

Guilford County Diversity Report FY 2018 First Quarter



Presented to County Commissioners November 14, 2017

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Introduction

The Guilford County Minority and Women Business Enterprise (MWBE) Program pledges to provide minorities and women equal opportunity to participate in all aspects of Guilford County's competitively bid purchasing programs. The Purchasing Department is responsible for MWBE program aspects that include guidance, outreach and engagement, compliance monitoring and reporting; and plays a role in the bidding and award of contracts that are awarded under state statutes or that require Board of Commissioner approval by local ordinance. This annual report includes a level of detail and scope of information to address questions and interests expressed by County Commissioners in August of 2017.

The intent of the MWBE Program is to assure equal opportunity to bid on goods and services. Data representing two views of expenditures, with and without Day Care and Room and Board, provided reporting consistency for FY 2017. Day Care and Room and Board payments are not competitively bid, which is fundamental to equal opportunity diversity programs. Day Care and Room and Board vendors provide Day Care and Room and Board services for the Department of Social Services' (DSS) consumers and must meet state qualification requirements versus bidding competitively. As a result, Day Care and Room and Board will not be included in Diversity Program reports going forward.

An analysis of five competitive purchasing programs conducted in the first quarter of FY 2018 includes Commodities (goods and supplies), Professional Services (including, but not limited to Architecture and Engineering), Other Services (typically maintenance related services such as mowing, janitorial, temporary labor, etc.), Information & Technology Services, and Construction & Repair Services. This report narrative focuses on analyzing diversity payment data from these competitively bid purchasing programs, which cover the scope of Diversity Program reporting for 2018.

Guilford County's MWBE program utilizes a centralized bidder registration system (Lawson Supplier Portal), in which all firms interested in working for Guilford County must register. Guilford County's on-line eProcurement system serves this function by providing us with a list of ready, willing and able suppliers, including diverse suppliers, whom by their registration, have expressed their interest in bidding on County solicitations for goods and services. All vendors, who receive payments for goods or services, must be registered in our system. This requirement was implemented in the latter part of FY 2017. The registered supplier list provides the foundation for Guilford County's MWBE reporting and will be made available via an internal Purchasing website to County departments in FY 2018.

Substantial advances in the County's technological capacity and system implementation have enabled comprehensive reporting capacity for FY 2017. The Lawson Supplier Portal records and vendor payment records were merged to include diversity codes and certification status, purchasing program type, payment description and expenditure amounts. These advances are the result of collaborative efforts between the Purchasing Department and Information Services Department. To

complete this initiative, thousands of suppliers records were updated with the addition of Diversity Codes. At the time of data analysis for this report, most diversity data was included, with 5% of suppliers having incomplete diversity codes that could not be completed, with most codes missing from the Day Care program category. Less than 1% of suppliers have incomplete registration in FY 2018.

The North Carolina Department of Administration Historically Underutilized Business (HUB) Program is the source of guidance and statutory requirements for the Guilford County MWBE Program. The HUB Program requires equal opportunity and inclusion of certified MWBE firms in solicitation opportunities. Most of Guilford County's suppliers are not HUB certified. New and collaborative outreach and engagement initiatives are underway to promote HUB certification among current Guilford County vendors.

Much has been accomplished and much more is possible as we now have robust data to inform policies and practices. New initiatives were developed in FY 2017 that were implemented in the latter part of that year and continue in 2018. These have been presented in the Annual Guilford County Diversity Report FY 2017 report Initiatives section.

Charts illustrating payment and other data distributions for the first quarter of FY 2018 follow.

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Data Analyses

Table 1 below provides an overview of the distribution of payments made in the first quarter of 2018 across purchasing programs and diversity categories.

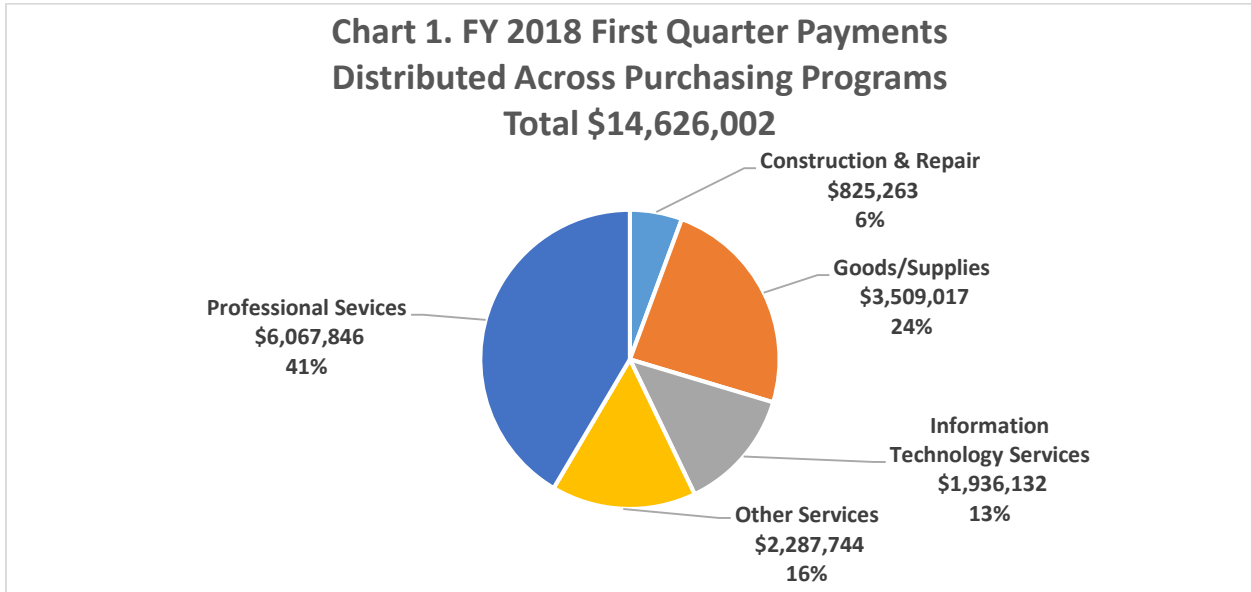
Table 1. Distribution of FY 2018 1st Quarter Payments Across Purchasing Programs and Diversity Categories

	Construction & Repair	Goods/Supplies	Information Technology Services	Other Services	Professional Services	Totals
African American	\$ - 0%	\$ 4,989 1%	\$ 49,935 9%	\$ 176,655 31%	\$ 346,189 60%	\$ 577,768 100%
American Indian	\$ - 0%	\$ 2,775 100%	\$ - 0%	\$ - 0%	\$ - 0%	\$ 2,775 100%
Asian Indian	\$ - 0%	\$ 38 100%	\$ - 0%	\$ - 0%	\$ - 0%	\$ 38 100%
Asian Pacific	\$ - 0%	\$ 2,913 1%	\$ 4,689 1%	\$ 57,430 14%	\$ 346,189 84%	\$ 411,221 100%
Hispanic	\$ - 0%	\$ 2,878 10%	\$ 14,500 49%	\$ 11,890 40%	\$ 120 0%	\$ 29,388 100%
White Female	\$ 35,150 4%	\$ 348,018 43%	\$ 117,280 13%	\$ 93,706 10%	\$ 307,853 34%	\$ 902,006 100%
White Male	\$ 216,012 7%	\$ 1,257,681 43%	\$ 173,230 6%	\$ 628,073 22%	\$ 626,720 22%	\$ 2,901,715 100%
Corporation	\$ 574,101 6%	\$ 1,872,247 19%	\$ 1,549,625 16%	\$ 1,319,991 14%	\$ 4,440,776 46%	\$ 9,756,739 100%
Unknown	\$ - 0%	\$ 17,478 39%	\$ 26,873 61%	\$ - 0%	\$ - 0%	\$ 44,351 100%
Totals	\$ 825,263	\$ 3,509,017	\$ 1,936,132	\$ 2,287,744	\$ 6,067,846	\$ 14,626,002

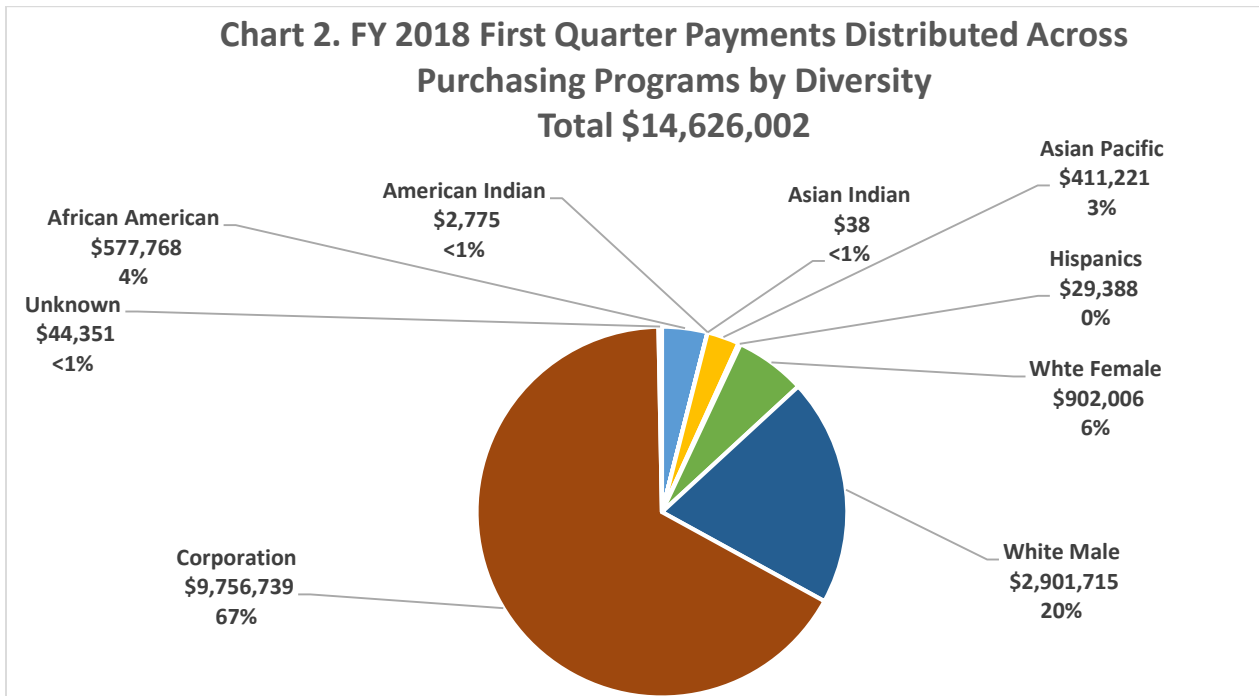
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FY 2018 First Quarter Payments to Minority Businesses

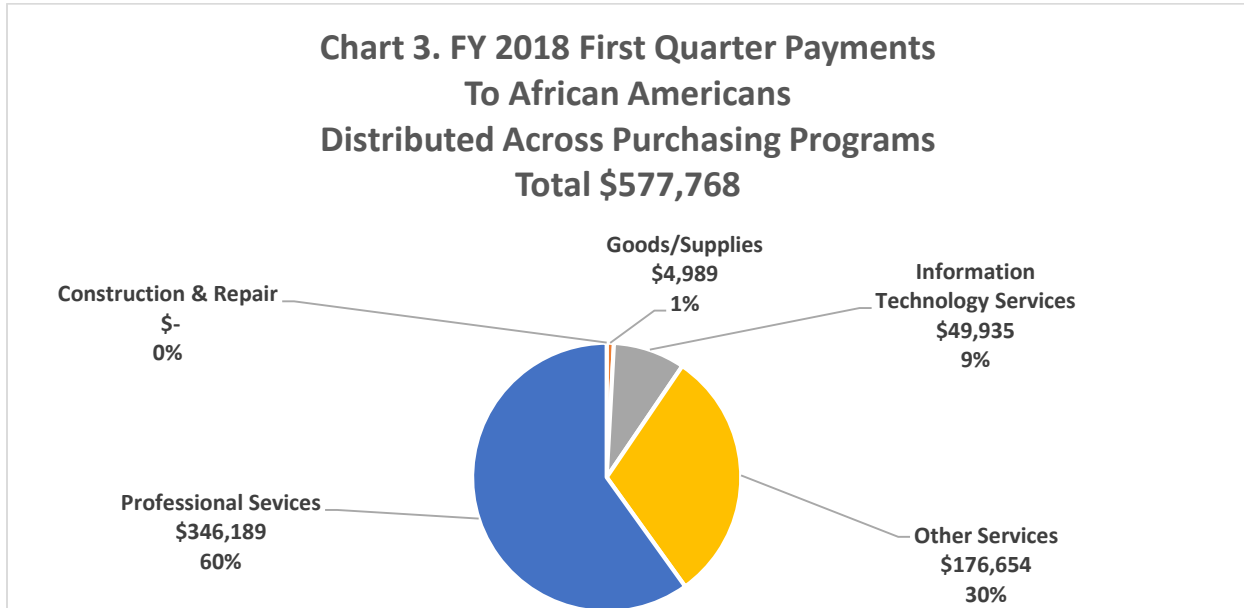
In the first quarter of FY 2018 payments distributed across competitively bid purchasing programs totaled \$14,626,002. Professional Services (41%) had the highest spend, followed by Goods/Supplies (24%), Other Services (16%), Information Technology (13%), and Construction & Repair (6%).



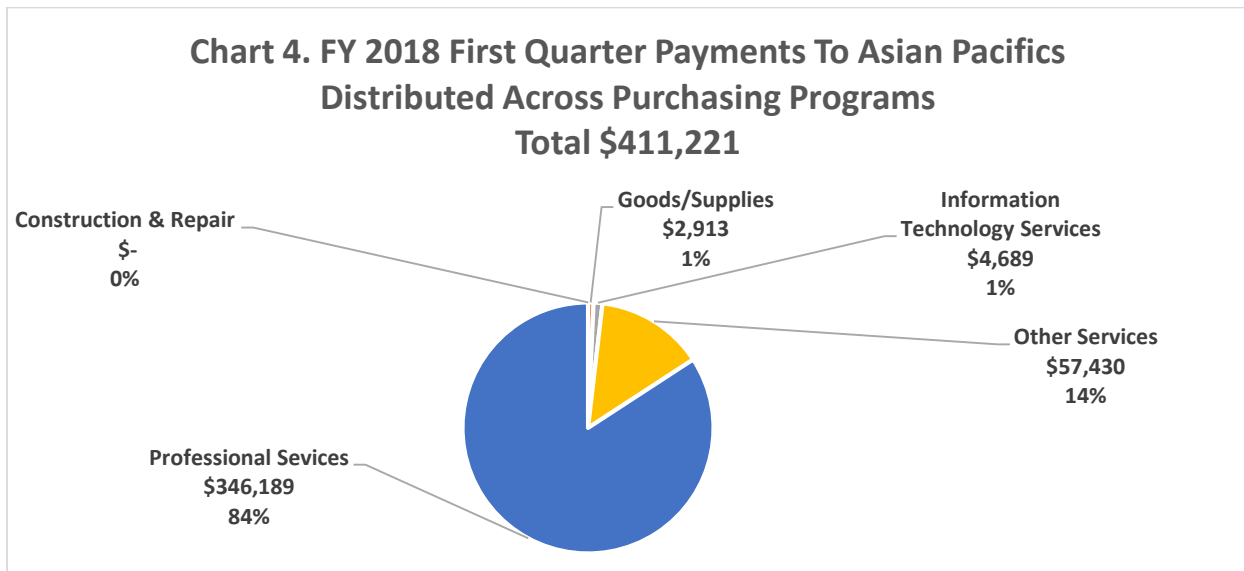
Distribution of FY 2018 first quarter payments was highest among Corporations (67%) and White Males (20%). Thirteen percent of payments were distributed across diverse suppliers with White Female at (6%), African American (4%) and Asian Pacific (3%). American Indian, Asian Indian, Hispanic and Unknown totaled less than one percent.



Most of the payments to African Americans in the first quarter of FY2018 were in Professional Services (60%) and Other Services (30%). Professional Services include Architecture and Engineering services and other professional services such as consulting, attorneys, auditors, trainers, etc. Other Services include maintenance and labor services. Technology (9%) and Goods/Supplies (1%) comprised the remainder of payments across purchasing programs.

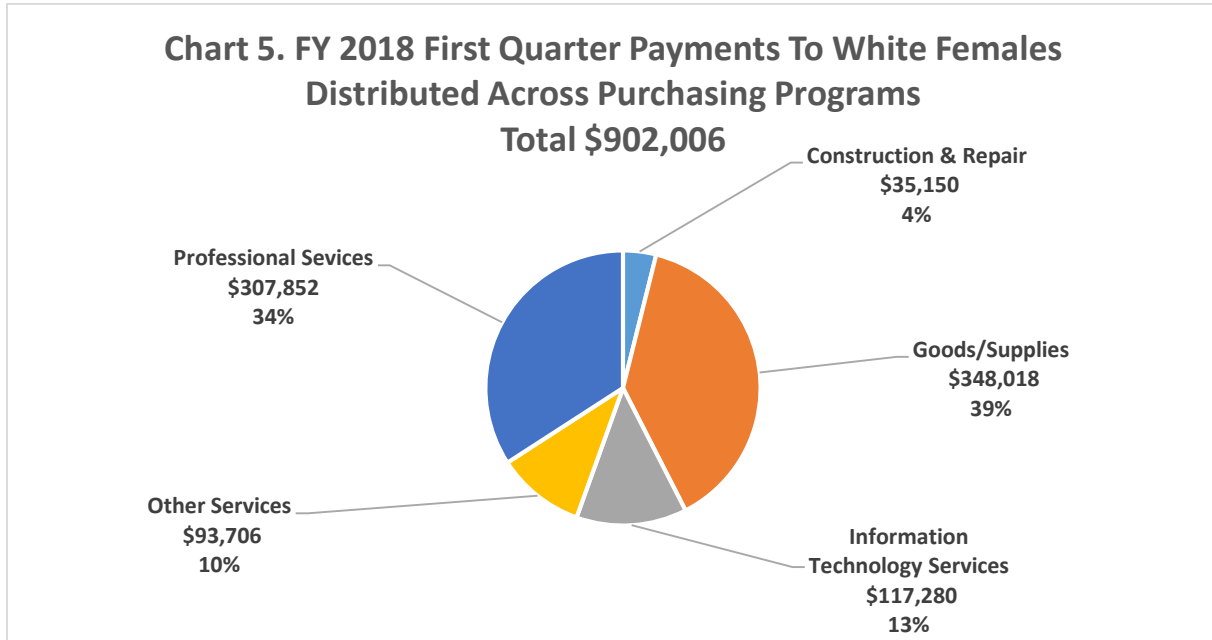


Asian Pacific businesses received 3% of the total payments.



American Indian, Asian Indian, Hispanic and Unknown each had less than 1% of the total payments made to suppliers in the first quarter of FY 2018. American Indian businesses were paid \$2,755 for Goods/Supplies; Asian Indian businesses were paid \$38 for Goods/Supplies; and Hispanic businesses were paid \$29,388 across purchasing programs including Construction & Repair, Goods/Supplies, Information Technology, Other Services and Professional Services. See Table 1 for details.

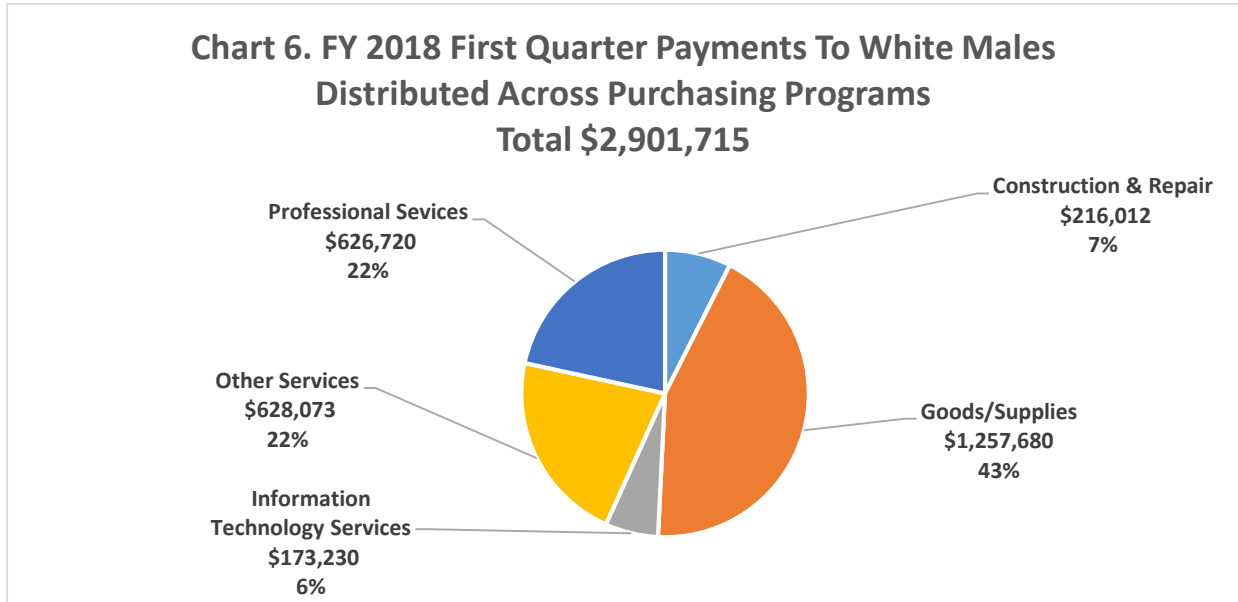
White Female payments were distributed across all business categories. Goods/Supplies (39%) and Professional Services (34%) programs comprised the majority of payments at a total of 74%. The balance of payments was distributed across Information Technology (13%), Other Services (10%) and Construction & Repair (4%) programs.



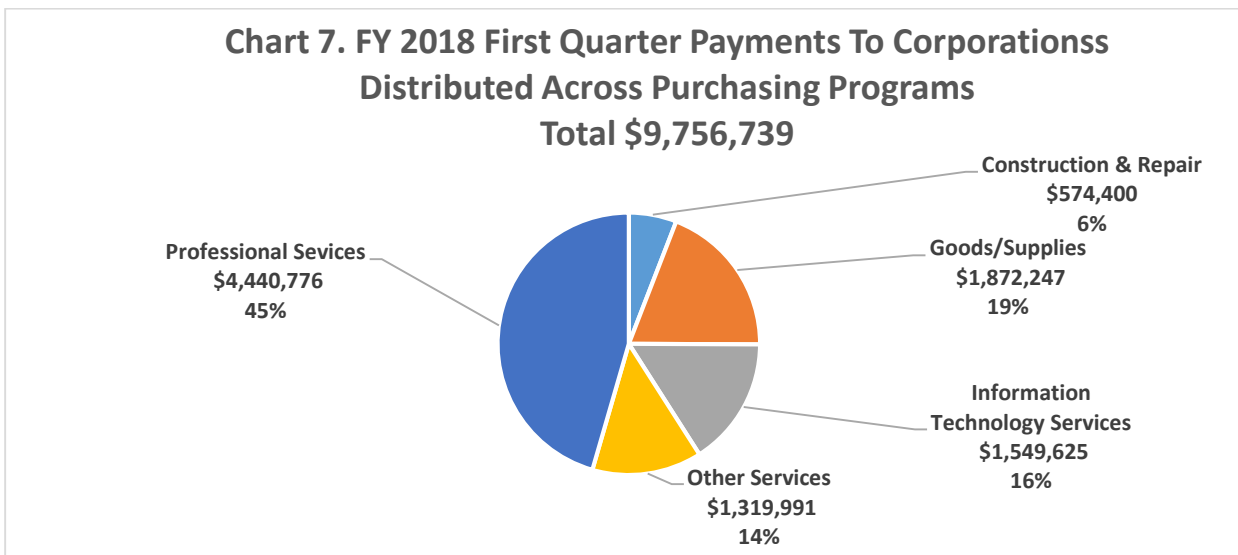
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FY 2018 First Quarter Payments to Non Minority Businesses

Payments to White Males in the first quarter of FY 2018 were highest in Goods/Supplies (43%), followed by Other Services (22%), Professional Services (22%), Construction & Repair (7%) and Information Technology Services (6%).



FY 2018 first quarter payments to Corporations were highest in the Professional Services (45%) program followed by distributions across Goods/Supplies (19%), Information Technology (16%), Other Services (14%) and Construction Repair (6%).



Payments to Unknown Suppliers in the first quarter of FY 2018 totaled \$44,351, less than one percent of the total. Please see Table 1 on page 1 for full details.

Shelia Reaves-Willett, Buyer/Diversity Coordinator



Photographs from the 2017 Minority Economic Development Week Event at the Greensboro Coliseum



Assisting a supplier with registration for online bidding in the Supplier Portal



The Purchasing Team

For Additional Information Please Contact Us

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To visit the Guilford County MWBE Website

Please click on the link below or scan the QV code.

<http://www.myguilford.com/purchasing/mwbe-program/>

