

**YEARLY SUMMARY  
SUBCONTRACT  
ACTIVITIES \***

FY	AMOUNT AWARDED M/WBEs	% OF TOTAL SPENDING
<b>98/99</b>	<b>1,085,088</b>	<b>7.52</b>
99/00	1,636,838	9.82
<b>00/01</b>	<b>1,470,993</b>	<b>9.66</b>
01/02	2,150,933	16.57
<b>02/03</b>	<b>2,343,103</b>	<b>11.50</b>
03/04	2,398,366	13.30
<b>04/05</b>	<b>2,493,619</b>	<b>11.90</b>
05/06	2,511,627	15.68
<b>06/07</b>	<b>2,320,078</b>	<b>10.77</b>
07/08	2,739,356	10.25
<b>08/09</b>	<b>6,242,031</b>	<b>14.35</b>

\*This spending is the category of spending that is reported to the State in response to contracting law Senate Bill 914. The State of North Carolina's recommended M/WBE goal in this category is 10%.

Mayor: **Allen Joines**

City Council

**Vivian H. Burke**

*Mayor Pro Tempore, Northeast Ward*

**Dan Besse**, *Southwest Ward*

**Robert C. Clark**, *West Ward*

**Derwin L. Montgomery**, *East Ward*

**Molly Leight**, *South Ward*

**Denise D. Adams**, *North Ward*

**Wanda S. Merschel**, *Northwest Ward*

**James Taylor, Jr.**, *Southeast Ward*

*City Manager: Lee D. Garrity*



**Winston-Salem**

Prepared by the  
City of Winston-Salem  
Minority & Women Business  
Enterprise Program

Ruben D. Gonzales, Coordinator  
336-747-7474

<http://www.cityofws.org>



City  
of

**Winston-Salem**

**M/WBE**

Minority & Women  
Business Enterprise Program

**Annual Report**  
2008-2009

## EXECUTIVE SUMMARY

The City of Winston-Salem regularly tracks M/WBE spending in four categories: (1) Materials and Services; (2) Construction and Demolition; (3) Procurement Card Spending; and (4) Subcontract Activity. As a percentage of overall spending, total **M/WBE spending decreased from 6.22% in 07-08 to 4.58% in FY 08-09 although in dollar terms it increased from \$9,013,149 to \$11,431,127.**

1. In the **Materials and Services** category, the total amount encumbered by the City decreased slightly in FY 08-09 to \$69,843,456. In this category, M/WBE spending decreased from \$2,641,627 to 2,121,044.

2. In the **Construction and Demolition** category, the amount encumbered by the City was \$125,448,282. This is a substantial increase over 07/08 due in part to two encumbrances for water treatment plant projects totaling \$107,158,298. MWBE spending in this category will not be captured until final reporting.

3. In **Procurement Card Spending** the City tracked \$10,567,189 in transactions. This is a decrease over 07/08. Total MWBE spending of \$215,725 is a decrease from the previous year from \$279,392.

4. In the **Subcontract Activity** category, the total amount encumbered by the City increased from \$26,693,649 in FY 07-08 to \$43,496,247 in FY 08-09. The amount awarded to M/WBE firms increased from \$2,739,356 to \$6,242,031. Overall, the M/WBE percentage share was 14.35% which is an increase over 07/08. The closing of one project totaling \$16 million accounted for most of this increase.

## FY 2008/2009 Encumbrances and Spending

TOTAL	M/WBE	MBE	WBE
MATERIALS & SERVICES			
<b>69,843,456</b>	<b>2,121,044</b>	<b>110,916</b>	<b>2,010,128</b>
CONSTRUCTION & DEMOLITION			
<b>125,448,282</b>	<b>2,852,317</b>	<b>557,088</b>	<b>2,295,239</b>
PROCUREMENT CARD			
<b>10,567,189</b>	<b>215,725</b>	<b>103,379</b>	<b>112,346</b>
SUBCONTRACTING			
<b>43,496,247</b>	<b>6,242,031</b>	<b>2,510,755</b>	<b>3,731,276</b>

**Grand Total M/WBE Spending:**  
FY 2008/2009 = \$11,431,127

### Subcontracting Activity \*

TOTAL	M/WBE	M/WBE %
\$43,496,247	\$6,242,031	14.35

**MBE% = 5.77    WBE% = 8.58**

MWBE spending in the Subcontracting category increased from \$2,739,356 to \$6,242,031 and as a percentage from 10.25% to 14.35%.

\*The State's directive for M/WBE-HUB spending requires formal reporting in this category. The State's traditional recommended M/WBE goal in the construction subcontracting category is 10%. The City has formal guidelines for tracking and reporting spending in this category.

### Staff Activities

The M/WBE staff identifies and recruits minority and women owned businesses, and assists minority and women owned businesses to develop relationships with majority companies. Staff meets with the Purchasing Dept. staff to improve opportunities for M/WBE vendors, and networks with other M/WBE coordinators statewide to stay abreast of M/WBE initiatives.

M/WBE staff sponsors a ten week business training seminar for MWBE/Section 3 Businesses. Other activities include a monthly M/WBE recruitment information meeting at the Black-Phillips-Smith Center, Exe. Board of the Statewide M/WBE Coordinator's Network, and Seminars in the Fundamentals of Business in conjunction with Forsyth Tech.

Staff maintains the M/WBE web site which contains resources and links to the State's HUB office and list of certified businesses, lists of up coming projects, and educational & training opportunities. This service allows the general public and participating general contractors access to M/WBE information 24 hrs per day.

In FY 08/09, the City phased out its local certification program. Beginning in October of 2009 the State of N.C., through its HUB Office, is maintaining a Statewide Uniform Certification Program which is conducting the certification process for businesses seeking certification.