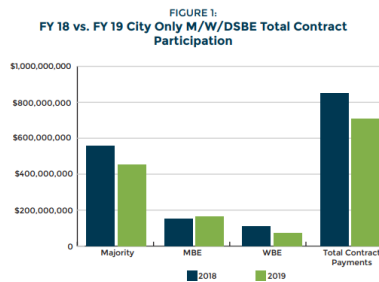


OEO FY 2019 Annual Report

- Contracting Categories: Public Works (PW), Service, Supplies, and Equipment (SSE), Personal & Professional Services (PPS), Miscellaneous Purchase Orders (MPO), Small Order Purchases (SOP), and City-wide SSE
- At the time of publication there were **3,115** firms in the OEO Registry
 - Registering **280 new diverse businesses** in the OEO Registry, reaching a total of 3,115 M/W/DSBEs registered—a 5 percent increase from the previous year.
 - Removing **invalid 216 businesses** from the registry.
- In city contracts
 - 36.02 %** of contract dollars for diverse business enterprises (total \$254 million)
 - 31.3 % of all contracting including quasi-public agencies
 - 31.3 % increase of MWDSBE participation compare to FY 2018



- FY 2019 Total Contract Participation of MWDSBE
 - These participation numbers come from **contract commitments** rather than payments, and they reflect dollars committed to primes and subs at the time the contract is conformed.
 - Contract awards** provide a useful indicator of the amount that will be paid to M/W/DSBE firms
 - The most useful tool the City currently has is the B2GNow Contract Compliance Reporting System, and OEO is working with the Administration to properly maintain all of the City's contracts in this system.

Commented [DBL1]: There is another data called quasi-public contracts
Are we only interested in city contracts?

Commented [DBL2]: How do we know the exact percentage of minority business out of all?
From contract awards data?

Commented [DBL3]: Can we get Contract commitments data?

Commented [DBL4]: Can we get Contract awards data?

**FIGURE 5:
FY 19 Total M/W/DSBE Contract Participation By Contracting Category**

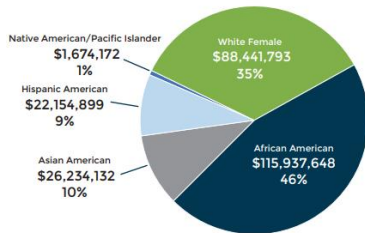
Contract Category	Total Amount	Majority Amount	Majority %	MBE Amount	MBE %	WBE Amount	WBE %	DSBE Amount	DSBE %	Total M/W/DSBE Amount	Total M/W/DSBE %
Public Works (PW)	\$217,794,905	\$152,123,674	69.85%	\$40,389,645	18.54%	\$25,281,586	11.61%	\$0	0.00%	\$65,671,231	30.15%
Service, Supply & Equipment (SSE)	\$55,606,786	\$39,244,804	70.58%	\$2,133,143	3.84%	\$14,228,839	25.59%	\$0	0.00%	\$16,361,982	29.42%
Personal & Professional Services (PPS)	\$383,726,388	\$214,156,102	55.81%	\$121,873,496	31.76%	\$47,679,289	12.43%	\$17,500	0.005%	\$169,570,285	44.19%
Miscellaneous Purchase Orders (MPOs)	\$4,977,543	\$4,060,477	81.58%	\$329,750	6.62%	\$587,316	11.80%	\$0	0.00%	\$917,066	18.42%
Small Order Purchases (SOPs)	\$7,188,578	\$5,948,128	82.74%	\$760,144	10.57%	\$480,307	6.68%	\$0	0.00%	\$1,240,450	17.26%
City-wide SSEs	\$37,049,645	\$36,350,515	98.11%	\$514,674	1.39%	\$184,456	0.50%	\$0	0.00%	\$699,130	1.89%
Total Contract Payments	\$706,343,845	\$451,883,700	63.98%	\$166,000,851	23.50%	\$88,441,793	12.52%	\$17,500	0.00%	\$254,460,144	36.02%

- PPS(Personal & Professional Services) had the greatest increase
- MWDSBE participation by demographics

Commented [DBL5]: Are we only interested in PPS? since we are only working with payments and professional services data

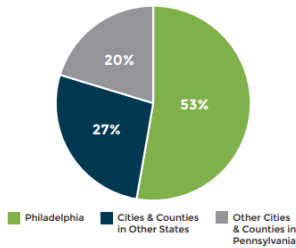
Commented [DBL6]: Seems interesting. How do we get MWDSBE demographics information?

**FIGURE 7:
FY 19 M/W/DSBE Participation by Demographic (City Only)**

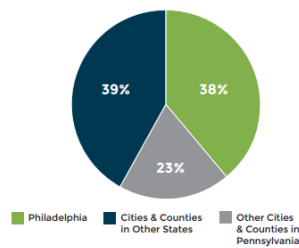


- MWDSBE participation by geographic area

**FIGURE 8:
FY 19 M/W/DSBE Participation By Geographic Area (City Only)**



**FIGURE 9:
FY 19 Total Contract Awards By Geographic Location (City Only)**



- Five-year trending data on MWDSBE

**FIGURE 11:
City Only Trending Report For M/W/DSBE Utilization**

Fiscal Year	MBE %	WBE %	M/WBE Total %	Majority %	MBE Participation Dollars	WBE Participation Dollars	M/W/DSBE Total Participation Dollars	Majority Total Contract Awards	Total Contract Award Dollars
2015	18.30%	13.49%	31.79%	68.21%	\$115,728,162	\$85,274,893	\$201,003,055	\$431,226,257	\$632,229,312
2016	17.87%	14.18%	32.05%	67.95%	\$120,482,918	\$95,581,161	\$216,064,079	\$458,217,925	\$674,282,004
2017	18.50%	15.30%	33.80%	66.20%	\$135,325,378	\$111,880,427	\$247,205,805	\$484,109,150	\$731,314,955
2018	19.49%	13.69%	33.17%	66.83%	\$163,969,153	\$115,165,913	\$279,135,066	\$562,326,581	\$841,461,647
2019	23.50%	12.52%	36.02%	63.98%	\$166,000,851	\$88,441,793	\$254,460,144	\$451,883,700	\$706,343,845

The five-year trending data on M/W/DSBE participation demonstrates an increase in total participation despite total available contracting dollars fluctuating from year to year.

- FY 2019 City Department MWDSBE participation

FIGURE 14: FY 2019 City Department M/W/DSBE Participation

Department/Office	Total Available Contract Dollars	M/W/DSBE Total Participation	M/W/DSBE Performance %	M/W/DSBE Goal
Aviation	\$106,708,996	\$39,023,958	36.57%	32%
Behavioral Health/Intellectual disAbility Services	\$20,665,367	\$2,422,032	11.72%	13%
Board Review of Taxes	\$0	\$0	0.00%	NO GOAL ASSIGNED
City Commissioners	\$122,979	\$14,476	11.77%	30%
City Council	\$543,201	\$245,387	45.17%	NO GOAL ASSIGNED
Commerce	\$356,235	\$76,915	21.59%	60%
Controller, Office of	\$179,013	\$68,788	38.43%	NO GOAL ASSIGNED
District Attorney	\$633,316	\$85,000	13.42%	NO GOAL ASSIGNED
Finance, Department of	\$16,826,946	\$6,112,572	36.33%	35%

- TOP 10 MBE and WBE by dollar awarded

FIGURE 21:
Top 10 Minority Business Enterprise (MBE) Firms - Dollars Awarded

Ranking	Business Name	Business Classification	Total Contract Dollars (Prime and Sub)
1	US Facilities	African American Male	\$36,331,671
2	Timi Pharmaceuticals, Inc.	African American Female	\$6,458,334
3	G.E. Frisco Company, Inc.	Asian Male	\$5,695,660
4	Linebarger Googgan Blair & Sampson LLP -- African American Billing Partner	African American Male	\$5,427,600
5	Decision Distribution America, LLC	Asian Male	\$4,962,724
6	Aviman Management, LLC	African American Male	\$4,692,324
7	M F R Consultants Inc.	African American Male	\$4,031,939
8	FutureNET, Inc.	African American Male	\$4,000,000
9	Revenue Collection Bureau, Inc.	Hispanic American Male	\$3,494,875
10	Mill Ray Food Co	African American Female	\$3,180,225

FIGURE 22:
Top 10 Women Business Enterprise (WBE) Firms - Dollars Awarded

Ranking	Business Name	Business Classification	Total Contract Dollars (Prime and Sub)
1	WB Services	White Female	\$11,904,800
2	Resilient Business Solutions, LLC	White Female	\$10,050,981
3	Gessler Construction Co Inc.	White Female	\$3,989,840
4	Labe Sales Inc.	White Female	\$3,548,773
5	Clinical Solutions, LLC	White Female	\$2,800,000
6	Norris Sales Company Incorporated	White Female	\$2,768,868
7	Labov Plumbing & Heating Supply Inc.	White Female	\$2,581,190
8	Thomas Building Group	White Female	\$2,000,000
9	JBC Associates Inc.	White Female	\$1,678,975
10	Hunt Engineering Co	White Female	\$1,656,884

- Registry by business classification and location

FIGURE 23:
OEO Registry By Business Classification

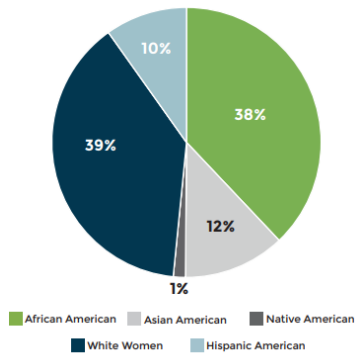
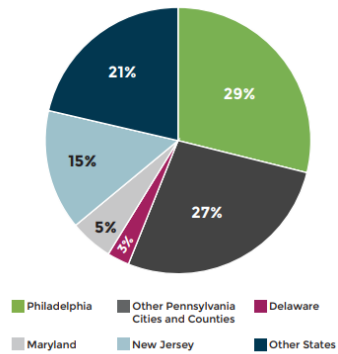


FIGURE 24:
OEO Registry By Location



- **Economic Opportunity Plans (EOP)**: agreement between the City and a prime contractor or project owner
 - all projects valued at more than \$5 million
 - use of minority, women, and disabled-owned businesses on contracts over \$100,000

Commented [DBL7]: Mayne interested in this data too?