOS


BRENT ALFRED


JON DAHLANDER


LIBBY DANIELS


ANGIE GAYLORD


MARLON HARRISON


TIFFANY HUITT

These executives lead departments that have doubled
**the district's aspirational 30% SBE goal**
—leaving a legacy of impact, opportunity, and excellence.

One Goal. One Team. Greater Impact.

# SMALL BUSINESS OFFICE HIGHLIGHTS

DALLAS INDEPENDENT SCHOOL DISTRICT
Small Business Office

It is the district's goal to foster the participation of small business enterprises (SBEs) in all facets of the district's contracting and purchasing activities. The district has established an aspirational SBE goal of 30 percent for goods, services, and construction. For bond-funded professional services, the aspirational SBE goal is 35 percent.

- **Small Business Enterprise Program Implementation Update**
  - SBE Advisory Committee
  - Awarded Small Business Directory
  - Updated SBE Forms and Manual
  - iSupplier Vendor Database (SBE Classification Updates)
  - Restructuring SBE Reports
  - SBE Utilization by Org Reports (Performance Monitoring)
  - Collaboration Sessions with Chiefs and Their Direct Reports
  - Shop Small Internal Marketing Campaign
  - Virtual SBE Vendor EXPO
  - SBE Outreach and Engagement
  - SBE Certification Initiative
    - Collaboration Sessions with SBE Certification Agencies
    - 2 SBE Certification Workshops
    - 1 Veteran-Owned Business Certification Workshop
    - SBE Certification Cohort
    - SBE Certification Prioritization Efforts
    - Monthly Collaboration Sessions with Procurement Leadership

- **January 1, 2026 - March 31, 2026**
  - **Outreach and Vendor Engagement**
    - **10** Business Consultations, Bid Debriefings, and Site Visits
    - **10** Outreach and Community Events
    - **13** Pre-Bid Meetings
  - **Training and Professional Development**
    - **35** Workshops Conducted
    - **31** Professional Development Sessions Attended
  - **3 Payment and Performance Bonds Issued**
    - **$3.64M** Requested
    - **$4.25M** Single-Line Approved
    - **$7.5M** Total Aggregate Approved

## Construction

| | SBE Prime | SBE Subcontractor | Total SBE | SBE Percentage |
|---|---|---|---|---|
| **Total SBE Spend** | **$450,109,479** | **$281,282,795** | **$731,392,274** | **59.93%** |
| **Total District Spend** | | | **$1,220,388,653** | |

**Small Business Enterprise Analysis Construction**

| | |
|---|---|
| SBE Goal | 30% |
| SBE Utilization | 59.93% |
| Total SBE Spend | $731,392,275 |
| Total District Spend | $1,220,388,653 |

## Professional Services

| | SBE Prime | SBE Subconsultant | Total SBE | SBE Percentage |
|---|---|---|---|---|
| **Total SBE** | **$236,987,716** | **$44,282,308** | **$281,270,024** | **38.65%** |
| **Total District** | | | **$727,777,184** | |

**Small Business Enterprise Analysis Professional Services and Goods**

| | |
|---|---|
| SBE Goal | 35% |
| SBE Utilization | 38.65% |
| Total SBE Spend | $281,270,024 |
| Total District Spend | $727,777,184 |

# CONSTRUCTION MANAGER AT RISK | TOTAL SBE UTILIZATION

CUMULATIVE TO DATE | PAYMENTS REFLECT CMAR DOLLARS PAID THROUGH MARCH 31, 2026

DALLAS INDEPENDENT SCHOOL DISTRICT
Small Business Office

| | SBE Prime | SBE Subcontractor | Total SBE | SBE Percentage |
|---|---|---|---|---|
| **Total SBE Spend** | **$20,452,783** | **$172,717,656** | **$193,170,439** | **51.81%** |
| **Total District Spend** | | | **$372,878,207** | |

| School | Construction Manager at Risk | 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 | $6,982,911 |
| John Lewis Social Justice Academy at Oliver Wendell Holmes Middle School | Beck 3i Joint Venture | 924357 | $78,456,472 |
| Rosemont Upper Elementary School | Beck 3i Joint Venture | 947251 | $33,653,206 |
| Lincoln High School Humanities and Communications Magnet | Beck 3i Joint Venture | 966796 | $27,494,141 |
| Samuell High School | Con-Real Inc. | 967056 | $1,691,713 |
| Nolan Estes Plaza Downtown Dallas PK-12 | BOWA-EJ Smith Construction-Post L Group, A Joint Venture | 982924 | $8,073,941 |
| **TOTAL** (Reflects Prime Payments) | | | **$372,878,207** |

## Small Business Enterprise Analysis Construction Manager at Risk

| | |
|---|---|
| SBE Goal | 30% |
| SBE Utilization | 51.81% |
| Total SBE Spend | $193,170,439 |
| Total District Spend | $372,878,207 |

# TOTAL SMALL BUSINESS ENTERPRISE (SBE) UTILIZATION

EXCLUDES BOND FUNDS

FISCAL YEAR 2025-2026 CUMULATIVE| JULY 1, 2025 THROUGH MARCH 31, 2026

DALLAS INDEPENDENT SCHOOL DISTRICT

Small Business Office

## Fund 199

| | Quarter 1 July - Sep 2025 | Quarter 2 Oct - Dec 2025 | Quarter 3 Jan - Mar 2026 | Total SBE | SBE Percentage |
|---|---|---|---|---|---|
| **Total Small Business Enterprise Spend** | **$7,183,614** | **$7,426,494** | **$6,232,987** | **$20,843,095** | **18.73%** |
| **Total District Spend** | **$41,895,755** | **$40,912,948** | **$28,479,933** | **$111,288,636** | |
| **Small Business Enterprise Percentage** | **17.15%** | **18.15%** | **21.89%** | **18.73%** | |
| Revised Small Business Enterprise Utilization (Includes Non-Certified SBE $) | $9,382,282 | $12,882,095 | $8,282,454 | $30,546,831 | |
| Revised Small Business Enterprise Percentage (Includes Non-Certified SBE $) | 22.39% | 31.49% | 29.08% | 27.45% | |

**Small Business Enterprise Analysis**
**Fund 199**

| | |
|---|---|
| SBE Goal: | 30% |
| SBE Utilization: | 18.73% |
| Total SBE Spend: | $20,843,095 |
| Total District Spend: | $111,288,636 |

## Districtwide Funds (excludes bond funds)

| | Quarter 1 July - Sep 2025 | Quarter 2 Oct - Dec 2025 | Quarter 3 Jan - Mar 2026 | Total SBE | SBE Percentage |
|---|---|---|---|---|---|
| **Total Small Business Enterprise Spend** | **$9,323,494** | **$9,102,154** | **$7,081,109** | **$25,506,757** | **18.30%** |
| **Total District Spend** | **$59,794,581** | **$45,248,134** | **$34,348,945** | **$139,391,660** | |
| **Small Business Enterprise Percentage** | **15.59%** | **20.12%** | **20.62%** | **18.30%** | |
| Revised Small Business Enterprise Utilization (Includes Non-Certified SBE $) | $12,268,800 | $15,050,714 | $9,472,795 | $36,792,309 | |
| Revised Small Business Enterprise Percentage (Includes Non-Certified SBE $) | 20.52% | 33.26% | 27.58% | 26.39% | |

**Small Business Enterprise Analysis**
**Districtwide Funds (excludes bond funds)**

| | |
|---|---|
| SBE Goal: | 30% |
| SBE Utilization: | 18.30% |
| Total SBE Spend: | $25,506,757 |
| Total District Spend: | $139,391,660 |

# THANK YOU

DALLAS INDEPENDENT SCHOOL DISTRICT

Small Business Office

Questions?