



Charlotte Business INClusion Program

Minority, Women, and Small Business Enterprises
Fiscal Year 2019 Annual Report

City Council Business Meeting
August 10, 2020

CHARLOTTE BUSINESS INCLUSION – WHAT WE DO

CBI Program Goals

- Certify and register minority, women and small business enterprises (MWSBE)
- Establish MWSBE prime and subcontracting goals
- Monitor diversity and inclusion contract compliance
- Track and report on citywide MWSBE spend
- Conduct MWSBE education and outreach initiatives
- Collaborate with the CBIAC to increase MWSBE participation
- Collaborate with departments to increase opportunities for MWSBE participation

The mission of the CBI program is to promote diversity, inclusion, and local business opportunities in the city's contracting and procurement process for businesses located in the Charlotte region.

FY2019 PROGRAM HIGHLIGHTS

1,053

city certified MWSBE firms –  17%

80%

of **153 newly certified** firms are **MBEs**

\$31 MILLION

increased spending with certified businesses -  31%

22%

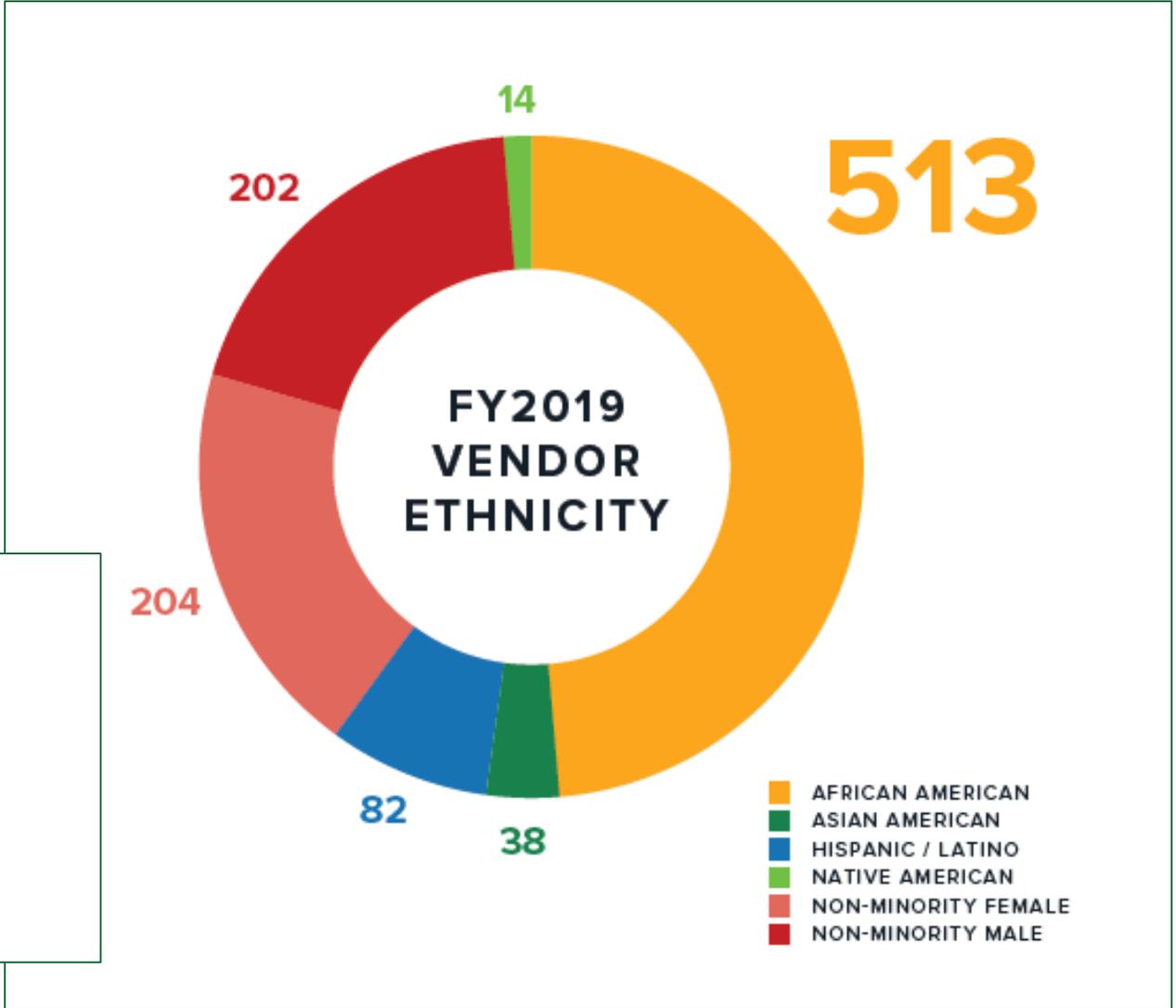
increased spending with MWSBE **prime contractors**

8

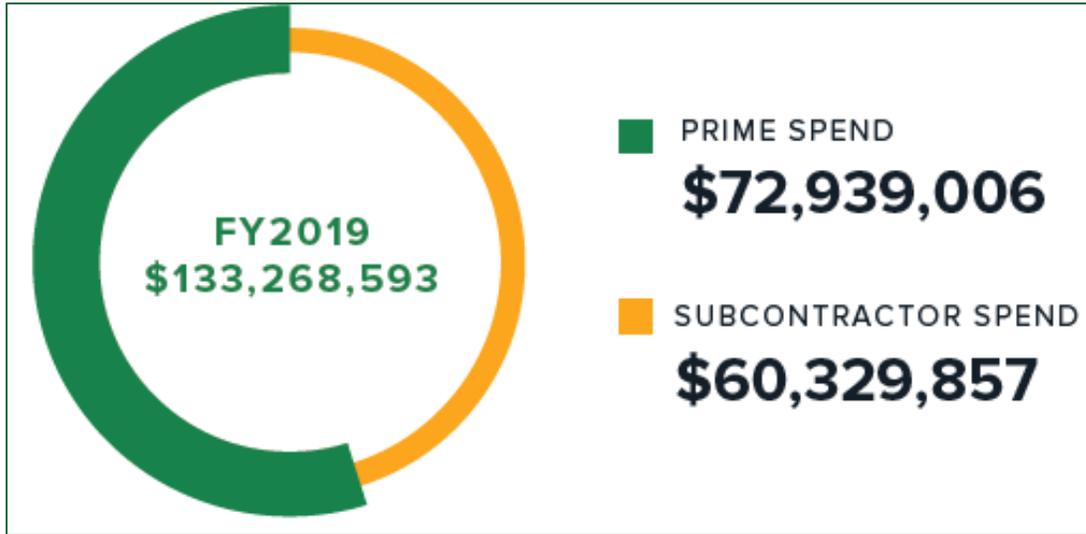
MBE firms received > **\$1 Million** in spending

REMOVING BARRIERS TO PARTICIPATION

From FY2015 to FY2019 the city added 821 certified vendors

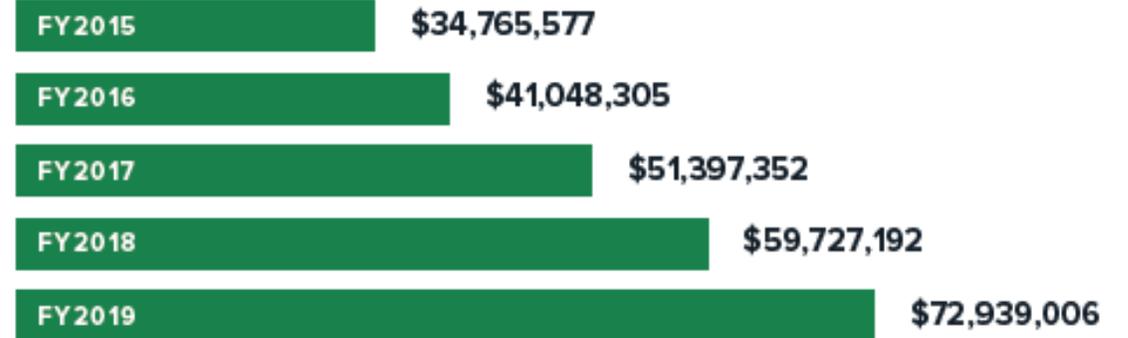


TOTAL MWSBE SPEND FOR FISCAL YEAR 2019

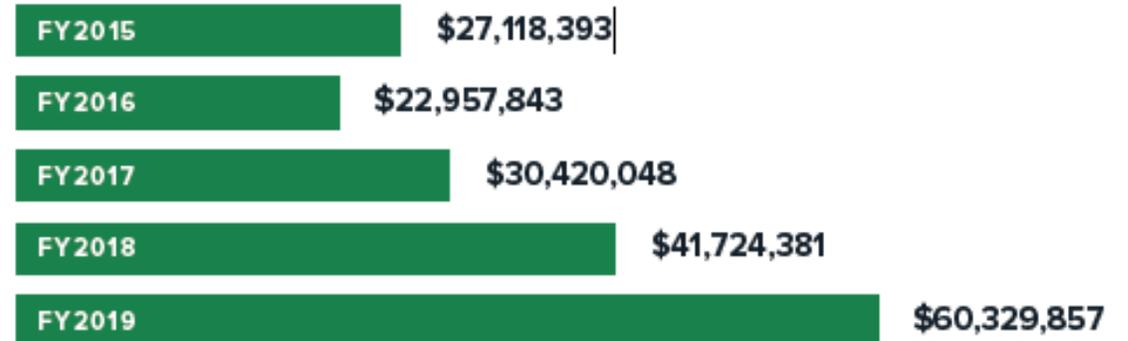


In FY2019 the City of Charlotte's spend with MWSBEs totaled over \$133 million

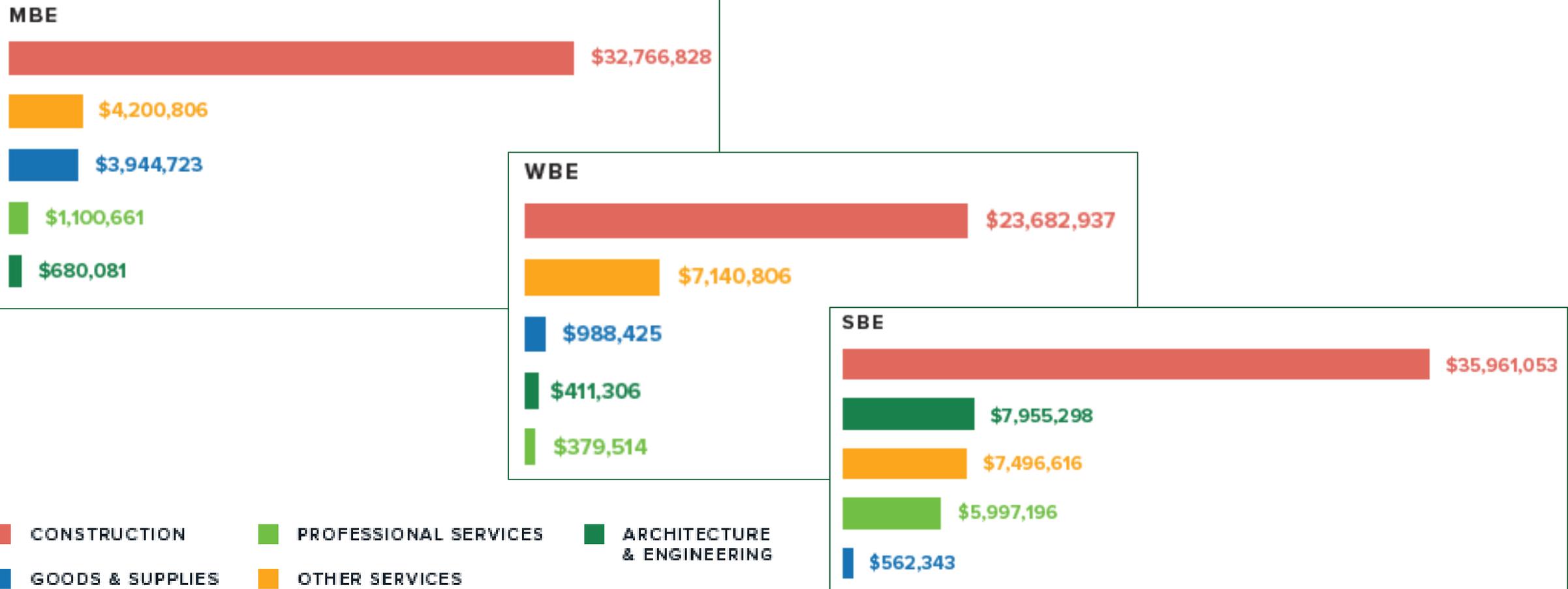
TOTAL PRIME MWSBE SPEND BY FISCAL YEAR



TOTAL SUBCONTRACTOR MWSBE SPEND BY FISCAL YEAR

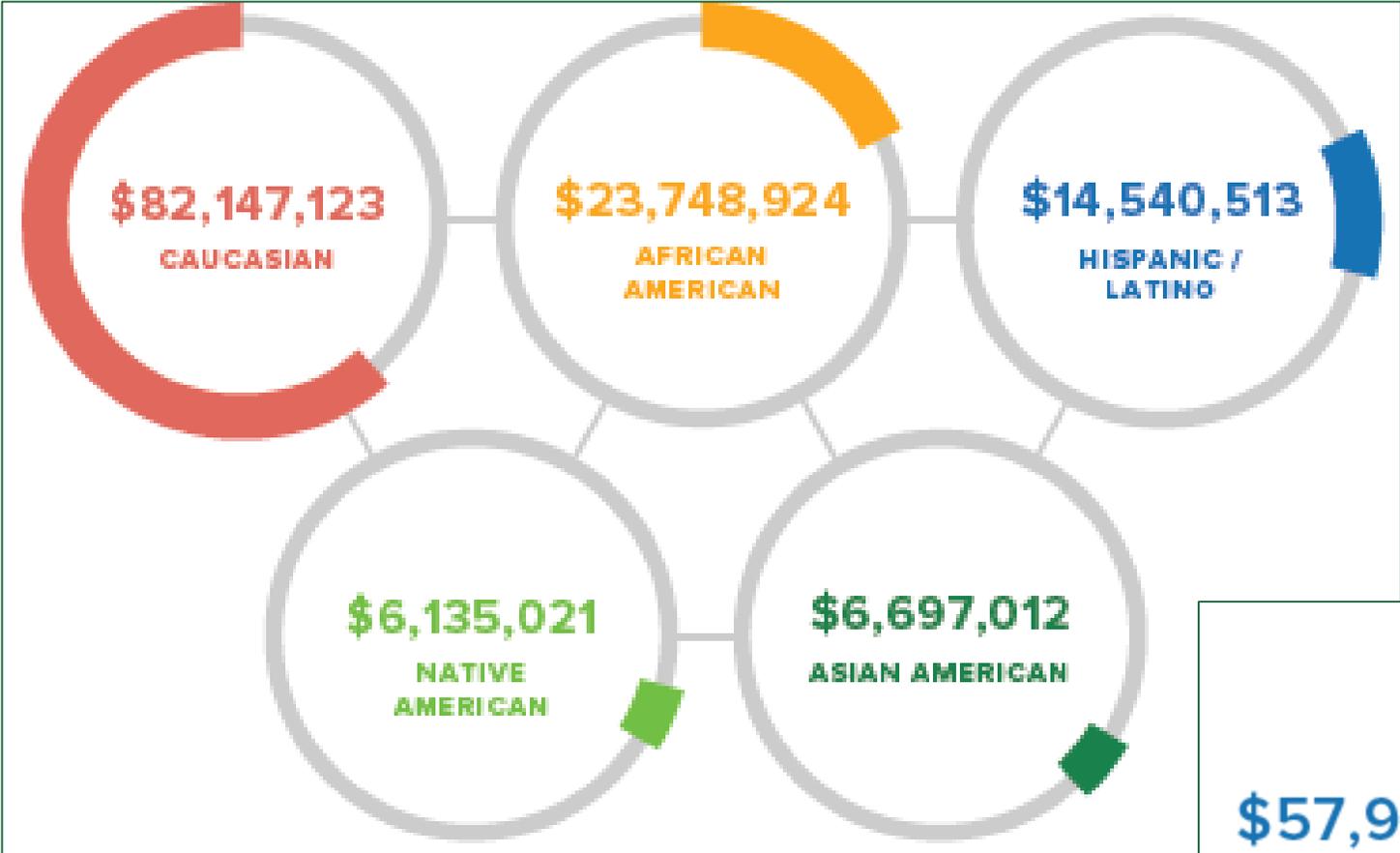


TOTAL MWSBE SPEND BY CERTIFICATION TYPE & WORK CATEGORY

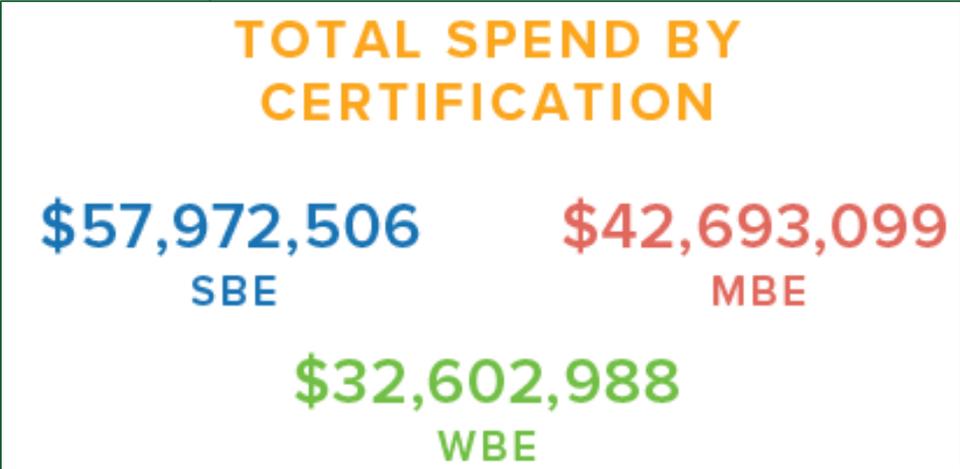


From FY2018 to FY2019 the city's spend with MWSBEs increased by over \$31 million

TOTAL MWSBE SPEND BY CERTIFICATION TYPE & ETHNICITY



32% of the city's \$133 million spend was with MBEs



TOTAL MWSBE SPEND OVER \$1 MILLION

Top 22 Enterprises

MWSBE Spend by Certification

In FY2019, the city spent more than \$1 million with certified MWSBEs. The top twenty-two enterprises are highlighted in the table below.

■ SBE ■ MBE ■ WBE



TOP 22 ENTERPRISES: 1. Professional Police Services | 2. Roundtree Companies, LLC | 3. Friends and Brothers Concrete, Inc. | 4. Legal Title Research, LLC | 5. Camps Construction Company | 6. DOT Construction, Inc. | 7. D.E. Walker Construction, Inc. | 8. The Wilson Group Architects PA | 9. DAS Architecture, Inc. | 10. P&H Utilities | 11. C Design, Inc.

12. B&N Grading, Inc. | 13. DE Brown Construction, Inc. | 14. MV Momentum Construction, Inc. | 15. SHI International Corp | 16. Dakota Contracting Company | 17. Fuller & Co. Construction, LLC | 18. Rodgers Builders, Inc. | 19. Superior Mechanical Systems, Inc. | 20. Besco Electric Co. | 21. Dallas 1 Construction, LLC | 22. Sanders Utility Construction Co., Inc.

36% of the top 22 enterprises are city certified MBEs

PREPARING CERTIFIED FIRMS FOR GROWTH



AMP Up! Charlotte is a program designed to prepare Minority Business Enterprises (MBEs) for growth and expansion to increase business revenue, create jobs, and positively impact the community. As a participant in the seven-month, bi-weekly course, MBEs receive targeted training, as well as business development and mentoring services to propel their enterprise forward.

“ Being a part of AMP Up! means I have an opportunity to acquire the wisdom, strategies, and knowledge to grow my business to a self-sustaining level. ”

– Tracei D. Ball, MD, *OnCall Mobile Medical & Wellness*

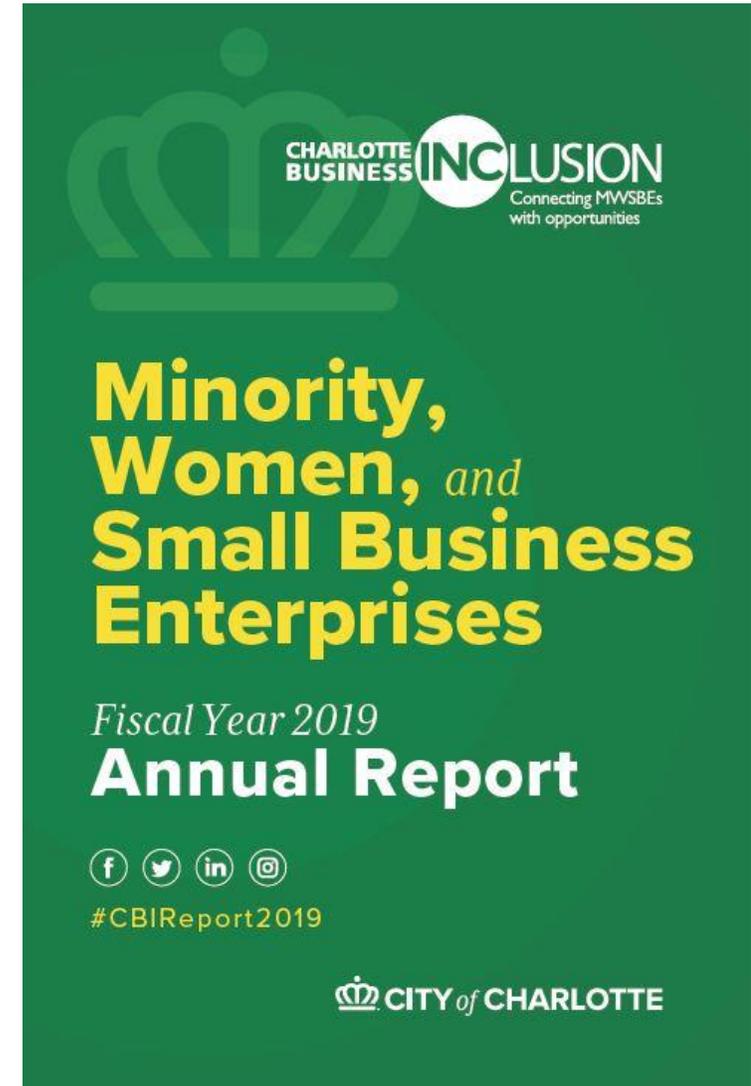


The City of Charlotte launched EarlyBird, an application to improve the accessibility of government contracts to business owners in the city and county. The interactive tool features a comprehensive list of active and in-development opportunities for enterprises to find and follow future procurement projects.

{ 230+ UPCOMING CONTRACTING OPPORTUNITIES ACROSS ALL CITY DEPARTMENTS }

SPECIAL ACKNOWLEDGEMENT

The Charlotte Business Inclusion office would like to thank CGR Creative, LLC (CGR Creative) a city certified minority and small business enterprise for its design of the FY2019 Annual Report. CGR Creative continues to be an innovative, creative, and valued business partner.



CBIAC & WORKFORCE AND BUSINESS DEVELOPMENT COMMITTEE

ADVISORY COMMITTEE



Stephane Berwald
CHAIR, METROLINA MINORITY
CONTRACTORS ASSOCIATION (MMCA)

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NATIONAL ASSOCIATION OF WOMEN
BUSINESS OWNERS (NAWBO)

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VICE CHAIR, AT-LARGE

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LATIN AMERICAN CHAMBER OF COMMERCE
OF CHARLOTTE (LACCC)

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AT-LARGE, PRIME CONSTRUCTION
COMPANY

Shobha Rajpal
CAROLINAS ASIAN-AMERICAN CHAMBER
OF COMMERCE

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CHARLOTTE MECKLENBURG BLACK
CHAMBER OF COMMERCE (CMBCC)

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AT-LARGE

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AT-LARGE, PRIME CONSTRUCTION
COMPANY

Gregory Williams
AT-LARGE, PROFESSIONAL SERVICES
COMPANY

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AT-LARGE, CHARLOTTE CHAMBER
OF COMMERCE

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METROLINA NATIVE AMERICAN
ASSOCIATION

William Stricker
CAROLINA ASSOCIATION OF GENERAL
CONTRACTORS (CAGC)

Jamal Cook
AT-LARGE



James Mitchell
Chair



Tariq Bokhari
Vice Chair



Dimple Ajmera



Malcolm Graham



Renee' Johnson

Workforce and Business Development Committee



Steven Coker

- Syracuse, NY native
- 20 years of supplier diversity experience
- Public, private and academic sectors.
- Currently Director of diversity and community engagement for the Pike Companies
- BA from Wagner College, Staten Island, NY
- JD from Nova Southeastern University Law Center; Fort Lauderdale, FL

Questions?

