

December 31, 2018

FOR YOUR INFORMATION

To: Mayor and Members of Council
From: Patrick A. Duhaney, Acting City Manager
Subject: **2018 Third Quarter Minority and Women Business Enterprise (MBE/WBE) Program Report**

Background

The Disparity Study published in July 2015 found the City had a past pattern of discrimination in contracting specifically related to minority-owned and women-owned businesses (MBE/WBEs). Thanks to strong leadership from the Mayor and City Council, the City responded by establishing the Minority and Women Business Enterprise Program, effective January 1, 2016, to remedy those disparities.

The City's annual goals for MBE/WBE participation in City contracts are 17% MBE and 10% WBE for construction contracts, and 14% MBE and 16% WBE for professional services contracts.

Third Quarter Results

The total MBE/WBE award between July 1, 2018 and September 30, 2018, including both prime and subcontracting participation, was \$1,163,454.00 (9.72% of total awards). Of that amount, \$600,466.00 (5.02% of total awards) was awarded to MBEs and \$562,988.00 (4.71% of total award) was awarded to WBEs across all contract types.

Table 1							
MBE/WBE Approved Contract Award Amounts (Chapter 324) By Contract Category Type							
July 1 - September 30, 2018							
MBE/WBE Approved Award Amounts - By Contract Type							
Category	MBE Award	WBE Award	MBE/WBE Award	Total Award ¹			
Construction	\$360,260.00	3.42%	\$420,778.00	3.99%	\$781,038.00	7.41%	\$10,539,823.90
Professional Services	\$ 240,206.00	16.85%	\$142,210.00	9.98%	\$382,416.00	26.83%	\$1,425,500.00
Supplies/Services	\$0.00	N/A	\$0.00	N/A	\$0.00	N/A	\$0.00
Total	\$600,466.00	5.02%	\$562,988.00	4.71%	\$1,163,454.00	9.72%	\$11,965,323.90

¹"Total Award" includes those contracts approved by the CMPRT for award to a particular vendor, in accordance with Administrative Regulation 62, and on which either MBE and WBE subcontracting goals have been set or for which prime awards have been made to an MBE or WBE, and those MSD contracts which include City-certified MBE and WBE prime contractors or subcontractors.

The quarterly reporting of spend is another important metric in measuring the economic impact of our MBE/WBE program. During the third quarter of 2018, \$5,795,906.31 was spent in Hamilton County with

firms certified under Chapter 324 either under contracts with MBE and WBE inclusion goals or under procurements without inclusion goals.

Table 3				
City of Cincinnati - MBE/MWBE/WBE Spend				
Total Prime and Subcontract Spend (Excludes MSD)				
July 1, 2018 - September 30, 2018				
2018 MBE/WBE Certified Spend - Prime and Subcontracts				
Certified Spend Prime and Subcontract	MBE	MWBE	WBE	Total Certified Spend
Certified Prime Spend	\$ 611,301.32	\$ 473,072.54	\$ 485,018.20	\$ 1,569,392.06
Certified Subcontract Spend	\$ 2,310,050.16	\$ 631,792.70	\$ 1,284,671.39	\$ 4,226,514.25
TOTAL	\$ 2,921,351.48	\$ 1,104,865.24	\$ 1,769,689.59	\$ 5,795,906.31

Certified Vendors

At the end of the third quarter of 2018, the City had certified a total of 232 MBE, MWBE, and WBE firms. This is a critical step toward achieving on-going inclusion, because without certified vendors able to do City work the MBE/WBE participation success achieved to date will not be sustained.

DEI continues to engage through several outreach efforts to encourage businesses to apply for City certification. Additional detail regarding MBE and WBE certifications, outreach and capacity building is provided in the attached report.

Conclusion

Each quarterly report provides a snapshot view of how the City is progressing toward reaching its annual MBE and WBE goals. The information gathered each quarter will be used to strategize for the coming months.

The City is committed to increasing MBE/ WBE award and spend in 2018 and will continue to monitor our progress toward reaching our goals. City awards are executed on a staggered basis and because contract lengths vary and can cross multiple years, annual reporting of City spend on contract awards provides a fraction of what will be realized in future quarterly and annual reporting. Contracts with option periods associated with them will yield additional spend for the entire life of the contract.

We are realizing success, and the more opportunities we create, the greater impact we can achieve. This success is not possible without the continued steadfast support and leadership provided by the Mayor and City Council.

Attachment



2018 3rd QUARTER MBE/WBE PROGRAM REPORT

Presented by the City Manager and
the Department of Economic Inclusion

I. INTRODUCTION

This is the 2018 3rd Quarter Minority and Women Business Enterprise Program Report (MBE/WBE Report). Cincinnati Municipal Code Chapter 324, "Minority and Women Business Enterprise Program," which is the City's race- and gender-conscious complement to its race- and gender-neutral Small Business Enterprise and Local Business Enterprise programs, became effective on January 1, 2016.

To fully evaluate the City's efforts to achieve parity in the participation of vendors of all ethnicities and gender, it is necessary to look to each of the stages of the procurement process designed to increase the participation of historically underutilized minority-owned and women-owned firms in City contracting dollars. Those stages begin with certification and then progress from approval by the City Manager's Procurement Review Team (CMPRT) of awards with Minority Business Enterprise (MBE) and Women Business Enterprise (WBE) inclusion goals, to negotiation and execution of contracts with MBE and WBE participation, and finally to spend with MBEs and WBEs that occurs once work has begun under a contract.

Given that the nature of public procurement is that there is an inevitable lag between the approval of award to a particular vendor and the ultimate confirmation of payments received by subcontractors after work has begun, a spend report alone does not provide sufficient information to track performance in meeting the City's goals for MBE/WBE participation in City contracts, which is 17% MBE and 10% WBE for construction, and 14% MBE and 16% WBE for professional services. Therefore, Section III of this report focuses on approved award data for the third quarter of this year.

Section IV provides data regarding MBE and WBE spend on those contracts approved for award that have completed the progression through negotiation of contract terms and were fully executed prior to or during the third quarter of 2018. The executed contracts are those under which work has begun or under which work may be authorized to begin.

Finally, the ability to set significant MBE and WBE inclusion goals on contract awards is dependent upon having a sufficient pool of certified vendors ready, willing and able to perform the required work on City contracts. Insofar as certification is a necessary pre-requisite to goal-setting, and the continued future success of the Minority and Women Business Enterprise Program requires on-going outreach and the identification of new firms for certification, Section V of this report describes the 2018 third quarter outreach efforts of the Department of Economic Inclusion (DEI) and provides certification data as of September 30, 2018.

II. DEFINITIONS

For purposes of this report, key words are defined by DEI as follows:

"Award" means contracts approved by the CMPRT for award to a particular vendor in accordance with Administrative Regulation 62, and on which either MBE and WBE subcontracting goals have been set or for which prime awards have been made to an MBE or WBE.

"Lag" means the period of time that elapses between the selection of a contractor for award of a City contract and confirmation by the MBE/WBE subcontractor of receipt of payment from the prime

contractor for work performed under the contract. Then length of time it takes to complete the following tasks, most of which are outside the control of the City, determines the lag between award and reported MBE/WBE subcontract spend for any given contract: negotiation, drafting and execution of the contract; performance of some portion of the subcontracted work by the MBE/WBE contractor; invoicing by the MBE/WBE for the work performed; payment processing by the prime contractor; report of the payment to the MBE/WBE subcontractor in the VCCS system; and confirmation by the MBE/WBE subcontractor through VCCS of payment receipt. Subcontracted work that takes place near the end of a project will have a longer lag period than subcontracted work that is necessary at the beginning of a project.

“MBE” means a business that has been certified by the City of Cincinnati as a minority business enterprise, as that term is defined by CMC § 324-1-M. Based on the results of the City’s most recent disparity study, only African American-owned firms and Asian American-owned firms are eligible for MBE certification, but Asian American-owned firms may be certified only for non-professional services and supplies. Under Chapter 324, MBEs may be male-owned or female-owned. However, for purposes of certification data tracking, DEI designates female-owned MBEs as MWBEs.

“MWBE” means a business that has been certified by the City of Cincinnati as both a minority business enterprise and as a women business enterprise, as each is defined by CMC § 324-1-M and CMC § 324-1-W1, respectively. Based on the results of the City’s most recent disparity study, only African American-owned firms and Asian American-owned firms are eligible for MWBE certification, but Asian American-owned firms may be certified only for non-professional services and supplies. Firms certified as MWBEs may be counted either toward the MBE goal or toward the WBE goal on a contract; they may not be counted toward both on the same contract.

“Spend” means total dollars paid to certified MBEs and WBEs.

“WBE” means a business that has been certified by the City of Cincinnati as a women business enterprise, as that term is defined by CMC § 324-1-W1.

III. 3rd QUARTER 2018 MBE/WBE AWARD

A. Non-Development Awards

Effective January 1, 2016, any contract valued at \$50,000 or more and subject to the requirements of Chapter 324 of the Cincinnati Municipal Code must be evaluated by DEI for mandatory MBE and WBE goals before it can be let. Prior to the release of an Invitation to Bid (ITB) or Request for Proposal (RFP), DEI sets goals for the project on a contract-by-contract basis, taking into consideration the nature of the work that can be subcontracted and the availability of City-certified MBEs and WBEs to perform that particular work. The overall MBE/WBE participation goals are 17% MBE and 10% WBE for construction and 14% MBE and 16% WBE for professional services. All inclusion goals are subject to approval by the CMPRT. DEI tracks those contracts approved by the CMPRT for award to an MBE or WBE prime or subcontractor.

Between July 1, 2018 and September 30, 2018, contract awards in the total amount of \$11,965,323.90 were approved by the CMPRT for award with mandatory inclusions goals. Six awards with mandatory MBE/WBE subcontracting requirements were made during the third quarter. DEI approved the use of 7 MBE subcontractors (6 African American male-owned and 1 African American woman-owned) and the use of 6 Caucasian WBE subcontractors under those awards.

The total MBE/WBE award during the third quarter of 2018 was \$1,163,454.00 (9.72% of total awards). Of that amount, \$600,466.00 (5.02% of total awards) was awarded to MBEs and \$562,988.00 (4.71% of total award) was awarded to WBEs across all contract types.

Table 1 provides illustration of the third quarter 2018 MBE and WBE contract awards broken down by contract type.

Table 1

**MBE/WBE Approved Contract Award Amounts (Chapter 324) By Contract Category Type
July 1 - September 30, 2018**

MBE/WBE Approved Award Amounts - By Contract Type							
Category	MBE Award		WBE Award		MBE/WBE Award		Total Award ¹
Construction	\$360,260.00	3.42%	\$420,778.00	3.99%	\$781,038.00	7.41%	\$10,539,823.90
Professional Services	\$ 240,206.00	16.85%	\$142,210.00	9.98%	\$382,416.00	26.83%	\$1,425,500.00
Supplies/Services	\$0.00	N/A	\$0.00	N/A	\$0.00	N/A	\$0.00
Total	\$600,466.00	5.02%	\$562,988.00	4.71%	\$1,163,454.00	9.72%	\$11,965,323.90

¹"Total Award" includes those contracts approved by the CMPRT for award to a particular vendor, in accordance with Administrative Regulation 62, and on which either MBE and WBE subcontracting goals have been set or for which prime awards have been made to an MBE or WBE, and those MSD contracts which include City-certified MBE and WBE prime contractors or subcontractors.

B. Contract Awards Associated with Economic Development Projects

In addition to the contracts governed by Chapter 324, the City continues to work with developers to establish MBE and WBE goal commitments for City-sponsored economic development contracts that are not otherwise subject to mandatory inclusion goals. For these economic development projects, the City engages the sponsoring organization developer to voluntarily commit to inclusion goals for a particular project. Table 2 provides a detailed breakdown by project of on-going economic development contracts approved for award between January 1, 2016 and September 30, 2018 with MBE and WBE subcontract goals, the progress toward goal attainment made in the third quarter of 2018, and the total cumulative progress toward attainment to-date.

The City continues to identify additional development projects appropriate for voluntary commitment goals and to engage in negotiations with Developers to establish voluntary inclusion commitments for those projects. As new development projects are approved for award with such inclusion goal commitments, they will be included in the quarterly report for the period in which such award is made.

MBE/WBE Subcontractor Goal Commitments Not Otherwise Subject to Mandatory Inclusion Goals (City-Sponsored Economic Development-Construction) By Project
July 1 - September 30, 2018

MBE/WBE Goal Commitments and Progress Toward Attainment - Not Subject to Mandatory Inclusion Goals								
Project	Estimated Project Value	Developer	Developer Subcontract Goal Commitment ¹			Subcontract Goal Attainment (3rd Q 2018) ²	Subcontract Goal Attainment 1/1/2016 - 9/30/2018 ²	
			MBE	WBE	%		\$	%
4th & Race Garage Redevelopment ³	\$28,805,436.00	Fourth and Race Redevelopment LLC	MBE	\$4,896,924.12	17.00%	\$0.00	\$356,900.00	1.24%
			WBE	\$1,440,271.80	5.00%	\$0.00	\$174,950.00	0.61%
4th & Race Residential ⁴	\$41,743,004.00	Flaherty & Collins Properties, Inc.	MBE	\$6,261,450.60	15.00%	\$0.00	\$0.00	0.00%
			WBE	\$2,087,150.20	5.00%	\$0.00	\$0.00	0.00%
Court & Walnut Garage & Grocery ⁵	\$46,789,162.00	Court & Walnut, LLC	MBE	\$7,954,157.54	17.00%	\$0.00	\$1,475,141.00	3.15%
			WBE	\$4,678,916.20	10.00%	\$100,000.00	\$161,608.65	0.35%
Court & Walnut Residential ⁴	\$27,008,281.00	CW Joint Venture, LLC	MBE	\$4,591,407.77	17.00%	\$0.00	\$0.00	0.00%
			WBE	\$2,700,828.10	10.00%	\$0.00	\$0.00	0.00%
FC Cincinnati MLS Stadium ⁴	\$252,592,290.00	Fussball Club Cincinnati, LLC	MBE	\$42,940,689.30	17.00%	\$0.00	\$0.00	0.00%
			WBE	\$25,259,229.00	10.00%	\$0.00	\$0.00	0.00%
TOTAL	\$396,938,173.00		MBE/WBE	\$102,811,024.63	25.90%	\$100,000.00	\$2,168,599.65	0.55%

¹As determined by reference to DEI goal sheets signed by developers.

²As determined by reference to subcontractor approval forms submitted to DEI and to prime and subcontractor tracking through VCCS. DEI continues to monitor progress toward attainment of goal commitments, and will continue to report that progress on a quarterly basis.

³Only the demolition phase has been undertaken on this project thus far.

⁴These projects have not yet begun.

⁵Work on this project was first reported in 4th Quarter 2017.

IV. 3rd QUARTER 2018 MBE/WBE SPEND

The MBE/WBE program is a race- and gender-conscious program. DEI tracks payments made to MBEs/WBEs and considers the quarterly and annual reports on spend an important metric beyond contract awards.

While payment reporting is a critical factor in measuring the economic impact of our MBE/WBE program, it is important to understand the nuances associated with reporting on spend alone, including the inherent built-in lag between award and contract spend. The contract terms for City awards are negotiated and contracts executed on a staggered basis, and because contract lengths vary and can cross multiple years, quarterly and annual reporting of City spend on contract awards provides a fraction of what will be realized over the course of future quarterly and annual reporting. Contracts with option periods will yield additional spend as those options are exercised.

The City's annual goals for MBE/WBE participation in City contracts are 17% MBE and 10% WBE for construction contracts, and 14% MBE and 16% WBE for professional services contracts. During the third quarter of 2018, \$5,795,906.31 was spent in Hamilton County with firms certified under Chapter 324 either under contracts with MBE and WBE inclusion goals or under procurements without inclusion goals. Of that amount, \$4,026,216.72 (69.47%) was paid to MBEs¹ and \$1,769,689.59 (30.53%) was paid to WBEs. Third quarter 2018 spend with MWBEs totaled \$1,104,865.24, which represents 27.44% of the reported MBE spend and 19.06% of the total certified spend.

¹ Firms certified as MWBEs may be counted toward either the mandatory MBE goal or the mandatory WBE goal on a contract, but not both. For purposes of this MBE/WBE Report, all MWBE spend was counted and is reported as MBE spend.

Table 3 provides a more detailed breakdown of third quarter 2018 total MBE and WBE spend by prime contracts and subcontracts. The quarterly spend reports are a snapshot of spend data at the end of each quarter.

Table 3

**City of Cincinnati - MBE/MWBE/WBE Spend
Total Prime and Subcontract Spend (Excludes MSD)
July 1, 2018 - September 30, 2018**

2018 MBE/WBE Certified Spend - Prime and Subcontracts				
Certified Spend Prime and Subcontract	MBE	MWBE	WBE	Total Certified Spend
Certified Prime Spend	\$ 611,301.32	\$ 473,072.54	\$ 485,018.20	\$ 1,569,392.06
Certified Subcontract Spend	\$ 2,310,050.16	\$ 631,792.70	\$ 1,284,671.39	\$ 4,226,514.25
TOTAL	\$ 2,921,351.48	\$ 1,104,865.24	\$ 1,769,689.59	\$ 5,795,906.31

Table 4 further breaks down the MBE and WBE prime contract spend both by ethnicity and by contract type.

Table 4

**City of Cincinnati - MBE/MWBE/WBE Spend
Prime Spend Breakdown (Excludes MSD)
July 1, 2018 - September 30, 2018**

2018 MBE/WBE Certified Spend - Prime Contracts				
Certified Prime Spend by Ethnicity	MBE	MWBE	WBE	Total Certified Spend
African American	\$ 611,301.32	\$ 470,572.54		\$ 1,081,873.86
Asian American (Const. & Prof. Services*)			\$ -	\$ -
Asian American (Supplies/Services*)	\$ -	\$ 2,500.00		\$ 2,500.00
Caucasian			\$ 485,018.20	\$ 485,018.20
Hispanic			\$ -	\$ -
Native American			\$ -	\$ -
TOTAL	\$ 611,301.32	\$ 473,072.54	\$ 485,018.20	\$ 1,569,392.06
Certified Prime Spend by Category	MBE	MWBE	WBE	Total Certified Spend
Construction	\$ 155,391.38	\$ 6,100.00	\$ 113,626.00	\$ 275,117.38
Professional Services	\$ 63,333.30	\$ 42,612.31	\$ 62,736.33	\$ 168,681.94
Supplies/Services	\$ 392,576.64	\$ 424,360.23	\$ 308,655.87	\$ 1,125,592.74
TOTAL	\$ 611,301.32	\$ 473,072.54	\$ 485,018.20	\$ 1,569,392.06

* The *Croscon* study determined there was no statistical underutilization of Asian American-owned firms for construction and professional services contracts in the amount of \$50,000 or above, but did find statistical underutilization of Asian-American-owned firms in supplies and non-professional services.

The same detail is provided for MBE and WBE subcontract spend in Table 5.

**City of Cincinnati - MBE/MWBE/WBE Spend
Subcontract Spend Breakdown (Excludes MSD)
July 1, 2018 - September 30, 2018**

2018 MBE/WBE Certified Spend - Subcontracts				
Certified Subcontract Spend by Ethnicity	MBE	MWBE	WBE	Total Certified Spend
African American	\$ 2,310,050.16	\$ 631,792.70		\$ 2,941,842.86
Asian American (Const. & Prof. Services*)			\$ 386,290.32	\$ 386,290.32
Asian American (Supplies/Services*)	\$ -	\$ -		\$ -
Caucasian			\$ 898,381.07	\$ 898,381.07
Hispanic			\$ -	\$ -
Native American			\$ -	\$ -
TOTAL	\$ 2,310,050.16	\$ 631,792.70	\$ 1,284,671.39	\$ 4,226,514.25
Certified Subcontract Spend by Category	MBE	MWBE	WBE	Total Certified Spend
Construction	\$ 2,195,970.55	\$ 631,792.70	\$ 1,282,166.39	\$ 4,109,929.64
Professional Services	\$ 73,549.93	\$ -	\$ 2,505.00	\$ 76,054.93
Supplies/Services	\$ 40,529.68	\$ -	\$ -	\$ 40,529.68
TOTAL	\$ 2,310,050.16	\$ 631,792.70	\$ 1,284,671.39	\$ 4,226,514.25

* The *Croscon* study determined there was no statistical underutilization of Asian American-owned firms for construction and professional services contracts in the amount of \$50,000 or above, but did find statistical underutilization of Asian-American-owned firms in supplies and non-professional services.

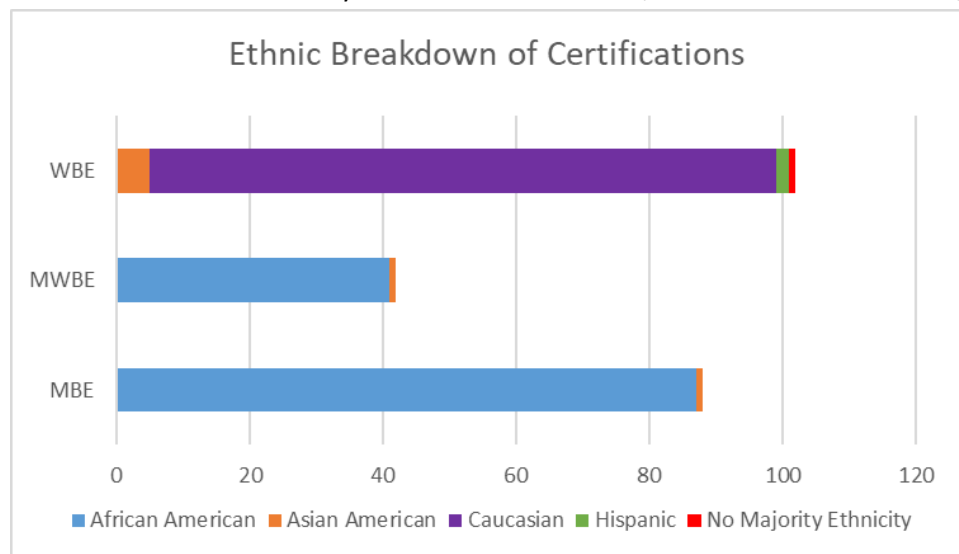
Given the lag between award of contracts and expenditures under those contracts, MBE and WBE data will continue to be reported both in the form of award and spend.

V. 3rd QUARTER 2018 MBE, MWBE, and WBE CERTIFICATION, OUTREACH AND CAPACITY BUILDING HIGHLIGHTS

A. Certification Statistics

As of September 30, 2018, there were a total of 232 MBE, MWBE and WBE firms in a pool of approximately 13,834 vendors registered to do business with the City. Of those certified firms, 88 are male-owned MBEs,

42 are MWBEs, and 102 are WBEs owned by non-minority (as defined by the CMC) women. Among the firms with active certifications at the end of the third quarter of 2018, 87 of the MBEs are African American-owned and 1 is Asian American-owned. Among the MWBEs, 41 are African



American-owned, and the remaining 1 is Asian American-owned. The ethnic breakdown of the WBE firms

includes 94 Caucasian-owned businesses, 5 Asian American-owned business, 2 Hispanic American-owned businesses, and one business with no majority ethnicity as its ownership is 50% African American and 50% Asian American. This reflects an 11.54% increase in the total number of actively certified MBE, MWBE and WBE firms over the number at year-end 2017 and slight decrease of 6 net firms (2.52%) from the total number of actively certified firms as of the end of the second quarter of this year. Five of the firms that failed to submit a renewal application before their certifications expired in September have applications currently pending for re-certification.

The firms with active MBE/WBE certifications under Chapter 324 of the Municipal Code at the end of the third quarter represent about 1.68% of the total registered vendors. MBEs represent 0.64% of the total registered vendors, MWBEs represent 0.30% of the total registered vendors, and WBEs represent 0.74% of the total registered vendors.

B. Outreach and Capacity Building

During the third quarter of 2018 DEI continued to engage in several outreach efforts to encourage eligible businesses to apply for certification and to help build the capacity of those businesses to perform on City contracts. This was especially true as DEI collaborated with some of its community partners to help small businesses in the region expand their opportunities.

In July DEI, the Department of Community and Economic Development, the Small Business Administration Cincinnati Office, and the Greater Cincinnati Northern Kentucky African American Chamber-Commerce, co-sponsored an event called, "Contacts to Contracts: Cincinnati Means Business". The one-day event included workshops on contracting, certification programs, bidding and estimating, financial toolbox, and several other topics. The day also included a chance for businesses to meet one-on-one with contractors and other first tier businesses to find out about upcoming opportunities. DEI Deputy Director, Jennifer Mackenzie, was a participant in the certification workshop that focused on educating firms on the benefits of certifications with the City, State and other recognized certifying agencies.

DEI was a proud partner and supporter of a unique competition called "The Pitch" presented by Fifth Third Bank and Messer Construction Co on July 25th. The Pitch gave small, local minority businesses an opportunity to present business ideas/concepts to community leaders, and senior leaders from Fifth Third and Messer, in hopes of getting possible contracts/deals with Fifth Third or Messer. The judges included DEI Director, Markiea Carter, P&G Executive in Residence to Cintrifuse, Maurice Coffey, Steve Miller, Principal owner of Viking Investment, Sheila Mixon, Executive Director of Ohio River Valley Women's Business Council, and various representatives from Fifth Third Bank and Messer Construction. All small, minority- and women-owned businesses that participated in the competition – regardless of whether they won, were invited to attend four Fifth Third Bank EmpowerU sessions that focus on tactical financial information to help businesses succeed. In addition to Fifth Third and Messer's awards, cash prizes, entrepreneurship classes, financial assessments and a membership to Cintrifuse were awarded. Fifty local businesses applied, and twenty small businesses were given a chance to make their best pitch. Ten of the twenty firms were City certified minority and women owned firms. Five City-certified businesses received top awards in the Messer Construction category.

DEI often is invited to attend community events that support small and diverse businesses, to be on-hand to provide information and answer questions about, as well as to encourage application for, City certification. In August, DEI once again attended the Lexington Bluegrass Area Minority Business EXPO which focuses on growing opportunities for MBE/WBE in Central Kentucky as well as across the Tri-State region, and the 4th Annual Fifth Third Bank Supplier Diversity Summit which is designed to help WBE, MBE and veteran-owned companies do more business with Fifth Third Bank.

This quarter, DEI continued offering various classes through its Business Training Center. One is the bimonthly LCP Tracker training for all newly certified and re-certified firms that perform construction related work and that may have the opportunity to work on projects subject to prevailing wage laws. DEI staff provide hands-on computer training assistance to enable firms to more easily navigate DEI's online payroll reporting system and to submit accurate certified payroll reports. During this quarter more than a dozen companies took advantage of this opportunity and came in for this specialized training.

In September, DEI once again offered its course on How City Certifications Can Work for You. DEI Deputy Director Jennifer Mackenzie, led this class where she provided an overview on the various certifications available, what documents are requested and why, and once certified, how to go about making the certification work for your business.

Lastly, the Economic Inclusion Advocacy & Accountability Board (EIAAB) held its third quarterly meeting of the year on September 11th. Discussion included second quarter SBE/MBE/WBE report, office requirements for MBE/WBE program and defining the subcommittee tasks. A complete list of the current EIABB members, their terms, as well as EIABB meeting dates, agendas and presentations, are all available on the DEI website at <https://www.cincinnati-oh.gov/inclusion/economic-inclusion-advocacy-accountability-board/>

VI. CONCLUSION

The quarterly report provides a snapshot of the City's progress toward reaching its programmatic MBE and WBE goals. This information will be used to strategize for the current year. Given the short period of time that has elapsed since the inception of these programs and the lag between award of contracts and expenditures under those contracts, MBE and WBE data will continue to be reported both in the form of spend and award in order to give a full picture of program progress.