

DALLAS
INDEPENDENT SCHOOL DISTRICT

Small Business Office

SMALL BUSINESS ENTERPRISE (SBE) QUARTERLY REPORT

FISCAL YEAR 2025–2026 | QUARTER 4

APRIL 1, 2026 – JUNE 30, 2026



PRESENTED BY

LESLIE WILLIAMS
Deputy Chief

ANNIE PARTEE
Executive Director,
Small Business Office

BUILDING PARTNERSHIPS. ✸ EXPANDING OPPORTUNITIES. ✸ STRENGTHENING SMALL BUSINESSES. ✸ SUPPORTING STUDENT SUCCESS.

SMALL BUSINESS OFFICE HIGHLIGHTS

Initiatives to Increase Small Business Enterprise (SBE) Certification

DALLAS INDEPENDENT SCHOOL DISTRICT
Small Business Office

The Small Business Office is proactively expanding the number of certified Small Business Enterprises (SBEs) by identifying qualified vendors, providing certification assistance, and strengthening partnerships.

IDENTIFY	EDUCATE	PARTNER	CERTIFY
Locate qualified vendors	Provide certification education	Collaborate with certification agencies	Increase the number of certified SBE

Vendor Identification & Data Analysis

Using strategic data analysis to identify qualified businesses

- Identified uncertified vendors using expenditure analysis
- Cross-referenced vendor records with five certification agencies
- Updated iSupplier vendor records
- Enhanced vendor database reporting and analytics

Vendor Outreach & Engagement

Connecting with Businesses

- Targeted Vendor Outreach
- Districtwide Email Campaigns
- Certification Awareness
- Veteran-Owned Business Education
- Outreach Scripts and Marketing

Education & Certification Assistance

Helping Businesses Become Certified

- Small Business Enterprise (SBE) Certification Workshops
- Knowledge Is Power Conference
- Individualized certification counseling through SSP Consulting
- SBE Certification Cohort
- Interactive certification training sessions

Certification Partners

- North Central Texas Regional Certification Agency (NCTRCA)
- DFW Business Council (DFW BC)
- Women's Business Council Southwest (WBC SW)
- U.S. Small Business Administration (SBA)
- State of Texas VetHUB

Strategic Partnerships

Working Together

- Executive Leadership
- SBE Advisory Committee
- SBE Certification Agencies
- Chamber Partners
- Contractor Associations

Certification Accomplishments

✓ SBE Certification Workshops Conducted
✓ Vendor Outreach Campaigns Implemented
✓ Vendor Database Cross-Matched with Five Certification Agencies
✓ SBE Certification Cohort Launched
✓ 2026 Knowledge Is Power Conference Hosted
✓ Executive Leadership Engagement
✓ Strategic Partnerships Strengthened with Regional Certification Agencies

Building a Stronger Small Business Community

Through proactive identification, education, mentoring, and strategic partnerships, the Small Business Office continues expanding opportunities for qualified small businesses.

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
  - Districtwide Business Academy
  - Maintenance & Facility Services Business Team Academy
  - New Teacher Academy
  - Vantage Apex Reporting Database
  - PCI Collaboration
  - Construction Services Leadership Meetings

- **April 1, 2026 – June 30, 2026**
  - **Outreach and Vendor Engagement**
    - **31** Business Consultations, Bid Debriefings, and Site Visits
    - **19** Outreach and Community Events
    - **6** Pre-Bid Meetings
  - **Training and Professional Development**
    - **14** Workshops Conducted
    - **26** Professional Development Sessions Attended
- **8 Payment and Performance Bonds Issued**
  - **$17.9M** Requested
  - **$18.4M** Single-Line Approved
  - **$32.6M** Total Aggregate Approved
- **SBE Advisory Committee**

The Dallas ISD Small Business Enterprise (SBE) Advisory Committee provides strategic guidance to strengthen the district's SBE Program and promote meaningful opportunities for small businesses. Chaired by **Bliss Coulter**, President & CEO of the Women's Business Council – Southwest, and Vice Chaired by **Joey Rodriguez** of Commit Partnership, the committee convenes quarterly to review program performance, recommend enhancements, and support continuous improvement initiatives.

Throughout the year, three standing subcommittees—**Certification & Capacity Building, Policy & Performance Review, and Vendor Engagement & Outreach**—meet regularly to advance key initiatives and present recommendations to the full Advisory Committee. Together, these efforts support Dallas ISD's commitment to expanding small business participation and achieving the district's 30% SBE participation goal.

COMMUNITY PARTNERSHIPS
That Empower Student Success

Through the generosity of our business partners, advocacy organizations, and Dallas ISD professionals, the Small Business Office's student interns received meaningful career experiences while giving back to the community.



BACK-TO-SCHOOL AND WELLNESS DRIVE

- **200+** BACKPACKS & SCHOOL SUPPLIES COLLECTED
- **WELLNESS** ITEMS DONATED
- **$300** MONETARY DONATION TO THE DALLAS EDUCATION FOUNDATION
- BACKPACKS DISTRIBUTED TO **ZAN WESLEY HOLMES JR. MIDDLE SCHOOL**

DALLAS ISD PARTNERS

- Small Business Office
- Construction Services
- Procurement Services
- Maintenance and Facility Services

PHILANTHROPIC SUPPORT

- A Turtle Loves Me
- Advertising Matters
- BridgeWork Partners
- CMAA North Texas
- Crowther
- Dikita Enterprise, Inc.
- Imperial Construction
- Landmark Structural Builders
- Levines Stores
- Post L Group
- Procedeo
- SSP Consulting, L.C.
- Smart Group Systems
- Vestige International
- Regional Hispanic Contractors Association
  (Donated fashionably pink safety gear)

GUEST SPEAKERS & PROFESSIONAL MENTORS

- **Jollyn Mwisongo,** Owner & CEO, Acari Management Group and Joesta Construction
- **Adam Bennett,** Dallas ISD Construction Services
- **Joshua Gonzales, Guillermo Vargas** dba Strong Bull Auto Center

PROFESSIONAL SERVICES

- **Reginald Lofton,** Lofton Photography Services, for donating professional headshots that helped students establish a polished professional presence for résumés, LinkedIn profiles, scholarship applications, and future career opportunities.
- **Clayton Redmon,** for introducing the interns to Apply Aid AI and providing guidance on locating scholarship opportunities, equipping them with valuable resources to support their continued educational pursuits.

TOGETHER, WE BUILD *Stronger Futures*

Your support helps create opportunities, inspire potential, and empower the next generation of leaders.

> *"Alone we can do so little; together we can do so much."*
> — *Helen Keller*

DALLAS INDEPENDENT SCHOOL DISTRICT | Small Business Office

Construction

	SBE Prime	SBE Subcontractor	Total SBE	SBE Percentage
Total SBE Spend	**$499,792,997**	**$307,201,908**	**$806,994,905**	**61.33%**
Total District Spend			**$1,315,905,350**	

Small Business Enterprise Analysis Construction

SBE Goal	30%
SBE Utilization	61.33%
Total SBE Spend	$806,994,905
Total District Spend	$1,315,905,350

Professional Services

	SBE Prime	SBE Subconsultant	Total SBE	SBE Percentage
Total SBE Spend	**$249,937,342**	**$46,912,892**	**$296,850,234**	**38.94%**
Total District Spend			**$762,341,069**	

Small Business Enterprise Analysis Professional Services and Goods

SBE Goal	35%
SBE Utilization	38.94%
Total SBE Spend	$296,850,234
Total District Spend	$762,341,069

CONSTRUCTION MANAGER AT RISK | TOTAL SBE UTILIZATION

CUMULATIVE TO DATE | PAYMENTS REFLECT CMAR DOLLARS PAID THROUGH JUNE 30, 2026

DALLAS INDEPENDENT SCHOOL DISTRICT
Small Business Office

	SBE Prime	SBE Subcontractor	Total SBE	SBE Percentage
Total SBE Spend	**$23,350,595**	**$173,277,215**	**$196,627,811**	**51.39%**
Total District Spend			**$382,646,341**	

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	$80,329,519
Rosemont Upper Elementary School	Beck 3i Joint Venture	947251	$34,360,722
Lincoln High School Humanities and Communications Magnet	Beck 3i Joint Venture	966796	$28,228,231
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	$14,159,962
Seagoville Pre K-8	Gilbert May, Inc. dba Phillips/May Corporation	1035163	$367,460
TOTAL (Reflects Prime Payments)			**$382,646,341**

Small Business Enterprise Analysis
Construction Manager at Risk

SBE Goal	30%
SBE Utilization	51.39%
Total SBE Spend	$196,627,811
Total District Spend	$382,646,341

TOTAL SMALL BUSINESS ENTERPRISE (SBE) UTILIZATION

EXCLUDES BOND FUNDS

FISCAL YEAR 2025-2026 CUMULATIVE| JULY 1, 2025 THROUGH JUNE 30, 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	Quarter 4 Apr - Jun 2026	Total SBE	SBE Percentage
Total Small Business Enterprise Spend	**$7,183,614**	**$7,426,494**	**$6,232,987**	**$9,409,271**	**$30,252,366**	**19.98%**
Total District Spend	**$41,895,755**	**$40,912,948**	**$28,479,933**	**$40,095,748**	**$151,384,384**	
Small Business Enterprise Percentage	**17.15%**	**18.15%**	**21.89%**	**23.47%**	**19.98%**	
Revised Small Business Enterprise Spend (Includes Non-Certified SBE $)	$9,382,282	$12,882,095	$8,282,454	$14,056,493	$44,603,324	
Revised Small Business Enterprise Percentage (Includes Non-Certified SBE $)	22.39%	31.49%	29.08%	35.06%	29.46%	

Small Business Enterprise Analysis
Fund 199

SBE Goal:	30%
SBE Utilization:	19.98%
Total SBE Spend:	$30,252,366
Total District Spend:	$151,384,384

Districtwide Funds (excludes bond funds)

	Quarter 1 July - Sep 2025	Quarter 2 Oct - Dec 2025	Quarter 3 Jan - Mar 2026	Quarter 4 Apr - Jun 2026	Total SBE	SBE Percentage
Total Small Business Enterprise Spend	**$9,323,494**	**$9,102,154**	**$7,081,109**	**$10,468,521**	**$35,975,278**	**19.11%**
Total District Spend	**$59,794,581**	**$45,248,134**	**$34,348,945**	**$48,830,542**	**$188,222,202**	
Small Business Enterprise Percentage	**15.59%**	**20.12%**	**20.62%**	**21.44%**	**19.11%**	
Revised Small Business Enterprise Spend (Includes Non-Certified SBE $)	$12,268,800	$15,050,714	$9,472,795	$15,651,524	$52,443,833	
Revised Small Business Enterprise Percentage (Includes Non-Certified SBE $)	20.52%	33.26%	27.58%	32.05%	27.86%	

Small Business Enterprise Analysis
Districtwide Funds (excludes bond funds)

SBE Goal:	30%
SBE Utilization:	19.11%
Total SBE Spend:	$35,975,278
Total District Spend:	$188,222,202

THANK YOU

DALLAS INDEPENDENT SCHOOL DISTRICT

Small Business Office

Questions?