



MWBE Program Annual Report **FY2022-2023**

MWBE

Minority and Women-Owned
Business Enterprise





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Greetings,

It is my pleasure to present the Minority and Women Owned-Business Enterprise (MWBE) Program Annual Report for Fiscal Year 2022-2023.

The Minority and Women-Owned Business Enterprise (MWBE) Program advocates on behalf of historically underutilized businesses to promote diversity and inclusion in City of Raleigh contracting.

The City of Raleigh's Minority and Women-Owned Business Enterprise (MWBE) Program aims to connect underrepresented businesses with opportunities, resources, and technical assistance.

Some program accomplishments throughout the fiscal year include:

- Completed the City's first disparity study and established an implementation timeline and working committees for execution
- Established new partnerships with various business resource organizations
- Led two strategic plan initiatives that increased program awareness and business resource development
- Complied with the State of North Carolina's minority business participation reporting requirements (HUBSCO) on building projects for all 4 quarters and exceeded the State's 10% goal
- As a part of our expanded community engagement efforts, launched inaugural Meet the General Contractor and Minority Enterprise Development (MED) Week Celebration events

The following report describes the City of Raleigh's efforts to ensure minority and women-owned businesses have greater access to public contracting opportunities, and summarizes program activity, prime contract, and subcontract utilization data for certified minority and women-owned businesses.

We would like to thank the Mayor, Council, City Leadership, and department staff for their commitment to ensuring the success of MWBE businesses.

Lekesha R. Shaw

MWBE Program Manager, Department of Equity & Inclusion

Testimonial: Cruz Brothers Concrete Inc.

Cruz Brothers Concrete Inc. was founded in 1997 and to this day continues to be a family-run and owned business. We are a DBE, MBE, HUB Certified road & street construction firm that specializes in incidental concrete construction. Our work consists of placing curbs, gutters, sidewalks, pads, driveway entrances, ADA ramps, monolithic islands, paved ditches, sidewalks, and more. We offer residential, and commercial services; however, we are proud to say that most of our work is conducted with the NCDOT and various North Carolina State municipalities, such as the City of Raleigh.

“We’d like to take this opportunity to honor the loving memory of our late founder and owner, Santana Rodriguez Cruz, who passed away unexpectedly in July 2023. To our brother, uncle, father, and colleague, you are forever in our hearts.”

– Gail Cruz, Niece



Get Connected

City of Raleigh MWBE Program

raleighnc.gov

Search: MWBE

Doing Business with The City

Raleigh Supplier Connect

raleighnc.gov

Search: Supplier Connect

MYRALEIGH Subscription

raleighnc.gov

Search: Subscriptions

Economic Development Small Business Support

raleighnc.gov/housing-and-neighborhoods/service-unit/small-business

MWBE Certification

NC Department of Administration (HUB)

ncadmin.nc.gov/businesses/hub

NC Department of Transportation (DBE)

connect.ncdot.gov/business/Pages/default.aspx

Stay Connected



@RaleighGov



@RaleighGov



@CityofRaleigh

Our Strategic Plan

The City of Raleigh's MWBE Program works to facilitate increased education and outreach to minority businesses. The strategic plan for the program includes internal and external priorities that aim to fulfill the mission through engagement, education, and compliance.



Engagement



Education



Compliance



Looking Back at FY22-23

MWBE Work Group Meetings

This internal work group consists of staff across various City of Raleigh departments. The work group focuses on collecting data in a standardized manner, simplifying current processes, and implementing new processes.



4 Meetings

Construction Bid Meetings

MWBE Program staff maintains positive working relationships with all City departments and work collectively to promote the program at pre-bid, bid opening, and pre-construction meetings. These meetings were held both virtually and in-person.



58 Meetings

Department Engagement

MWBE Program staff expanded working relationships within various City departments including Housing & Neighborhoods, Transportation, Fire, Police, Raleigh Convention & Performing Arts Complex, Raleigh Water, Parks & Recreation, Engineering Services, and Solid Waste Services.



9 Departments



4 Events

Outreach & Community Engagement

During the year, the MWBE Program staff actively engaged the MWBE business community through outreach events, educational workshops, statewide and local conferences, referrals, and one-on-one counseling sessions.

MWBE Program staff members served on boards, volunteered with committees, and engaged with community organizations to add a business perspective on diversity and inclusion. Some of the organizations with whom we engaged this year include:

- American Contract Compliance Association (ACCA)
- Hispanic Contractors Association of the Carolinas (HCAC)
- Hispanic American Chamber of Commerce NC
- North Carolina MWBE Coordinator's Network (NCCN)
- North Carolina Department of Administration's Office for Historically Underutilized Businesses (HUB)
- North Carolina Department of Transportation's Disadvantage Business Enterprise (DBE)
- North Carolina Association of Governmental Purchasing (NCGAP)
- The Raleigh Chamber of Commerce
- The Women's Business Center of North Carolina
- Procurement Technical Assistance Center (PTAC)

The MWBE staff participated in multiple external outreach and community engagement events in FY22-23.

VIVA MI RALEIGH

In November 2022, MWBE staff hosted an information table at the Viva Mi Raleigh event. Hosted by the Department of Equity and Inclusion along with Housing and Neighborhoods, Parks & Recreation and Community Engagement, this event celebrated Hispanic-Latin culture and provided informative resources.

Sowing Unity Among Self-Sufficient Women Conference 2023

In March 2023, MWBE partnered with the Hispanic-Latino Ecosystem partners (General Consulate of Mexico, General Consulate of Guatemala, Small Business Administration, The Women's Business Center of NC, DurhamTech, InStepp Inc., and Mil Mujeres) to lead a panel discussion where women learned about business, employment, immigration, and personal growth. This event celebrated Hispanic-Latinas and connected them with unique resources inside North Carolina—a one-stop event to promote economic development, career development, and social advancement.

External Engagement



Meet the General Contractors Workshop

In May 2023, staff kicked off the first in a series of workshops that allow MWBEs to meet and network face-to-face with general contractors. The event featured a successful general contractor who shared their business expertise, engagement tips, and success stories with the MWBE community. Interested vendors also learned about the general contractor's subcontractor solicitation and pre-qualification process for the City.

Raleigh Neighborhood Exchange

The Raleigh Neighborhood Exchange (RNEX) is an annual event hosted in September 2022 by the Neighborhood Enrichment Division in honor of Neighborhoods Month. MWBE staff attended this event to provide information regarding the MWBE Program and resources to gain knowledge on how to participate on city projects, how to become certified as minority business with external partners such as NCDOT HUB office and NCDOT DBE office and its benefits.





HUB/DBE Certification Information Sessions

In collaboration with the NC Department of Administration and the NC Department of Transportation, MWBE Program staff facilitated free public quarterly information sessions to educate businesses on NC Department of Transportation Disadvantaged Business Enterprise (DBE) and NC Office of Historically Underutilized Businesses (HUB) Certifications.

Our partners presented the benefits and processes of their respective certification programs, while the MWBE team concentrated on City of Raleigh's MWBE program elements and how to become registered suppliers with the City. Additionally, information was shared on how all partners work collaboratively to advocate for certification and minority business success.



*For FY22-23,
4 Certification Information Sessions were conducted with
25-30 minority business owners attending each session.*

Annual Business Expo

The 24th Annual Raleigh Small Business Expo was held on March 16, 2023, in partnership with the City of Raleigh's MWBE Program and the Wake County Public School System. The event featured 63 public and private industry companies, as well as various City of Raleigh and Wake County Public School System Departments. Over 245 attendees participated in workshop sessions and networking opportunities. As a special feature of recognition, both the City of Raleigh's MWBE Program and the Wake County Public School System presented awards to their MWBE Contractors of the Year.



63 Exhibitors



245 Attendees





MWBE *At Work*

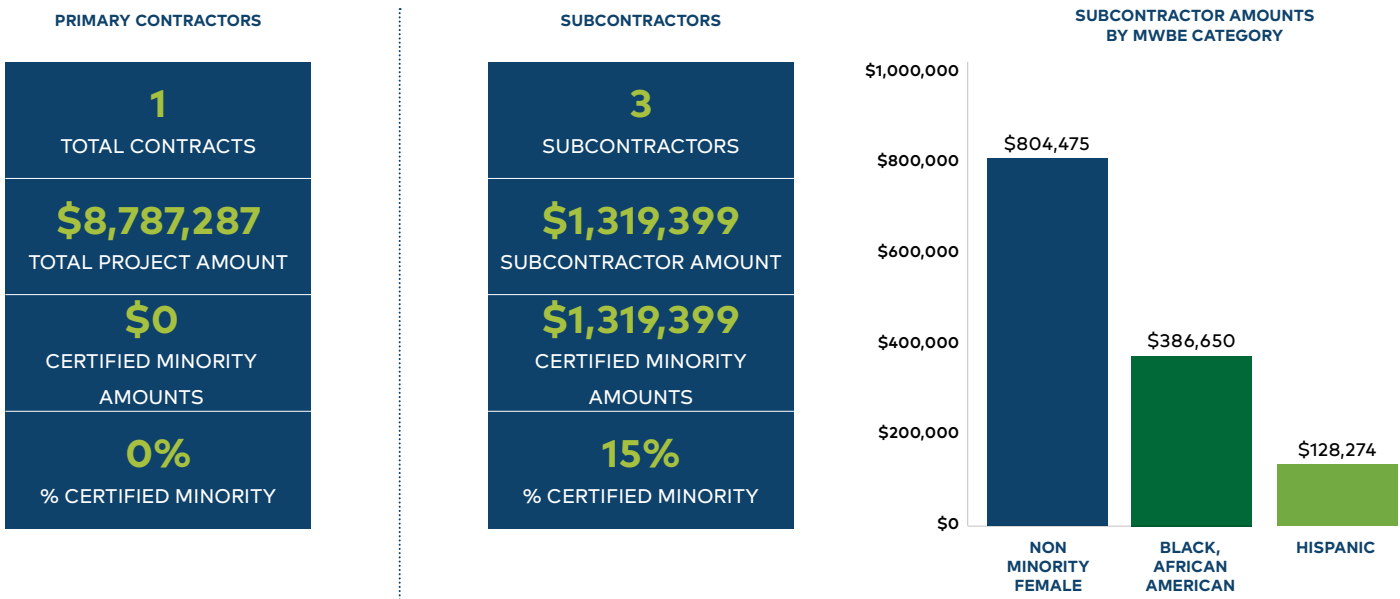


FY22-23 Project Spotlight



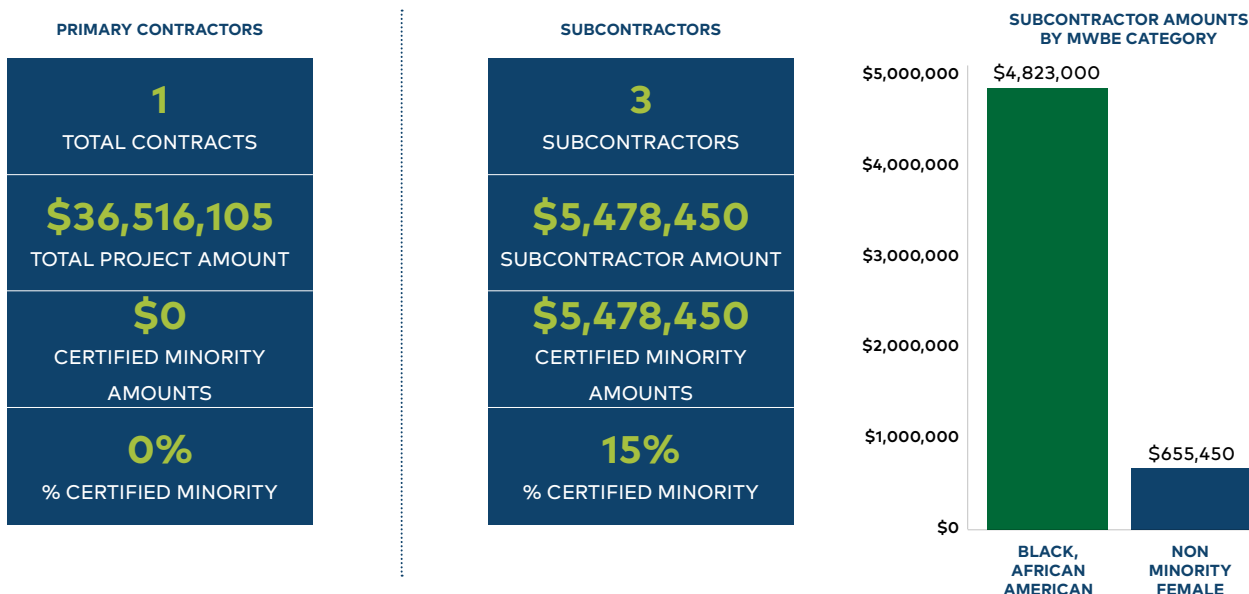
Raleigh Water: State Street Water & Sewer Improvements Phase 2

3 Certified MWBE Subcontractors performed on this project representing **\$1,319,399** in subcontract amounts.



Raleigh Water: Twin 72-Inch Diameter SS

3 Certified MWBE Subcontractors performed on this project representing **\$5,478,450** in subcontract amounts.





Construction & Repair Projects \$300k and Above

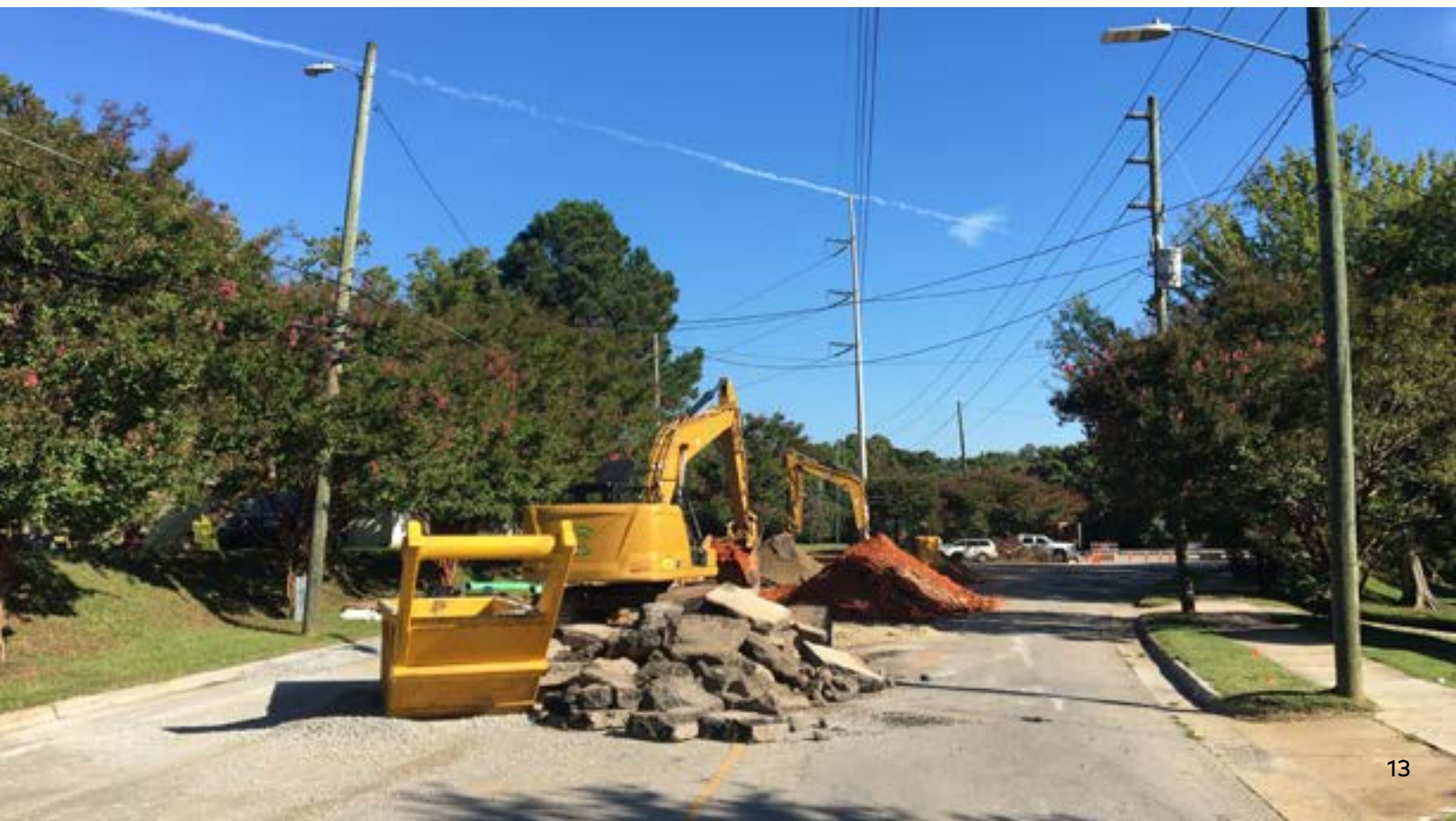
DATA COLLECTION

The City of Raleigh's MWBE Program team employs various data collection methods to identify trends in MWBE utilization and program effectiveness. The MWBE Program team also uses operational analysis to improve programming and to identify needed resources to support MWBE successes.

To further inform best practices in serving the MWBE community, data collected through the City's 2nd Annual Small Business, Start-up, and Minority-Owned Business Survey was used to identify areas for improvement, which helped the team to plan more strategically and intentional in connecting businesses to opportunities, and bridge gaps in utilization.

Table 1 illustrates some of the operational data that the MWBE team has collected over the past 3 fiscal years, highlighting construction contracting of \$300,000 and above.

Considering projects of \$300,000 or more, 35 projects, totaling \$168,394,099.06 were monitored and reviewed for FY 22-23. The total amount spent using Minority and Women-Owned Business Enterprises totaled \$36,642,894.97, exceeding the previous fiscal spend by 4.29%, and the City of Raleigh's 15% aspirational goal by nearly 7%.





Construction Contract Data & MWBE Utilization (%/\$)

Table 1

<i>Fiscal Year</i>	<i>Construction Projects \$300,000+</i>	<i>Total Amount Contracted</i>	<i>Total MWBE Prime (\$)</i>	<i>Total MWBE Subs (\$)</i>	<i>Total MWBE Prime & Subs (\$)</i>	<i>Total MWBE Utilization (%) Prime/Subs</i>	<i>Total MWBE Utilization (%) Subs</i>
20-21	35	\$202,137,597.81	\$14,952,223.26	\$22,525,194.20	\$37,477,417.46	18.54%	11.14%
21-22	39	\$205,472,913.40	\$7,308,176.46	\$14,295,605.04	\$21,603,781.50	10.51%	6.96%
22-23	35	\$168,394,099.06	\$18,551,775.61	\$18,091,119.36	\$36,642,894.97	11.02%	10.74%

35

**CONSTRUCTION
PROJECTS
\$300,000+
FY22-23**



Acknowledgements

Thank You to Our Internal Partners

CITY ATTORNEY'S OFFICE

COMMUNICATIONS

COMMUNITY & SMALL BUSINESS DEVELOPMENT DIVISION

ENGINEERING SERVICES

PARKS, RECREATION AND CULTURAL RESOURCES

RALEIGH CONVENTION CENTER

RALEIGH WATER

TRANSPORTATION DEPARTMENT



External Partners



MWBE

Minority and Women-Owned
Business Enterprise



Raleigh

raleighnc.gov