

Equal Business Opportunity Program 2019 Highlights

Summary of Awards Report for
Women and Minority Business Enterprise (WMBE)
And
Small Local Business Enterprise (SLBE)



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FY 2019 Program Achievements

Women and Minority Business Enterprise (WMBE)

And

Small Local Business Enterprise (SLBE)

The City awarded approximately **\$286 million** in competitive contracts for goods and services through formal/informal bids, proposals, quotes and subcontracts. **Key indicators of Equal Business Opportunity inclusion under the respective EBO Program(s) were:**

Women and Minority Business “Program” (WMBE)

Prime Contracts	\$16.9 million	<i>Greater Participation than FY2018</i>
Subcontracts	\$6.9 million	<i>Greater Participation than FY2018</i>
Sheltered Market Contracts	\$3.1 million	<i>Greater Participation than FY2018</i>
CCNA Work Order Agreements	\$1.2 million	

Small Local Business “Program” (SLBE)

Prime Contracts	\$22.1 million	
Subcontracts	\$1.5 million	<i>Greater Participation than FY2018</i>
Sheltered Market Contracts	\$1.7 million	<i>Greater Participation than FY2018</i>
CCNA Work Order Agreements	\$0.8 million	

Prime Contract Participation

Women and Minority Businesses (WMBEs)

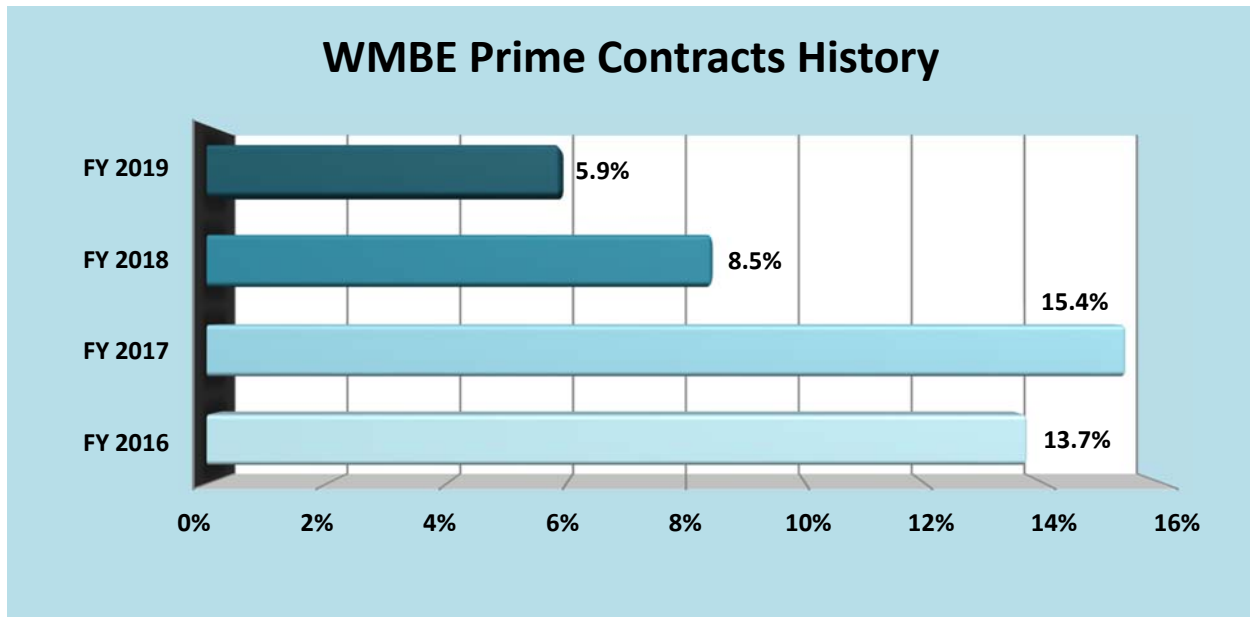
The City **awarded over \$16.9 million** in prime contracts to Women and Minority Businesses,

- **5.9 %** of ALL City competitively bid prime contracts, broken out as follows:

(Note: Total WMBE awards increased by \$1M over FY 2018)

<u>Ethnicity/Gender</u>	<u>FY 2019 Participation</u>	<u>FY 2019 Amount</u>	<u>FY 2018 Amount</u>
Caucasian Women	33.9%	\$5.7 million *	\$4.7 million
Hispanic Americans	36.9%	\$6.2 million	\$8.7 million
African Americans	25.8%	\$4.4 million *	\$2.2 million
Asian Americans	3.4%	\$ 584,751 *	\$ 288,200
Native Americans	<u>0.0%</u>	<u>\$ 0</u>	<u>\$ 24,770</u>
TOTAL	100%**	\$16.9 million *	\$15.9 million

* Greater than FY2018, **Percentages, numbers, and graphs are approximate values



A 4-year history of WMBE awards and TOTAL City awards follows:

	FY 2016	FY 2017	FY 2018	FY 2019
WMBE Amount	\$12.1 million	\$18.8 million	\$15.9 million	\$16.9 million
Total Amount	\$88.8 million	\$122.7 million	\$188.3 million	\$286.3 million

Subcontract Goal Participation

Women and Minority Businesses (WMBEs) and Small Local Businesses (SLBEs)

Goal attainment was **133%** of the contract goals set on City projects, compared to

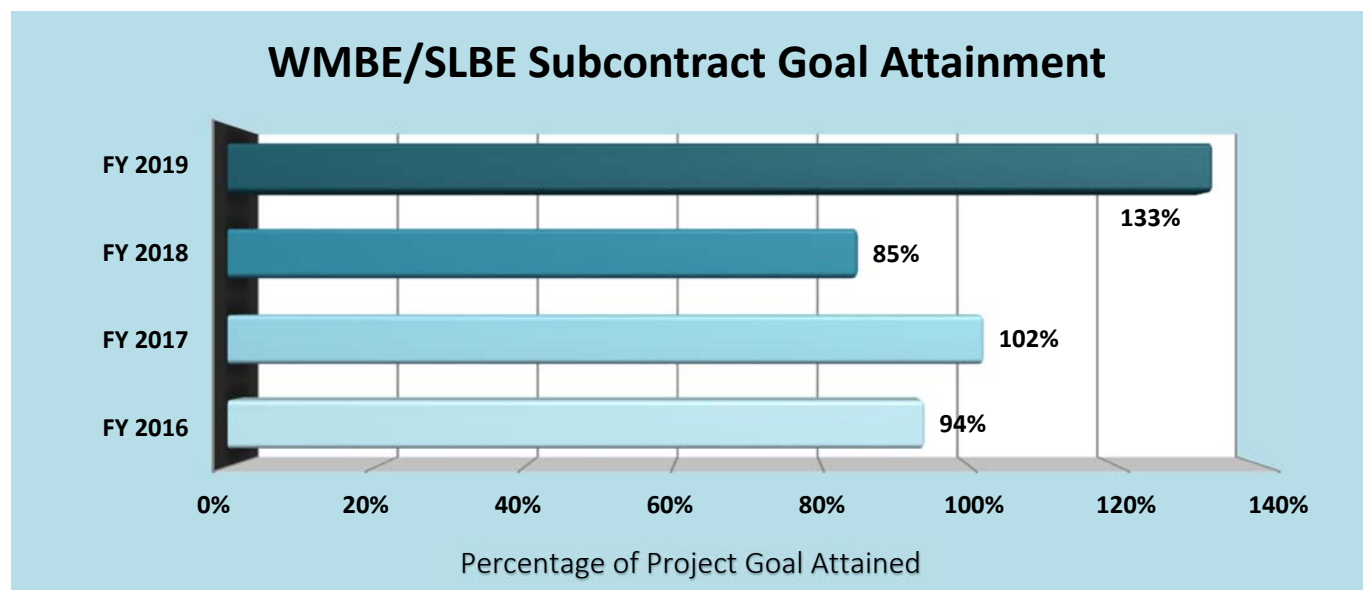
- 85% goal attainment in FY2018,
- 102% goal attainment in FY2017, and
- 94% goal attainment in FY2016.

In FY 2019 subcontract achievement averaged **21%** on all contracts that included goals (i.e. \$40M eligible contracts). The average goal set on eligible contracts was **16%**. The distribution of subcontract dollars was as follows:

<u>Ethnicity/Gender</u>	<u>FY 2019 Participation</u>	<u>FY 2019 Amount</u>	<u>FY 2018 Amount</u>
Hispanic Americans	16.6%	\$ 1,405,300 *	\$ 976,876
Caucasian Women	4.4%	\$ 367,400 *	\$ 167,606
African Americans	55.8%	\$ 4,713,739 *	\$ 3,060,276
Small, Non-minority	18.2%	\$ 1,537,146 *	\$ 921,157
Asian Americans	5.0%	\$ 425,698 *	\$ 16,713
TOTAL	100%**	\$ 8,449,283 *	\$ 5,142,628

* Greater than FY2018, **Percentages, numbers, and graphs are approximate values

Note: Participation by WMBE/SLBE vendors is predicated on the type of goods/services the City purchases by industry/trades and the certified firms that have the specific capacity to provide the needed goods/services (i.e. not all businesses can perform all goods/services). Goals are set on contracts with tasks that align with the services of City of Tampa certified WMBE/SLBE companies.



Sheltered Market Contract Participation

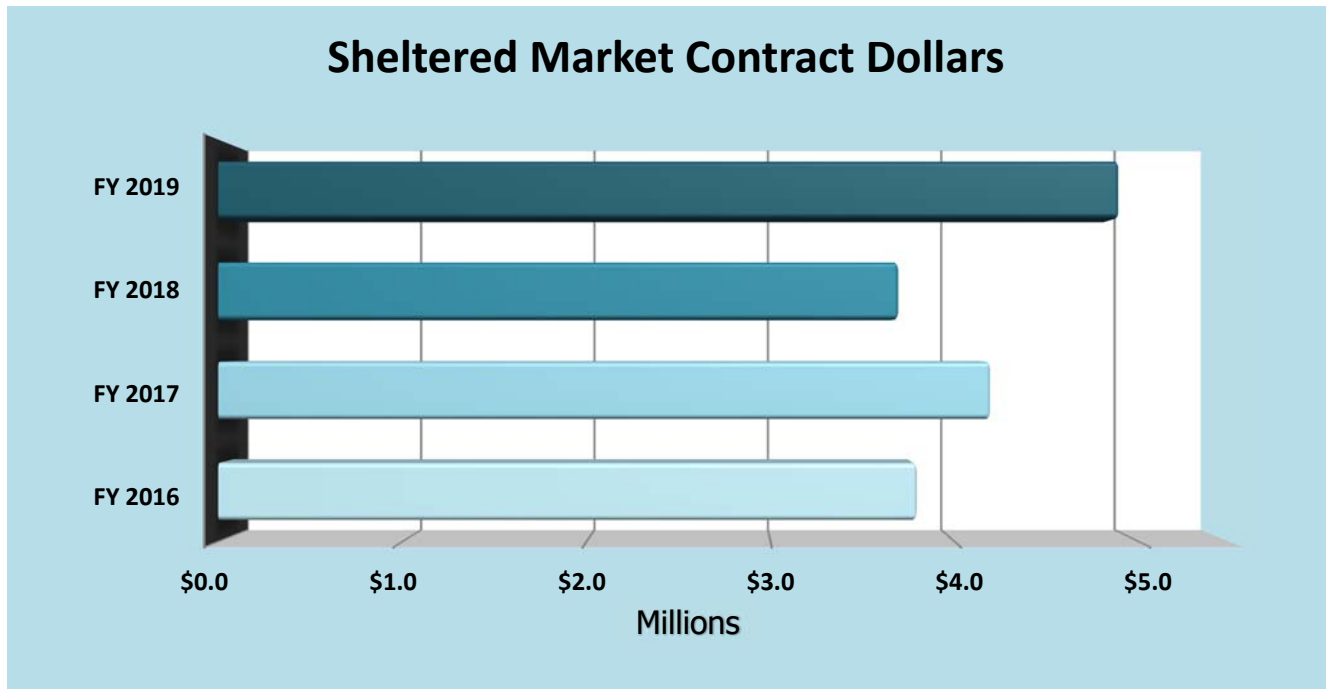
Women and Minority Businesses (WMBEs) and Small Local Businesses (SLBEs)

The City **reserved \$4.9 million** in contracts/renewals for competitive bidding to WMBE/SLBE companies,

<u>Ethnicity/Gender</u>	<u>FY 2019 Participation</u>	<u>FY 2019 Amount</u>		<u>FY 2018 Amount</u>
Small, Non-minority	35.9%	\$1,746,596	*	\$1,461,001
Caucasian Women	3.9%	\$190,000		\$908,284
African Americans	42.8%	\$2,083,005	*	\$1,069,515
Hispanic Americans	17.4%	\$847,518	*	\$206,460
Asian Americans	0.0%	\$0		\$20,519
TOTAL	100%**	\$4,867,119	*	\$3,665,779

** Greater than FY2018, **Percentages, numbers, and graphs are approximate values*

Note: The remedy to address underutilization of WMBEs on formal/informal contracts is the "Sheltered Market" procurement process. This initiative has been a key for increasing ethnic minority participation.



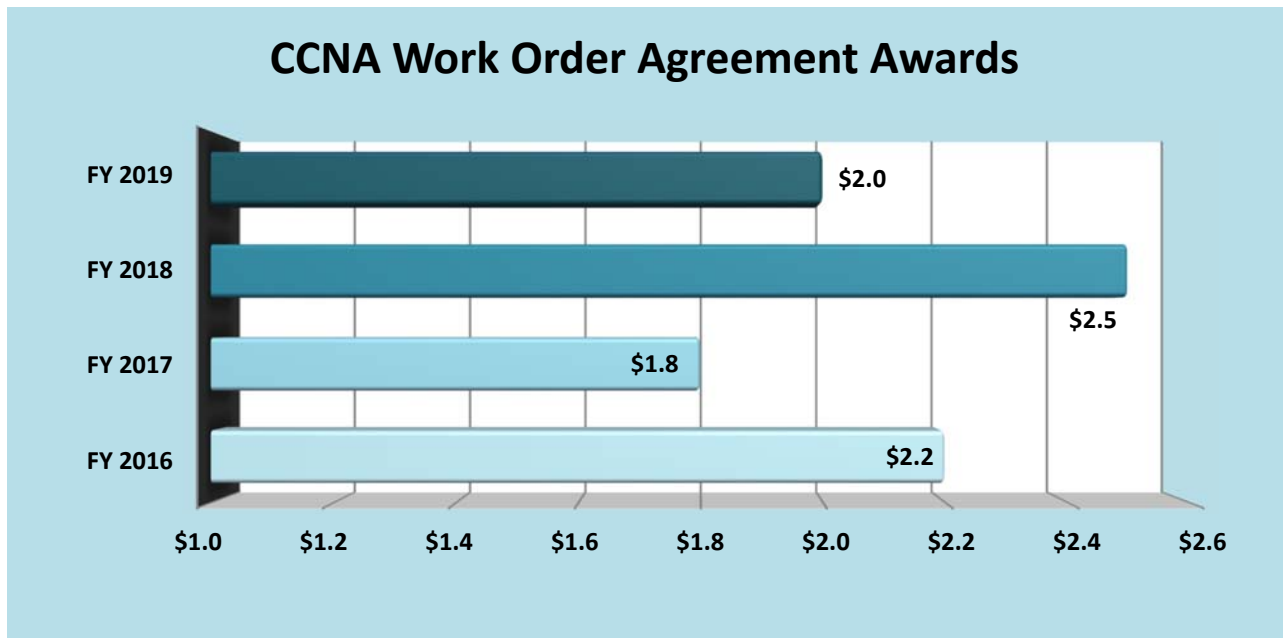
CCNA Work Order Agreement Awards

Women and Minority Businesses (WMBE) and Small Local Businesses (SLBE)

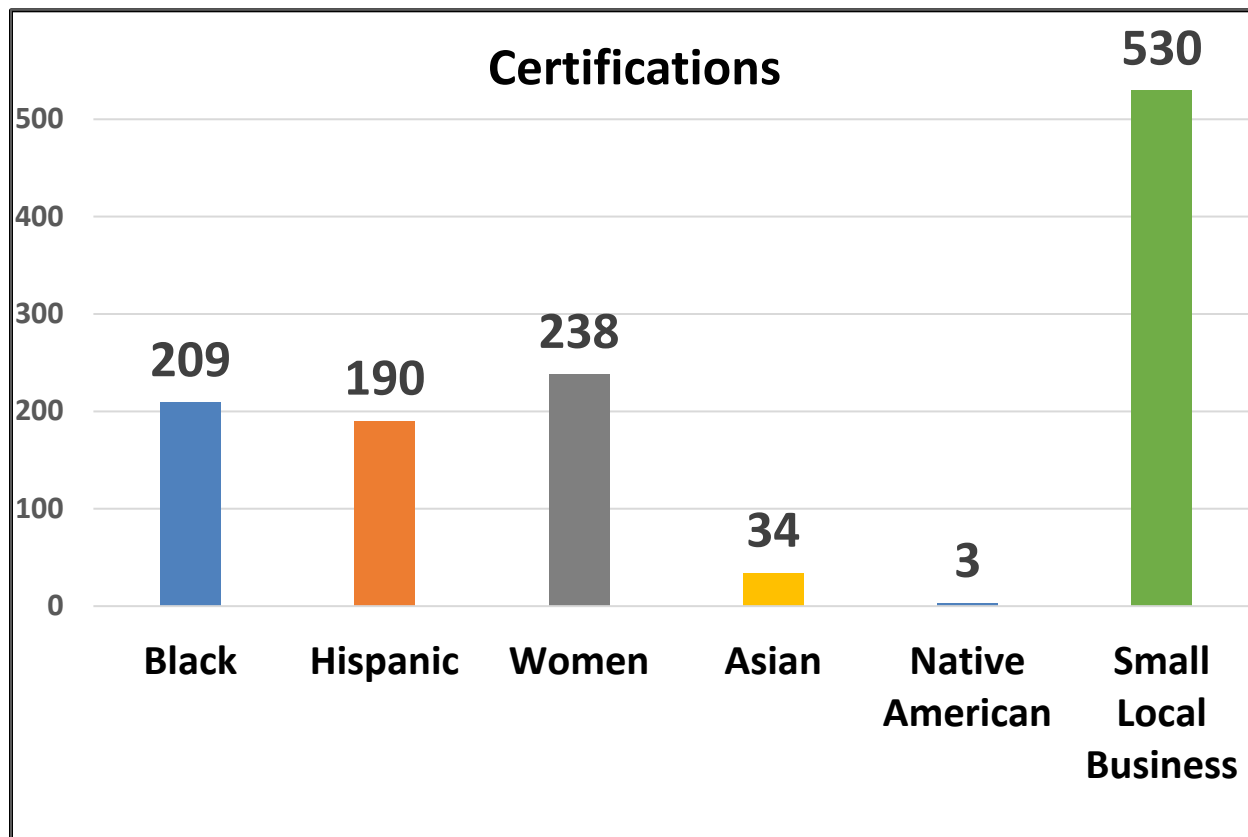
The City **reserved over \$2.0 million** in contracts/renewals for competitive bidding to WMBEs/SLBEs companies. The four (4) year average in Work Order contracts equals \$2.1M.

<u>Ethnicity/Gender</u>	<u>FY 2019 Participation</u>	<u>FY 2019 Amount</u>	<u>FY 2018 Amount</u>
Small, Non-minority	40.2%	\$809,235	\$1,262,357
Caucasian Women	14.5%	\$292,938	\$410,344
African Americans	6.6%	\$133,685	\$138,118
Hispanic Americans	13.4%	\$269,453	\$410,344
Asian Americans	<u>25.3%</u>	<u>\$509,664</u> *	<u>\$288,200</u>
TOTAL	100%**	\$2,014,975	\$2,549,844

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WMBE/SLBE Certifications



Note: Totals reflect number of firms certified as of end of fiscal year 2019

WMBE/SLBE Program Summary

Current EBO program initiatives and business processes have proven effective at addressing underutilization of ethnic-minority business participation and continue to increase contract opportunities for all minority, women and small local businesses.

Diversity Management Technology to Enhance Vendor Accessibility

The City of Tampa has a state-of-the-art Diversity Management Business functionality to support Equal Business Opportunity Programs. This system integrates with the City's ERP-Oracle platform. It utilizes cloud-technology to provide user-friendly and comprehensive program interaction between prime vendors, subcontractors and city staff. It is a web-based software system designed to streamline WMBE & SLBE certification via paperless on-line application; generate real-time contract compliance audits; and automate reporting requirements for Subcontractors, Prime Contractors, Consultants, Suppliers, City Departments and Private Sector Partners. The Diversity Management System is accessible to all firms doing business with the City and includes the following key features:

- Customer friendly online WMBE, SLBE and DBE Directory with key-word search capabilities
- Communication with Contractors and Consultants via email through their computer or mobile devices regarding project status and contract compliance issues
- Direct submission of Contractors' utilization reports online with automated tracking of Subcontract goals and vendor participation updates
- Online verification of City-to-Prime payments and Prime-to-Subcontractor payments
- Enhanced reporting capabilities and contract monitoring