



# 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

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## 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

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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

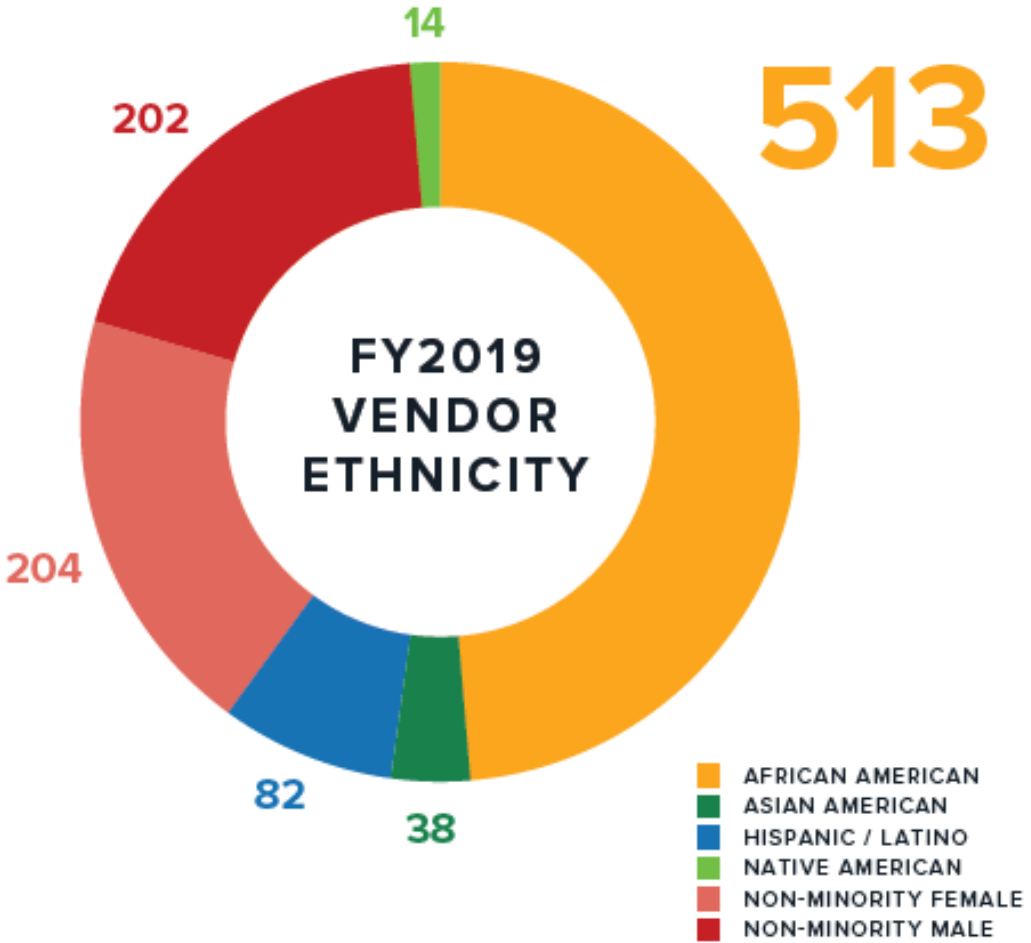
# REMOVING BARRIERS TO PARTICIPATION

From FY2015 to FY2019 the city added 821 certified vendors

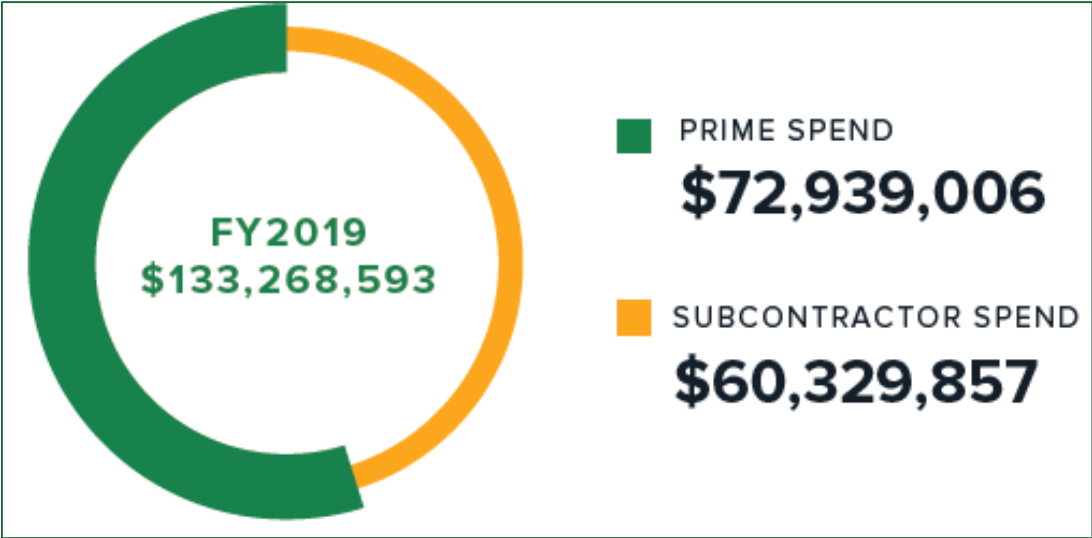
## TOTAL CITY CERTIFIED VENDORS



354% VENDOR INCREASE

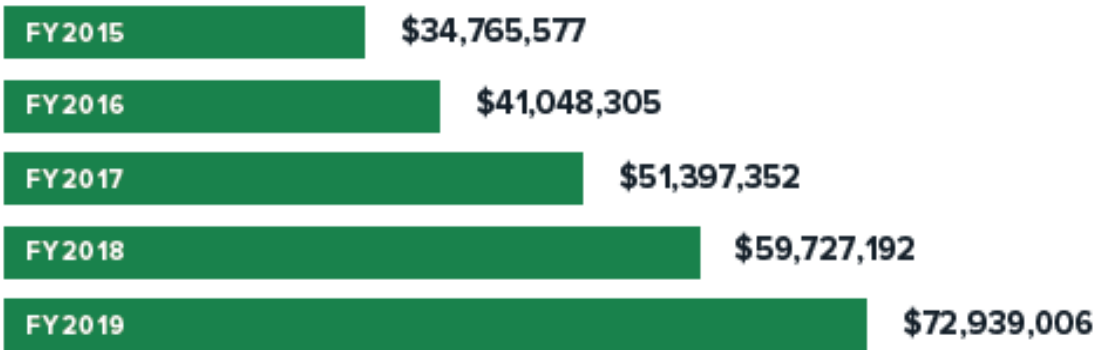


# TOTAL MWSBE SPEND FOR FISCAL YEAR 2019

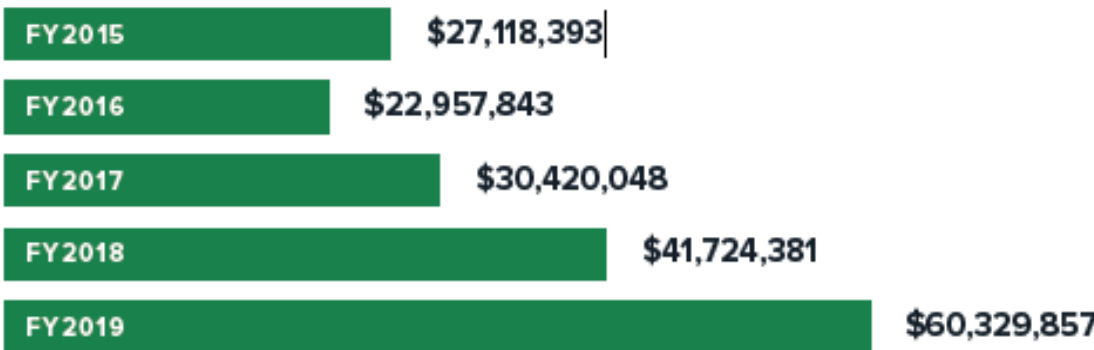


In FY2019 the City of Charlotte’s spend with MWSBEs totaled over \$133 million

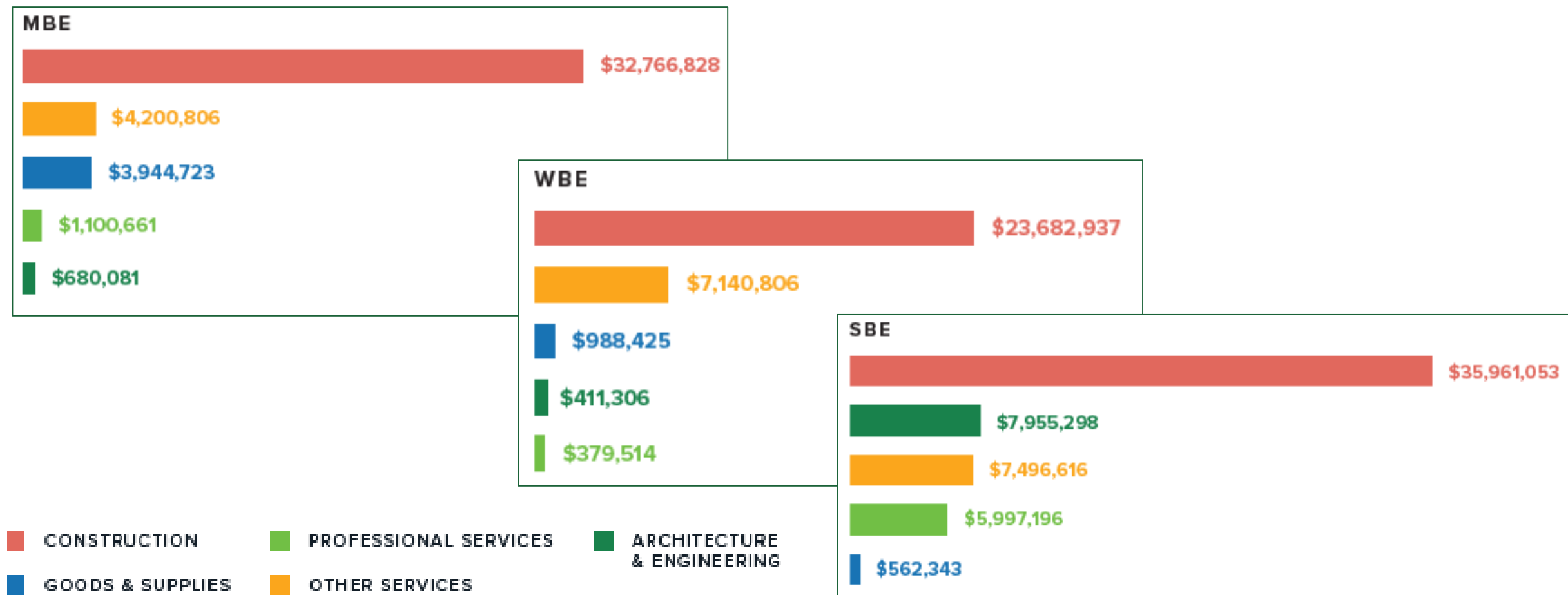
## TOTAL PRIME MWSBE SPEND BY FISCAL YEAR



## TOTAL SUBCONTRACTOR MWSBE SPEND BY FISCAL YEAR

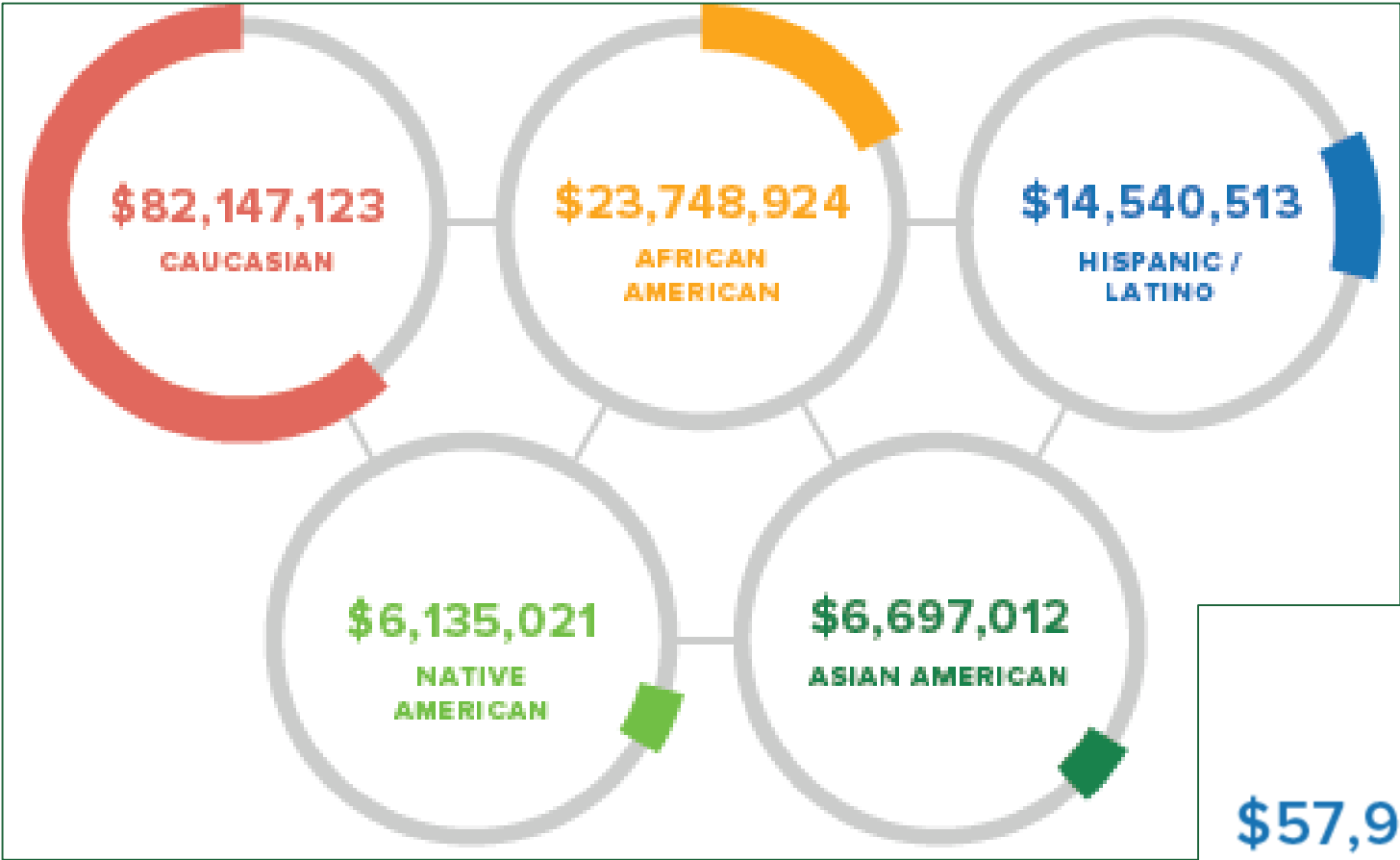


# TOTAL MWSBE SPEND BY CERTIFICATION TYPE & WORK CATEGORY

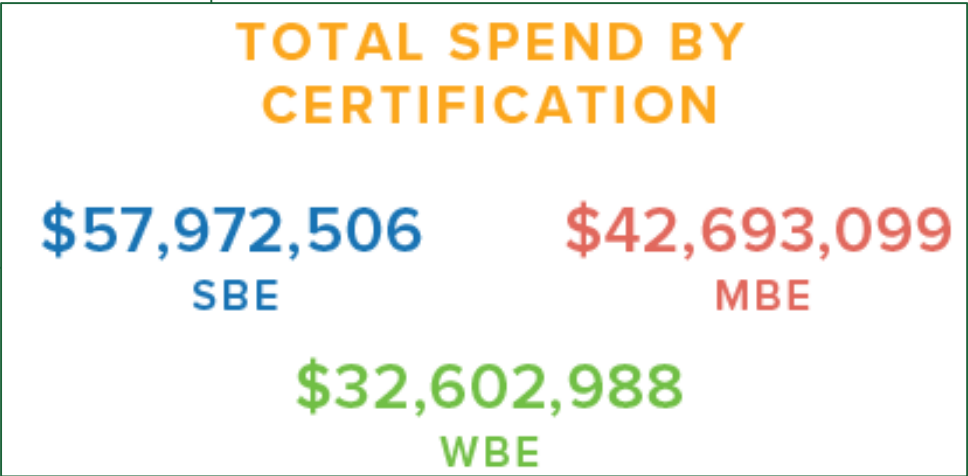


From FY2018 to FY2019 the city’s spend with MWSBEs increased by over \$31 million

# TOTAL MWSBE SPEND BY CERTIFICATION TYPE & ETHNICITY



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

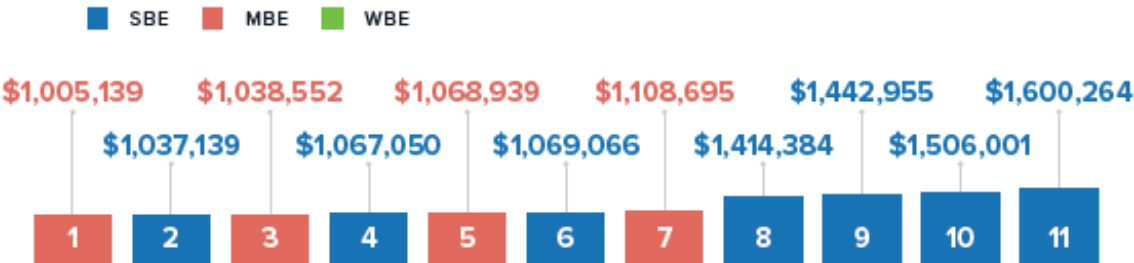


# TOTAL MWSBE SPEND OVER \$1 MILLION

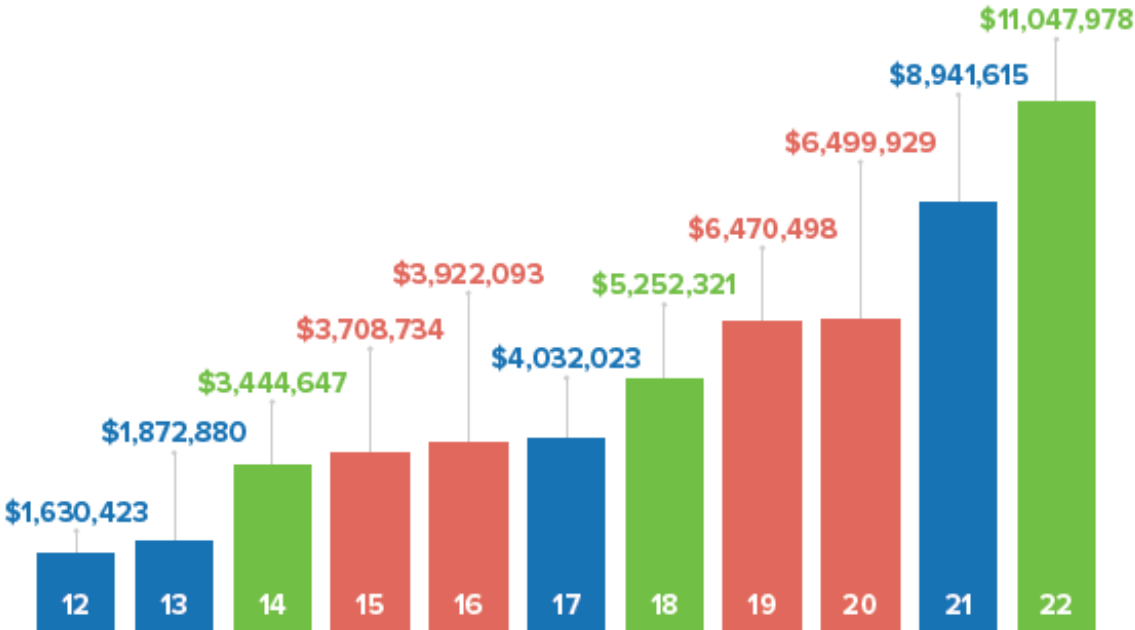
## Top 22 Enterprises

### 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.



**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*

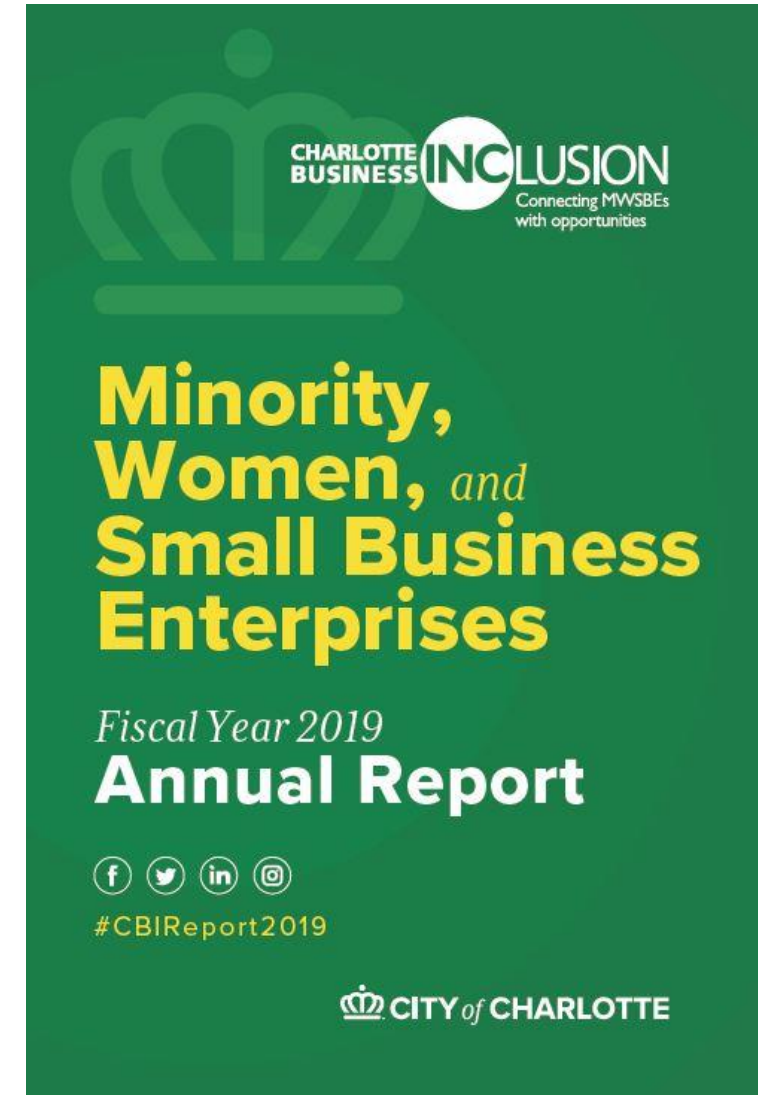


The City of Charlotte launched EarlyBird, an application to improve the accessibility of government contracts to business owners in the city and county. The interactive tool features a comprehensive list of active and in-development opportunities for enterprises to find and follow future procurement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

**{ 230<sup>+</sup> 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

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**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

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# Questions?

