

MWBE DEPARTMENT UPDATE

Shaunne N. Thomas, Director
MWBE Department
March 21, 2024

AGENDA

Fiscal Year 2023 (July 1, 2022 – June 30, 2023)

- FY23 Disparity Study Achievements
- FY23 Annual Spend Report

Fiscal Year 2024 (July 1, 2023 – June 30, 2024)

- Outreach Initiatives
- FY24 Awards Report
- Economic Impact Report

Fiscal Year 2025 (July 1, 2024 – June 30, 2025)

- Strategic Initiatives

FISCAL YEAR 2023



FY23 Disparity Study Achievements

Disparity Study Achievements - 15 Months

Recommendation	Effort Type	Status	Fiscal Year
1. Adopt an official MWBE program policy and administrative manual for 2023 Disparity Study	One -Time	Complete	FY 2023
2. Set MBE and WBE contract-by-contract goals	One-Time	Complete	FY 2024
3. Institute sheltered market program	One-Time	Developing	FY 2025
4. Enhance contract compliance efforts	One-Time	Complete	FY 2024
5. Review bonding requirements	One-Time	Complete	FY 2024
6. Implement procurement forecasting at 12-18 months prior to solicitation	One-Time	Developing	FY 2025
7. Improve communication between County, bidders and potential bidders	Ongoing	Continuous	Continuous
8. Invest in broader and more targeted outreach and supporting services	Ongoing	Continuous	Continuous
9. Require joint ventures on large construction projects	Ongoing	Continuous	Continuous
10. Institute data reform– (SkillsSmart Implementation)	One-Time	Developing	FY 2024
11. Allocate additional resources and staffing	One -Time	Complete	FY 2023

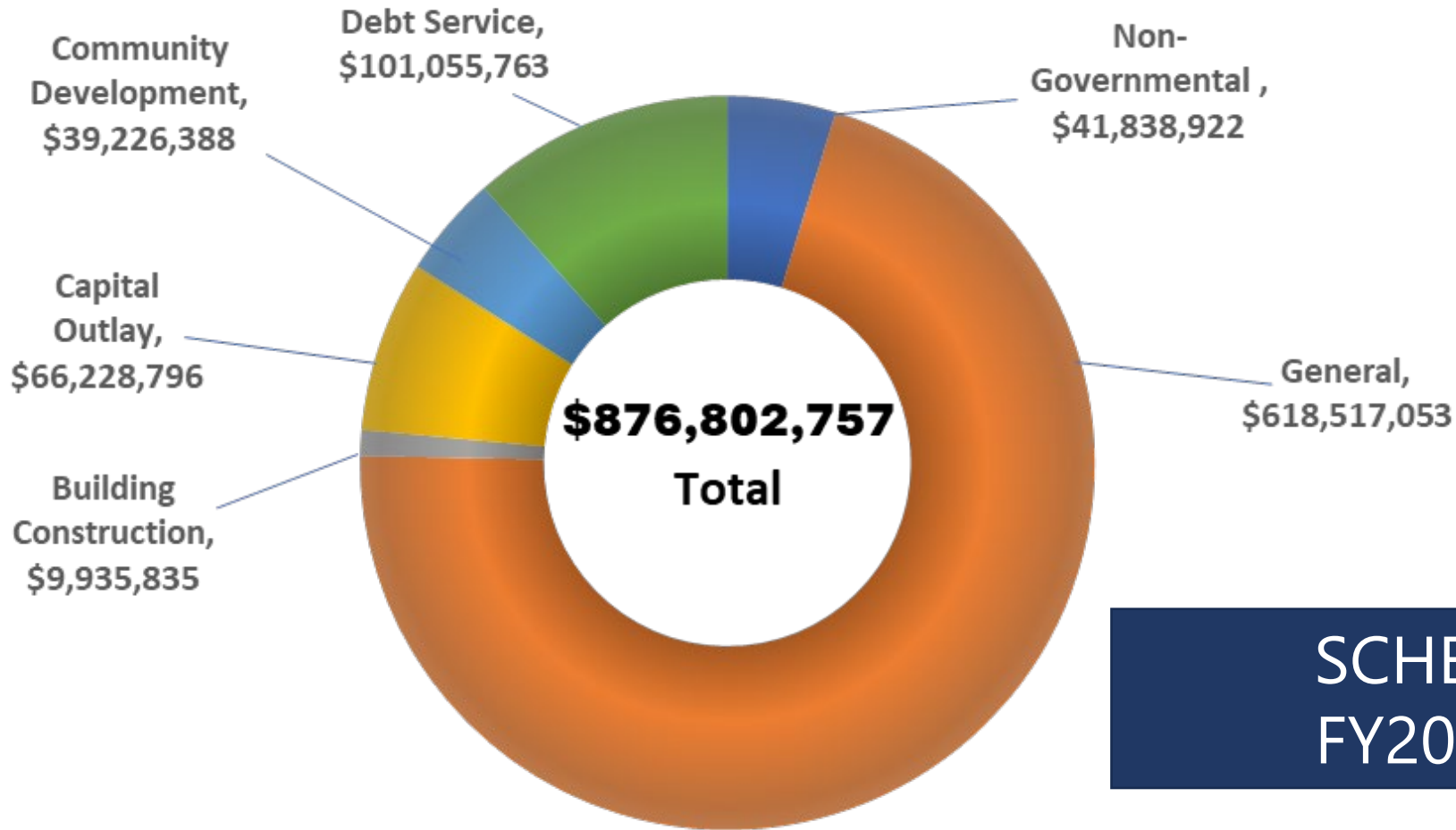


FY23 MWBE Annual Spend Report

**Maria Miles, Deputy Director
MWBE Department**

FY 2023 Annual Spend Report

Expenditure by Governmental Fund Account

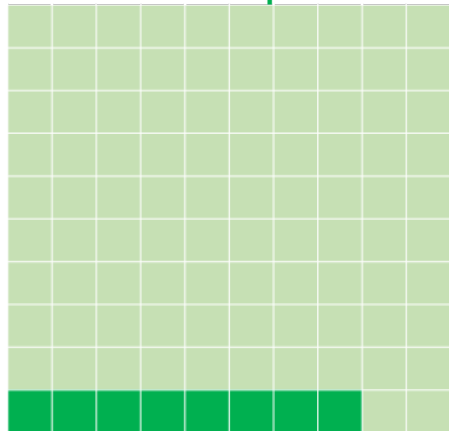


SCHEDULE 5
FY2023 ACFR



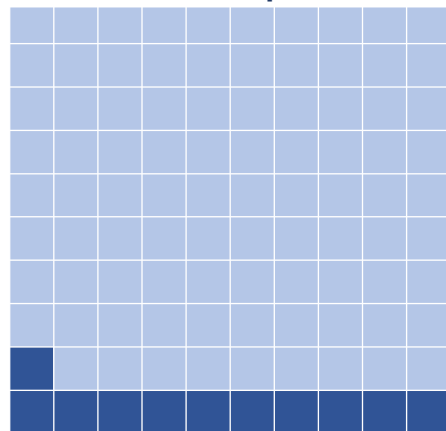
FY 2023 Annual Spend Report

8% of Total Expenditures



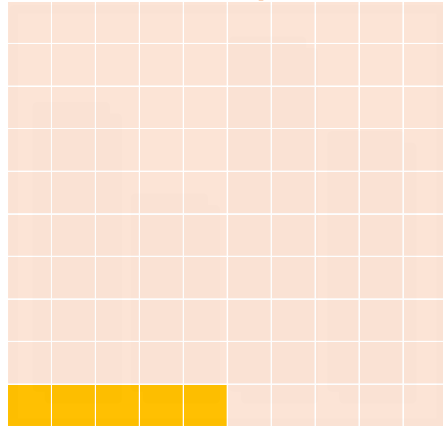
School Capital Outlay

12% of Total Expenditures



Debt Service

5% of Total Expenditures



Non-Major Governmental

MWBE Policy **Excludes** \$209,123,481 in Funds

- \$101,055,763 Debt Service Fund
- \$66,228,796 School Capital Outlay Fund
- \$41,838,922 Non-Major Governmental Fund

Excluded Funds do not have an opportunity for MWBE participation

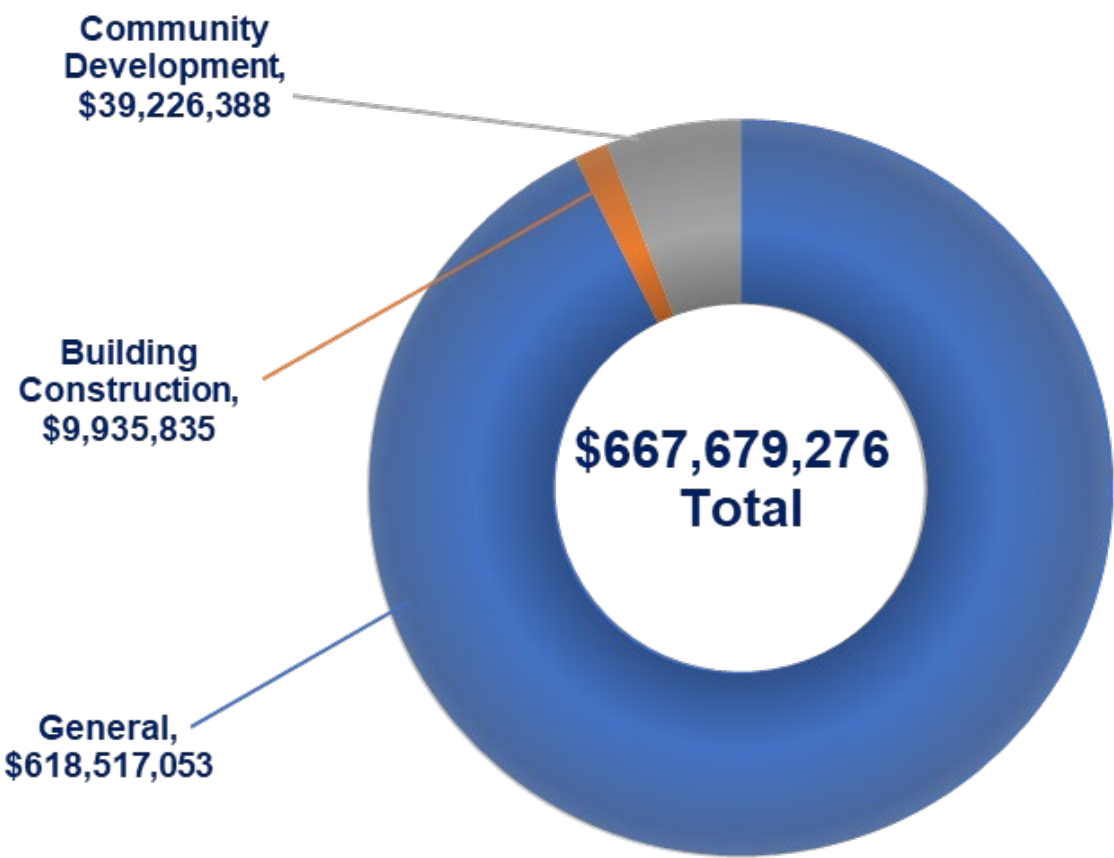
MWBE Policy **Includes** \$667,679,276 in Funds

- \$618,517,053 General Fund
- \$39,226,388 Community Development Fund
- \$9,935,835 County Building Construction Fund

Included Funds may have an opportunity for discretionary MWBE spend



FY 2023 Annual Spend Report



Review for Potential Discretionary Spend

- \$618,517,053 General Fund
- \$39,226,388 Community Development Fund
- \$9,935,835 County Building Construction Fund

Discretionary spending are procurements with the opportunity for MWBE participation.

The \$667,679,276 total includes discretionary and non-discretionary spend.



FY 2023 Annual Spend Report

Policy **Excludes \$584,204,177** in Object Codes

- Payroll
- Interlocal Payments
- Grants

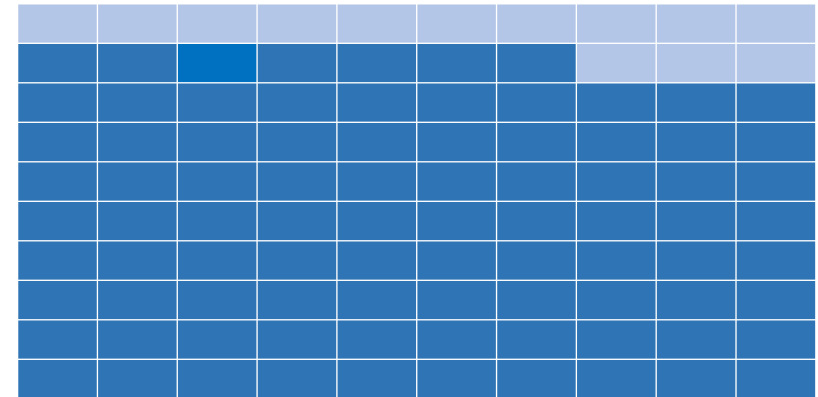
Excluded transactions do not have an opportunity for MWBE participation

Policy **Excludes \$26,240,263.70** in Manual Review

- Medical Services Reimbursements
- Service of Summons
- Volunteer Election Workers

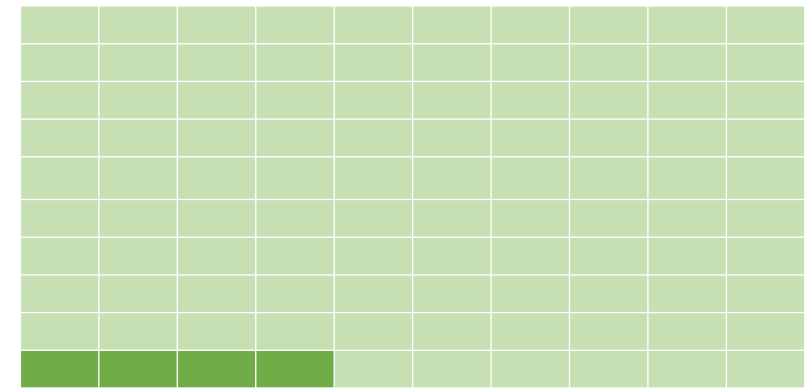
Excluded transactions do not have an opportunity for MWBE participation

87%



Excluded by Object Code

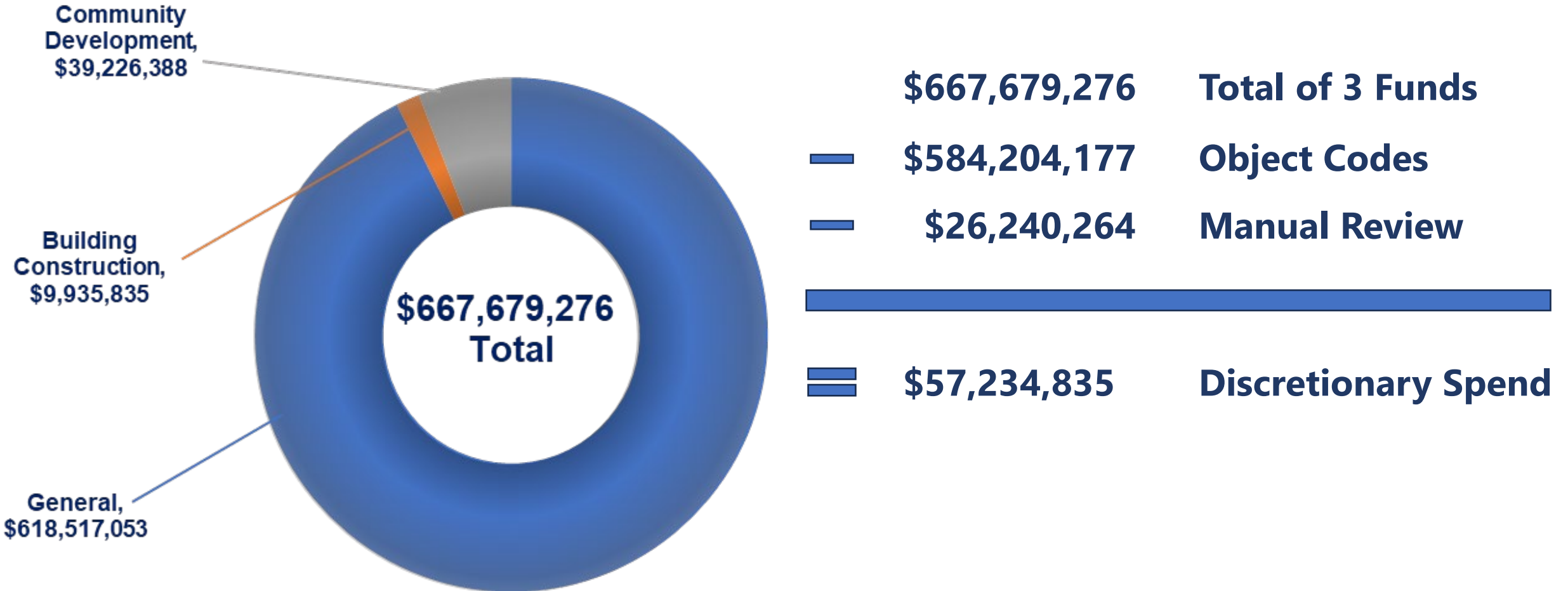
4%



Excluded by Manual Review



FY 2023 Annual Report



FY 2023 Annual Report

FY 2023 Prime and Sub Spend by Race & Ethnicity

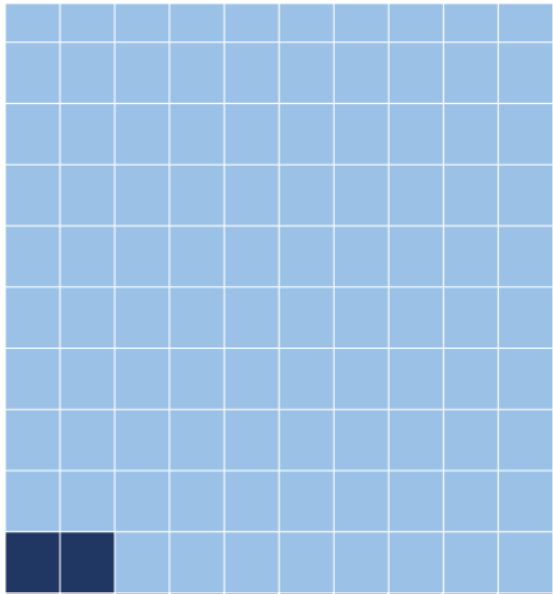
	MWBE	MBE	Black	Asian American	American Indian	Hispanic	White Female
Prime Spend	7,809,643	3,982,091	2,301,697	1,619,537		60,857	3,827,552
Sub Spend	645,657	420,632	297,941			122,691	225,025
Total Spend	8,455,300	4,402,723	2,599,638	1,619,537		183,548	4,052,577
57,234,835	14.77%	7.69%	4.54%	2.83%	0.00%	0.32%	7.08%



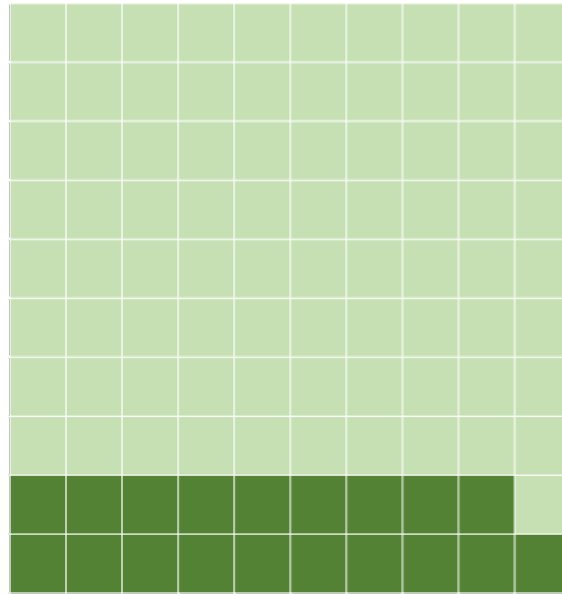
FY 2023 Annual Report

MWBE Spend by Race & Ethnicity \$8,455,300

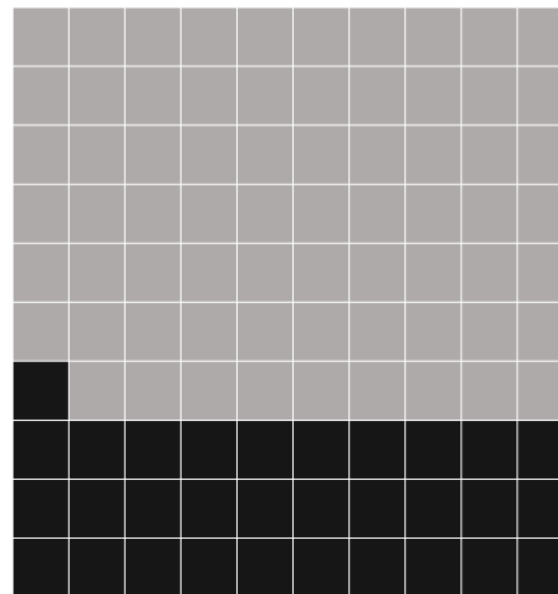
Hispanic
\$183,548



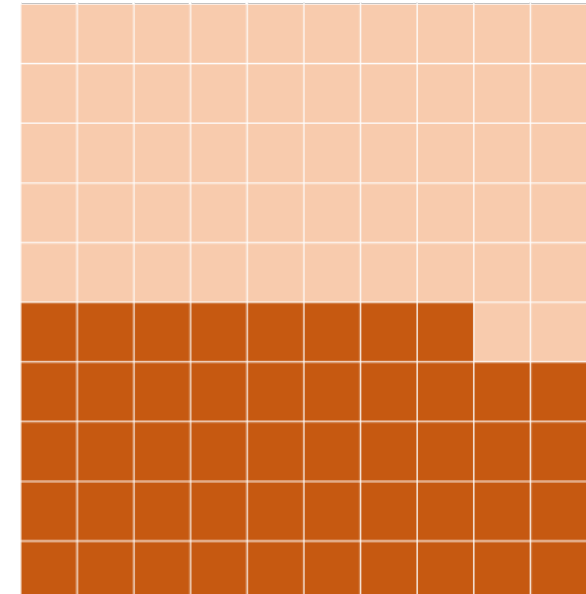
Asian American
\$1,619,537



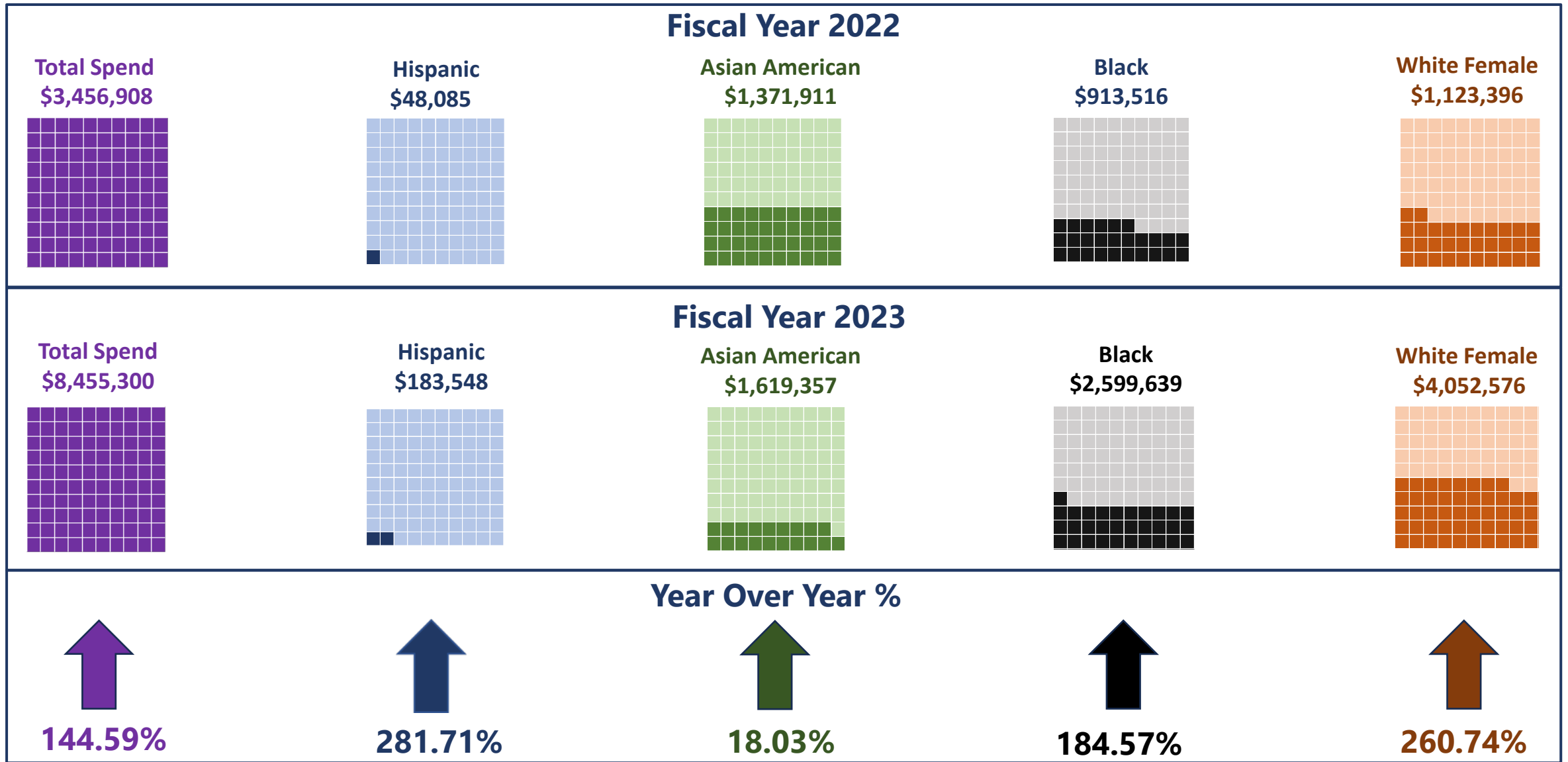
Black
\$2,599,639



White Female
\$4,052,576



FY 22/23 Comparison – MWBE Spend by Race & Ethnicity



FISCAL YEAR 2024

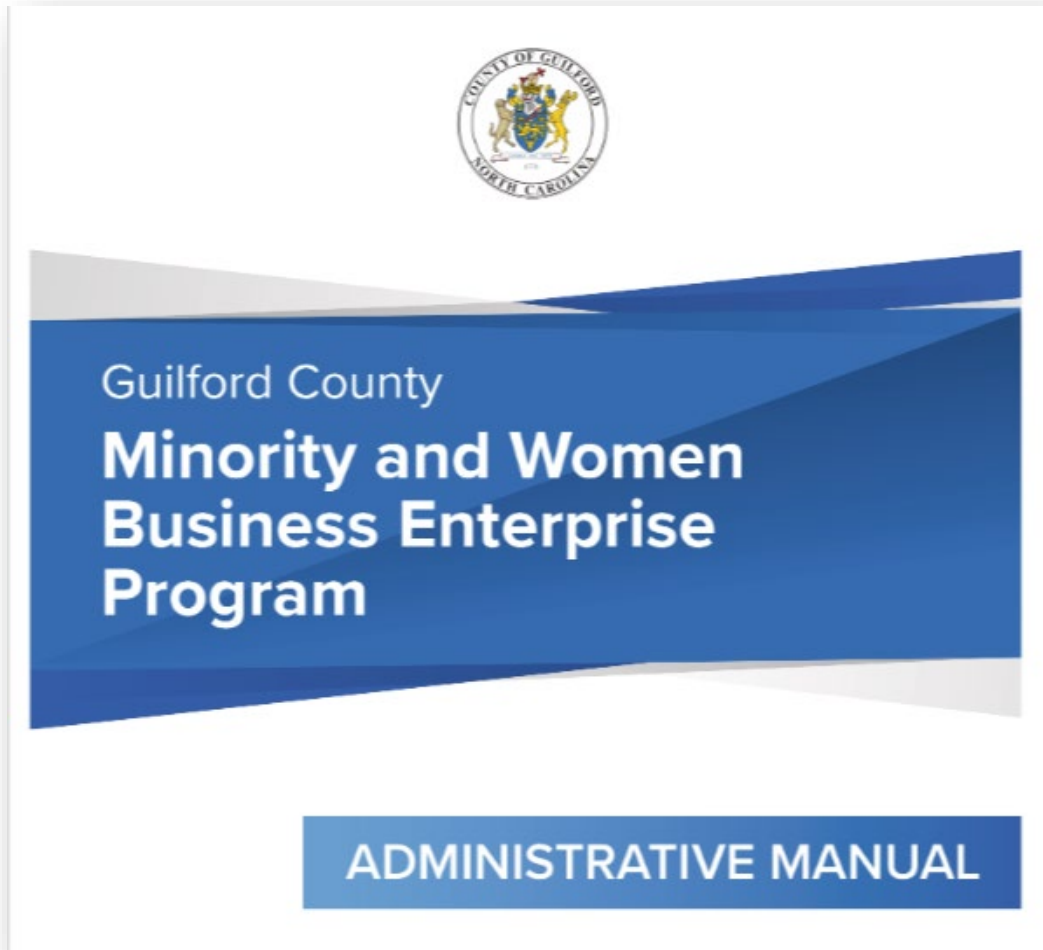


MWBE OUTREACH INITIATIVES

Ferrel L. McGilvary
Outreach Specialist & Marketing Manager
MWBE Department



Training



- **Self-Paced Training in Learning Path 2.0**
- **Accessibility & Convenience**
- **Cost Savings**
- **Productivity uninterrupted**
- **First Look**

Bid Solicitation

MWBE

Minority/Women
Business Enterprise
of Guilford County

MWBE Helpline: (336) 430-1292 | Email: mwbe@guilfordcountync.gov



BID ANNOUNCEMENT

Video Surveillance System Upgrade for Guilford County Juvenile Detention | Bid #20179

MWBE ESTABLISHED GOAL: 10% MWBE ASPIRATIONAL GOAL 15%

PROJECT OVERVIEW

✓ The facility requires an update to the PLC (Programmable Logic Controller) Control System, the existing intercom system, and the video surveillance system, adding additional cameras on the interior and exterior of the facility, repositioning some cameras and replacing analog cameras.

SCOPE OF WORK

- ✓ Video Surveillance System is approximately an 8-year-old exaccqVision system with a mix of analog and IP cameras totaling approximately 46 cameras.
- ✓ Door Control System: The door control system is currently using a Valcom Intercom System to control and monitor doors and provide intercom communication. Upgrades to the intercom system are necessary to allow activation of the intercom for audio call-up.
- ✓ Control Room System Update: The system in our Master Control room needs to be replaced and upgraded. The previous upgrade occurred approximately eight (8) years ago.
- ✓ Control Room Furniture: The Master Control room workstation needs to be replaced and upgraded with a modern workstation. The existing workstation was raised allowing staff to have an increased line of sight of the hallways.
- ✓ The awarded Provider must offer security solutions including, but not limited to, IP surveillance and IP access control, highly qualified management staff, engineering staff, operation and sales team, installation, and service. The awarded Provider must ensure that the solutions provided not only fit Guilford County Juvenile Detentions' expectations but is the highest level of technological sophistication in the security market today.

DEADLINES:

- ✓ Pre-Proposal Zoom: January 10, 2024 at 10 am
- ✓ Proposal Bid Due Date : January 26, 2024 at 2 pm



Meeting ID: 161 075 0027 | Passcode: 142724

Guilford County Vendor Self-Service
<https://guilfordcountync.muniselfservice.com/Vendors/default.aspx>

- Snapshot of Bid
- Increased Visibility
- Social Media
- Email

MWBE Newsletter



Click Image to Apply

The BGV Pitch Program flips the traditional pitch experience on its head: we coach entrepreneurs, host a live crowdfunded pitch competition, then connect them to community and professionals to support them on their journey. We democratize funding by allowing the audience to vote with their dollars using the Raisify platform for the founders whose pitch they favor. Each founder has 3 minutes to pitch and a 3 minute Q&A from the audience.

OSHA 10- Hour Construction Certification Course: Limited to 40 Paid Registrants



Inaugural Edition - February 1, 2024

- 3,382 Sent
- 3,271 (96.7%) Delivered
- 41% Open Rate
- 142 (3%) Click Rate/Engagement
- 2,053 Total Opens
- 1,333 Unique Opens

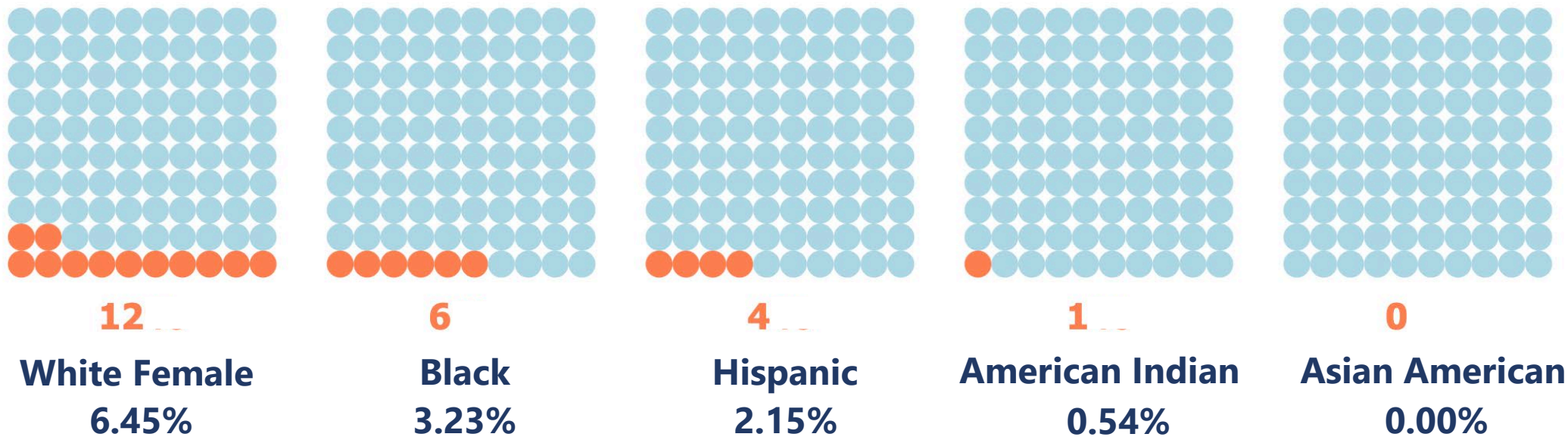
MWBE Rate		Industry Rate
Open Rate	41%	28.77%
Click Through	3%	3.99%



Vehicle Maintenance Interest Sessions

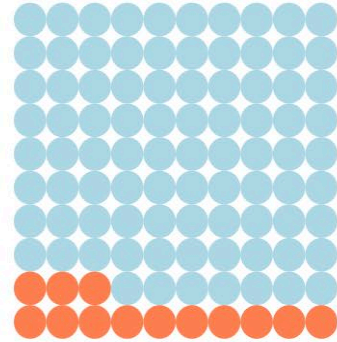


Automotive System Diagnosis
23 Respondents



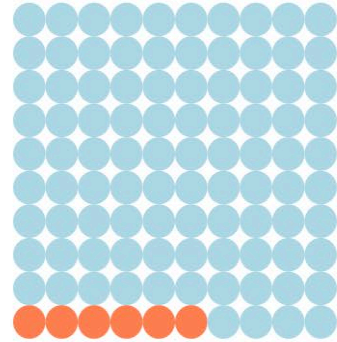
Vehicle Maintenance Interest Sessions

**Preventive
Maintenance
25
Respondents**



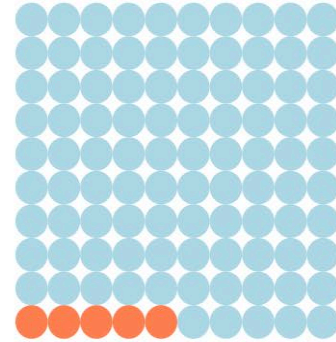
13

**White Female
6.99%**



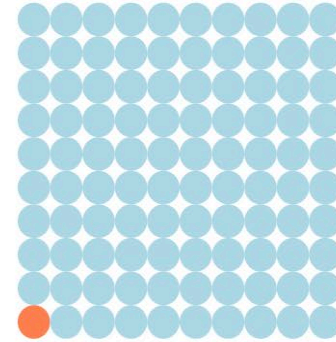
6

**Black
3.23%**



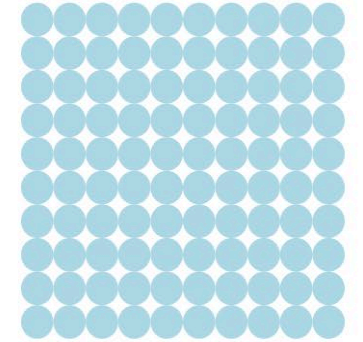
5

**Hispanic
2.69%**



1

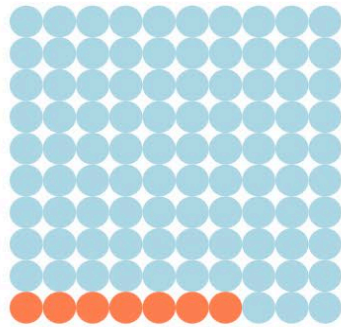
**American Indian
0.54%**



0

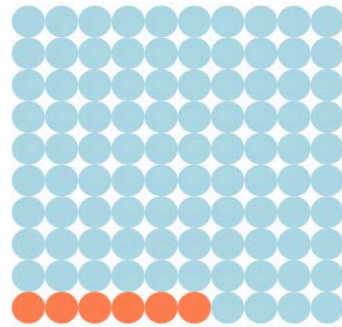
**Asian American
0.00%**

**Upfitting
Service
16
Respondents**



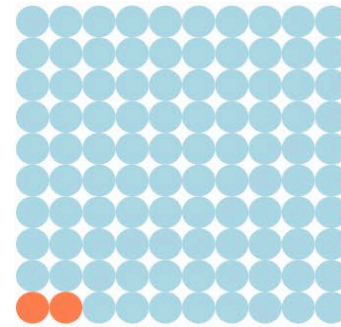
7

**White Female
3.76%**



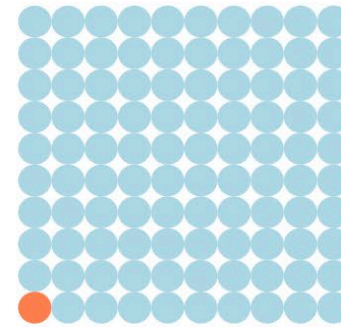
6

**Black
3.23%**



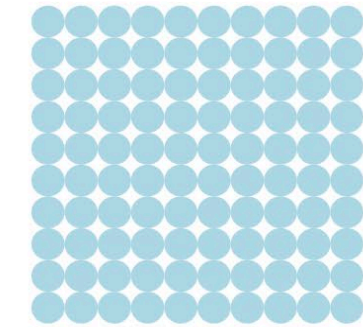
2

**Hispanic
1.08%**



1

**American Indian
0.54%**






0

**Asian American
0.00%**

Vehicle Maintenance Interest Sessions



INTEREST MEETING Vehicle Maintenance Contract

 March 7, 2024	 The Nussbaum Center for Entrepreneurship 1451 S. Elm-Eugene Street Greensboro, NC 27406	 5:30PM - 7:00 PM
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- Hear directly from the departments seeking new vendors for this contract and get your questions answered.
- Get a preview of the kind of opportunities available to grow your revenue.
- Onsite support from the MWBE team with submitting the N.C. HUB (Historically Underutilized Business) Certification.



REGISTER TO ATTEND

<https://www.guilfordcountync.gov/our-county/mwbe>

"Having an opportunity as a Historically Underutilized Business to grow my business through contracts makes me feel excited to learn about more opportunities and provide a service that meets a crucial need for Guilford County"

-TNT Automotive

Initiatives –Black Farmers Market

TRIAD BLACK FARMER'S MARKET **A COMMUNITY EVENT**

Join us for a community market supporting African American farmers, musicians, and small business owners! Shop fresh local produce, grab lunch from local food trucks, and enjoy live music!



3 Markets

- 2 in Greensboro
- 1 in High Point

Timing

- Spring 2024
- Summer 2024
- Fall 2024

Initiatives – MED Week

The Host Municipality in Fall of 2024 will be Guilford County



Minority Economic Development Week

- Opening Ceremony
- Networking
- Educational Workshops
- Business Expo
- Luncheon
- MWBE Awards & Recognition
- Closing Ceremony

Initiatives – Estimating Workshops

SAMET - Spring 2024

- Getting to the Estimating Stage in Preconstruction
- Best Practices in Estimating
- Budget vs Actual and Relationship Building
- Practical Application and Review

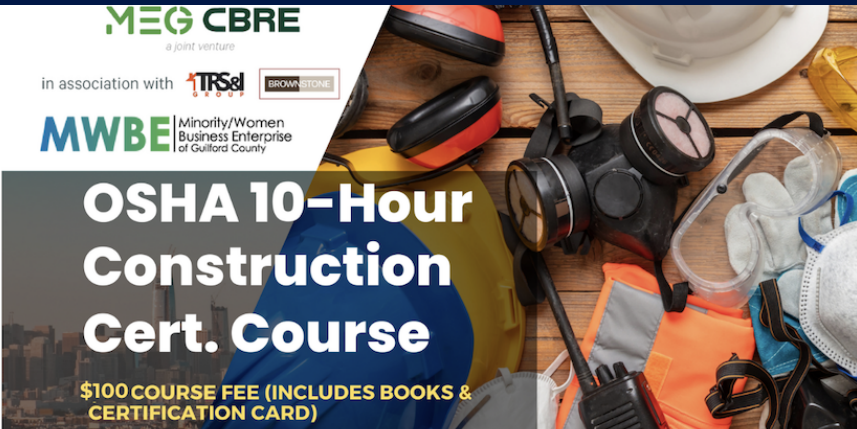


Barr & Barr – Summer 2024

- PlanSwift Software for Estimating Room



New Partnerships



MEG CBRE
a joint venture

in association with **TRIS** **BROWN**

MWBE Minority/Women Business Enterprise of Guilford County

OSHA 10-Hour Construction Cert. Course

\$100 COURSE FEE (INCLUDES BOOKS & CERTIFICATION CARD)

Limited to First 40 Paid Registrants

TOPICS COVERED:

February 6th, 2024

- Introduction to OSHA
- Health Hazards in Construction
- Electrical Safety
- Fall Protection
- Struck-By/Caught In-Between

February 7th, 2024

- Personal Protective Equipment
- Material Handling, Storage, Use and Disposal
- Confined Spaces
- Concrete and Masonry
- Tools - Hand and Power
- Scaffold
- Stairways and Ladders

WHO SHOULD ATTEND:

This course is intended for construction workers, supervisors and anyone involved in the construction industry.

REGISTRATION



For questions contact:
Vernetta Mitchell, CCA
vmitchell@trsigroup.com
Cell: (704) 330-9429
Office: (704) 548-5370
forms.office.com/r/ZGr6PQrPDp



COURSE DETAILS

This course provides an orientation to occupational safety and health for workers covered by OSHA 29 CFR 1926.



Nussbaum Center for Entrepreneurship
1451 S Elm Eugene Street
Greensboro, NC, 27406



2-DAY COURSE SCHEDULE

Day 1: 8:30 AM - 3:30 PM (Breakfast & Lunch Provided)

Day 2: 8:30 AM - 1:00 PM Breakfast Only



DISCLAIMER

Course fee is per student. Students must complete both days of training (10 hours) to receive OSHA 10-Hour Construction Outreach DOL course completion card.

OSHA Construction Certification Course

Certification Workshop for GC Sheriff's Administration Building

Trade Partner Council Greensboro Chamber

Certification Workshop
Guilford County Sheriff's Administration Building Project
Tuesday, Oct 10, 2023 5:30 PM



MWBE Minority/Women Business Enterprise of Guilford County



- Carla Copes - NC HUB Office
- Shaunne Thomas - Guilford County MWBE
- Maria Miles - Guilford County MWBE
- Brooke Thomas - Blum/W.C. Construction
- Brad Wall - Blum/W.C. Construction
- Stephanie Joyner - DiverseCity Services

Learn How to:

- Obtain Certifications
- Market Your Business
- Compete for Opportunities



To fill out a *Prequalification Form*, scan this code:



or go to this link:

<https://www.flblum.com/subcontractors/prequalifications/>



For more information contact:
sarah.neblett@flblum.com



Self-Identified with Active Contracts

**Self-Identified
Vendors with Contracts**

27

Intends To Apply

22

Spend Amount

\$3.4M

FY24 2nd QUARTER AWARDS REPORT

Maria Miles
Deputy Director, MWBE

FY24 2nd Quarter Awards Report (Oct-Dec)

\$483,000
Awards Exempt Per MWBE
Procedure Manual Section E.8.26

\$15.38M
Awards Under MWBE Policy

\$15.86M
Total Contract Award by
Award Type



"Under the leadership of Shaunne Thomas, MWBE Director and Maria Miles, MWBE Deputy Director, I have witnessed the Guilford County MWBE Program transform into a peerless advocacy and support program with impact far beyond Guilford County. They are both transformational leaders who are laser focused on helping small, women and minority businesses in Guilford County reach their strategic and financial objectives in a myriad of ways, which directly impacts economic growth in the county."

Antonio Wallace, CEO CP Supply



FY24 2nd Quarter Awards Report (Oct-Dec)

\$2,946,327

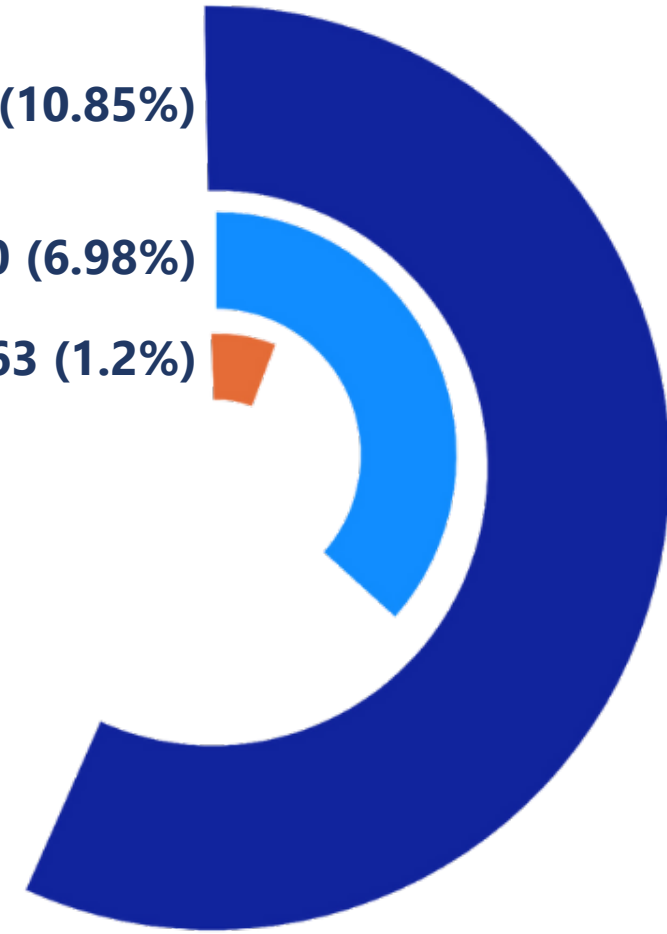
19.15%

Awards Under MWBE Policy

White Female: \$1,678,964 (10.85%)

Black: \$1,080,700 (6.98%)

Hispanic: \$186,663 (1.2%)



FY24 2nd Quarter Awards Report Oct - Dec						
Contract Name	Amount	Prime	MWBE	Cert	Goal	Amount
Lawn Maintenance at Multiple GC Locations	98,334	Allied Universal Landscaping (\$44,470) HMR Enterprise (\$53,864)	HMR Enterprises	White Female	54.78%	53,864
County-Wide Vehicle Maintenance	4,560,000	Brooks Network (\$950,000) Casey's Tire and Auto (\$520,000) CI Fleet Solutions (\$590,000) Greensboro Auto Center, Inc. (\$150,000) Hudson Autoworks Service Center (\$775,000) JP Thomas & Co., Inc. (\$1,575,000)	JP Thomas & Co, Inc	White Female	34.54%	1,575,000
Engineering Services for GC Plan & Dev	34,000	The John R. McAdams Company, Inc.	JC Waller & Associates	Black	5.00%	1,700
			NRC, Inc	White Female	5.00%	1,700
GC Government Plaza and Deck Repairs	8,299,940	Stone Restoration of American	Glory Masonry	Black	13.00%	1,079,000
High Point Courts Elevator Modifications	654,939	Delaware Elevators	Lift Solutions	Hispanic	4.88%	32,013
GSO Courts Elevator Modifications	1,186,180	Delaware Elevators	Lift Solutions	Hispanic	13.04%	154,650
HVAC Renovations at Daymark Recovery	408,200	Bar Construction Co., Inc.	Electrical Technologies	White Female	11.86%	48,400
Election Laptops and Accessories Rental	140,000	Electro Rent Corporation dba Computer Rentals Self-Performance				
TOTAL AWARDED	15,381,593					2,946,327

FY 24 Quarterly Comparison – MWBE Spend by Race & Ethnicity

