



Equal Business Opportunity Program 2018 Highlights

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



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FY 2018 Program Achievements

Women and Minority Business Enterprise (WMBE)

And

Small Local Business Enterprise (SLBE)

The City awarded approximately **\$188 million** in competitive contracts for goods and services through formal/informal bids, proposals, quotes and subcontracts. **Key indicators of Equal Business Opportunity inclusion were:**

Women and Minority Business Program (WMBE)

Prime Contracts	\$15.9 million	
Subcontracts	\$4.2 million	<i>Greater Participation than FY2017</i>
Sheltered Market Contracts	\$2.2 million	
CCNA Work Order Agreements	\$1.3 million	<i>Greater Participation than FY2017</i>

Small Local Business Program (SLBE)

Prime Contracts	\$22.8 million	<i>Greater Participation than FY2017</i>
Subcontracts	\$0.9 million	
Sheltered Market Contracts	\$1.5 million	<i>Greater Participation than FY2017</i>
CCNA Work Order Agreements	\$1.3 million	<i>Greater Participation than FY2017</i>

Prime Contract Participation

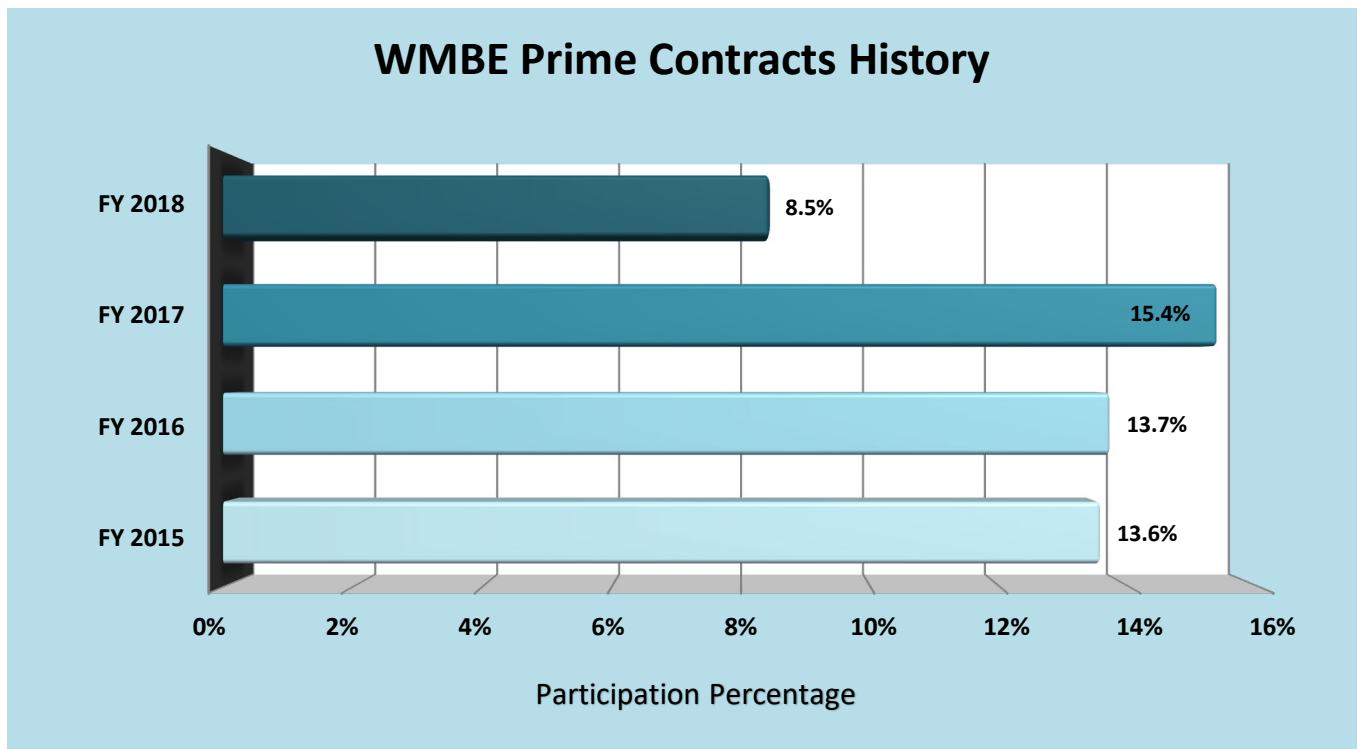
Women and Minority Businesses (WMBEs)

The City **awarded over \$15.9 million** in prime contracts to Women and Minority Businesses,

- **8.5%*** of ALL City competitively bid prime contracts, broken out as follows:

<u>Ethnicity/Gender</u>	<u>FY 2018 Participation</u>	<u>FY 2018 Amount</u>	<u>FY 2017 Amount</u>
Caucasian Women	29.5%	\$4.7 million *	\$4.3 million
Hispanic Americans	54.9%	\$8.7 million *	\$8.2 million
African Americans	13.7%	\$2.2 million	\$5.9 million
Asian Americans	1.8%	\$ 288,200	\$ 363,605
Native Americans	<u>0.2%</u>	<u>\$ 24,770 *</u>	<u>\$ 0</u>
TOTAL	100%**	\$15.9 million	\$18.8 million

** Greater than FY2017, **Percentages, numbers, and graphs are approximate values*



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

	FY 2015	FY 2016	FY 2017	FY 2018
WMBE Amount	\$10.4 million	\$12.1 million	\$18.8 million	\$15.9 million
Total Amount	\$77.1 million	\$88.8 million	\$122.7 million	\$188.3 million

Subcontract Goal Participation

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

Goal attainment was **85% of the contract goals set** on City projects, compared to

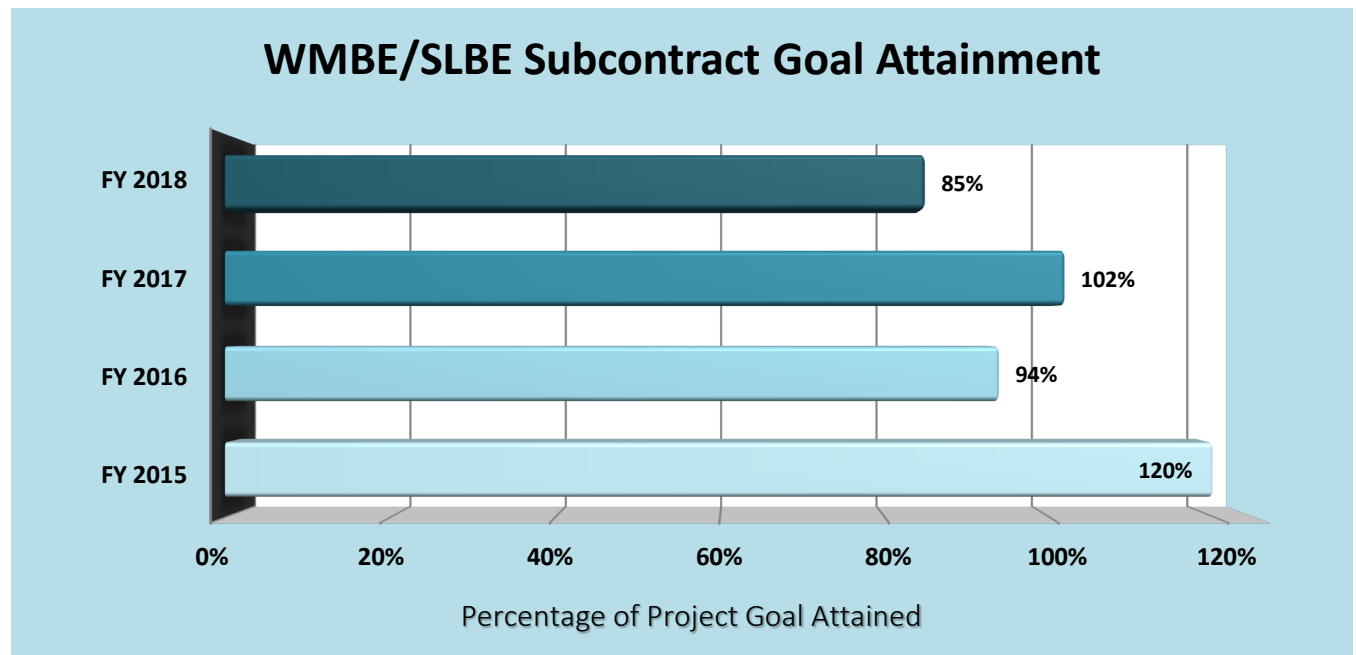
- 102% goal attainment in FY2017,
- 94% goal attainment in FY2016, and
- 120% goal attainment in FY2015.

In FY 2018 subcontract achievement averaged **11.7%** on all contracts that included goals (i.e. \$44M). The average goal set on eligible contracts was **13.8%**. The distribution of subcontract dollars was as follows:

<u>Ethnicity/Gender</u>	<u>FY 2018 Participation</u>	<u>FY 2018 Amount</u>	<u>FY 2017 Amount</u>
Hispanic Americans	19.0%	\$ 976,876 *	\$ 785,690
Caucasian Women	3.3%	\$ 167,606	\$ 1,074,798
African Americans	59.5%	\$ 3,060,276 *	\$ 378,005
Small, Non-minority	17.9%	\$ 921,157	\$ 1,754,924
Asian Americans	<u>0.3%</u>	<u>\$ 16,713</u>	<u>\$ 48,087</u>
TOTAL	100%**	\$ 5,142,628 *	\$ 4,041,505

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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

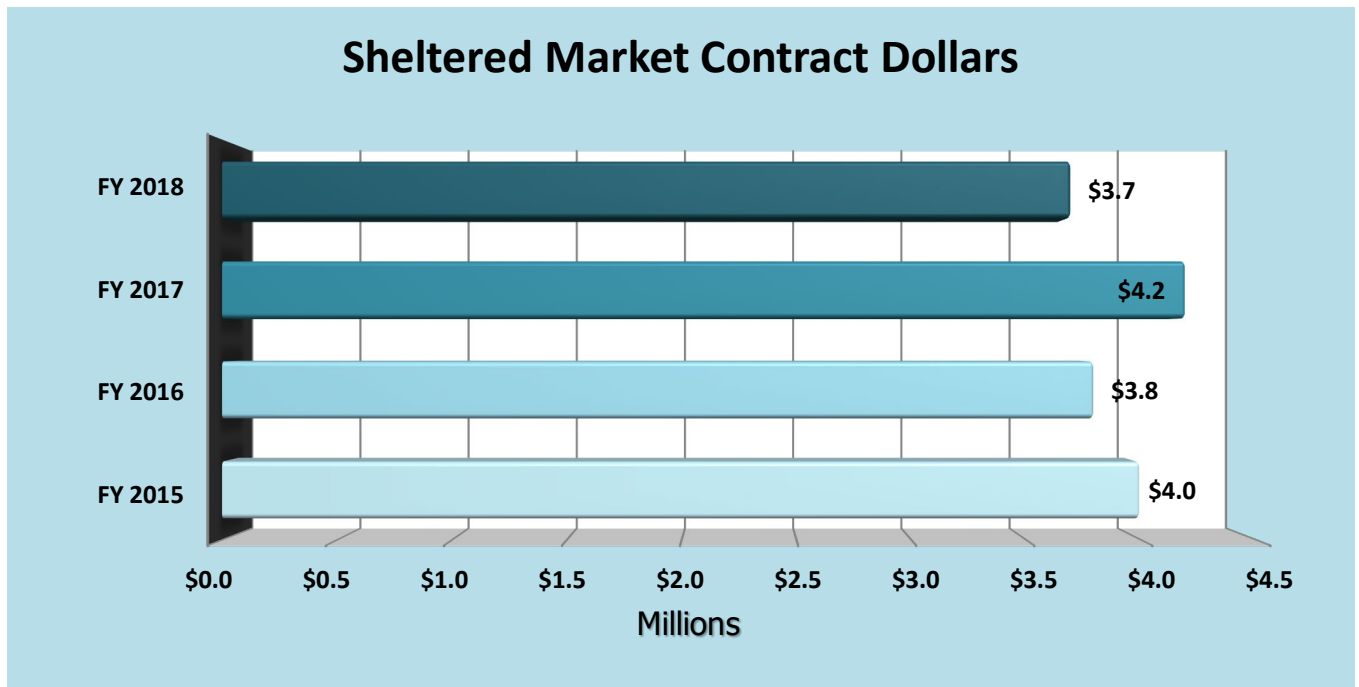
Women and Minority Businesses (WMBEs) and Small Local Businesses (SLBEs)

The City **reserved over \$3.7 million** in contracts/renewals for competitive bidding to WMBE/SLBE companies,

<u>Ethnicity/Gender</u>	<u>FY 2018 Participation</u>	<u>FY 2018 Amount</u>	<u>FY 2017 Amount</u>
Small, Non-minority	39.9%	\$1,461,001 *	\$1,314,825
Caucasian Women	24.8%	\$908,284 *	\$497,985
African Americans	29.2%	\$1,069,515 *	\$750,857
Hispanic Americans	5.6%	\$206,460	\$1,679,042
Asian Americans	<u>0.6%</u>	<u>\$20,519</u> *	<u>\$0</u>
TOTAL	100%**	\$3,665,779	\$4,242,709

* Greater than FY2017, **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.



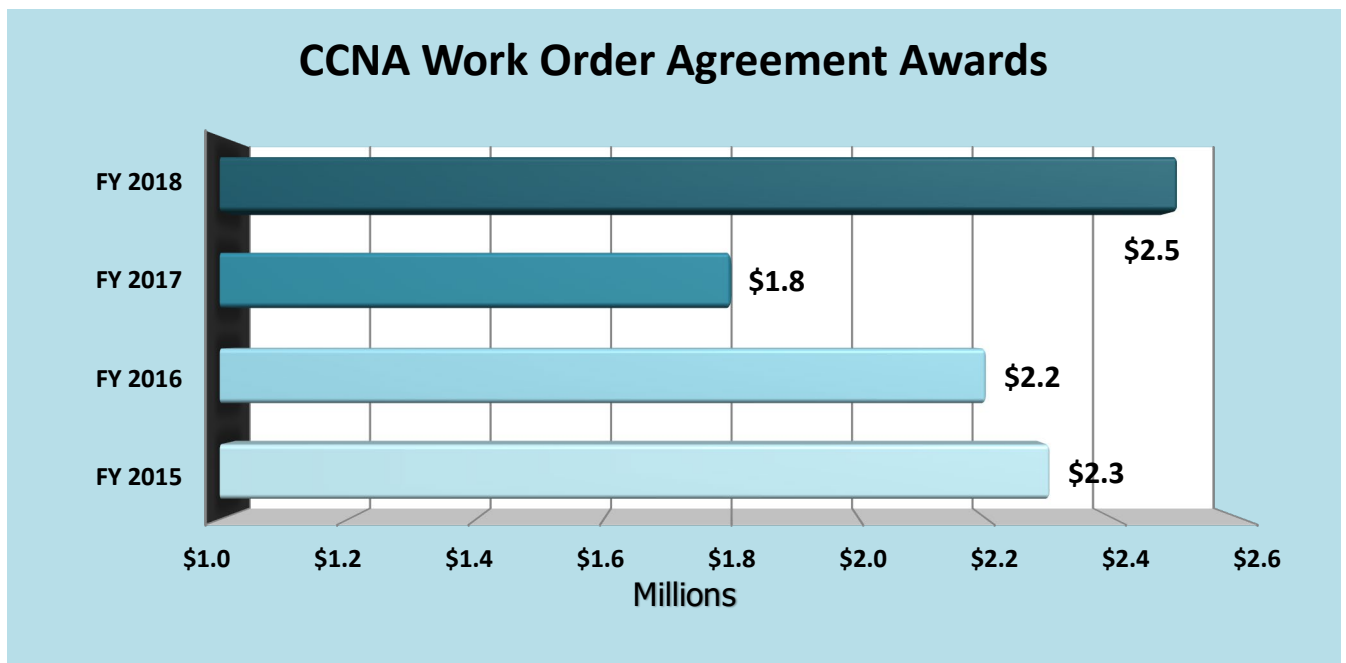
CCNA Work Order Agreement Awards

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

The City **reserved over \$2.5 million** in contracts/renewals for competitive bidding to WMBEs/SLBEs companies,

<u>Ethnicity/Gender</u>	<u>FY 2018 Participation</u>	<u>FY 2018 Amount</u>	<u>FY 2017 Amount</u>
Small, Non-minority	30.9%	\$1,262,357 *	\$1,004,140
Caucasian Women	35.0%	\$410,344 *	\$381,648
African Americans	10.7%	\$138,118 *	\$76,738
Hispanic Americans	32.5%	\$410,344 *	\$300,665
Asian Americans	<u>22.4%</u>	<u>\$288,200</u> *	<u>\$49,900</u>
TOTAL	100%**	\$2,549,844 *	\$1,813,091

** Greater than FY2017, **Percentages, numbers, and graphs are approximate values*



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 small local businesses and minority 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