

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

Fiscal Year 21-22 | 3rd Quarter | January 1, 2022 through March 31, 2022



Opportunities



Support



Advocacy



Education

Leslie Williams, Deputy Chief, Special Projects

Annie Partee, Director, M/WBE Department

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

- **Availability & Disparity Study**
  - Business Briefing | June 9, 2022
  - Board Meeting | June 23, 2022
  - M/WBE Advisory Committee Meeting and Strategic Partners Session | June 28, 2022
- **2022 Knowledge Is Power Conference | April 21, 2022**
  - Designed to Grow M/WBE Companies and Move Them to the Next Level of Success
  - City of Dallas, Dallas ISD, UT Southwestern Medical Center, Asian Chamber of Texas, D/FW Minority Supplier Development Council, Dallas Black Chamber, Greater Dallas Hispanic Chamber, Greater Southwest Black Chamber, and Women's Business Council
  - Sessions
    - Real Talk: A Business Conversation regarding Covid 19
    - Start-Up Business Session
    - Request for Proposal Session
    - Minority/Women Business Enterprise and Historically Underutilized Business Session
    - Social Media Session
    - Yoga Demonstration | Desk and Chair Exercises
  - 200+ Attendees
- **M/WBE Award and Recognition**
  - Velina Willis Smith, M/WBE Coordinator
    - US Pan Asian Chamber's Unity Award
- **Outreach and Training Statistics | January 1, 2022 through March 31, 2022**
  - 188 Individualized Vendor Meetings and Bid Debriefings
  - 54 Outreach and Community Events
  - 32 Pre-Bid Meetings
  - 9 Workshops Conducted by M/WBE Team
- **M/WBE Bonding Report | January 1, 2022 through March 31, 2022**
  - 5 Bonds Issued
    - 1 Black Male, 2 Hispanic Females, 2 Black Females
    - \$3.5M Single Line Amount Bond Approved
    - \$6.25M Total Aggregate Amount Approved
- **Bond Academy | 4 Sessions | March 2022**
  - 29 Diverse Contractors Selected
    - 15 African Americans, 11 Hispanics, 2 White Females, and 1 Asian American
  - Objectives
    - Become Pre-Qualified for Bonding
    - Increase Bonding Capacity
    - Win Contracts with Dallas ISD
- **M/WBE Advisory Committee**
  - New Officer Elections
    - Margo Posey, D/FW Minority Supplier Development Council, Chairperson
    - Marissa Sanchez, City of Dallas, Vice Chairperson
    - Sha Brewer, M/WBE and Community Advocate, Secretary

# 2015 BOND PROGRAM | TOTAL M/WBE UTILIZATION

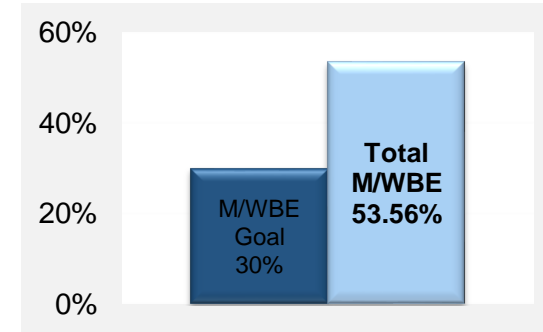
CUMULATIVE TO DATE | PAYMENTS REFLECT 2015 BOND PROGRAM DOLLARS THROUGH MARCH 31, 2022



Minority/Women  
Business Enterprise

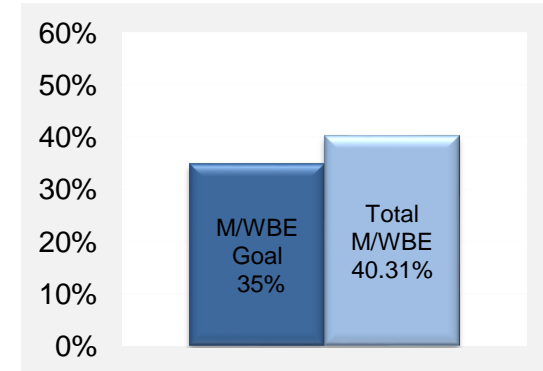
Ethnicity/Gender	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	M/WBE Percentage
African American Male	\$41,067,955	\$52,103,712	\$93,171,667	9.9%
African American Female	\$1,820,567	\$131,452	\$1,952,019	0.2%
Hispanic Male	\$41,004,372	\$87,849,592	\$128,853,964	13.6%
Hispanic Female	\$1,608,040	\$6,560,424	\$8,168,464	0.9%
Asian Indian Male	\$4,958,237	\$573,250	\$5,531,487	0.6%
Asian Indian Female	\$0	\$10,297,125	\$10,297,125	1.1%
Native American Male	\$9,038,281	\$3,499,269	\$12,537,550	1.3%
Native American Female	\$0	\$0	\$0	0.0%
<b>Total Minority</b>	<b>\$99,497,452</b>	<b>\$161,014,824</b>	<b>\$260,512,276</b>	<b>27.60%</b>
White Female	\$70,442,276	\$174,624,868	\$245,067,144	25.96%
<b>Total M/WBE</b>	<b>\$169,939,728</b>	<b>\$335,639,692</b>	<b>\$505,579,420</b>	<b>53.56%</b>
<b>Total District</b>			<b>\$944,034,434</b>	

## Construction



Ethnicity/Gender	M/WBE Prime	M/WBE Subconsultant	Total M/WBE	M/WBE Percentage
African American Male	\$25,414,942	\$5,673,905	\$31,088,847	10.3%
African American Female	\$8,402,046	\$4,606,639	\$13,008,685	4.3%
Hispanic Male	\$26,709,659	\$5,678,663	\$32,388,322	10.8%
Hispanic Female	\$9,503,326	\$738,084	\$10,241,410	3.4%
Asian Male	\$3,182,966	\$2,303,785	\$5,486,751	1.8%
Asian Female	\$392,713	\$216,631	\$609,344	0.2%
Native American Male	\$7,929,584	\$3,176,661	\$11,106,245	3.7%
Native American Female	\$0	\$0	\$0	0.0%
<b>Total Minority</b>	<b>\$81,535,236</b>	<b>\$22,394,368</b>	<b>\$103,929,604</b>	<b>34.53%</b>
White Female	\$11,991,996	\$5,415,439	\$17,407,435	5.78%
<b>Total M/WBE</b>	<b>\$93,527,232</b>	<b>\$27,809,807</b>	<b>\$121,337,039</b>	<b>40.31%</b>
<b>Total District</b>			<b>\$301,015,522</b>	

## Professional Services

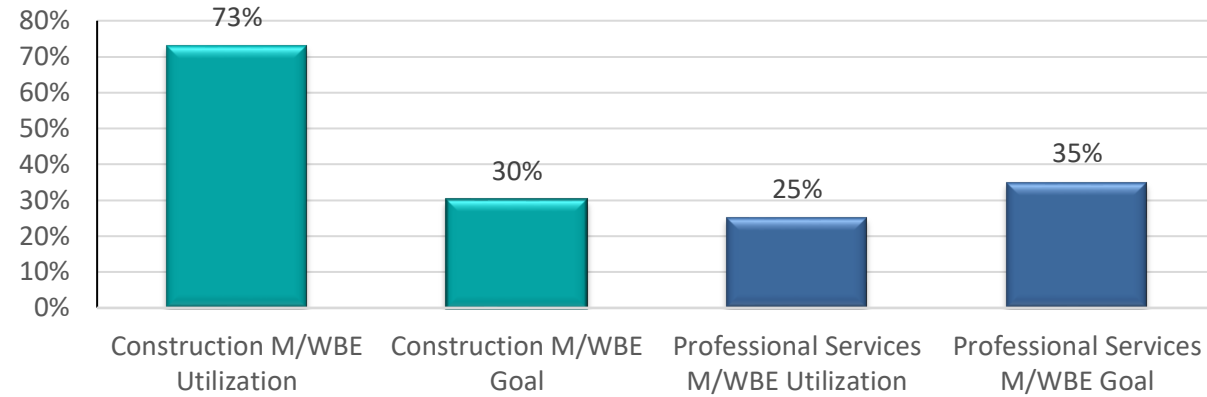


# BRIDGE PROGRAM | TOTAL M/WBE UTILIZATION

CUMULATIVE TO DATE | PAYMENTS REFLECT BRIDGE PROGRAM DOLLARS THROUGH MARCH 31, 2022



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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	\$81,874,332	73%
Bond Funded Professional Services	\$6,294,783	\$3,017,856	\$9,312,639	\$37,908,425	25%
<b>Total M/WBE</b>	<b>\$43,666,787</b>	<b>\$25,059,794</b>	<b>\$68,726,581</b>	<b>\$119,782,757</b>	<b>57%</b>

# CONSTRUCTION MANAGER AT RISK | TOTAL M/WBE UTILIZATION

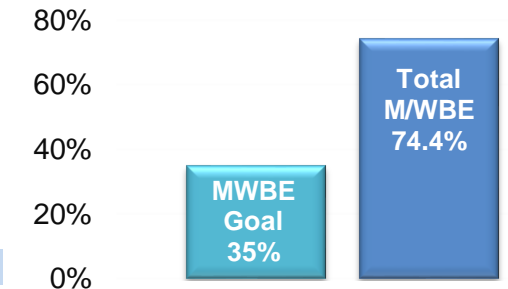


Minority/Women  
Business Enterprise

CUMULATIVE TO DATE | PAYMENTS REFLECT CMAR DOLLARS THROUGH MARCH 31, 2022

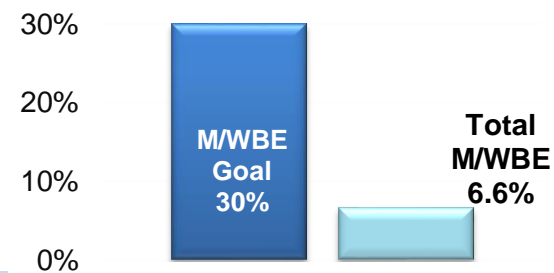
Ethnicity/Gender	M/WBE Prime	M/WBE Subconsultant	Total M/WBE	M/WBE Percentage
African American Male	\$575,589	\$0	\$575,589	4.0%
African American Female	\$0	\$0	\$0	0.0%
Hispanic Male	\$8,842,820	\$665,902	\$9,508,722	65.7%
Hispanic Female	\$444,731	\$0	\$444,731	3.1%
Asian Indian Male	\$32,245	\$56,610	\$88,855	0.6%
Asian Indian Female	\$29,446	\$0	\$29,446	0.2%
Native American Male	\$0	\$94,460	\$94,460	0.7%
Native American Female	\$0	\$0	\$0	0.0%
<b>Total Minority</b>	<b>\$9,924,831</b>	<b>\$816,972</b>	<b>\$10,741,803</b>	<b>74.2%</b>
Total Female	\$0	\$27,254	\$27,254	0.2%
<b>Total M/WBE</b>	<b>\$9,924,831</b>	<b>\$844,226</b>	<b>\$10,769,057</b>	<b>74.4%</b>
<b>Total District</b>			<b>\$14,480,785</b>	

## Professional Services



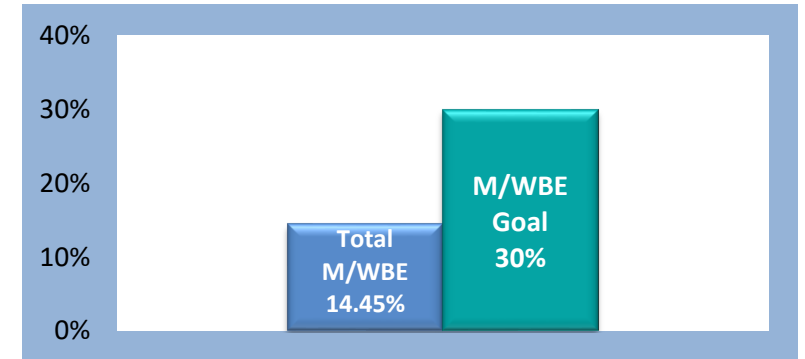
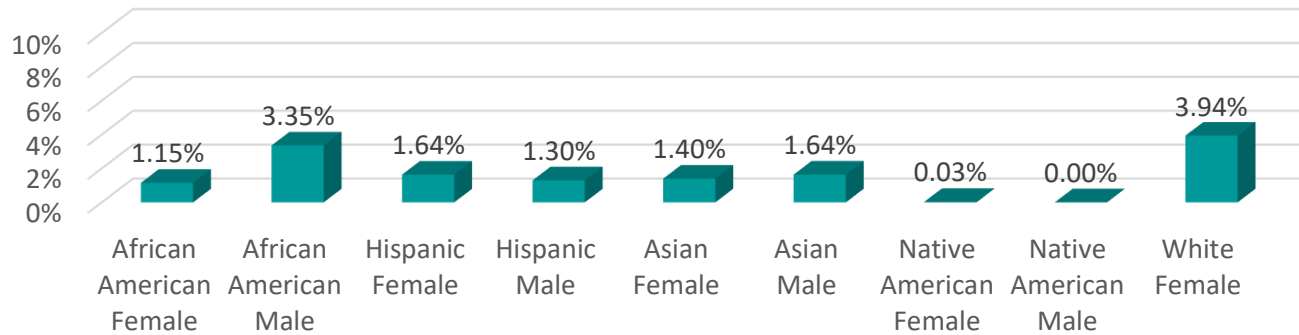
Ethnicity/Gender	M/WBE Prime	M/WBE Subcontractor	Total M/WBE	M/WBE Percentage
African American Male	\$6,250	\$316,485	\$322,735	0.5%
African American Female	\$0	\$30,385	\$30,385	0.0%
Hispanic Male	\$0	\$2,047,313	\$2,047,313	3.0%
Hispanic Female	\$0	\$0	\$0	0.0%
Asian Indian Male	\$0	\$0	\$0	0.0%
Asian Indian Female	\$0	\$0	\$0	0.0%
Native American Male	\$0	\$838,266	\$838,266	1.2%
Native American Female	\$0	\$0	\$0	0.0%
<b>Total Minority</b>	<b>\$6,250</b>	<b>\$3,232,449</b>	<b>\$3,238,699</b>	<b>4.7%</b>
Total Female	\$0	\$1,284,811	\$1,284,811	1.9%
<b>Total M/WBE</b>	<b>\$6,250</b>	<b>\$4,517,260</b>	<b>\$4,523,510</b>	<b>6.6%</b>
<b>Total District</b>			<b>\$68,185,853</b>	

## Construction



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

FISCAL YEAR 2021-2022 | JULY 1, 2021 THROUGH MARCH 31, 2022



Ethnicity/Gender	Quarter 1	Quarter 2	Quarter 3	Total M/WBE	M/WBE Percentage
African American Female	\$564,895	\$757,457	\$780,446	\$2,102,798	1.15%
African American Male	\$1,757,006	\$2,805,415	\$1,547,674	\$6,110,095	3.35%
Hispanic Female	\$1,852,819	\$693,623	\$432,647	\$2,979,089	1.64%
Hispanic Male	\$1,176,026	\$661,818	\$526,247	\$2,364,091	1.30%
Asian Female	\$1,062,885	\$995,241	\$488,438	\$2,546,564	1.40%
Asian Male	\$1,124,406	\$949,276	\$911,733	\$2,985,415	1.64%
Native American Female	\$13,551	\$17,135	\$21,645	\$52,331	0.03%
Native American Male	\$555	\$4,300	\$0	\$4,855	0.00%
<b>Total Minority</b>	<b>\$7,552,143</b>	<b>\$6,884,265</b>	<b>\$4,708,830</b>	<b>\$19,145,238</b>	<b>10.51%</b>
White Female	\$2,451,763	\$2,868,274	\$1,852,796	\$7,172,833	3.94%
<b>Total M/WBE</b>	<b>\$10,003,906</b>	<b>\$9,752,539</b>	<b>\$6,561,626</b>	<b>\$26,318,071</b>	<b>14.45%</b>
Revised M/WBE Utilization Includes Non-Certified M/WBE \$	\$11,144,668	\$12,629,941	\$12,164,633	\$35,939,242	19.73%
<b>Total District</b>	<b>\$67,888,650</b>	<b>\$71,952,385</b>	<b>\$42,328,405</b>	<b>\$182,169,440</b>	
<b>M/WBE Percentage</b>	<b>14.7%</b>	<b>13.6%</b>	<b>15.5%</b>		

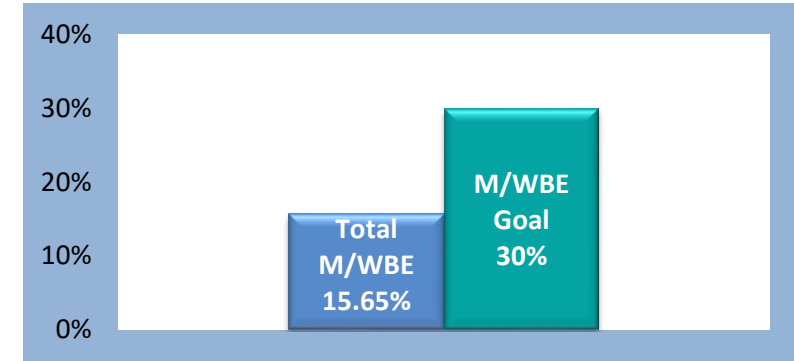
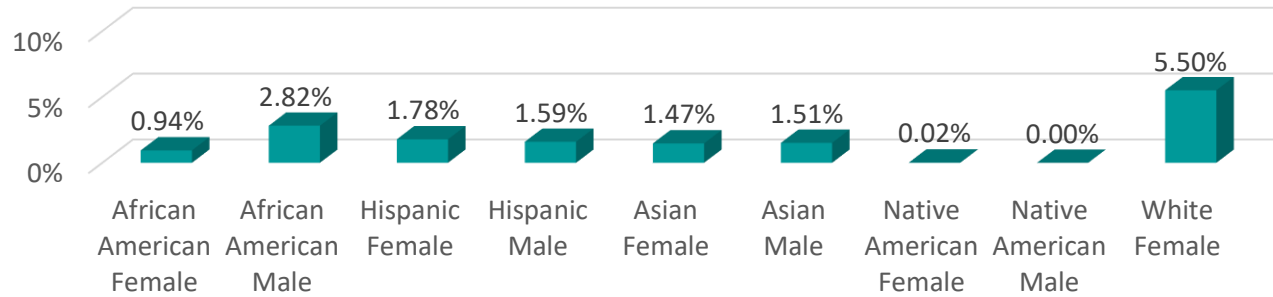
# TOTAL M/WBE UTILIZATION | DISTRICTWIDE FUNDS

EXCLUDES BOND FUNDS

FISCAL YEAR 2021-2022 | JULY 1, 2021 THROUGH MARCH 31, 2022



Minority/Women  
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Ethnicity/Gender	Quarter 1	Quarter 2	Quarter 3	Total M/WBE	M/WBE Percentage
African American Female	\$621,195	\$793,589	\$858,509	\$2,273,293	0.94%
African American Male	\$2,128,552	\$2,977,961	\$1,704,949	\$6,811,462	2.82%
Hispanic Female	\$2,134,333	\$1,100,453	\$1,078,102	\$4,312,888	1.78%
Hispanic Male	\$1,809,074	\$885,869	\$1,158,669	\$3,853,612	1.59%
Asian Female	\$1,131,667	\$1,817,135	\$610,712	\$3,559,514	1.47%
Asian Male	\$1,232,075	\$1,203,616	\$1,227,551	\$3,663,242	1.51%
Native American Female	\$13,551	\$17,135	\$21,645	\$52,331	0.02%
Native American Male	\$555	\$4,300	\$0	\$4,855	0.00%
<b>Total Minority</b>	<b>\$9,071,002</b>	<b>\$8,800,058</b>	<b>\$6,660,137</b>	<b>\$24,531,197</b>	<b>10.14%</b>
White Female	\$3,596,122	\$5,563,414	\$4,151,239	\$13,310,775	5.50%
<b>Total M/WBE</b>	<b>\$12,667,124</b>	<b>\$14,363,472</b>	<b>\$10,811,376</b>	<b>\$37,841,972</b>	<b>15.65%</b>
Revised M/WBE Utilization Includes Non-Certified M/WBE \$	\$14,126,991	\$17,751,045	\$15,253,258	\$47,131,294	19.49%
<b>Total District</b>	<b>\$81,050,234</b>	<b>\$87,594,933</b>	<b>\$73,232,623</b>	<b>\$241,877,790</b>	
<b>M/WBE Percentage</b>	<b>15.6%</b>	<b>16.4%</b>	<b>14.8%</b>		

## Electronic Bid Analysis\*

January 1, 2022 through March 31, 2022

	Number of Awards	Payments
Total M/WBE	258	\$6,384,472
<b>Total District</b>	<b>709</b>	<b>\$14,031,316</b>
M/WBE Percentage	36%	46%

\* consists of electronic bids, doesn't reflect hardcopy bids

THANK  
YOU



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Questions?