# SMALL BUSINESS ENTERPRISE GOODS AND SERVICES ADVISORY BOARD

January 19, 2023

#### Miami-Dade County Small Business Enterprise Goods and Services Advisory Board Meeting Thursday, January 19, 2023 @10:30 a.m.

#### **Board Members**

Stephen P. Clark Center, 111 N.W. 1<sup>st</sup> Street, 19<sup>th</sup> Floor Conference Room

#### Public Virtual Meeting Zoom URL:

https://miamidade.live/SBE-GoodsServicesBoard Webinar ID: 917 5751 5924

#### AGENDA

#### I. Welcome/Introductions (15 min)

#### II. Old Business (10 min)

- a. Approve Goods and Services Advisory Board 2023 Meeting Dates
- b. Approve -2023 Subcommittee meeting dates
- c. Approve Meeting minutes
  - i. Goods and Services Advisory Board November 17, 2022, Meeting Minutes

#### III. SBD Section Reports (40 min)

- **a.** Business Outreach and Education Report Lawanda Wright-Robinson (SBD Section Chief)
- b. Certification Report Jeanise Cummings-Labossiere (SBD Section Chief)
- c. Utilization Report- Rossi Siewnarine (SBD Section Chief)

#### IV. New Business (20 min)

- a. Jackson Health System bi-monthly reporting Michelle Romano
- **b.** County-wide outreach in conjunction with each County Commissioner
- c. Discuss Goods and Services Subcommittee next steps
- d. Request for future agenda items

### V. Reasonable opportunity for the public to be heard before County Boards (Sec. 2-11.39.3) (3 min)

#### VI. Adjournment (2 min)

NEXT BOARD MEETING: March 16, 2023

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### GOODS AND SERVICES 2023 MEETING DATES



Small Business Development Division-Internal Services Department Small Business Enterprise (SBE) Program

### 2023 SBE Advisory Board Meeting Schedule

#### **SBE A&E BI-MONTHLY ON THE LAST WEDNESDAY**

January 25, 2023	10:30am - 12:00pm
March 29, 2023	10:30am - 12:00pm
May 31, 2023	10:30am - 12:00pm
July 26, 2023	10:30am - 12:00pm
September 27, 2023	10:30am - 12:00pm
November 29, 2023	10:30am - 12:00pm

#### SBE CONSTRUCTION BI-MONTHLY ON THE 3<sup>RD</sup> MONDAY

January 23, 2023	1:00pm – 3:00pm
March 20, 2023	1:00pm – 3:00pm
May 15, 2023	1:00pm – 3:00pm
July 17, 2023	1:00pm – 3:00pm
September 18, 2023	1:00pm – 3:00pm
November 20, 2023	1:00pm – 3:00pm

#### SBE GOODS & SERVICES BI-MONTHLY ON THE 3<sup>RD</sup> THURSDAY

January 19, 2023	10:30am – 12:00pm
March 16, 2023	10:30am – 12:00pm
May 18, 2023	10:30am – 12:00pm
July 20, 2023	10:30am – 12:00pm
September 21, 2023	10:30am – 12:00pm
November 16, 2023	10:30am – 12:00pm

**Board Members – In person:** Small Business Development - Stephen P. Clark Center 111 NW First Street, 19th Floor Main Conference Room, Miami, FL 33128

Public – Virtual Meeting (Zoom): Register in advance for these webinars: https://mdcsbd.gob2g.com/Default.asp Click on Events tab and select appropriate meeting and date to register.

GENERAL INFORMATION AND AGENDAS FOR SBE ADVISORY BOARDS ARE AVAILABLE AT: https://www.miamidade.gov/smallbusiness/advisory-boards.asp. for any questions, please contact small business development at (305) 375-3111 or sbdmail @ miamidade.gov.



To request materials in accessible format, sign language interpreters, and/or any accommodation to participate in any Countysponsored program or meeting, please contact Michou Jean via email at Michou.Jean@miamidade.gov or phone at 305-375-3161, five days in advance to initiate your request. TTY users may also call 711 (Florida Relay Service)

### GOODS AND SERVICES SUBCOMMITTEE MEETING DATES

## 2023 Small Business Enterprise Goods & Services

### Sub Committee Meeting Dates

## The Goods & Services Advisory Board Subcommittee Meeting dates for 2023 are as follows:

When: Tuesday, February 7, 2023 Tuesday, March 7, 2023 Tuesday, April 4, 2023 Tuesday, May 2, 2023 Tuesday, June 6, 2023 Tuesday, July 11, 2023 Tuesday, August 1, 2023 Tuesday, September 5, 2023 Tuesday, October 3, 2023 Tuesday, November 7, 2023 Tuesday, December 5, 2023

Time: 3:00 pm- 4:00pm

Location:

Public – Virtual Meeting- Zoom Register in advance for this webinar: <u>https://miamidade.zoom.us/webinar/register/WN\_CdgfPbhWSCakvcIJEEmB</u> BA

Note: The Goods & Services Sub Committee meetings are held Monthly on the 1st Tuesday of the month unless a County observed holiday falls on that Tuesday.

### NOVEMBER 17, 2022, MEETING MINUTES

Start Time: 10:42 AM 9 – Appointed 5 – Ouorum End Time: 12:22 PM (E)=Excused (U) = Unexcused Members Present (6) Members Absent (3) Darryl Holsendolph – Chairman Carmen Baker (U) Makeba Gassant Adrian Jimenez (U) Michaeliohn Anthony Green Daniel Ribero (U) Maria Molina **Jeanette Paulino** John A. Ramirez

**<u>Staff Present & Online:</u>** Gary T. Hartfield (SBD Division Director), Rossi Siewnarine (SBD Section Chief), Michou Jean (SBD Section Manager), Cynthia France (SBD Section Manager), Marielena Bello (SBD), Courtney Anderson (SBD), Jacob Mills (SBD)

#### I. Welcome/ Introductions

Marielena Bello (SBD) called the Goods and Services Advisory Board meeting to order at 10:42 am, six (6) members were present.

#### II. SBD Section Reports

#### a. Business Outreach & Education - Lawanda Wright-Robinson (SBD Section Chief)

- i. Mr. Siewnarine presented the report on behalf of Ms. Wright-Robinson for the report for the period of September 1, 2022, to October 31, 2022.
- ii. Board member Michaeljohn Green mentioned that he has a business that has stated that they are missing over \$250,000 in payments and he has emailed multiple people within the department and has yet to receive an answer. Mr. Siewnarine gathered the contact information for Ms. Lawanda Wright-Robinson.
- iii. Ms. Gassant stated that she would like to see the outreach numbers increase. She would like to see more emails sent to bring awareness of forthcoming solicitations.

#### b. Certification - Jeanise Cummings-Labossiere (SBD Section Chief)

- i. Cynthia France (SBD Section Manager) presented the report on behalf of Ms. Cummings-Labossiere. The reporting period was September 1, 2022, to October 31, 2022.
- ii. 1 (one) Firm graduated, and 1 (one) firm was denied.
- iii. Chairman Holsendolph would like the demographic percentages of new and renewed firms included in upcoming reports.
- iv. Chairman Holsendolph inquired about the status of data pertaining to the LGBTQ Community. Does Miami-Dade County recognize LGBTQ as a category? Is this something that is being discussed? Mr. Siewnarine stated that that will be dependent on the outcome out the disparity study because the program is

currently race and gender neutral. Mr. Holsendolph stated they would like to see the data in the reports if this category is being recognized. Ms. Molina added that it is a good point to bring up.

#### c. Utilization - Rossi Siewnarine (SBD Section Chief)

- i. Mr. Siewnarine presented the report for the period of September 1, 2022, to October 31, 2022.
- ii. He provided a correction. In the bimonthly report, Contracts paid demographics, No SBE Goals/Measures, female Caucasian, the number should be 6.8 million not 5.8 million.
- iii. Moving forward there will be a table on the report that includes the total amount of non-competes for the Advisory Boards reference.
- iv. Mr. Holsendolph questioned "Why are elevators a non-compete when there are services that are needed once installation occurs?" Mr. Hartfield stated that elevators are proprietary service and software when it relates to servicing. Companies have rights and ownership of their information/technology when is relates to not only elevators but escalators or anything movable. Holsendolph understands but stated that a program should be built to incorporate small businesses and build capacity.
- v. Mr. Holsendolph suggested doing a quarterly summary of what is happening and what is being done within the advisory board for the County Commissioners. Gary T. Hartfield (SBD Director) advised that they are currently getting members from the advisory boards together to discuss issues amongst all industries and come up with a concise plan to try to resolve them. Mr. Hartfield reiterated that consistency across all boards and user departments will yield the best results.

#### III. Old Business

#### a. Approve – Meeting Minutes

- i. Goods and Services Advisory Board October 11, 2022, Meeting Minutes
- ii. Goods and Services Advisory Board September 15, 2022, Meeting Minutes John Ramirez motioned to approve the meeting minutes, Makeba Gassant seconded the motion (Approved 6-0).

#### IV. New Business

#### a. Bundling of Contracts

- i. Ms. Gassant stated that it seems as though the county is moving towards grouping contracts into pools where there are no SBE measures which is unfortunate.
- ii. The board would like to develop a subcommittee to discuss this topic

#### b. Discuss New Sub Committee

i. No discussion.

#### c. Request for future agenda item

- i. The board would like for Jackson to start providing a bi-monthly reporting.
- ii. Gather information regarding LGBTQ community, how and when will data regarding the community be included in reports.
- iii. Come up with new subcommittee dates to discuss bundling of contacts.
- iv. Send other advisory board dates to the members of the goods and services advisory board.
- V. Reasonable opportunity for the public to be heard before County Boards (Sec. 2-11.39.3)
  - i. No Speakers.

#### VI. Adjournment

i. The meeting was adjourned at 12:22 PM.

### G&S BUSINESS OUTREACH AND EDUCATION REPORT

#### Internal Services Department Small Business Development (SBD) Small Business Enterprise –Goods & Services Business Outreach and Education Section November 1-30, 2022

		Total for Period	YTD Total
Activity	Assistance Provided to Small Business Enterprise- Goods & Services Program		
1	Certification Assistance	39	97
2	Needs Assessment Meetings (NAMS)	6	22
3	Technical Assistance	100	232
4	Payment Issues	4	17
4.1	Payment Issues Related Dollars	\$11,636	\$227,819
5	Prompt Payment Issues	0	1
5.1	Prompt Payment Related Dollars	0	\$78,164
6	Contract Issues (Non-dollar related)	3	4
7	Contact with SBE-Goods & Services Firms (emails highlighting contract opportunities	1,773	2,420

		Total for Period	YTD Total
Activity	Training, Education and Outreach Activities		
1	Small Business Development (sponsored) Workshops and Forums	1	1
1.1	Number of Attendants	15	49
2	Partnership Workshops & Forums	3	5
2.1	Number of Firms (with whom contact was made)	61	151
Activity	Technical Training & Development Workshops		
3	Access to Capital		
3.1	n/a		

### **G&S CERTIFICATION REPORT**

#### Certification Type: SBE-GS PERIOD: Nov 1, 2022 to Nov. 30, 2022

				Total	African				Native				Total
				Amount	American	Caucasian	Hispanic	Asian	American	Other	Female	Male	Amour
	Total Certified SBE-GS as of 11/30/22			1378	263	158	923	22	0	12	423	955	1378
		New	3 year Recert										
	Approved Applications (New &												
1	Recertification)	9	3	12									
2	Graduated			2									
3	Denied			0									

This is a race and gender neutral program. This report is for informational purpose only.

Goods & Services Advisory Board	
Nov. 1 2022 to Nov 30 2022 Period	
SBE Denied & Graduated Firms	

Business Name	<b>Certification Type</b>	<b>Certification Action</b>	<b>Certification Status</b>	Date	Reason	District
Silva Group Construction Inc.	SBE-G&S	Recertification	Graduated	11/15/22	Exceed AGR	4
Transamerica Training Management DBA Tam Training	SBE-G&S	Recertification	Graduated	11/7/22	Exceed PNW	6

### **G&S UTILIZATION REPORT**

### Miami-Dade County Small Business Enterprise (SBE) Goods & Services Program

							CON	ITRACTS A	WAR	DED											
		Reporting Period: 11/1/22 to 11/30/22																			
		S	BE GOALS/MEASUR		NO	SBE GOALS/N	MEASUI	RES		то	TAL (SBI	E + NO SBE G	OALS/N	/MEASURES)							
Contract Type	SBE	-	NON-SBE	TOTAL		SBE		NON-SB	E	TOTAL		SBE		NON-SB	E	TOTAL					
1. Goods and Services	-			-			0%	56,929,505	100%	56,929,505	100%	-	0%	56,929,505	100%	56,929,505	100%				
2. Procurement				-						-	0%	-		-		-	0%				
3. Accessed Contracts				-						-	0%	-		-		-	0%				
4. Invitation to Bid				-						-	0%	-		-		-	0%				
5. RFP/RFQ				-						-	0%	-		-		-	0%				
6. Bid Waiver				-						-	0%	-		-		-	0%				
7. Purchase Order				-						-	0%	-		-		-	0%				
TOTAL	-		-	-	0%	-	0%	56,929,505	100%	56,929,505	100%	-	0%	56,929,505	100%	56,929,505	100%				

							(	CONTRACT	S PAI	D							
		Reporting Period: 11/1/22 to 11/30/22															
		S	BE GOALS/ME	EASURES			NO	SBE GOALS/I	MEASU	RES	то	TAL (SB	E + NO SBE G	OALS/N	/IEASURES)		
Contract Type	SBE NON-SBE TOTAL				SBE	-	NON-SB	E	TOTAL	-	SBE	_	NON-SB	E	TOTAL		
1. Goods and Services				-			0%	477,925	100%	477,925	100%	-	0%	477,925	100%	477,925	100%
2. Procurement				-						-	0%	-		-		-	0%
3. Invitation to Bid				-						-	0%	-		-		-	0%
4. RFP/RFQ				-						-	0%	-		-		-	0%
5. Bid Waiver				-						-	0%	-		-		-	0%
6. Purchase Order				-						-	0%	-		-		-	0%
TOTAL	-		-	-	0%	-	0%	477,925	100%	477,925	100%	-	0%	477,925	100%	477,925	100%

								CON	TRACTS A	WARD	ED DEMO	GRAP	HICS								
								R	eporting Pe	riod: 1	1/1/22 to 1	1/30/2	22								
		SBE	GOALS/MEASURES						NO SB	BE GOAL	S/MEASURE:	S			TOTAL (SBE ·	+ NO SB	E GOALS/ME	ASURES)			
Ethnicity Type	Male	Femal	e Unkno	wn	TOTAL	-	Male		Female	2	Unknow	'n	TOTAL		Male	Fema	e	Unknow	'n	TOTAL	
1. Asian Pacific American					-								-	0%	-	-		-		-	0%
2. Black American					-								-	0%	-	-		-		-	0%
3. Caucasian					-								-	0%	-	-		-		-	0%
4. Hispanic American					-								-	0%	-	-		-		-	0%
5. Native American					-								-	0%	-	-		-		-	0%
6. Other Minority					-								-	0%	-	-		-		-	0%
7. Subcontinent Asian American					-								-	0%	-	-		-		-	0%
8. Unknown					-			0%		0%	56,929,505	100%	56,929,505	100%	-	- 0%	0%	56,929,505	100%	56,929,505	100%
TOTAL	-	-	-		-	0%	-	0%	-	0%	56,929,505	100%	56,929,505	100%	-	0% -	0%	56,929,505	100%	56,929,505	100%

										СО	NTRACTS	<b>PAID</b>	DEMOG	RAPHIC	CS									
		Reporting Period: 11/1/22 to 11/30/22   SBE GOALS/MEASURES NO SBE GOALS/MEASURES   TOTAL (SBE + NO SBE GOALS/MEASURES)																						
			SBE	GOALS	/MEASURES						NO SB	E GOALS	S/MEASURE	S										
Ethnicity Type	Male		Female		Unknow	'n	ΤΟΤΑ	L	Male		Female		Unknov	vn	TOTAL		Male		Female		Unknow	n	TOTAL	L
1. Asian Pacific American							-								-	0%	-		-		-		-	0%
2. Black American							-								-	0%	-		-		-		-	0%
3. Caucasian							-		477,925	100%		0%		0%	477,925	100%	477,925	100%	-	0%	-	0%	477,925	100%
4. Hispanic American							-								-	0%	-		-		-		-	0%
5. Native American							-								-	0%	-		-		-		-	0%
6. Other Minority							-								-	0%	-		-		-		-	0%
7. Subcontinent Asian American							-								-	0%	-		-		-		-	0%
8. Unknown							-								-	0%	-		_		-		-	0%
TOTAL	-		-		-		-	0%	477,925	100%	-	0%	-	0%	477,925	100%	477,925	100%	-	0%	-	0%	477,925	100%

#### **NOTES**

<sup>1</sup>As a result of two landmark cases (Engineering Contractors Association v. Metropolitan Dade County and Hershell Gill Consulting Engineers, Inc. v. Miami-Dade County) Miami-Dade County's three Small Business Enterprise (SBE) programs in Construction, A&E, and Goods and Services are race and gender neutral.

<sup>2</sup>The capturing of demographic data is based on voluntary information provided and or entered by prime and sub-contractors.

<sup>3</sup>Payments reported may be from contracts awarded outside the reporting period.

<sup>4</sup>It is important to note that the health of Goods and Services (G&S) contracts/awards should be identified by Contracts Paid instead of Contracts Awarded. This is due to the way G&S contracts are created in the County's Financial System. Prior to the County's new ERP system (April 2021) when pool contracts are created, the allocation amount is captured in one lumpsum and does not identify each individual award and to whom it was awarded. However, BMWS does capture who was paid and if they were an SBE or Non-SBE. We are working with the development team to see if G&S awards and payments can be better aligned and may change in the future.

<sup>5</sup>The exclusion of non-compete contract awards and payments became effective July 2022.

<u>\$1.15B</u> worth of goods and services contracts were excluded from this analysis as SBE's would not have an opportunity to compete due to the nature of the contract. A closer review of these type of contracts exceed \$20M and consist of: Gasonline and Diesel, Cellular devices, Oracle Master Agreement, Vehicle Purchases, Vehicle Rental Service, Section 8 Housing Voucher, Employee life/accidental death/death/life insurance, Employee group dental, Head Start Program Pool, Transit buses, Microsoft Software Licensing, Helicopters for MDFR.

\$1.15B worth of goods and services contracts were excluded from this analysis as SBE's would not have an opportunity to compete due to the nature of the contract. A closer review of these type of contracts exceed \$20M and consist of: Gasonline and Diesel, Cellular devices, Oracle Master Agreement, Vehicle Purchases, Vehicle Rental Service, Section 8 Housing Voucher, Employee life/accidental death/death/life insurance, Employee group dental, Head Start Program Pool, Transit buses, Microsoft Software Licensing, Helicopters for MDFR.

### Miami-Dade County Small Business Enterprise (SBE) Goods & Services Program

	CONTRAC	TS AV	ARDED ANN	UAL REF	PORTING: 20	)19	CONTRAC	rs aw	VARDED ANNU	JAL RE	PORTING: 20	20	CONTRA	ACTS AW	ARDED ANNUAL	REPORTING:	CONTRACTS AWARDED ANNUAL REPORTING: 2022							
	TO	TAL (S	BE + NO SBE GO	DALS/ME	ASURES)		TO	TAL (S	BE + NO SBE GO	ALS/ME	EASURES)			TOTAL (SE	BE + NO SBE GOALS	MEASURES)		-	TOTAL (SBE + NO SBE GOALS/MEASURES)					
Contract Type	SBE		NON-SBE		TOTAL		SBE NON-SBE		NON-SBE		TOTAL		SBE	NON-SBE		тот	AL	SBE		NON-SBE	E	TOTAL		
1. Goods and Services	22,844,321	4%	604,917,563	96%	627,761,884	100%	14,257,246	3%	521,095,710	97%	535,352,956	100%	1,191,564		592,683,950 10	593,875,5	1009	4,559,990	1%	538,031,431	99%	542,591,421	100%	
2. Procurement					-	0%					-	0%					09	, b				-	0%	
3. Accessed Contracts					-	0%					-	0%					0%	ó				-	0%	
4. Invitation to Bid					-	0%					_	0%					0%	ó				-	0%	
5. RFP/RFQ					-	0%					_	0%					0%	ó				-	0%	
6. Bid Waiver					-	0%					_	0%					0%	ó				-	0%	
7. Purchase Order					-	0%					_	0%					0%	ó				-	0%	
TOTAL	22,844,321	4%	604,917,563	96%	627,761,884	100%	14,257,246	3%	521,095,710	97%	535,352,956	100%	1,191,564	0%	592,683,950 10	593,875,5	1009	4,559,990	1%	538,031,431	99%	542,591,421	100%	

	CONT	RACTS	PAID ANNUA	L REPOR	TING: 2019		CONT	RACTS	PAID ANNUA	L REPORTI	NG: 2020		CONT	RACTS	PAID ANNUA	AL REPC	RTING: 2021		CONTRACTS PAID ANNUAL REPORTING: 2022								
	٦	OTAL (S	BE + NO SBE GO	DALS/MEA	SURES)		Т	OTAL (S	BE + NO SBE GO	DALS/MEASU	JRES)		Т	OTAL (S	SBE + NO SBE G	OALS/M	EASURES)		тс	)TAL (S	BE + NO SBE GOA	ALS/ME	ASURES)				
Contract Type	SBE		NON-SBE		TOTAL		SBE	SBE			TOTAL		SBE		NON-SBE		TOTAL		SBE		NON-SBE		TOTAL				
1. Goods and Services	90,744,913	10%	810,699,120	90%	901,444,033	100%	123,609,385	9%	1,181,212,226	91% 1	,304,821,611	100%	129,834,839	9%	1,333,466,004	91%	1,463,300,843	100%	111,401,422	13%	764,006,353	87%	875,407,775	100%			
2. Procurement					-	0%					-	0%					-	0%					-	0%			
3. Resolution																											
4. Accessed Contracts																											
5. Invitation to Bid					-	0%					-	0%					-	0%					-	0%			
6. RFP/RFQ					-	0%					-	0%					-	0%					-	0%			
7. Maintenance					-	0%					-	0%					-	0%					-	0%			
8. Bid Waiver					-	0%					-	0%					-	0%					-	0%			
9. Purchase Order					-	0%					-	0%						0%					-	0%			
TOTAL	90,744,913	10%	810,699,120	90%	901,444,033	100%	123,609,385	9%	1,181,212,226	91% 1	,304,821,611	100%	129,834,839	9%	1,333,466,004	91%	1,463,300,843	100%	111,401,422	13%	764,006,353	87%	875,407,775	100%			

	CONTR	CONTRACTS AWARDED DEMOGRAPHICS ANNUAL REPORTING: 201								CONTRACTS AWARDED DEMOGRAPHICS ANNUAL REPORTING: 2020								CONTRACTS AWARDED DEMOGRAPHICS ANNUAL REPORTING: 2021								CONTRACTS AWARDED DEMOGRAPHICS ANNUAL REPORTING: 2022									
			TOTAL (SBE	+ NO SB	E GOALS/MEAS	URES)					TOTAL (SBE +	NO SBE	GOALS/MEASU	RES)					TOTAL (SBE + I	NO SBE	GOALS/MEASU	JRES)					TOTAL (SBI	+ NO SB	E GOALS/MEA	SURES)					
Ethnicity Type	Male		Female	-	Unknow	n	TOTAL		Male		Female		Unknown		TOTAL		Male		Female		Unknown		TOTAL		Male		Female		Unknow	n	TOTAL				
1. Asian Pacific American	11,855,654	100%	-	0%		0%	11,855,654 2	2%	1,321,954	89%	163,000	11%		0%	1,484,954	0%	10,500	0%		0%	5,774,349	100%	5,784,849	1%	-		-					0%			
2. Black American	5,847,000	43%	7,810,539	57%		0%	13,657,539 2	2%	1,500,000	53%	1,344,060	47%		0%	2,844,060	1%	3,010,582	100%	529	0%		0%	3,011,111	1%	4,559,990	100%	-	0%		0%	4,559,990	1%			
3. Caucasian	216,963,694	96%	8,951,696	4%		0%	225,915,390 36	6%	233,279,707	71%	95,455,674	29%		0%	328,735,381	61%	128,429,777	100%	320,139	0%		0%	128,749,916	22%	-		-					0%			
4. Hispanic American	80,641,448	89%	9,100,012	10%	472,000	1%	90,213,460 14	4%	31,413,754	87%	4,752,375	13%		0%	36,166,129	7%	1,834,692	100%	1,904	0%		0%	1,836,596	0%	-		-		-			0%			
5. Native American	3,189,000	100%		0%		0%	3,189,000 1	1%	205,654	100%		0%		0%	205,654	0%	500,000	0%		0%	453,993,042	100%	454,493,042	77%	-		-					0%			
6. Other Minority	910,008	24%		0%	2,905,065	76%	3,815,073 1	1%	14,097,105	50%	14,000,000	50%		0%	28,097,105	5%							-	0%	-		-					0%			
7. Subcontinent Asian American	161,996	78%	45,644	22%		0%	207,640 0	0%	16,420,161	99%		0%	143,165	1%	16,563,326	3%	-						-	0%	-		-					0%			
8. Unknown		0%		0%	278,908,128	100%	278,908,128 44	4%		0%	955,658	1%	120,300,689	99%	121,256,347	23%							-	0%		0%	-	0%	538,031,431	100%	538,031,431	91%			
TOTAL	319,568,800	51%	25,907,891	4%	282,285,193	45%	627,761,884 100	0%	298,238,335	56%	116,670,767	22%	120,443,854	22%	535,352,956	100%	133,785,551	23%	322,572	0%	459,767,391	77%	593,875,514	100%	4,559,990	1%	-	0%	538,031,431	99%	542,591,421	91%			

	CONT	RACTS	PAID DEMOGRA	PHICS	SANNUAL	REPOR	TING: 2019		CONTRACTS PAID DEMOGRAPHICS ANNUAL REPORTING: 2020									<b>FRACTS</b>	PAID DEMO	GRAPH	ICS ANNUAL	REPORT	ING: 2021		CONTRACTS PAID DEMOGRAPHICS ANNUAL REPORTING: 2022									
			TOTAL (SBE + NO S	SBE GC	DALS/MEASU	JRES)					TOTAL (SBE +	NO SBE	GOALS/MEASU	RES)					TOTAL (SBE +	NO SBE	GOALS/MEASU	JRES)			TOTAL (SBE + NO SBE GOALS/MEASURES)									
Ethnicity Type	Male Female Unknown TOTAL					TOTAL		Male		Female		Unknown		TOTAL		Male		Female		Unknown		TOTAL		Male		Female		Unknown		TOTAL				
1. Asian Pacific American	6,617,892	80%	1,638,080 20	20%		0%	8,255,972	1%	6,597,789	81%	1,568,611	19%		0%	8,166,400	1%	19,231,114	96%	729,475	4%		0%	19,960,589	1%	4,685,674	96%	200,441	4%		0%	4,886,115	1%		
2. Black American	35,691,356	75%	12,198,963 25	.5%		0%	47,890,319	5%	44,803,642	77%	13,501,810	23%	8,455	0%	58,313,907	4%	55,456,665	86%	8,674,151	14%		0%	64,130,816	4%	28,568,471	80%	7,056,301	20%		0%	35,624,772	4%		
3. Caucasian	419,447,621	85%	74,060,146 15	.5%	467,054	0%	493,974,821	55%	596,072,517	88%	81,820,691	12%	68,358	0%	677,961,566	52%	638,484,181	93%	47,452,148	7%	1,070,259	0%	687,006,588	47%	436,592,494	89%	52,084,005	11%	2,249,351	0%	490,925,850	56%		
4. Hispanic American	190,927,367	79%	49,978,900 22	1%	139,258	0%	241,045,525	27%	260,575,982	79%	69,715,945	21%	113,413	0%	330,405,340	25%	250,457,350	86%	39,211,537	14%	46,875	0%	289,715,762	20%	188,261,158	82%	41,367,709	18%	139,408	0%	229,768,275	26%		
5. Native American	11,534,209	80%	35,089 20	20%		0%	11,569,298	1%	2,241,061	99%	24,726	1%		0%	2,265,787	0%	5,985,998	100%	27,452	0%		0%	6,013,450	0%	1,713,056	99%	21,374	1%		0%	1,734,430	0%		
6. Other Minority	9,722,900	65%	2,825,907 19	.9%	2,425,560	16%	14,974,367	2%	34,224,495	75%	543,411	1%	10,574,421	23%	45,342,327	3%	37,565,939	11%	6,617,350	2%	294,789,064	87%	338,972,353	23%	14,603,395	29%	4,292,670	9%	31,523,915	63%	50,419,980	6%		
7. Subcontinent Asian American	1,297,112	78%	287,074 18	.8%		0%	1,584,186	0%	7,205,695	95%	377,109	5%		0%	7,582,804	1%	4,816,986	85%	879,270	15%		0%	5,696,256	0%	3,254,543	71%	1,336,266	29%		0%	4,590,809	1%		
8. Unknown	11,756,381	14%	259,177 (	0%	70,133,986	85%	82,149,544	9%	14,451,211	8%	783,294	0%	159,548,975	91%	174,783,480	13%	4,434,300	9%	2,404,641	5%	44,966,088	87%	51,805,029	4%	931,162	2%	6,585,698	11%	49,940,684	87%	57,457,544	7%		
TOTAL	686,994,838	76%	141,283,336 16	.6%	73,165,858	8%	901,444,032 1	.00%	966,172,392	74%	168,335,597	13%	170,313,622	13%	1,304,821,611	100%	1,016,432,533	69%	105,996,024	7%	340,872,286	23%	1,463,300,843	100%	678,609,953	78%	112,944,464	13%	83,853,358	10%	875,407,775	100%		

#### <u>NOTES</u>

<sup>1</sup>As a result of two landmark cases (Engineering Contractors Association v. Metropolitan Dade County and Hershell Gill Consulting Engineers, Inc. v. Miami-Dade County's three Small Business Enterprise (SBE) programs in Construction, A&E, and Goods and Services are race and gender neutral.

<sup>2</sup>The capturing of demographic data is based on voluntary information provided and or entered by prime and sub-contractors.

<sup>3</sup>Payments reported may be from contracts awarded outside the reporting period.

<sup>4</sup>It is important to note that the health of Goods and Services (G&S) contracts/awards should be identified by Contracts Awarded. This is due to the way G&S contracts are created in the County's Financial System. Prior to the County's new ERP system (April 2021) when pool contracts are created in the county's Financial System. Prior to the County's new ERP system (April 2021) when pool contracts are created in the allocation amount is captured in one lumpsum and does not identify each individual award and to whom it was awarded. However, BMWS does capture who was paid and if they were an SBE or Non-SBE. We are working with the development team to see if G&S awards and payments can be better aligned and may change in the future.

COUNTY WIDE OUTREACH

#### **Countywide Outreach**

#### Purpose

Engage/connect with the community, establish ourselves as community liaisons, and increase local/SBE vendor registration.

#### Reference

"The advisory board will operate as a focal point for the public and, with the assistance of the County mayor or designee, will collect, input and disseminate information related to economic opportunities within Miami-Dade County government for SBE G&S business owners."

#### Schedule

2 Districts per month/as time & scheduling conflicts permit Confirmations by end of February, Start March 2023 / End August 2023 for recess

#### A

- 1. Draft letter/email with follow-up phone call outlining intent, purpose of County-wide meetings
  - a. 1 letter for Districts
  - b. 1 letter for Sponsors
- 2. Each person will reach out to their respective District Commissioner, for Districts without representation, Board Members may volunteer to reach out
- 3. Confirm available dates

#### В

- 1. Based on sponsors, create marketing flyer
- 2. Create sign up links
- 3. Work with Outreach department to create structure of agenda of meeting
- 4. Include on-site vendor registration demonstrations

#### С

#### Sponsorship Ideas:

- 1. South Florida Alliance Office of the Mayor
- 2. County Commissions
- 3. Various Community Organizations