



## Great Progress Made by the Department of Economic Inclusion

The City of Cincinnati's Inclusion program has been in operation only nine months, but it is already surpassing goals and expectations. That's how Mayor John Cranley and City Manager Harry Black see it as they each begin setting goals for 2017.



During the State of the City Address Mayor Cranley said, "We are building a more inclusive City. When this administration took office the City spent roughly 2% of contracts with African American businesses totaling roughly \$4 million annually. Last year we spent about \$8 million. But this year, we will spend \$45 million. That is roughly 24% of the total contracts. Going from \$4 million to \$45 Million in 3 years is real progress."

Following the Mayor's address, City Manager Harry Black released his MBE/WBE Utilization Update report where he said the City is making great strides toward achieving its annual goals for MBE/WBE participation in City contracts. The utilization report shows that in the category of construction contracts alone, the City has awarded more than \$11.2 million to MBEs in just less than 9 months, and almost \$30 million when economic development projects not otherwise subject to the mandatory goals of Chapter 324 are taken into account.

In addition, there have been three supplies/services prime contracts approved for award to an MBE in the total amount of \$2.7 million and one construction prime contract approved for award to an MBE in the amount of \$1 million.

In the area of certifications, the City has certified a total of 187 MBE, MWBE and WBE firms. Of those certified firms, 92 are MBEs, 43 are MWBEs, and 52 are WBEs.

City Manager Black says, “This report provides a snapshot view of how the City is progressing toward reaching its annual MBE and WBE goals. The information gathered will be used to strategize for the coming months.”

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## **DEI Business Training Center Classes Begin**

The Department of Economic Inclusion’s Business Training Center fall classes have begun. The first class, “How to do Business with the City of Cincinnati”, was chocked full of information as each presenter talked on subjects ranging from making a successful bid on projects, including how to fill out the paperwork, to the best way to meet some of the primes and how to make positive introductions.



More than 40 people from various business across the Cincinnati/Hamilton County area have signed up for the Fall series of classes which run through December. All classes meet in Two Centennial Plaza on the second floor. To learn more about the classes and to register you can go to <http://www.cincinnati-oh.gov/inclusion/>

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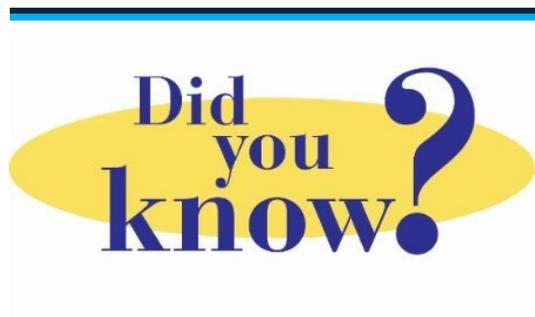
## **DEI and CMHA Work Together to Increase MBE/WBE Certifications**

The U.S. Department of Housing and Urban Development has launched an ambitious new program to preserve and improve affordable rental housing across the country. The program known as RAD, which stands for Rental Assistance Demonstration, was created to help convert at-risk public housing

properties into project based vouchers or rental assistance contracts under Section 8.

This will be a multi-billion dollar project here in Cincinnati, which means great opportunities for minority-owned and women-owned businesses under RAD guidelines. To help increase opportunities for Section 3 businesses, DEI is working with the Cincinnati Metropolitan Housing Authority to get those businesses certified as MBE/WBE so they're ready for City contracting as well. This is new for a lot of Section 3 businesses which is why DEI is holding informational sessions to help these businesses get the necessary paperwork, and understand the importance of the certification.

RAD is expected to get underway in March of 2017.



A local organization called, "The Sister Collection" held a resource fair in September for small minority-owned businesses. The night included a discussion on ways to overcome barriers that can impede business success as well as opportunity to share ideas and get connected with organizations that



Monday, October 17, 2016 was "National Bosses Day" and the staff at DEI honored its two deputy directors with cake and cards. Deputy Directors Jennifer Mackenzie and Edgar DeVeyra have worked hard to make DEI not only a great place to work, but a very evolving and moving office that is on the cutting edge of implementing new and innovative programs to increase

can help businesses grow.

opportunities for MBE, WBE and SBE vendors all across Cincinnati.



## **Congratulations Valeria on being named 2016 Advocate of the Year**

Department of Economic Inclusion Liaison, Valeria Cummings Swope, was named the 2016 Advocate of the year at this year's OH-KY Construction Summit held at Kingsgate Marriott, Cincinnati. This award is given each year to an individual or organization that stands out in the industry as an extraordinary leader for advancing economic inclusion. The award recognizes an individual/company who has implemented processes and procedures that significantly impact the success of diverse companies on construction projects and promoted the growth of minority and women owned businesses.

Valeria was recognized for the creation of the City's first Business Training Center, outreach efforts in the community and DEI's commitment to create a more inclusive atmosphere for minority-owned and women-owned business in Cincinnati/Hamilton County which is reflected in the amount of contracts awarded thus far in 2016.

Also recognized at the annual awards event were three MBE companies certified by the City:

- SFA Architects – Design and Planning
- Make it Plain Consulting – MBE/WBE Supplier
- TriVersity Construction – General Contractor/Construction Manager



### **Director's Corner**

Thomas Corey

Department of Economic Inclusion

In order to do business with the City, you have to compete and be competitive. And in order to maximize your subcontracting opportunities, you have to get to know and establish relationships with those who work in your field and who may be potential sources of future business. The goal of the Department of Economic Inclusion (DEI), working together with the Division of Purchasing, is to create environments in which there is the potential for small, minority-owned and women-owned firms, who are willing and able to do their part, to share in the City's contract spend, to grow their businesses, and to build their capacity. The Third Party Administrator Program (TPA) is one of those opportunities.

The TPA allows City departments to quickly and competitively contract for maintenance, repair and minor construction projects through a third party that is responsible for the coordination, management and oversight of the work. At the same time, it makes it possible for the City to create multiple opportunities for inclusion of pre-qualified City-certified contractors of varying sizes on those projects. TPAs have proven successful across the U.S. because they enable the public and private agencies that use them to create more flexible opportunities and to better manage business changes.

Registered vendors, including City-certified firms, that are interested in being pre-qualified to perform services under the TPA must first enroll with the third party administrator, BFX, which is an MBE joint venture. As a part of that process, each business indicates the size of projects on which it is interested in and capable of bidding for future work. There is a wide range of services that are anticipated to be necessary, including minor construction, interior and exterior finishes, as-needed maintenance work, mechanicals, plumbing, electrical, fire safety, elevators, HVAC and roofing. This is a chance for vendors to showcase for the City and other contractors in the field what they can do and how well they can do it, which is an important step in the critical relationship-

building that is essential to business growth.

You can find out more about the City's TPA program by going to <http://www.cincinnati-oh.gov/purchasing/> and clicking on Contractor Pre-Qualification for Work on City Facilities.



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