



## Minority/Women Business Enterprise (M/WBE) Report

4<sup>th</sup> Quarter | Fiscal Year 2020-2021  
April 1, 2021 through June 30, 2021



Minority Women  
Business Enterprise

**Leslie Williams**  
Deputy Chief, Special Projects

**Annie Partee**  
Director, M/WBE Department

# MINORITY/WOMEN BUSINESS ENTERPRISE INITIATIVES

FY 20-21 STATISTICS | JULY 1, 2020 THROUGH JUNE 30, 2021



Minority/Women  
Business Enterprise

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 30 percent for construction and 35 percent for professional services.

- **Availability & Disparity Study Update**
  - Estimated Completion | Fall 2021
  - Board Presentation | To be Scheduled
- **M/WBE Awarded Vendor Directory & Guide**
- **Internal Marketing Initiatives**
  - M/WBE Vendor EXPO
  - Business Academy
    - Campus and Central Staff, Office Managers, Operations, Financial Clerks, Administrative Assistants, Department Leadership
- **M/WBE Dashboard**
  - Internal and External Stakeholder Access
- **M/WBE & Information Technology Initiative**
  - Tracking Vendors who Attend M/WBE Webinars, Training Sessions, and Business Academies as they Submit Electronic and Hard Copy Bids and are Awarded Contracts with Dallas ISD
- **M/WBE Advisory Committee | August 24<sup>th</sup>, Sept. 28<sup>th</sup>, Oct. 26<sup>th</sup>, and Nov. 30<sup>th</sup> at 3:00 p.m.**
  - Support the District's mission to involve minority and women-owned businesses, in a legal and meaningful way, in all facets of the District's contracting and purchasing activities.
    - Randall Bryant, Chair | Margo Posey, Vice Chair | Zarin Gracey, Secretary
- **Outreach and Training Sessions**
  - **442** Individualized Vendor Meetings and Bid Debriefings
  - **330** Outreach and Community Events
  - **80** Pre-Bid Meetings
- **Professional Development Hours, Certifications, and Awards**
  - **450** Professional Development Hours
  - **3** Professional Certifications, including
    - 2 Certified Texas School Business Official
    - 1 Registered Texas School Business Administrator
- **M/WBE Awards and Recognitions**
  - Top 50 Black Professionals and Entrepreneurs | Subcontractors USA
  - M/WBE Partner of the Decade | Arlington Black Chamber
  - Feature Articles | Minority Business News Texas
- **M/WBE Bonding Report**
  - **2** Construction Bond Academies
  - **15** Construction Companies Received Bonds
    - 1 Asian Female | 1 Black Female | 5 Black Males | 1 Hispanic Female | 5 Hispanic Males | 2 White Females
    - \$6M Single Line Amount Bond Approved
    - \$16.8 M Total Aggregate Amount Approved

# 2015 BOND PROGRAM | TOTAL M/WBE UTILIZATION

CUMULATIVE TO DATE | PAYMENTS REFLECT 2015 BOND PROGRAM DOLLARS THROUGH JUNE 30, 2021



Minority/Women  
Business Enterprise

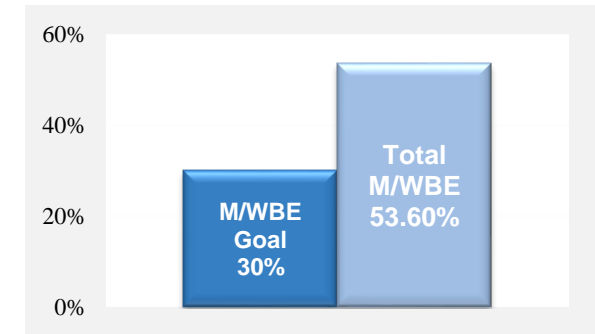
Ethnicity/Gender	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	M/WBE Percentage
African American Male	\$13,198,066	\$45,401,789	\$58,599,855	7.7%
African American Female	\$1,445,777	\$131,452	\$1,577,229	0.2%
Hispanic Male	\$28,910,062	\$64,375,794	\$93,285,856	12.3%
Hispanic Female	\$1,658,533	\$5,558,810	\$7,217,343	1.0%
Asian Indian Male	\$2,999,984	\$318,236	\$3,318,220	0.4%
Asian Indian Female	\$0	\$7,872,114	\$7,872,114	1.0%
Native American Male	\$6,717,092	\$3,236,761	\$9,953,853	1.3%
Native American Female	\$0	\$0	\$0	0.0%
<b>Total Minority</b>	<b>\$54,929,514</b>	<b>\$126,894,956</b>	<b>\$181,824,470</b>	<b>23.95%</b>
White Female	\$74,511,537	\$150,494,726	\$225,006,263	29.6%
<b>Total M/WBE</b>	<b>\$129,441,051</b>	<b>\$277,389,682</b>	<b>\$406,830,733</b>	<b>53.60%</b>

**Total District** \$759,058,881

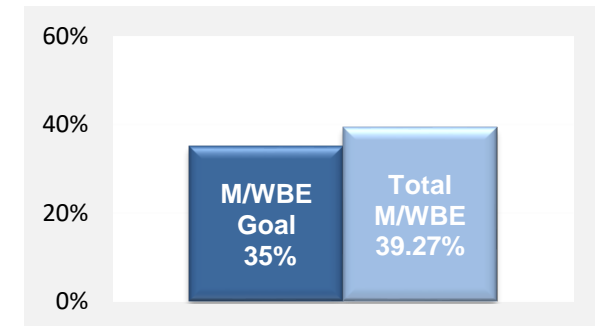
Ethnicity/Gender	M/WBE Prime	M/WBE Subconsultant	Total M/WBE	M/WBE Percentage
African American Male	\$23,328,368	\$5,091,225	\$28,419,593	10.7%
African American Female	\$3,138,751	\$3,359,790	\$6,498,541	2.5%
Hispanic Male	\$22,566,061	\$5,548,154	\$28,114,215	10.6%
Hispanic Female	\$8,894,893	\$672,038	\$9,566,931	3.6%
Asian Male	\$3,084,670	\$2,293,326	\$5,377,996	2.0%
Asian Female	\$312,759	\$213,631	\$526,390	0.2%
Native American Male	\$7,560,187	\$2,986,338	\$10,546,525	4.0%
Native American Female	\$0	\$0	\$0	0.0%
<b>Total Minority</b>	<b>\$68,885,689</b>	<b>\$20,164,502</b>	<b>\$89,050,191</b>	<b>33.65%</b>
White Female	\$10,178,118	\$4,693,670	\$14,871,788	5.62%
<b>Total M/WBE</b>	<b>\$79,063,807</b>	<b>\$24,858,172</b>	<b>\$103,921,979</b>	<b>39.27%</b>

**Total District** \$264,619,405

## Construction



## Professional Services

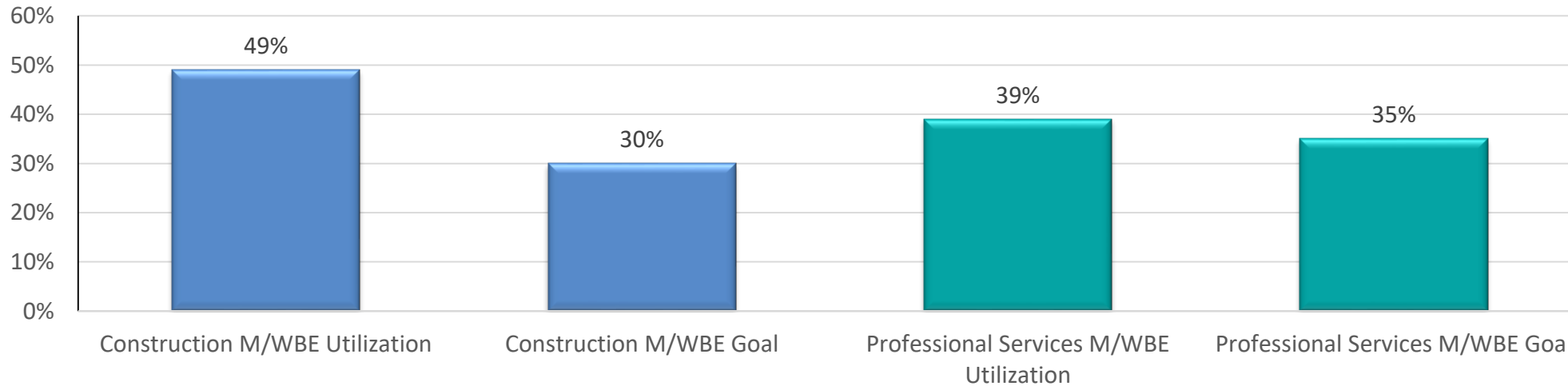


# 2008 BOND PROGRAM | TOTAL M/WBE UTILIZATION

CUMULATIVE TO DATE | PAYMENTS REFLECT 2008 BOND PROGRAM DOLLARS THROUGH JUNE 30, 2021



Minority/Women  
Business Enterprise



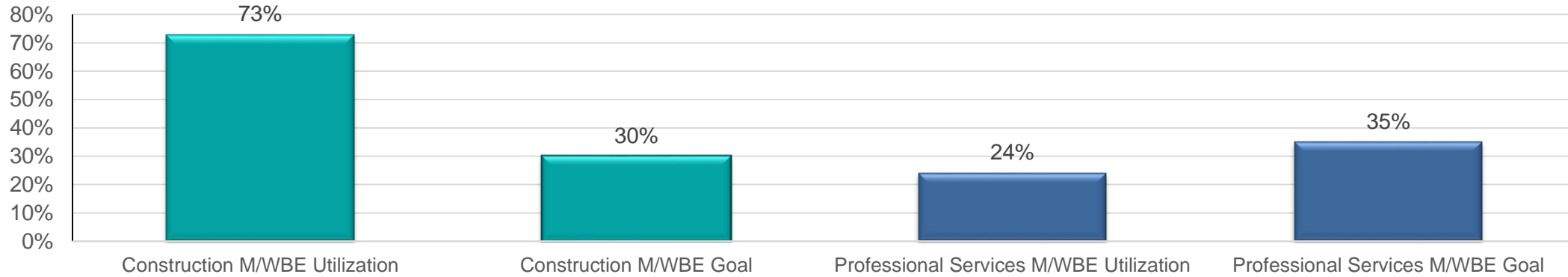
Category	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	Total District	M/WBE Percentage
Bond Funded Construction	\$195,365,129	\$279,454,395	\$474,819,524	\$970,624,784	49%
Bond Funded Professional Services	\$80,469,843	\$48,702,318	\$129,172,161	\$331,144,920	39%
<b>Total M/WBE</b>	<b>\$275,834,972</b>	<b>\$328,156,713</b>	<b>\$603,991,685</b>	<b>\$1,301,769,704</b>	<b>46%</b>

# BRIDGE PROGRAM | TOTAL M/WBE UTILIZATION

CUMULATIVE TO DATE | PAYMENTS REFLECT BRIDGE PROGRAM DOLLARS THROUGH JUNE 30, 2021



Minority/Women  
Business Enterprise



Category	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	Total District	M/WBE Percentage
Bond Funded Construction	\$37,284,615	\$22,041,938	\$59,326,553	\$81,777,728	73%
Bond Funded Professional Services	\$5,658,773	\$3,017,856	\$8,676,629	\$35,886,966	24%
<b>Total M/WBE</b>	<b>\$42,943,388</b>	<b>\$25,059,794</b>	<b>\$68,003,182</b>	<b>\$117,664,694</b>	<b>58%</b>

# CONSTRUCTION MANAGER AT RISK | TOTAL M/WBE UTILIZATION

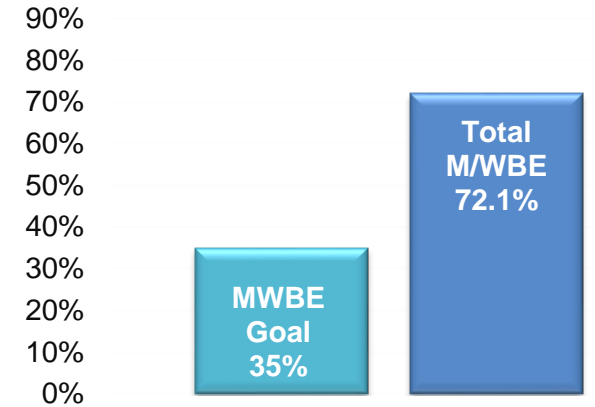


Minority/Women  
Business Enterprise

CUMULATIVE TO DATE | PAYMENTS REFLECT CMAR DOLLARS THROUGH JUNE 30, 2021

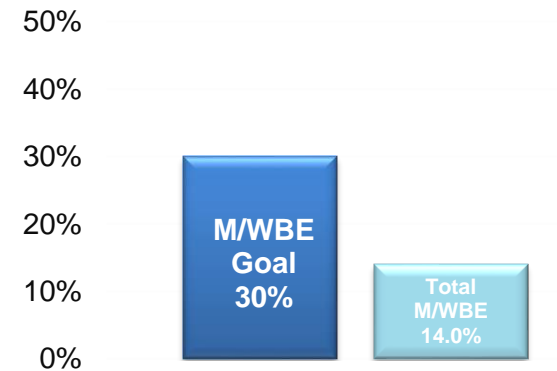
Ethnicity/Gender	M/WBE		Total M/WBE	M/WBE Percentage
	M/WBE Prime	Subconsultant		
African American Male	\$418,357	\$79,477	\$497,834	4.0%
African American Female	\$0	\$0	\$0	0.0%
Hispanic Male	\$7,629,890	\$467,900	\$8,097,790	65.0%
Hispanic Female	\$176,254	\$0	\$176,254	1.4%
Asian Indian Male	\$23,620	\$56,610	\$80,230	0.6%
Asian Indian Female	\$29,446	\$0	\$29,446	0.2%
Native American Male	\$0	\$73,200	\$73,200	0.6%
Native American Female	\$0	\$0	\$0	0.0%
<b>Total Minority</b>	<b>\$8,277,567</b>	<b>\$677,187</b>	<b>\$8,954,754</b>	<b>71.9%</b>
Total Female	\$0	\$26,629	\$26,629	0.2%
<b>Total M/WBE</b>	<b>\$8,277,567</b>	<b>\$703,816</b>	<b>\$8,981,383</b>	<b>72.1%</b>
<b>Total District</b>			<b>\$12,462,544</b>	

## Professional Services



Ethnicity/Gender	M/WBE		Total M/WBE	M/WBE Percentage
	M/WBE Prime	Subcontractor		
African American Male	\$5,000	\$0	\$5,000	0.1%
African American Female	\$0	\$5,685	\$5,685	0.1%
Hispanic Male	\$0	\$0	\$0	0%
Hispanic Female	\$0	\$0	\$0	0%
Asian Indian Male	\$0	\$0	\$0	0%
Asian Indian Female	\$0	\$0	\$0	0%
Native American Male	\$0	\$0	\$0	0%
Native American Female	\$0	\$0	\$0	0%
<b>Total Minority</b>	<b>\$5,000</b>	<b>\$5,685</b>	<b>\$10,685</b>	<b>0.2%</b>
Total Female	\$0	\$1,063,891	\$1,063,891	13.8%
<b>Total M/WBE</b>	<b>\$5,000</b>	<b>\$1,069,576</b>	<b>\$1,074,576</b>	<b>14.0%</b>
<b>Total District</b>			<b>\$7,687,652</b>	

## Construction



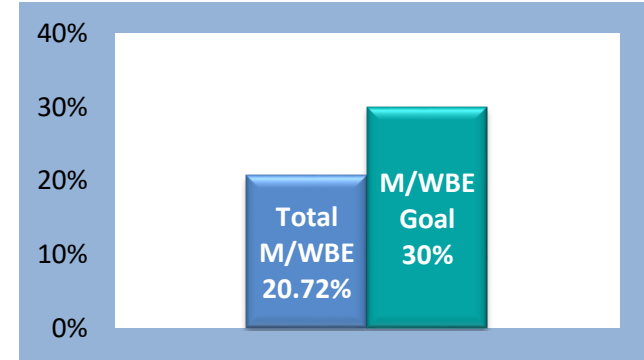
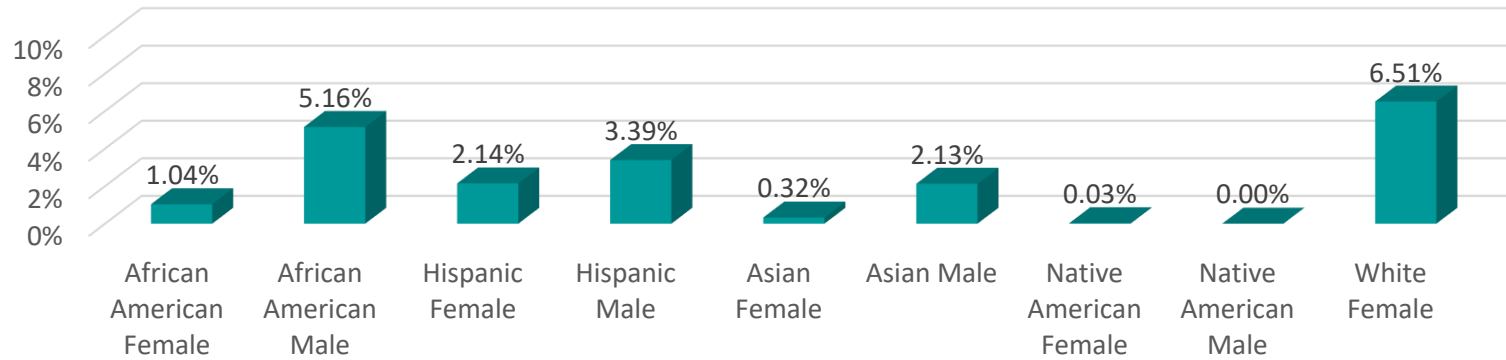


# FUND 199 (GENERAL OPERATING) | TOTAL M/WBE UTILIZATION

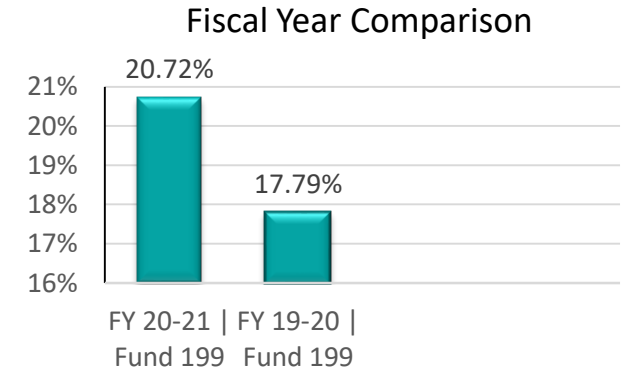
FISCAL YEAR 2020-2021 | JULY 1, 2020 THROUGH JUNE 30, 2021



Minority/Women  
Business Enterprise



Ethnicity/Gender	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total M/WBE	M/WBE Percentage
African American Female	\$677,475	\$849,617	\$730,745	\$255,568	\$2,513,405	1.04%
African American Male	\$6,777,074	\$1,971,807	\$1,051,684	\$2,686,991	\$12,487,556	5.16%
Hispanic Female	\$3,094,824	\$570,205	\$558,895	\$969,948	\$5,193,872	2.14%
Hispanic Male	\$2,459,774	\$1,395,736	\$2,599,264	\$1,758,373	\$8,213,147	3.39%
Asian Female	\$128,110	\$137,061	\$91,340	\$429,181	\$785,692	0.32%
Asian Male	\$955,280	\$762,083	\$484,708	\$2,951,836	\$5,153,907	2.13%
Native American Female	\$0	\$23,982	\$19,055	\$24,466	\$67,503	0.03%
Native American Male	\$0	\$0	\$0	\$0	\$0	0.00%
<b>Total Minority</b>	<b>\$14,092,537</b>	<b>\$5,710,491</b>	<b>\$5,535,691</b>	<b>\$9,076,363</b>	<b>\$34,415,082</b>	<b>14.21%</b>
White Female	\$5,380,839	\$3,660,149	\$2,078,873	\$4,650,446	\$15,770,307	6.51%
<b>Total M/WBE</b>	<b>\$19,473,376</b>	<b>\$9,370,640</b>	<b>\$7,614,564</b>	<b>\$13,726,809</b>	<b>\$50,185,389</b>	<b>20.72%</b>
<b>Revised M/WBE Utilization</b>						
<b>Includes Non-Certified M/WBE \$</b>	\$24,360,926	\$14,567,113	\$9,809,585	\$15,978,235	\$64,715,859	26.72%
<b>Total District</b>	<b>\$80,123,464</b>	<b>\$62,876,946</b>	<b>\$41,688,554</b>	<b>\$57,552,530</b>	<b>\$242,241,494</b>	
<b>M/WBE Percentage</b>	<b>24.3%</b>	<b>14.9%</b>	<b>18.3%</b>	<b>23.9%</b>		



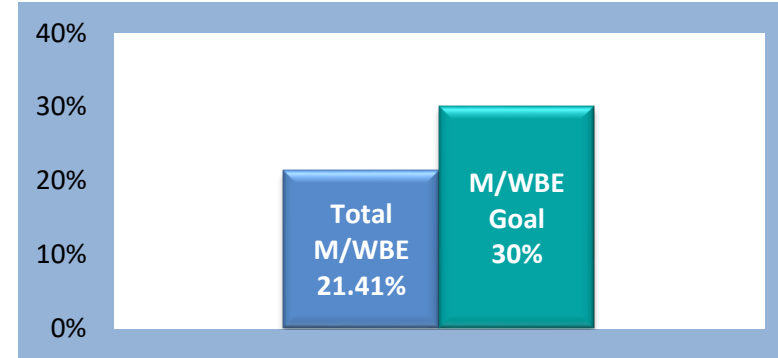
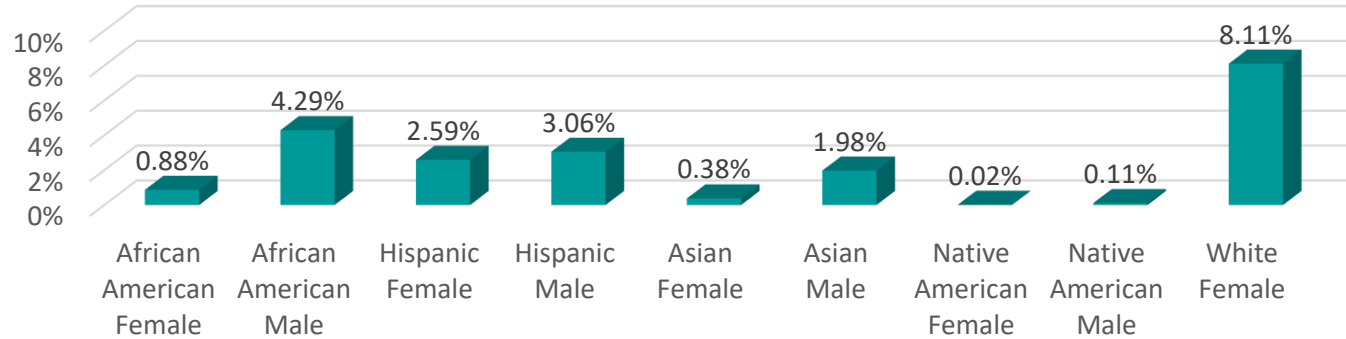
# TOTAL M/WBE UTILIZATION | DISTRICTWIDE FUNDS

EXCLUDES BOND FUNDS

FISCAL YEAR 2020-2021 | JULY 1, 2020 THROUGH JUNE 30, 2021



Minority/Women  
Business Enterprise



Ethnicity/Gender	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total M/WBE	M/WBE Percentage
African American Female	\$773,659	\$872,815	\$742,213	\$276,957	\$2,665,644	0.88%
African American Male	\$6,800,580	\$2,123,272	\$1,164,955	\$2,979,779	\$13,068,586	4.29%
Hispanic Female	\$3,368,477	\$2,119,553	\$831,245	\$1,567,765	\$7,887,040	2.59%
Hispanic Male	\$2,587,021	\$1,612,812	\$2,939,830	\$2,164,623	\$9,304,286	3.06%
Asian Female	\$151,575	\$181,193	\$194,900	\$622,898	\$1,150,566	0.38%
Asian Male	\$1,019,596	\$947,896	\$649,195	\$3,394,784	\$6,011,471	1.98%
Native American Female	\$0	\$23,982	\$0	\$29,924	\$53,906	0.02%
Native American Male	\$0	\$321,385	\$19,055	\$0	\$340,440	0.11%
<b>Total Minority</b>	<b>\$14,700,908</b>	<b>\$8,202,908</b>	<b>\$6,541,393</b>	<b>\$11,036,730</b>	<b>\$40,481,939</b>	<b>13.30%</b>
White Female	\$7,357,996	\$5,686,683	\$4,133,478	\$7,500,514	\$24,678,671	8.11%
<b>Total M/WBE</b>	<b>\$22,058,904</b>	<b>\$13,889,591</b>	<b>\$10,674,871</b>	<b>\$18,537,244</b>	<b>\$65,160,610</b>	<b>21.41%</b>
<b>Revised M/WBE Utilization</b>						
<b>Includes Non-Certified M/WBE \$</b>	\$27,421,647	\$19,218,794	\$13,056,981	\$21,971,504	\$81,668,927	26.83%
<b>Total District</b>	<b>\$80,042,098</b>	<b>\$81,999,236</b>	<b>\$60,718,856</b>	<b>\$81,587,881</b>	<b>\$304,348,071</b>	
<b>M/WBE Percentage</b>	<b>27.6%</b>	<b>16.9%</b>	<b>17.6%</b>	<b>22.7%</b>		

## Electronic Bid Analysis\*

July 1, 2020 through June 30, 2021

	Number of Awards	Payments
Total M/WBE	150	\$6,383,004
<b>Total District</b>	<b>434</b>	<b>\$26,481,836</b>
M/WBE Percentage	34.56%	24.10%

\* doesn't reflect any hardcopy bids



# Barry Honoré Honoré Office Products

**17** Years working with Dallas ISD



We provide a complete line of office supplies, furniture, computer and janitorial supplies. My most outstanding achievement is being a second generation owner of a minority family-owned business.

honoreofficeproducts@yahoo.com | 972.613.9963  
www.honoreofficeproducts.com



## Awarded

- 10780**  
Office Supplies & Equipment
- 10470**  
Office & Classroom Furniture
- 10460**  
Furniture Bond
- 10875**  
Printers

# Mickey Faruque Smart Group Systems

**19** Years working with Dallas ISD



We developed a great partnership with Dallas ISD and would like to express our gratitude for the extended support of Dallas ISD's M/WBE Department staff. Their continuous support allows us to improve the level of services we provide.

mickey@smgsystems.net | 972.235.2161  
www.smgsystems.net



## Awarded\*

- 30271**  
Personal Protective Equipment (PPE)
- 10220**  
Computer Peripherals & Supplies
- 10800**  
Paper/Copy Paper
- 10870**  
Toner

\* Awarded additional contracts

# Elizabeth Ponce

## Picasso Contractors, LLC

**Proud Dallas ISD Graduate**  
**Skyline High School**

**12** Years working with Dallas ISD



Our business has faced a number of struggles in the past 5 years, but Dallas ISD has never turned their back on us. My most memorable experience has been working on Skyline High School. I've worked on 200+ Dallas ISD Schools.

eponce@picassollc.com | 817.868.9800  
www.picassollc.com



### **Awarded**

**Construction**

**Asbestos**

**Interior Demolition**

# Rose Key

## Advertising Matters, LLC

**17** Years working with Dallas ISD



We have created a one stop shop for all your apparel and promotional needs. We specialize in working with schools, we can take you from no design to a design, an order form for a presale in a very short time period.

rosekey@advertising-matters.com | 817.244.0762  
www.advertising-matters.com



**We Got Spirit Tees**  
An Advertising Matters Company  
www.advertising-matters.com

### **Awarded**

**20060**  
Athletic Supplies,  
Equipment &  
Uniforms

**20200**  
Clothing Apparel,  
Spirit wear, T-Shirts,  
Polo Student &  
Staff Uniforms

**21120**  
Trophies, Plaques  
Awards &  
Promotional Items

# THANK YOU



Questions?

Photo taken during the Regional Black Contractor Association's Annual Chairman Luncheon  
June 24, 2021