

Economic Inclusion Advocacy and Accountability Board

Board Orientation

August 29, 2017

WELCOME

Vincent R. Brown, BRBS World



Objectives

- Welcome and Appreciation
- Acknowledge Board Members
- History of the Economic Inclusion Advisory Council
- Board Structure of the Economic Inclusion Advocacy and Accountability Board
- Board Operations and Scope
- Department of Economic Inclusion
- Board and Staff Relationship
- Next Steps

JOHN CRANLEY

Mayor, City of Cincinnati

HARRY BLACK

City Manager, City of Cincinnati

City Manager Focus

- **CCL1. Create an ordinance**, appropriate administrative directives, and/or other policies that establish Economic Inclusion as a City priority.
- **CCL3. Implement disparity study** recommendations which align, support and enable Economic Inclusion to occur. Also, be proactive and prepared for potential legal challenges. Appropriately, modify all recommendations if race/gender specific program can not be implemented.
- **ECS1. Establish a Department of Economic Inclusion (DEI)** and hire a director and staff. This office will be responsible for leading all Economic Inclusion-related activities, which include operationalizing best practices to become world-class; building collaborations and partnerships; stimulating Economic Inclusion in the City and throughout the Region and implementing contract compliance actions. The DEI would also manage and track all funded Economic Inclusion initiatives.

City Manager Focus (continued)

- ECS2. **Centralize purchasing** across the City to create a culture of Economic Inclusion and hold all accountable to Economic Inclusion standards and protocols and forecast M/WBE spend at the beginning of each fiscal year and then track contract awards separately as required in CMC 323.17.
- ECS3. **Establish that Economic Inclusion** is one of the highest priorities for the City Manager and develop Economic Inclusion performance measures, accountabilities and objectives for all City departments and senior personnel.
- ECS4. Expand the authority of and increase the staff of the Office of Contract Compliance to **reinforce M/WBE policies, processes, guidelines, and requirements**. This function would report directly to the Department of Economic Inclusion.
- ECS8. **To support the achievement of Economic Inclusion**, conduct annual mandatory department-wide education, training, development, and certification for all City staff that have purchasing authority. Also, conduct an annual external audit of Economic Inclusion program goals, objectives, policies, processes, guidelines, and expectations.

MARKIEA CARTER

Introduction of EIAAB Members

Economic Inclusion Advocacy and Accountability Board Members

- **Sheila Mixon**, Sr. VP, Urban League of Greater Southwestern Ohio
- **Eric Kearney**, President/CEO, Greater Cincinnati African-American Chamber
- **Pastor K.Z. Smith**, Sr. Pastor, Corinthian Baptist Church
- **Andy Butler**, Associate Director Supplier Citizenship, P&G
- **Alfonso Cornejo**, President, Cincinnati Hispanic Chamber
- **Melissa Wideman**, VP, Community Relations, Castellini Management Co.
- **Greg Johnson**, CEO, Cincinnati Metropolitan Housing Authority
- **Darin Hall**, VP, Real Estate Development, Cincinnati Port Authority
- **Jill Meyer**, President, Cincinnati USA Regional Chamber
- **Edgar Smith**, Chairman & CEO, World Pac Paper
- **Matt Jones**, Director of Government Affairs & Economic Development, CRBC
- **Gary Lindgren**, Executive Director, Cincinnati Business Committee
- **Janice Urbanik**, Executive Director, Partners for a Competitive Workforce
- **Toilynn O'Neal**, Executive Director, Queen City Foundation



Economic Inclusion Advocacy and Accountability Board Members

- **Bob Keppler**, President, Model Group
- **Darrin Redus**, VP, Minority Business Accelerator
- **Chris Habel**, Member, Frost Brown Todd Attorneys, LLC
- **Sean Rugless**, Founder and President, Katalyst Group
- **Molly North**, President/CEO, Al Neyer
- **Mike Chappel**, President, College Hill Community Urban Redevelopment Corporation
- **Spencer McKinney**, NAACP

PASTOR K. Z. SMITH

EIAAB Board Chair

PAUL M. BOOTH

EIAC Co-Chair

Message from the Co-Chairs



Kevin Kline
General Manager
Horseshoe Casino
Co-Chair



Paul M. Booth
Entrepreneur
and Former City
Councilmember
Co-Chair

As co-chairs of the City of Cincinnati's Economic Inclusion Advisory Council (EIAC), we applauded the Mayor for his bold new vision for Economic Inclusion and accepted the challenge by City leaders to recommend a sustainable structure, process and set of metrics to create a thriving and supportive business environment for minority and women owned business enterprises (M/WBEs). EIAC members are proud to submit our recommendations which are detailed in this report.

We also want to express our deepest appreciation to the community-at-large who shared their input in various forms during this entire process and to those who participated in the two public hearings that were held at City Hall and the Cincinnati-Hamilton County Community Action Agency.

This Economic Inclusion initiative could not have been possible without the active support of many committed individuals. On behalf of the EIAC, we'd like to formally thank: all City Council Members for funding this important initiative—especially Council Member Wendell Young who has been an unwavering supporter and active EIAC member; the Mayor's staff—with special thanks to Ms. Bridget Patton, who served as the primary liaison from the Mayor's Office; Mr. Harry Black, current City Manager who is an ardent supporter and Mr. Scott Stiles, Interim City Manager, who was critical to the success of the early phase; and, all City department leaders and staff.

We especially acknowledge the very significant involvement and contributions of the 70+ EIAC Members and those who served as Co-Chairs of the five subcommittees: 1) M/WBE, 2) City/County, 3) Community, 4) Corporate and Non-Profit, and 5) Measurements.

Kevin Kline
EIAC Co-Chair

Paul M. Booth
EIAC Co-Chair

VINCENT R. BROWN

EIAC History

Economic Inclusion Advisory Council (EIAC)

Imagine a Greater Cincinnati for
Economic Inclusion

Final Recommendations

Presented to:

The Honorable Mayor John Cranley

Prepared By:

Janet Butler Reid, Ph.D., President

Vincent R. Brown, Managing Partner

BRBS World, LLC

January 28, 2015

The Honorable Mayor Cranley has challenged us all to imagine a Greater Cincinnati and has set forth a bold new vision for Economic Inclusion. Achieving this vision benefits our City and Region, and it requires all of us to take an active role.



IMAGINE: To form a picture in your mind of what something might be like...



VISION: The ability to think about or plan the future with great imagination and intelligence...





Definition

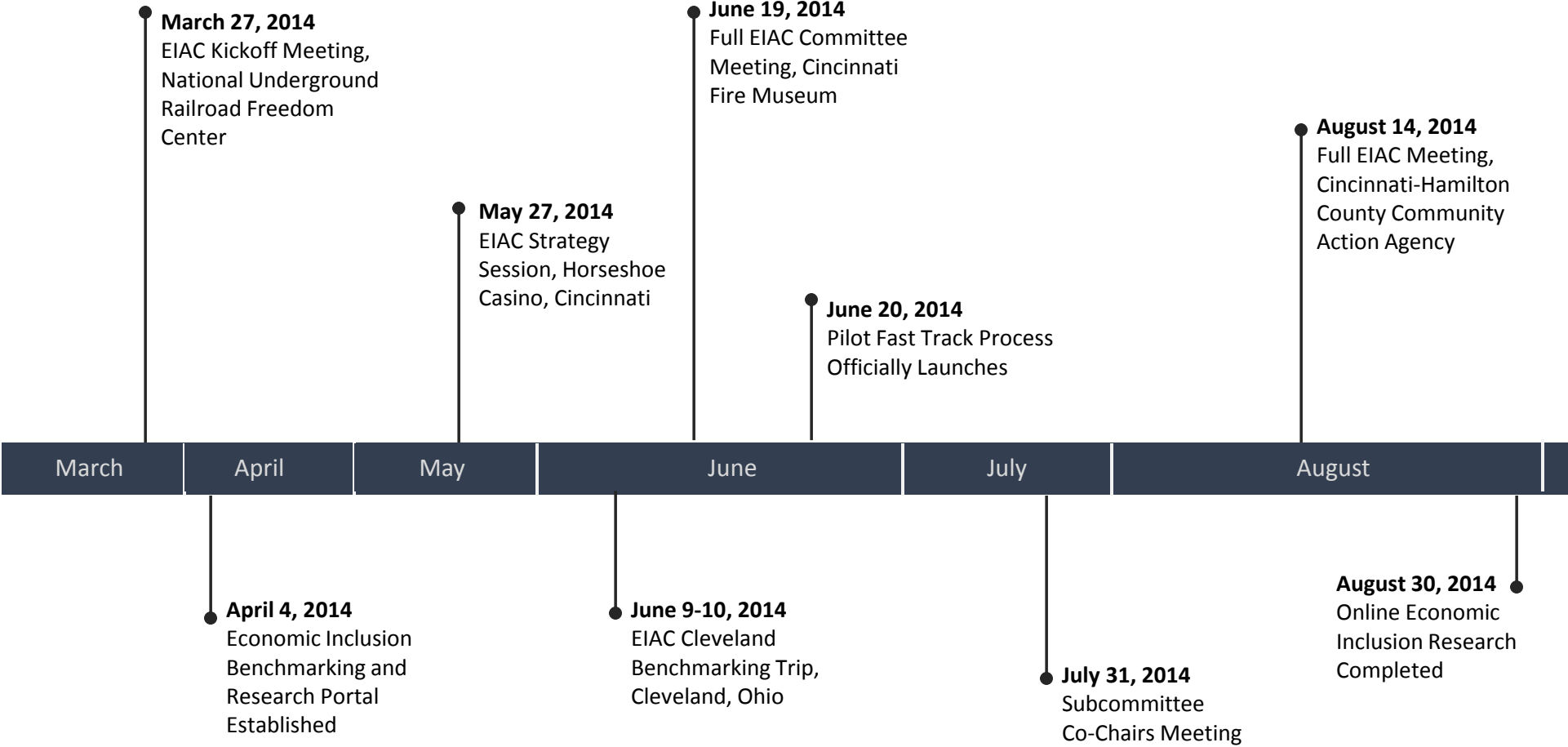
Economic Inclusion

Economic Inclusion is a **proactive, coordinated, intentional** approach for the City and Region to serve as a catalyst for **the active participation and growth of M/WBEs** in the local economy

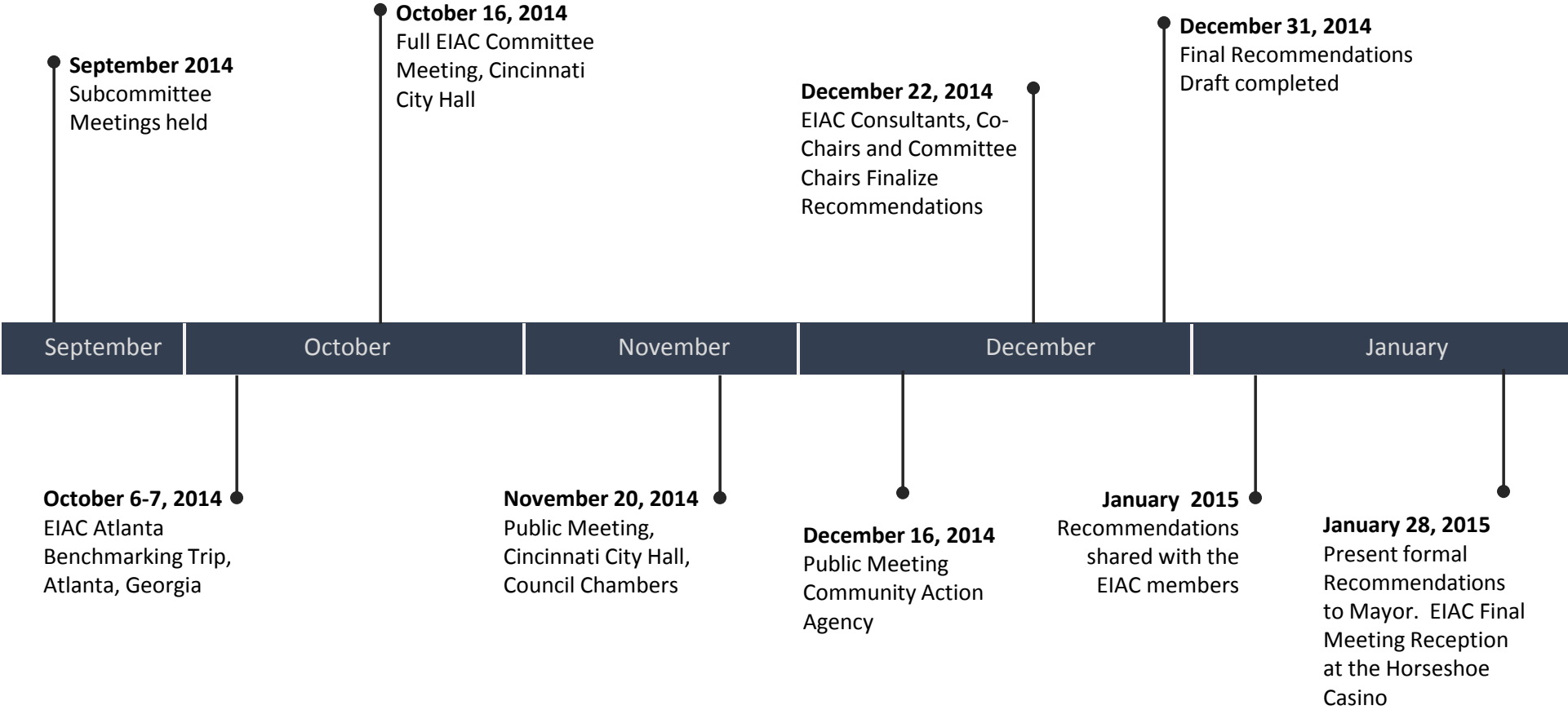
Regional Economic Inclusion:

- Focus will be upon the **public, private and non-profit sectors**
- It will be assured that there will be **fair, equal and inclusive** bidding opportunities and contracting
- A **thriving and supportive business environment** will be created that results in the retention of current companies and the attraction of new ones
- There will be increased **collaboration** with the City, County, community entities, corporations and M/WBEs

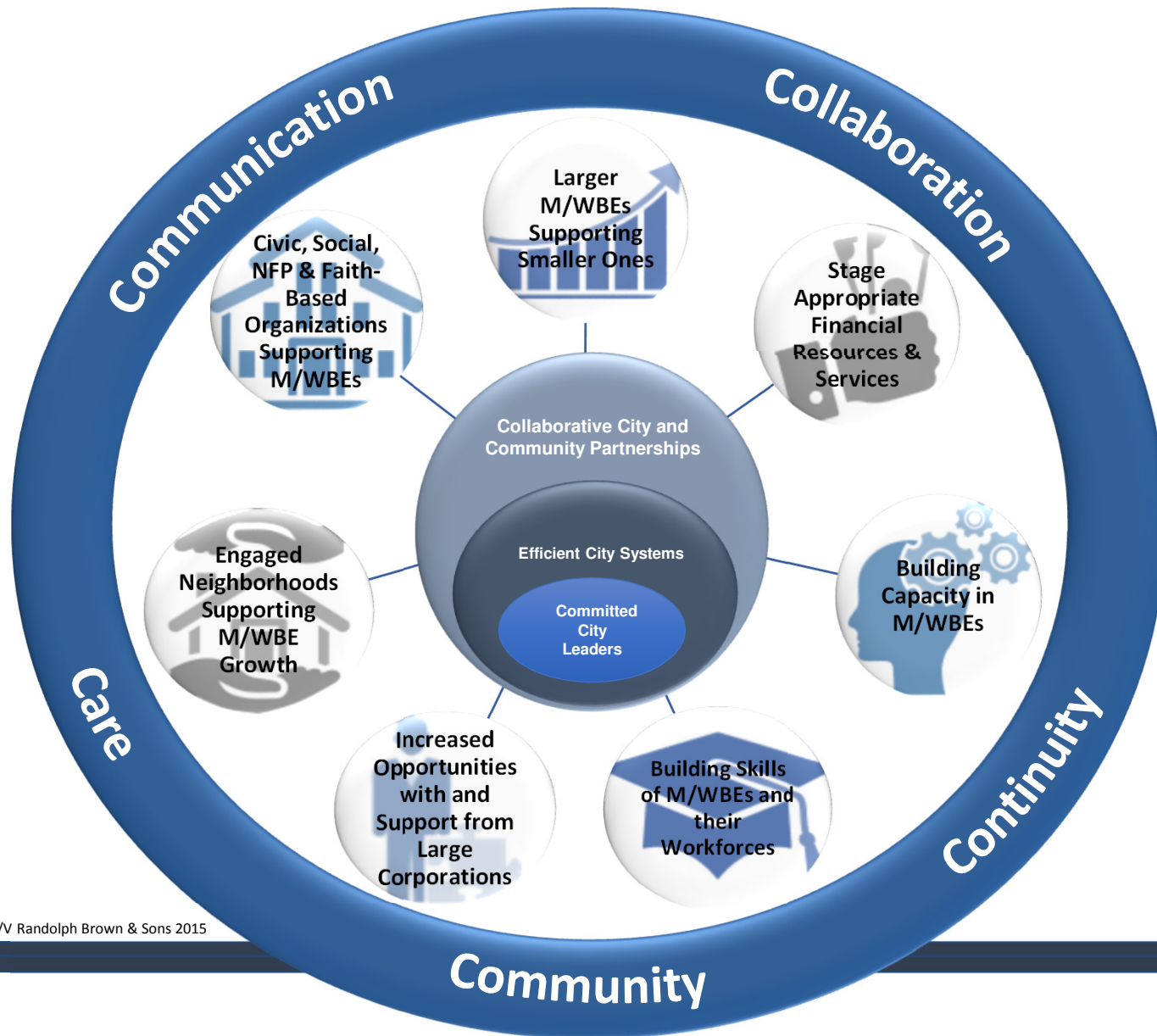
EIAC Key Events Timeline



EIAC Key Events Timeline



City of Cincinnati Economic Inclusion Ecosystem



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City of Cincinnati Economic Inclusion Ecosystem



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Recommendations

Respectfully submitted are a total of **37** recommendations. **14** are focused on helping the City of Cincinnati to become best in class in Economic Inclusion. **23** are focused on positioning the City of Cincinnati as the regional catalyst for Economic Inclusion. These recommendations are also distributed among the **11** areas included in the Economic Inclusion Ecosystem Model. Recommendations are presented in priority order emphasizing the City of Cincinnati first and then centering upon critical stakeholder groups. The number of recommendations in each category are listed under each one of the icons below.



Committed City Leaders (3)



Efficient City Systems (8)



Collaborative City and Community Partnerships (3)



Larger M/WBEs Supporting Smaller Ones (3)



Stage Appropriate Financial Resources & Services (2)



Building Capacity in M/WBEs (2)



Building Skills of M/WBEs and their Workforces (4)



Increased Opportunities with and Support from Large Corporations (5)



Engaged Neighborhoods Supporting M/WBE Growth (3)



Civic, Social, NFP & Faith-Based Orgs Supporting M/WBEs (2)



Communication ♦ Collaboration ♦ Continuity ♦ Community Care (2) ♦

Proposed Mission - OEI



Office of Economic Inclusion

The mission of the OEI is to ensure economic opportunity and inclusion for ALL citizens seeking to do business with the City of Cincinnati and serve as a catalyst for the growth of M/WBEs in the City and throughout the Region.



Collaborative City and Community Partnerships (CCCP)

Recommendations

CCCP1. Establish and support an ongoing Economic Inclusion Accountability Board to monitor, support, advocate, and guide the implementation of the planned recommendations.

CCCP2. Establish an Economic Inclusion scorecard of qualitative and quantitative measures that track the City's progress on Economic Inclusion quarterly and is reported frequently to the community.

CCCP3. Continue the Economic Inclusion Advisory Council as a volunteer advocacy group for issues of Economic Inclusion and assure that the voice of the Community remains engaged, involved and considered.



Economic Inclusion Scorecard



STEVE LOVE

Board By-laws

ECONOMIC INCLUSION ADVOCACY AND ACCOUNTABILITY BOARD

Ordained By Ordinance 271-2016

By The

City of Cincinnati City Council



Table of Contents

- I. Name
- II. Mission/Purpose
- III. Function and Duties
- IV. Board Membership and Term Structure
- V. Officers
- VI. Meetings
- VII. Committees
- VIII. Quorum
- IX. Votes
- X. Conflict of Interest
- XI. Robert's Rules of Order

II. Mission/Purpose Statement

The mission of the EIAAB shall be to promote economic inclusion, serve as a public advocate for the City of Cincinnati's Department of Economic Inclusion (DEI), assist DEI in fulfilling the recommendations of the Economic Inclusion Advisory Council, and measure the impact of the economic inclusion programs and initiatives within the City of Cincinnati.

III. Functions and Duties

The EIAAB shall have the following functions and duties associated with economic inclusion:

- i. Recommending policies - programs and services;
- ii. Recommending strategies to implement recommendations;
- iii. Measuring community impact of the programs and initiatives;
- iv. Preparing and distributing to the community an annual report; and
- v. Ensuring that minority-and women-owned business inclusion programs and initiatives continue in the future.



IV. Board Membership and Term Structure

- A. 25 members appointed by the Mayor of the City of Cincinnati with the approval of City Council
- B. Member Qualifications
- C. A board term shall be for 3 years

IV. Board Membership and Term Structure (Continued)

Staggered Board Terms – Initial Appointments

25 Members	Initial Term	Renewal 2 nd Term	Total Years
9	3 yrs.	3 yrs.	6 yrs.
8	2 yrs.	3 yrs.	5 yrs.
8	1 yr.	3 yrs.	4 yrs.

IV. Board Membership and Term Structure (Continued)

- D. A board member shall serve no more than two consecutive terms.
- E. If a board member resigns or does not complete the member's term for any reason, the Mayor shall appoint a person to complete the unexpired term.
- F. The Director of DEI shall be an ex-officio and non-voting member of the EIAAB.



Overall Board Organization

- A. Chair of the Board
- B. Vice Chair of the Board
- C. Committee Chairs
 - Certification Committee
 - Community Outreach Committee
 - Measurement and Accountability Committee
 - Programs and Services Committee

V. Officers

A. Chair and Vice Chair (selected by the City Manager)

- One year terms
- No more than two consecutive terms

B. The Chair

- Shall preside at all meetings
- Call special meetings as deemed necessary
- Set the agenda for all meetings
- Act on behalf of the EIAAB regarding communications

The Chair will be and ex-officio member of all committees, but shall not vote.

V. Officers (continued)

C. The Vice Chair

- Shall perform the duties of the Chair in the Chair's absence or disability;
- Shall assist the Chair in the performance of the Chair's functions.

D. In the event of the absence of the Chair and Vice Chair, the members of the EIAAB present will elect a member to act as Chair.

E. Chair resigns or becomes permanently unable to fulfill his/her duties -- Selection of a new Chair.

V. Officers (continued)

- F. Officers' terms expire at the end of the meeting at which their successors are sworn in.
- G. The board Chair, board Vice Chair, and the Director of DEI shall consult together and appoint the Committee chair positions
- H. The Director of DEI and the board Chair will provide a recommendation for re- appointment to the Mayor for each first term member
 - Attendance at regular board meetings
 - Adherence to City conflict of interest policy
 - Contribution and participation of the member



VI. Meetings

A. The Board Shall meet quarterly

B. Schedule/location/purpose will be posted on DEI website:

- Quarterly board meetings
- Committee meetings
- At least 24 hours notification (special meetings)

VII. Committees (4 Standing Committees)



VII. Committees (4 Standing Committees)

i. Certification Committee (up to 6 members)

The function of this Committee shall be as follows:

1. To encourage MBE/WBE certification
2. To support the growth and development of City-certified MBEs/WBEs with the City
3. To serve as a sounding board to assure MBEs/WBEs have a good customer experience with the City

VII. Committees (4 Standing Committees)

ii. Community Outreach Committee (up to 6 members)

The function of this Committee shall be as follows:

1. Advise and assist DEI in the development of communication strategies and plans to disseminate information, updates, and progress on the City's inclusion efforts to the Cincinnati community and stakeholders
2. Provide a process for citizens to share thoughts and concerns.

VII. Committees (4 Standing Committees)

iii. Measurement and Accountability Committee (up to 6 members)

The function of this Committee shall be as follows:

1. Review and share the community impact of the City's and DEI economic inclusion programs and initiatives
2. Distribute an annual report to the community on the City's inclusion efforts

Sample Economic Inclusion Score Card

City Measurements

Quantitative

- Number of M/WBE contracts
- Total dollars actually paid to M/WBEs
- Number of certified M/WBE firms
- Number of firms served in Fast Track
- Number of new jobs created in M/WBE firms
- Average payment time from City to M/WBEs
- Number of external organizations partnered to support City Economic Inclusion objectives

Qualitative/Process

- Establishment and staffing of the OEI
- Passage/adoption of Economic Inclusion ordinances and policies
- Economic Inclusion in the accountability and performance review process
- Centralized purchasing
- Positive constituent and M/WBE feedback
- City/region become known for Economic Inclusion and are benchmarked by others



Sample Economic Inclusion Score Card

M/WBEs Measurements

Quantitative

- Total number of M/WBEs
- Total gross sales and profit of M/WBEs
- Total City tax revenue paid by M/WBEs
- Total number of large M/WBEs moved to or opened offices in Cincinnati
- Total number of jobs provided by M/WBEs
- Total M/WBEs subcontracted by other M/WBEs

Qualitative/Process

- Positive M/WBE feedback
- More M/WBE employees trained and equipped for current and future jobs



Sample Economic Inclusion Score Card

Financial Resources Measurements

Quantitative

- Total number of and amount of private and public sector financing opportunities provided to M/WBEs
- Total amount of insurance and bonding opportunities provided to M/WBEs
- Total amount of grant funding provided to M/WBEs
- Turn around time for public and private sector financing
- Total number of grants awarded to M/WBEs

Qualitative/Process

- Positive M/WBE feedback
- Prioritization of providing financial resources to M/WBEs by financial institutions
- Variety of different types of staged appropriate financing options available to M/WBEs



Sample Economic Inclusion Score Card

Capacity Building Measurements

Quantitative

- Number of M/WBE companies provided technical and capacity-building services
- Total amount of dollars provided for capacity-building services
- Types of technical assistance and capacity services provided
- More M/WBEs receiving technical assistance than winning City bids that they had not won them in the past

Qualitative/Process

- Positive M/WBE feedback
- The M/WBEs having improved planning, decision making, knowledge management, and administrative systems
- Physical and technological assets that support M/WBEs being enhanced



Sample Economic Inclusion Score Card

Educational Resources Measurements

Quantitative

- Number of M/WBE companies receiving education and training services
- Number of persons from M/WBE firms who increase their level of educational attainment
- Decrease in unemployment in areas where MWBE firms have been provided education and training services

Qualitative/Process

- Positive M/WBE feedback
- Type(s) of education and training service provided
- Increase in neighborhood pride



Sample Economic Inclusion Score Card

Corporate Measurements

Quantitative

- Total number of contracts awarded to M/WBEs
- Total dollar value of contracts awarded to M/WBEs
- Number of and dollar value of joint venture projects awarded to M/WBE firms with majority firms
- Increased familiarity of larger corporations with M/WBEs

Qualitative/Process

- Positive M/WBE feedback
- Increase in “mentoring” of M/WBEs
- Larger corporations sharing information about Economic Inclusion with the City and the region



Sample Economic Inclusion Score Card

Neighborhood Measurements

Quantitative

- Total number of M/WBE neighborhood businesses
- Size of neighborhood businesses
- Growth in number of employees of neighborhood businesses who live in the immediate area
- Number of neighborhood businesses being provided services

Qualitative/Process

- Positive M/WBE feedback
- Neighborhood pride
- Decreased unemployment



Sample Economic Inclusion Score Card

Organization Measurements

Quantitative

- Number of innovative and effective campaigns to bring awareness to Economic Inclusion (apps and other ideas)
- Establishment of a non-City Economic Inclusion Fund that is effective in promoting M/WBEs and EI overall

Qualitative/Process

- Positive M/WBE feedback
- Non-City organizations, such as civic, social and faith-based, that support M/WBEs and encourage others to do the same



VII. Committees (4 Standing Committees)

iv. Programs and Services Committee (up to 5 members)

The function of this Committee shall be as follows:

1. Recommend policies to implement the City's economic inclusion programs and services
2. Recommend strategies to implement recommendations of the Economic Inclusion Advisory Council or its successor advisory group
3. Ensure minority- and women-owned business inclusion programs and initiatives continue in the future



VII. Committees (4 Standing Committees)

B. The board Chair may establish ad hoc committees of the board as necessary with the approval of the board.

VIII. Quorum

A majority of the currently-appointed members of the EIAAB shall constitute a quorum of the board for purposes of being able to conduct business.

The EIAAB may hold a meeting to receive reports or presentations when less than a quorum is present, but the EIAAB may not take action on any items.

IX. Vote

- A. No member shall vote on any question in which he or she is financially interested or which in any way directly involves the personal or private rights or obligations of a member or the immediate family of a member. A member wishing to be excused or excepted shall state the reason for excusal or exception.
- B. In the event of a tie, the item fails.

X. Conflict of Interest

Board members are subject to ORC 102.03 (Ohio ethics law) and must disclose any potential conflicts of interest to the board.



XI. Robert's Rules of Order Newly Revised

The board shall be governed by these By-Laws and where these By-Laws are silent, Robert's Rules of Order newly revised, shall be the governing parliamentary authority for the EIAAB.

JANET BUTLER REID

Board Operations and Scope

High Performing Boards



Clear Purpose, Role Definition and Scope of Responsibilities

- Documented
- “Talk is walked”



Effective Board Chair

- Sets the tone and defines the culture of the board
- Creates the environment for full engagement of all members
- Maintains an effective relationship with leadership and staff



Diverse Board with Multiple Perspectives and Areas of Expertise

- Identify skills that are needed and fill board seats accordingly
- Ensure diversity and a cross-section of perspectives



Culture of Inclusion, Respect and Trust

- Board should function as a team, not a collection of individuals or grandstanders
- Board must intentionally focus on building chemistry
- Team should have respectful communication and be willing to grow perspective

STEVE LOVE

Board and Staff Relationships

Board Actions

- ➔ Board recommends policies and strategies to implement the City's economic inclusion programs and services.
- ➔ Board relationship with DEI Staff is indirect, except for the Director. Requests by board members which may affect the workload of or time given by a Staff member are to be made to and must be pre-approved by the Director, DEI.
- ➔ Requests for board general and logistical information should be handled by the Director, Deputy Director, Communications Manager.

Staff Actions

Staff evaluates recommendations made by the board and is responsible for taking action with the City Administration. Only the City Manager can approve an Administrative Directive and only City Council may legislate policy.

The Director, DEI has direct responsibility for the DEI Staff and is the only individual who may direct the Staff.

Communications director will be the primary point of contact for the board for board meeting notification and logistics.

Board Actions

- ➔ Requests for City general and ad hoc information, reports, and data are to be made to the Director, DEI.
- ➔ Board communication with the Staff must be minimal. As a board member you are viewed as in an authoritative position and any contact discussion should not be misconstrued as representing City policy, strategy, or position.
- ➔ Board committee support of Staff will be designated by the Director, DEI, based on requests made by the Chair of the Board and the committee chair.

Staff Actions

- The Director, DEI, will assign appropriate department (or City) personnel to approved requests and ensure that requests are met in a timely manner.
- The Director, DEI, is the primary contact for all board communication and must funnel all contact with the Staff. Upon approval given by the Director, specific contact may occur.
- The Director, DEI, will strive to meet requests made by committee leadership to support its work; and to designate appropriate Staff assistance based on need and availability.



Board Actions

- ➔ Review relevant information and data on M-WBE spending.
- ➔ Makes recommendations to the city on any special M-WBE that may arise.

Staff Actions

- Provide Board members with appropriate City reports, data and information.
- Inform Board chair of any special issues.

MARKIEA CARTER

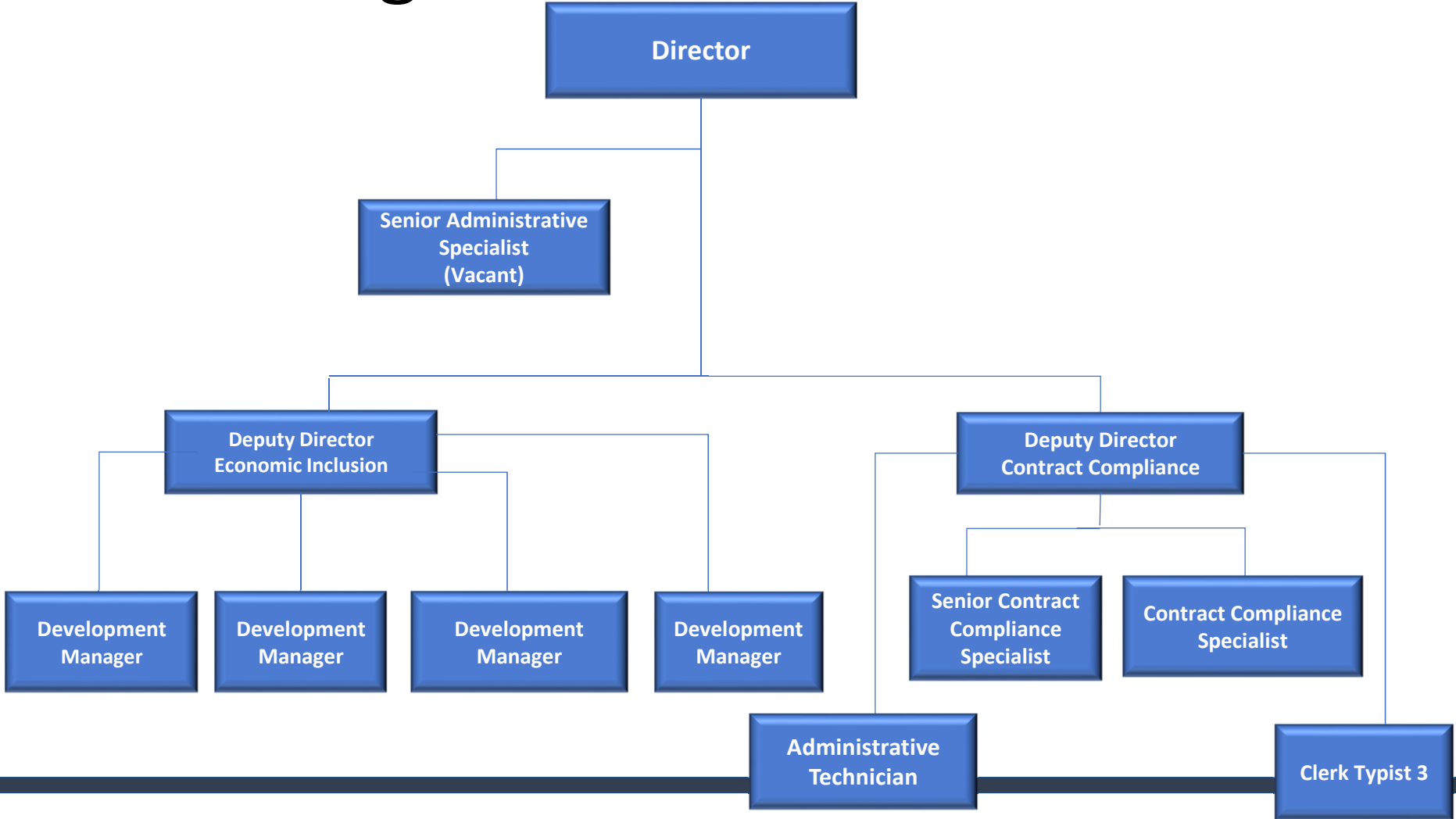
Department of Economic Inclusion



Mission Statement of the Department of Economic Inclusion

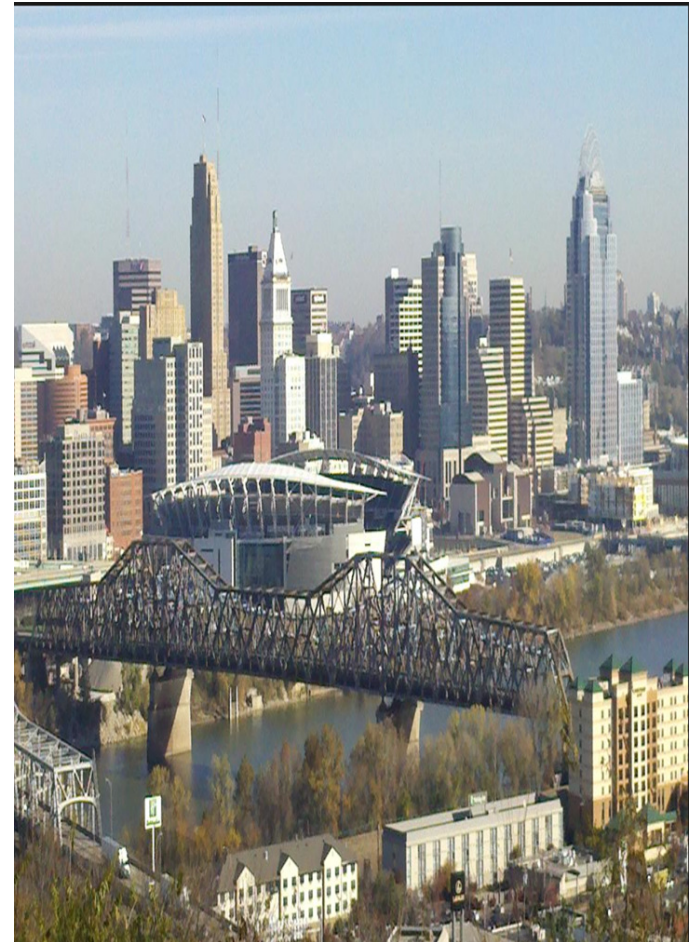
The Department of Economic Inclusion's goal is to ensure economic opportunity and inclusion for all citizens seeking to do business with the City of Cincinnati and serve as a catalyst for the growth of minority- and women-owned businesses in the City and throughout the region.

DEI- Org Chart



Presentation Overview

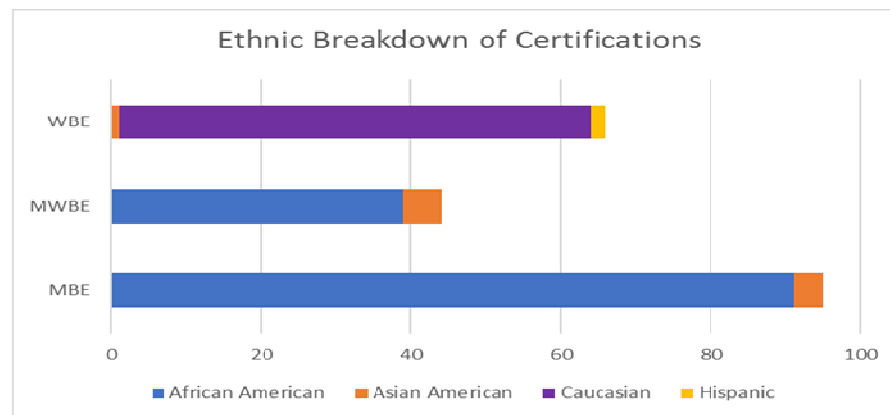
- DEI MBE/WBE Milestones
- Certification/Program Description
- 2016 MBE/WBE Award Results Recap
- 2016 MBE/WBE Spend Results
- 2016 Outreach Highlights
- Economic Inclusion Advocacy and Accountability Board Status Update



Programs and Certifications

Five Certification Types

1. Minority Business Enterprise (MBE)
2. Women Business Enterprise (WBE)
3. Small Business Enterprise (SBE)
4. Small Local Business Enterprise (SLBE)
5. Emerging Local Business Enterprise (ELBE)



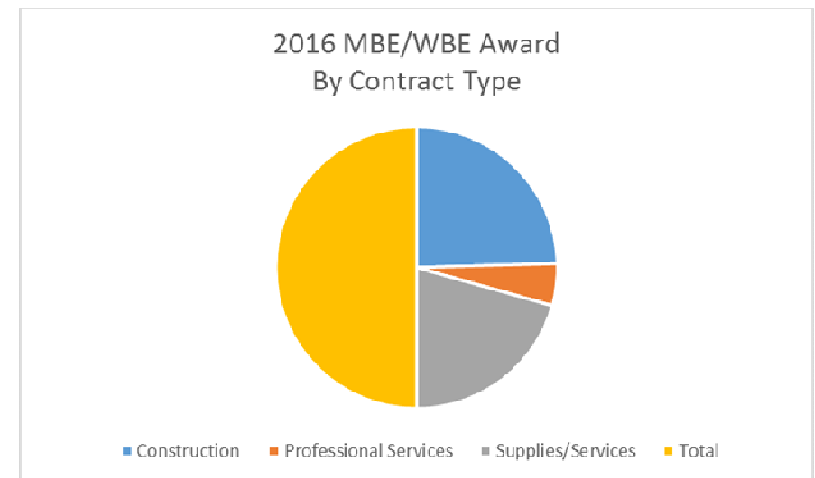
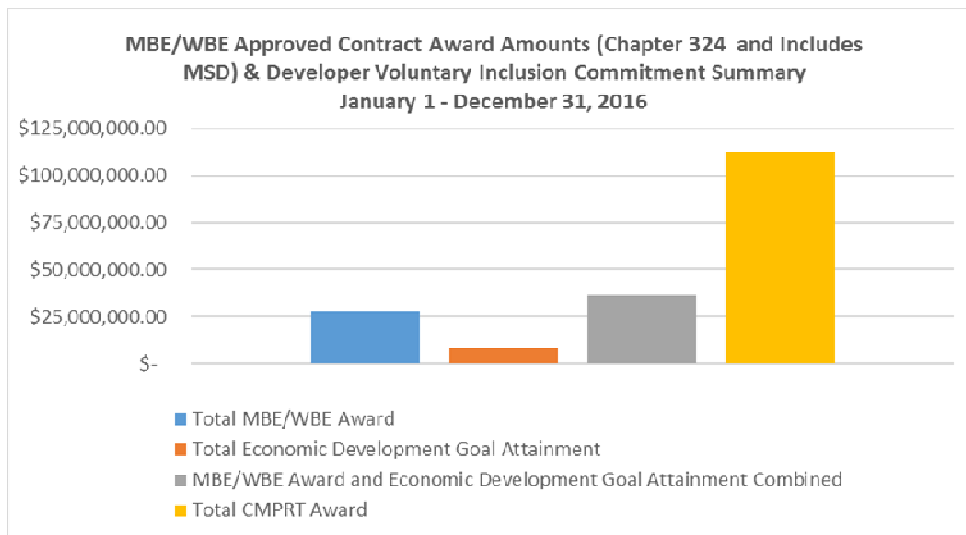
As of December 31, 2016, the City had certified a total of 205 MBE/WBE firms.

* MWBE is the designation given to firms that meet the criteria for both MBE and WBE certification.

2016 MBE/WBE Award Results Recap

In CY2016, the total MBE/WBE award, including both prime and subcontracting participation, was \$27,968,254.65 (24.85% of the total contracts approved for award in accordance with Admin Reg 62 on which there is MBE/WBE inclusion).

- \$19,630,369.65 (17.44%) was awarded to MBEs
- \$8,337,885.00 (7.41%) was awarded to WBEs across all contract types.



2016 MBE/WBE Overall Spend

Total Spend \$11,344,380.08

- Of the \$11,344,380.08 total spend in Hamilton County with firms certified under Chapter 324, \$8,754,206.87 (77.17%) was paid to MBEs and \$2,590,173.21 (22.83%) was paid to WBEs.
- Of the total MBE spend in CY2016, \$1,625,283.05 was paid to MWBEs, which represents 18.57% of the reported MBE spend and 14.33 % of the total certified spend.
- Remaining 2016 spend of \$16.6 million is expected to be spent by 3rd quarter of 2017.

Table 1 provides a detailed breakdown of total MBE and WBE spend by prime contracts and subcontracts.

City of Cincinnati - MBE/MWBE/WBE Spend

Table 1

Total Prime and Subcontract Spend (Excludes MSD)

January 2, 2016 - December 31, 2016

2016 MBE/WBE Certified Spend - Prime and Subcontracts				
Certified Spend Prime and Subcontract	MBE	MWBE	WBE	TOTAL
Certified Prime Spend	\$ 5,041,689.22	\$ 1,059,763.38	\$ 2,342,170.33	\$ 8,443,622.93
Certified Subcontract Spend	\$ 2,087,234.60	\$ 565,519.67	\$ 248,002.88	\$ 2,900,757.15
TOTAL	\$ 7,128,923.82	\$ 1,625,283.05	\$ 2,590,173.21	\$ 11,344,380.08

*Remaining 2016 spend of \$16.6 million is expected to be spent by 3rd quarter of 2017

2016 MBE/WBE Prime Spend

Table 2 further breaks down the MBE and WBE prime contract spend both by ethnicity and by contract type.

City of Cincinnati - MBE/MWBE/WBE Spend
 Prime Spend Breakdown (Excludes MSD)
 January 2, 2016 - December 31, 2016

Table 2

2016 MBE/WBE Certified Spend - Prime Contracts				
Certified Prime Spend by Ethnicity	MBE	MWBE	WBE	TOTAL
African American	\$ 4,422,965.86	\$ 1,004,241.78		\$ 5,427,207.64
Asian American (Const. & Prof. Services*)	\$ 455,071.50		\$ -	\$ 455,071.50
Asian American (Supplies/Services*)	\$ 163,651.86	\$ 55,521.60		\$ 219,173.46
Caucasian			\$ 2,342,170.33	\$ 2,342,170.33
Hispanic			\$ -	\$ -
Native American			\$ -	\$ -
TOTAL	\$ 5,041,689.22	\$ 1,059,763.38	\$ 2,342,170.33	\$ 8,443,622.93
Certified Prime Spend by Category	MBE	MWBE	WBE	TOTAL
Construction	\$ 206,638.85	\$ 27,478.00	\$ 139,422.45	\$ 373,539.30
Professional Services	\$ 465,617.10	\$ 183,742.14	\$ 485,664.25	\$ 1,135,023.49
Supplies/Services	\$ 4,369,433.27	\$ 848,543.24	\$ 1,717,083.63	\$ 6,935,060.14
TOTAL	\$ 5,041,689.22	\$ 1,059,763.38	\$ 2,342,170.33	\$ 8,443,622.93

2016 MBE/WBE Subcontract Spend

Table 3 breaks down the MBE and WBE subcontract spend both by ethnicity and by contract type.

City of Cincinnati - MBE/MWBE/WBE Spend
Subcontract Spend Breakdown (Excludes MSD)
January 1, 2016 - December 31, 2016

Table 3

2016 MBE/WBE Certified Spend - Subcontracts				
Certified Subcontract Spend by Ethnicity	MBE	MWBE	WBE	TOTAL
African American	\$ 2,070,112.31	\$ 565,519.67		\$ 2,635,631.98
Asian American (Const. & Prof. Services*)	\$ 17,122.29		\$ -	\$ 17,122.29
Asian American (Supplies/Services*)	\$ -	\$ -		\$ -
Caucasian			\$ 248,002.88	\$ 248,002.88
Hispanic			\$ -	\$ -
Native American			\$ -	\$ -
TOTAL	\$ 2,087,234.60	\$ 565,519.67	\$ 248,002.88	\$ 2,900,757.15
Certified Subcontract Spend by Category	MBE	MWBE	WBE	TOTAL
Construction	\$ 1,945,031.25	\$ 547,292.07	\$ 248,002.88	\$ 2,740,326.20
Professional Services	\$ 142,203.35	\$ 18,227.60	\$ -	\$ 160,430.95
Supplies/Services	\$ -	\$ -	\$ -	\$ -
TOTAL	\$ 2,087,234.60	\$ 565,519.67	\$ 248,002.88	\$ 2,900,757.15

DEI Outreach Activity Highlight

DEI Business Training Center

- Classes offered September –May
- More than 80 firms registered/ attended
- Classes taught by business experts



Certification Campaigns

- Three separate full-day certification campaigns:
 - Race for the MBEs
 - Race for the WBEs
 - Race for CMHA
- Partnering with City Departments
 - Get the Lead Out!





2017-2018 Priorities

- **Establishing Accountability Board**
- Achieving M/WBE Annual Goals
- Awarding M/WBE Contracts
- Certifying M/WBES
- Monitoring Compliance
- Expanding Communication
- Expanding Collaborations and Partnerships

CLOSING REMARKS

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