



City of Memphis

OFFICE OF BUSINESS DIVERSITY & COMPLIANCE

“We Mean Business”

Mayor Jim Strickland

OFFICE OF BUSINESS DIVERSITY & COMPLIANCE

MEMPHIS CITY COUNCIL

FY17-2nd QUARTER UPDATE

www.MemphisTN.gov/BDC • [#WeMeanBusiness](https://twitter.com/WeMeanBusiness) • [@BDCmem](https://twitter.com/BDCmem)





ACTIVITIES & UPDATES

FOR FISCAL YEAR 2017 TO DATE



ACTIVITIES

- **Distribution of Alerts, Opportunities and MWBE Spending Updates:** Monthly Newsletters, Social Media and Internal Board postings
- **Certification Reform (Phase 1) Reciprocal Certification Initiative Launched:** OBDC began accepting Shelby County Government's LOSB certification and Memphis Shelby County Airport Authority's DBE certification
- **Partnership Development:** SBA Strategic Alliance Memorandum, First Tennessee's Operation Hope - Hope Inside Business Development Center
- **Professional Training:** Leslie Smith graduated Leadership Memphis FastTrack, Taunya Falkner started New Memphis Institute Fellows, Tracy Buckley, continues Economic Development certification. All Contract Compliance Unit staff completed Microsoft Excel Training
- **Queremos Hacer Negocios con Ustedes (We Want to do Business with You Informational Outreach Event):** Outreach event engaging the Hispanic community January 2017
- **We Mean Business Symposium:** Planning for February 8, 2017





ACTIVITIES & UPDATES

FOR FISCAL YEAR 2017 TO DATE

Programs and Events

- **Competitive Bidder's Prep Accelerator (CBPA):**
 - **Propel (Diverse Business Accelerator):** 10 African American owned firms participated in an intense bidder prep program with StartCo September 2016
 - ✓ **Propel Pitch Day:** January 24, 2017.
 - **Sub-to-Prime :** 21 MWBE firms participated in bid and procurement training November 2016
 - ✓ **Graduation:** February 8, 2017 @ the We Mean Business Symposium Winter 2017
- **Certification Blitz:** OBDC in partnership w/Shelby County EOC & MSCAA conducted a reciprocal certification blitz December 1-3.



DIVERSITY SPENDING

FOR FISCAL YEAR 2017

2ND Quarter FY 2017 Year to Date Performance

GOOD NEWS!

We are moving in the right direction!

Diversity Spending through 2nd Qtr. Fiscal Year 2017 is HIGHER than it has ever been in the last 3 years!

Total Certified & Non-Certified MWBE Performance is

\$25,803,745

19.11%

Total City-Wide Spend \$135,046,048 (12.32% non-profit/other govt. & 2.67% publically traded)

Certified (meaning certified & registered) MWBE Performance is

\$22,143,731

***16.40%**

*For purposes of measuring our programs performance



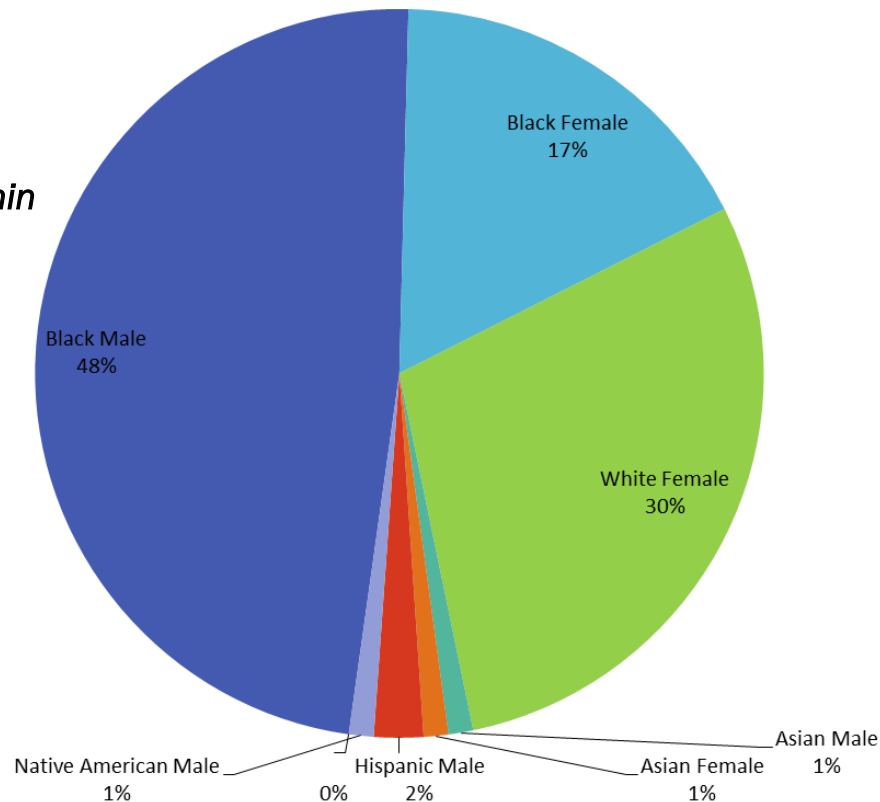
MWBE Certified Firms Demographics

FOR FISCAL YEAR 2017

320 Firms Have MWBE Certification

65% of the Firms in the EBO Program Are African American Owned

290 of these firms are located within City of Memphis limits





Sheltered Market Program

FOR FISCAL YEAR 2017

FY 2017 Year to Date Performance

78 RFQs/RFPs were assigned to the SBE Program

29 were awarded to SBE Certified Firms

\$2.75 million

24 *were awarded to MBE companies*

4 were awarded to WBE and only 1 was awarded to non-MWBE firm

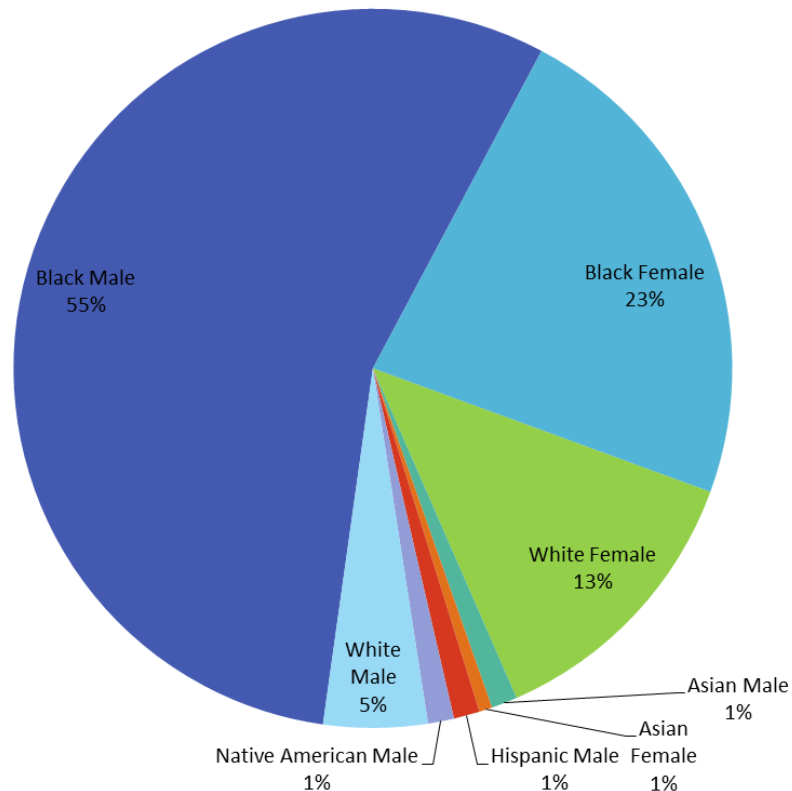


Sheltered Market Program Demographics

FOR FISCAL YEAR 2017

173 Firms Have SBE Certification

Over 75% of the Firms in the SBE Program Are African American Owned

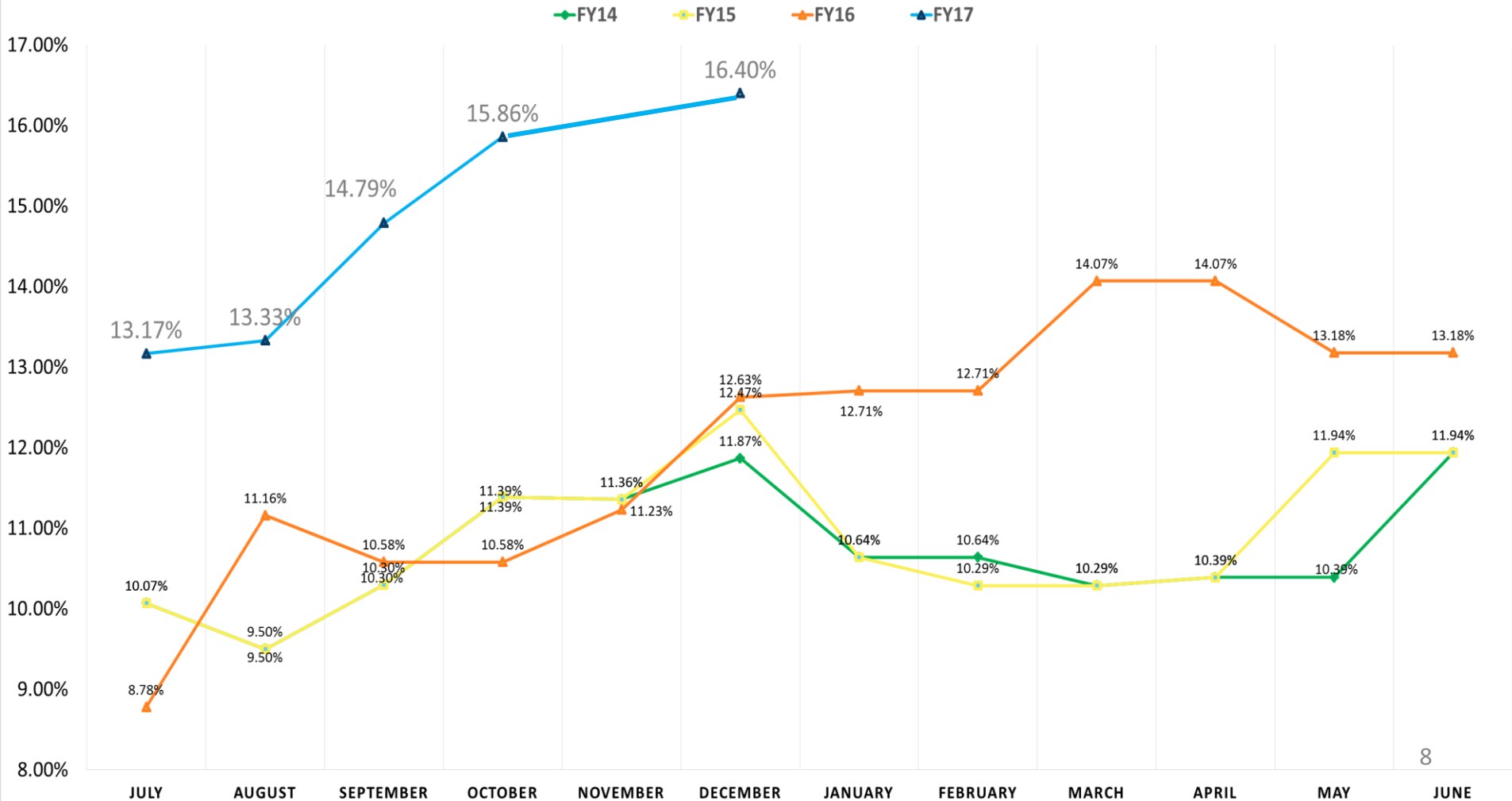




DIVERSITY SPEND TRACKING

FOR FISCAL YEARS 2014 THROUGH 2016

CERTIFIED MWBE SPENDING





DIVERSITY SPENDING SUMMARY

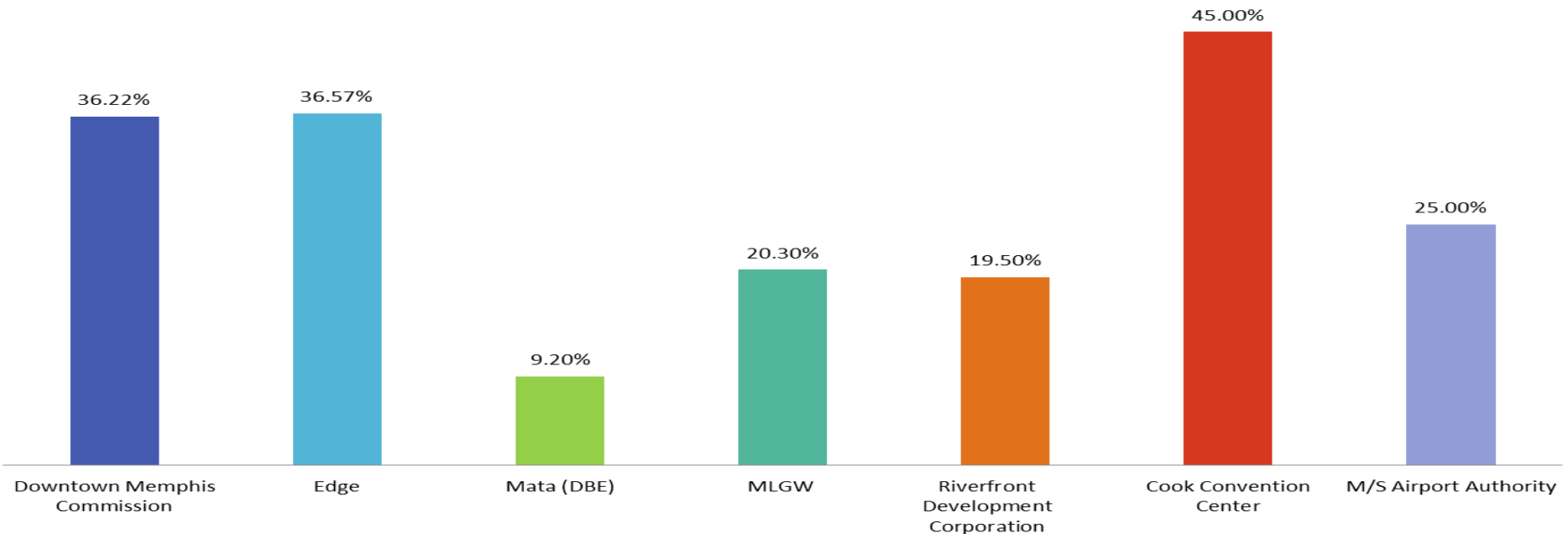
FOR FISCAL YEAR 2017

Divisions	Certified	Certified	Total	Non-certified	YTD-FY2017		Opportunities	Non-Profits &	Publicly	Non	Total
	MBE	WBE	Certified MWBEs	MWBEs	Combined MWBE Spend		Available	Quasi	Traded	MWBE	Yr to date
Engineering	\$ 2,192,510 10.85%	\$ 2,341,203 11.58%	\$ 4,533,712 22.43%	\$ 91,141 0.45%	\$ 4,624,853 22.88%	\$ 12,307,277 60.90%	\$ -	\$ 2,833	\$ -	\$ 3,278,313 16.22%	\$ 20,210,443 100.00%
Executive	\$ 72,309 8.11%	\$ 4,122 0.46%	\$ 76,430 8.58%	\$ 425,971 47.80%	\$ 502,401 56.38%	\$ - 0.00%	\$ 98,784	\$ 14,447	\$ 8,370	\$ 380,297 42.68%	\$ 891,068 99.06%
Finance	\$ 154,374 12.82%	\$ 66,699 5.54%	\$ 221,073 18.35%	\$ 164,768 13.68%	\$ 385,841 32.03%	\$ - 0.00%	\$ -	\$ 27,653	\$ 756	\$ 818,003 67.91%	\$ 1,204,599 99.94%
Fire	\$ 357,434 7.84%	\$ 20,982 0.46%	\$ 378,416 8.30%	\$ 170,034 3.73%	\$ 548,450 12.03%	\$ 614,461 13.48%	\$ 53,484	\$ 425,585	\$ - 0.00%	\$ 3,395,098 74.49%	\$ 4,558,009 100.00%
General Services	\$ 799,405 5.18%	\$ 819,488 5.31%	\$ 1,618,893 10.49%	\$ 262,262 1.70%	\$ 1,881,156 12.19%	\$ 10,867,500 70.42%	\$ -	\$ 644,003	\$ -	\$ 2,683,211 17.39%	\$ 15,431,867 100.00%
HCD	\$ 1,725,611 27.81%	\$ 28,060 0.45%	\$ 1,753,671 28.26%	\$ 589,711 9.50%	\$ 2,343,382 37.76%	\$ - 0.00%	\$ 124,648	\$ 524,575	\$ -	\$ 3,862,153 62.24%	\$ 6,205,535 100.00%
Human Resources	\$ 414,981 20.84%	\$ 36,969 1.86%	\$ 451,950 22.70%	\$ 25,782 1.29%	\$ 477,732 23.99%	\$ - 0.00%	\$ 4,204	\$ 31,428	\$ - 0.00%	\$ 1,513,584 76.01%	\$ 1,991,315 100.00%
Information Services	\$ 3,258,773 29.14%	\$ 1,363,541 12.19%	\$ 4,622,314 41.33%	\$ 4,564 0.04%	\$ 4,626,878 41.37%	\$ - 0.00%	\$ -	\$ 481,606	\$ 3,594,444	\$ 2,961,890 26.49%	\$ 11,183,212 67.86%
Legal	\$ 43,213 2.52%	\$ 8,223 0.48%	\$ 51,437 3.00%	\$ 446,816 26.06%	\$ 498,253 29.06%	\$ - 0.00%	\$ -	\$ 26,864	\$ -	\$ 1,216,476 70.94%	\$ 1,714,729 100.00%
Parks & Neighborhoods	\$ 150,114 4.98%	\$ 198,712 6.59%	\$ 348,826 11.57%	\$ 58,208 1.93%	\$ 407,034 13.50%	\$ 1,198,403 39.75%	\$ 1,615	\$ 112,544	\$ -	\$ 1,409,106 46.74%	\$ 3,014,542 100.00%
Police	\$ 365,573 6.23%	\$ 529,354 9.0%	\$ 894,927 15.2%	\$ 112,820 1.92%	\$ 1,007,747 17.17%	\$ - 0.00%	\$ -	\$ 1,975,978	\$ - 0.00%	\$ 4,861,956 82.83%	\$ 5,869,703 100.00%
Public Works	\$ 6,023,713 9.60%	\$ 1,168,368 1.86%	\$ 7,192,081 11.46%	\$ 1,307,937 2.08%	\$ 8,500,018 13.54%	\$ - 0.00%	\$ 161,201	\$ 20,184,974	\$ - 0.00%	\$ 54,271,006 86.46%	\$ 62,771,024 100.00%
Library	\$ 92,211 10.68%	\$ 244,992 28.36%	\$ 337,203 39.04%	\$ 1,296 0.15%	\$ 338,499 39.19%	\$ - 0.00%	\$ -	\$ -	\$ -	\$ 525,273 60.81%	\$ 863,772 100.00%
WIN	\$ 4,500 1.42%	\$ 435 0.14%	\$ 4,935 1.56%	\$ 73,771 23.33%	\$ 78,706 24.90%	\$ - 0.00%	\$ -	\$ 58,656	\$ -	\$ 237,445 75.10%	\$ 316,151 100.00%
Totals	\$ 15,558,010 11.52%	\$ 6,585,721 4.88%	\$ 22,143,731 16.40%	\$ 3,660,014 2.71%	\$ 25,803,745 19.11%	\$ 24,987,641 18.50%	\$ 443,936	\$ 24,452,491	\$ 3,603,569 2.67%	\$ 80,651,092 59.72%	\$ 135,046,048 97.33%



DIVERSITY SPENDING

**Quasi-Governmental Agencies,
Board, & Commissions
FY17 2nd Qtr of record w/COM
Total Diversity %
Spend**





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Memphis

OFFICE OF BUSINESS
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“ We Mean Business ”

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Joann Massey, Director

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