



FY 2011 and FY 2012 Annual Reports

City of Greenville, NC

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Executive Summary

As many economists predicted, the deep economic recession of a few years ago lingers still in the form of a slow recovery. In 2010-2011, the widening ripple of economic contraction hit local governments' pockets with revenue slowing, leading to a concerted effort to reduce spending. The City of Greenville followed suit in reducing its services spending by 15% and its supplies and materials spending by 9%. This trend continued in 2012 with an additional 13% decrease in supplies and materials purchases. However, services contracts increased by 31% due to the unexpected expense of debris removal from Hurricane Irene. Construction costs increased 44% in fiscal year 2011, increasing by another 31% in 2012 due to a pent up demand. Utilizing federal and state dollars, the City was able to complete a number of construction projects that had languished in previous fiscal years. As a result, opportunities for minority spend in the services and supplies/materials sectors decreased (overall) while construction opportunities increased. Following this trend, the City of Greenville was able to meet its construction participation goal of 10%MBE and 6%WBE in 2011. In 2012, the City saw an uptick in M/WBE construction participation to exceed its utilization goals in both the MBE (13%) and WBE (10%) categories. This increase can be attributed to (1) an improving economy where MBE primes are more able to competitively win contracts and (2) a significant increase in WBE subcontracting dollars. The City was unable to meet its goals in services (4%MBE, 4%WBE) and supplies/materials (2%MBE, 2%WBE) which has held steady at less than 1% for both MBE and WBE firms over the last two years.

When considering both certified and non-certified M/WBE firms, the goals attainment improves. In 2011, construction exceeds both MBE and WBE at 11% and 9%, respectively. Services goals attainment increases to 3%MBE and 1%WBE while supplies and materials remain at less than 1% for each group. In 2012, construction M/WBE participation inches upward from actual totals at tenths of a percentage point in both the MBE and WBE categories. Services and supplies and materials see a jump of approximately 1% in the MBE category. Nevertheless, there is not significant improvement in either of these categories for WBE spend.

The number of new, certified minority and women owned firms utilized by the City of Greenville increased by thirty-seven (37) percent in 2011 and an additional fifty (50) percent in 2012, which can be reasonably attributed to the education and outreach effort of the M/WBE Office. The number of M/WBE firms in the service and supplies/materials sectors saw the most expansion, an accomplishment worthy of note in that these areas historically have had the lowest goals attainment. Several programming opportunities including annual networking and recognition events have encouraged and facilitated the utilization of M/WBE vendors. City buyers are able to build relationships with M/WBE firms willing to do business while M/WBE firms are educated on how to effectively market themselves to a governmental agency. These marketing efforts include most strongly becoming certified as a minority and/or women-owned firm by the State of NC. Though some firms are still reluctant to take this very important step in doing business with government, many have and are reaping the benefits of more bidding opportunities by virtue of identification. Resulting herein are the fiscal year **2010-2011 and 2011-2012 Annual Reports**—an overview of the previous years' activities and utilization outcomes for the City of Greenville.

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M/WBE Program Overview

Our Policy

The Minority and/or Women-owned Business Enterprise (M/WBE) Program is a joint venture established by the City of Greenville and Greenville Utilities Commission to provide minorities and women equal opportunity for participating in all aspects of the City's and Utilities' contracting and procurement programs, including but not limited to, construction projects, supplies and materials purchases, and professional and personal service contracts. The program is housed in the Purchasing Division of the Department of Financial Services of the City of Greenville.

Goals

The M/WBE Program has voluntary goals in each category of work: construction, purchasing, and professional and personal services.

Definition of M/WBE (Minority and/or Women Business Enterprise)

A M/WBE is one that is at least fifty-one (51) percent owned and controlled by ethnic minorities or women. An MBE/WBE is bona fide only if the minority group or female ownership interests are real and continuing and not created solely to meet the MBE/WBE requirement. In addition, the MBE/WBE must perform satisfactory work or services or provide supplies under the contract and not act as a mere conduit.

City of Greenville/GUC Goals

	CITY		GUC	
	MBE	WBE	MBE	WBE
Construction	10%	6%	7%	4%
Professional & Personal Services	4%	4%	2%	2%
Supplies & Materials	2%	2%	1.5%	1.5%

Participation Results FY 2011, FY 2012

As of June 30, 2011, the City of Greenville expensed a total of **\$24.5M** in procurement and contracting. This number includes all eligible dollars (transactions such as salary and travel were excluded). This number is up 4.6% or \$1.1M from the 2010 fiscal year due to the increase in construction dollars spent. City funds matched with federal and state dollars were utilized to satisfy the pent up demand for projects that had languished over the last few years while other ongoing projects reached completion. The percentage increase, however, is off-set by the reduction in spending for the services and supplies/materials categories. This reduction can be largely attributed to flat City revenues and a subsequent concerted effort to reduce spending, particularly in these areas. Participation for MBE and WBE's combined totaled **\$1,749,926.91** or **7.1%** of total eligible dollars. This number is down 250,355.43 from the 2010 fiscal year. Though the number of M/WBE firms participating in City contracting has increased 37% over 2010, the types of contracts awarded to M/WBE firms have changed. Many contracts are of a lower dollar amount, which is to be expected when expenses are reduced. Furthermore, some higher dollar contracts awarded to M/WBE firms ongoing in the 2010 fiscal year have closed. Therefore, due to a reduction in the number of new contracts being let and/or the dollar amount of those contracts awarded, the level of participation has lowered from 2010.

As of June 30, 2012, the City of Greenville expensed a total of **\$28.7M** in procurement and contracting, excluding all ineligible dollars. This number increased from fiscal year 2011 due to the continued rise in construction and service-related contracts. Similar to fiscal year 2011, an availability of state and federal dollars along with a pent up demand for construction and repair contributed to the increased spending. Furthermore, the occurrence of Hurricane Irene contributed to the rise in service-related costs for storm debris removal. Nevertheless, supplies and materials spending continued to decline, down \$1.2M from fiscal year 2011. Participation for MBE and WBE's combined increased in 2012 to **\$3,194,256.18** or **11.2%** of total eligible dollars. This number is up \$1,444,329.27 from fiscal year 2011 largely as a result of increased M/WBE participation in construction. Below, find an explanation of goals attainment by category of work.

Construction

Goals for participation are based upon three categories of work: Construction, Professional and Personal Services, and Supplies and Materials. **The goals for construction are 10% Minority and 6% women-owned.** Total dollars spent for construction (including subcontracted dollars) equaled \$9,722,935.02 with \$1,019,790.19 spent with minority firms and \$575,367.69 spent with women-owned firms in 2011. The City of Greenville met its goal for MBE participation in construction with a goal's attainment of **10.49%**. The total number of dollars spent on construction increased by approximately 44% or \$3M, however, MBE participation was not able to maintain its high of 22% from fiscal year 2010. This differential is most likely due to the number of *prime* contracts awarded to minority firms decreasing in fiscal year 2011. In the 2010 fiscal year, a number of contracts including sidewalk construction projects and others above the \$100,000 range were awarded to minority primes. In 2011, the City did not let these same sidewalk projects. Instead, there was a heavy concentration of renovation/repair building contracts, which were awarded to non-minority prime contractors as these contractors presented more competitive bids. However, subcontracted dollars held the goal attainment steady at 10% as primes honored the good faith effort requirement of subcontracting to M/WBE firms. The City also met its goal for WBE participation at **5.92%**. An increase of 4% from prior year, this participation can be attributed most reasonably to primes meeting the good faith requirements on subcontracted dollars.

In fiscal year 2012, the total dollars spent for construction (including subcontracted dollars) equaled \$13,541,372.48 with \$1,769,011.15 spent with minority firms and \$1,308,673.02 with women-owned firms. As such, the City of Greenville exceeded its goals for MBE and WBE participation with **13.06%** and **9.66%**, respectively. Total number of dollars spent on construction increased by 39% or \$3.8M over fiscal year 2011. This increase was met with an increase in the number of prime contracts awarded to MBE firms. In fact, the substantial increase in MBE spend can be attributed to the award of a

major stormwater drainage project to a MBE firm. WBE spend doubled from fiscal year 2011 due to increased spending on subcontracted amounts with WBE firms also on stormwater drainage projects.

Professional and Personal Services

The goals for Professional and Personal Services include those contracts pertaining to architectural and engineering services as well as janitorial and lawn maintenance amongst a host of other service contracts. **The goals for services equal 4% minority and 4% women-owned.** In fiscal year 2011, the total dollars spent on services equaled \$4,927,635.34 with \$35,028.63 spent with MBE firms and \$36,778.25 spent with WBE firms. The City reached utilization of **less than 1%** in both the MBE and WBE categories. These goal attainments are down from 1.07% and 1.32%, respectively, in 2010. In 2011, the City expended almost \$1M less in services contracts. Additionally, the differential between 2010 and 2011 participation is approximately \$30,000 in each group (roughly the equivalent of one major service contract.) For example, the Housing Division expended approximately \$31K with a minority contractor in 2010. The need for this service ceased in 2011. Also, the Urban Development Division – now Office of Economic Development- closed the 5 Points Plaza project (designed by a female-owned firm) in 2010, which accounted for approximately \$76,000 in WBE spend.

Total service dollars spent in 2012 equaled \$6,468,022.78 with \$19,858.31 spent with MBE firms and \$9,961.69 spent with WBE firms. The total dollars spent are up 31% primarily due to the unexpected expenses associated with Hurricane Irene storm debris clean-up. The City continues to reach utilization of **less than 1%** in both the MBE and WBE categories. Services typically let to minority contractors (i.e. demolition) continued to decrease in 2012. Furthermore, an episodic expense (i.e.: maintenance and repair project) awarded to a WBE firm in 2011 was not made in 2012.

Supplies and Materials

The goals for Supplies and Materials include the purchase of apparatus, supplies, materials, and equipment. **The goals for Supplies and Materials equal 2% minority and 2% women-owned.** The total dollars spent on supplies and materials equaled \$9,880,624.50 with \$33,583.49 spent with minority firms and \$49,378.66 spent with women-owned firms. The City reached utilization of **less than 1%** in both the MBE and WBE groups. Though the MBE percentage of dollars spent is the same as prior year, the actual dollar amount is up by approximately \$23K. The percentage of WBE participation is down by approximately 2%. The majority of the spend in 2010 was to USAT Corporation in the purchase of police mobile laptops which was not expensed in 2011.

In 2012, total dollars spent on supplies and materials equaled \$8,642,631.19 with \$53,546.80 spent with minority firms and \$33,205.21 spent with women-owned firms. Total dollars spent continued to decrease with approximately \$1.2M less spent in 2012 when compared to 2011 – this is a total of \$2M less since 2010. The City reached utilization of **less than 1%** in both the MBE and WBE groups. However, MBE spend continues to increase with approximately \$20K more spent in 2012 over 2011. This increase is due to the addition of a MBE asphalt supplier. Nevertheless, WBE spend continues to decline without the use of WBE technology suppliers

Certified vs. Self-Certified Firms

The numbers presented recognize firms certified as a minority or women-owned under the State of North Carolina's Statewide Uniform Certification (SWUC) program. Enacted as an amendment to NC GS 143-128.2, all political subdivisions of the state including city governments are required to recognize only SWUC certified firms for participation purposes. Those firms known to be owned and controlled by minorities and/or women are included in the data section of this report under "All Firms" to provide a snapshot of actual participation for comparison purposes.

M/WBE Hall of Fame

Certified Minority and Women-Owned Firms
Doing Business with the City of Greenville

A-1 Paving

A-10 Clinical Solutions

AOA Signs

ASJ Wilson Construction

Air Mania

Bailey Hall

Brydge and Lee

Burney & Burney Construction

Carolina Earth Movers

Clean Touch Pressure Washing

Copymatic/United Cerebral Palsy

Custom Overhead Doors

Forms and Supply

Fred Adams Paving

Garris Grading & Paving

Greater Diversity News

Hibbert Enterprises

Hine Sitework

Incline Construction Inc.

KV Contractors

Lanier Construction

L.R. Griffin & Associates

Mayer Electric

Mickey Braswell

Nease Personnel

NC Steel

PGProduction

Precision Walls

SDF Professional Computers

SHI Corp

SMA Microsystems of Virginia

Stay Alert Safety

Susan Hatchell Landscape Architecture

United Builders Group

Unshakable Builders

USAT Corporation

Ward Consulting

Watson Electrical Construction Co.

Williams Fire Sprinkler Co.

Business Development & Technical Assistance

Minority and women-owned firms face a number of obstacles in starting and expanding their businesses. One of the foremost challenges includes a lack of access to social and resource networks. These networks provide the critical opportunities to learn business knowledge, to connect with individuals who will lead to business opportunities, and to develop the acumen of marketing and selling your business. In order to prepare a steady pipeline of M/WBE firms who are ready and willing to do business with the City, the M/WBE program delivers a number of business development and technical assistance workshops, events, and activities throughout the year.

Contractor's Workshop: Submitting Responsive Bids August 26, 2010

According to NC general statute, the standard of award for competitive bids requires that one submit a bid that is both responsible and responsive. A responsive bid is one that meets or "responds" to the requirements outlined in the bid package. Each construction contract \$100,000 or above is required to meet a 16% M/WBE participation goal or document efforts made in good faith to meet the goal. With the introduction of Statewide Uniform Certification (SWUC), new rules came into play that affected how this requirement could be met. As a result of the new legislation, only firms certified by the NC Office of Historically Underutilized Businesses (HUB Office) could be utilized to meet the participation goal. At the "Contractor's Workshop," the M/WBE Coordinator discussed the new rules for meeting the M/WBE requirement, including an overview of the bid documentation, suggestions on how to outreach to M/WBE firms, and a crash course in "Good Faith Effort" expectations.

MED Week Celebration September 23, 2010

Each year since 1983, the President of the United States has proclaimed a week as National Minority Enterprise Development (MED) Week to honor the achievements and many contributions of minority entrepreneurs, individuals, and organizations that support minority business development. Greenville instituted its inaugural MED celebration in 2010 to follow suit in acknowledging the many minority and women-owned firms that contribute to the economic vibrancy of our community.

Tips for Submitting a Responsive Bid...

Read special instructions to bidders thoroughly and completely.

Make sure all firms utilized to meet participation goals are HUB certified.

Make certain that all forms are filled out completely. Blank forms are non-responsive.

Standard of Award

"lowest responsive, responsible bidder, or bidders, taking into consideration quality, performance and the time specified in the proposals for the performance of the contract"

(NC G.S. 143-129(b))



Keynote speaker, Ben Dixon of Chick-Fil-A, University Commons

To celebrate, a luncheon was held at the former Ronald G. Michels Center at 2335 Hemby Lane. Approximately 100 individuals were in attendance, including over 30 M/WBE business owners. In addition to certificates of appreciation presented to each business owner, the M/WBE Office presented the "Standing on the Shoulders of Giants" Award to equal opportunity advocate and long-time entrepreneur, the late D.D. Garrett.

2010 Sponsors



Denison Dover ("D.D.") Garrett
 ~1950~

The Spirit of Celebration!

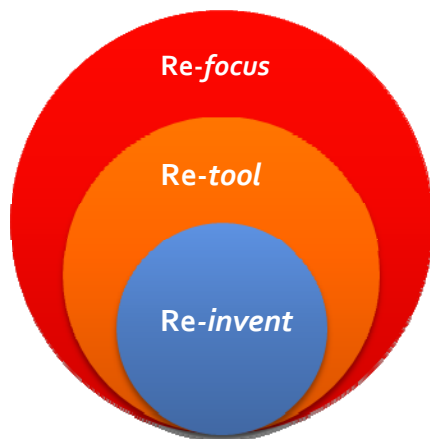


Working Together, Making It Work: Business Opportunity Fair & Educational Symposium April 2, 2011

Building Strategic Alliances to Weather the Economic Storm

In 2011, the American economy pushed the reset button. All businesses were required to think about how to retool, revamp, and recreate themselves for the New Economy. The 2011 Business Opportunity Fair & Educational Symposium also known as the Mix-n-Meet-n-Learn was designed to help jump start the engineering process.

The event helped enlighten business owners with fresh ideas and perspectives for “out-of-the-box” thinking by showcasing two plenary sessions. In Session 1—*Not Business As Usual*—business owners learned re-tooling strategies from subject matter experts in the fields of Finance, HR, Marketing, and Business Opportunity. Session 2—*Working Together, Making It Work*—highlighted successful joint venture partnerships, providing insight on how to make it work.



PLENARY SESSION TOPICS

▲ NOT BUSINESS AS USUAL: RETOOLING FOR THE NEW ECONOMY

As the economy resets, every business owner must adapt to the new rules of the game. Business as usual is a thing of the past; owners must re-think how they do business to capitalize on new opportunities and revamp old strategies. Take advice from leading experts in the fields of Finance, HR, Marketing, and Business Opportunity to reorganize and retool for business success

▲ WORKING TOGETHER, MAKING IT WORK: JOINT VENTURING FOR SUCCESS

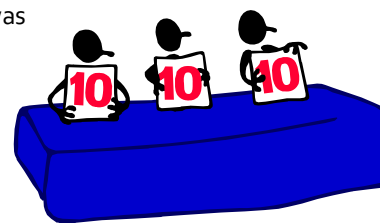
Interested in increasing your market reach, breaking down barriers to entry, or simply generating more revenues? Learn the challenges and triumphs of joint venturing from those who have done it and been successful at it.

Over 75 guests and vendors attended the event.

100% of respondents confirmed that they were either satisfied or very satisfied with the information presented in the plenary sessions and the business opportunity fair.

100% of respondents agreed that the Mix-n-Meet was beneficial and informative.

100% of respondents agreed that they would attend the Mix-n-Meet again next year.



2011 Sponsors





Attendees actively engaged in the plenary sessions of the Educational Symposium.

"I enjoyed the event as a whole—the related environment and the education. Education was tops."--Attendee

Do you plan to attend this event again next year?

"Yes, absolutely will!"--Attendee



Co-owner of I&S Enterprises, Sean Moye, and Co-owner of Chance and Smith Builders, Eddie Chance, represent their companies at the Annual Mix-n-Meet.



Marketing guru, Mary Patterson, and HR expert, LaSonya Berry, shake hands at the Business Opportunity Fair.

**RETOOLING FOR THE NEW ECONOMY:
 PANELISTS**

LaSonya Berry
 McPherson, Berry & Associates
Human Resources

Adelcio Lugo
 Self-Help Credit Union
Finance

Mary Patterson
 Independent Consultant
Marketing

Dan Stafford
 NCIMED
Business Opportunity

**WORKING TOGETHER, MAKING IT WORK:
 PANELISTS**

Owen Burney
 Burney & Burney Construction

Ron E. Cohn
 Rogers Builders

Walter B. Davis
 Walter B. Davis Company

Thomas R. Daye
 Dayco Landscaping & Construction



Public Works Operations Manager, Ken Jackson, greets business owners at the Fair.

MED Week Celebration

September 26-30, 2011

Did you know in 2002, there were 4 million minority-owned firms in the US, grossing \$661 billion in receipts and employing 4.7 million workers?¹ Despite the significant economic impact of minority (including women)–owned firms in the US and even our Greenville community, the contributions of these firms go largely unnoticed. For the second year in a row, the M/WBE Program replicated the national celebration on the local level to acknowledge the numerous accomplishments of our local minority and women-owned firms.

MED week was held September 26-30, 2011 with events highlighting minority firms each day of the week. The Mayor kicked off the celebration with a proclamation on Monday followed by a Twitter event called “Follow Me” Tuesday where the M/WBE Coordinator tweeted noteworthy M/WBE facts such as that detailed above. Next, the Purchasing Manager, Angelene Brinkley, facilitated a workshop on “How to do Business with Government” on Wednesday. A celebration and awards luncheon was held Thursday at the Hilton Greenville; President of the NC Institute of Minority Economic Development, Andrea Harris, delivered the keynote address. **The M/WBE Program was pleased to sponsor three M/WBE Awards presented by our honored guest, Congressman G.K. Butterfield: GK Café and Catering, winner of the M/WBE Excellence Award and Owen Burney and Raymond Carney, winners of the “Standing on the Shoulders of Giants” Award.** The week culminated on Friday with the inaugural “Diversity Marketplace” event, a special opportunity for participating M/WBE firms to offer patrons a 10% discount on September 30 to all those who mentioned “Diversity Marketplace.”

¹ US Department of Commerce, Survey of Business Owners



Keynote Speaker, Andrea Harris, NC IMED

Minority Enterprise Development (MED) Week Celebration 2011

September 26th – 30th

You are invited!!

Highlights

Mayoral Proclamation:
City of Greenville MED Week 2011
September 26
“Follow Me” Tuesday
September 27
M/WBE Information Session:
Doing Business with the City
September 28
Celebration & Awards Luncheon
September 29
“The Diversity Marketplace”
September 30

2011 Sponsors



The Daily Reflector
Reflector.com



PGPRODUCTION
WEBSITES • BROCHURES • COMMERCIALS

Jim Rouse
Communications

Building HOPE: Highly Optimistic Prepared Entrepreneurs April 21, 2012

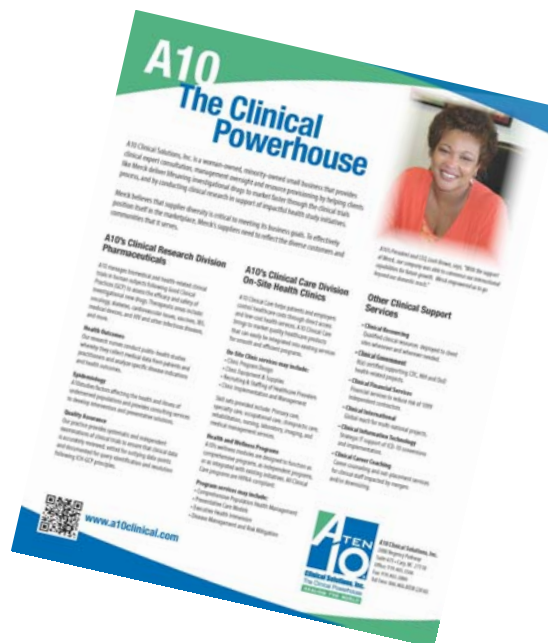
The 2012 Business Opportunity Fair & Symposium was all about Building HOPE: Highly Optimistic Prepared Entrepreneurs. Still in an economic recovery, the planning committee sought to inspire and motivate entrepreneurs to be optimistic about success, knowing that hard work and preparation can make the difference. An exceptional example of a HOPEful entrepreneur was the keynote speaker, Leah Brown, President and CEO of A10 Clinical Solutions. A10 is a multi-million dollar clinical research and clinical care firm featured on CNBC's "How I Made My Millions." A panel discussion of business owners closer to home told their story on "What HOPE Looks Like." These participants included Angela Garris, of Garris Grading and Paving – the owner of the first known female-owned asphalt plant in the US – and Becky Ward of Ward Consulting Engineers – a successful civil engineering firm. The panel was moderated by Aaron Thomas of Metcon, the 2011 National Minority Construction Firm of the Year by the US Department of Commerce.

Over 50 guests and vendors attended the event.

96% of respondents confirmed that they were either satisfied or very satisfied with the keynote speaker.

96% of respondents confirmed that they were either satisfied or very satisfied with the panel discussion.

96% of respondents agreed that the Symposium was beneficial and informative.

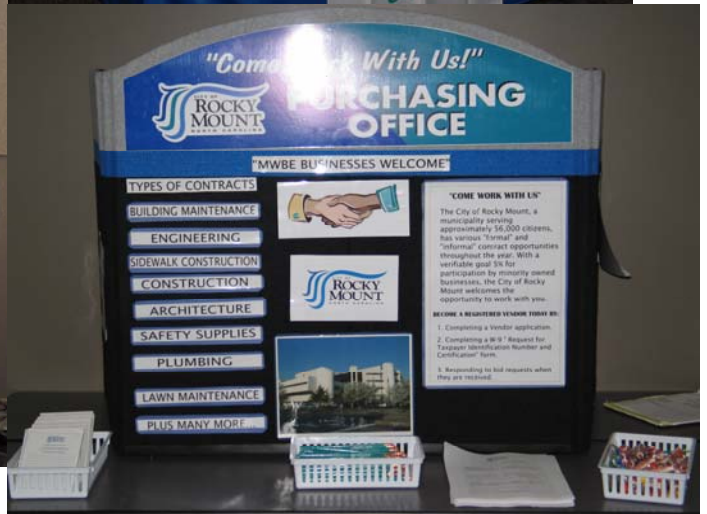


2012 Business Opportunity Fair & Symposium

Great job on the program on Saturday... I have attended all 7, and I must admit this was by far the best...Angelía Garrís was just fantastic on the panel and Leah was a great keynote speaker. She is one energized lady! One could not help but leaving inspired after attending this event.

Unfortunately for you two, you now have raised the bar and the expectations are high, so good luck, I am already looking forward to next year's meeting. Thanks again for the all the work!!!

Bill Seyler, Lend-Lease



2012 Sponsors



**Greenville
Utilities**

VIDANT HEALTH™

RODGERS
Our Passion is Building®



Balfour Beatty
Construction



The Minority Business Roundtable



MBR 2011: YEAR IN REVIEW

BOARD MEMBERS:

Russell Parker, President
Clean Touch Pressure Washing

Owen Burney, Vice-President
Burney and Burney Construction

Dollie Lucas, Secretary
Dollie's Delectable Carobs

Tilwanda Steinberg, Treasurer
BB& T

Carlton Gay, Education Chair
EXCEED

Ariel Brown, Opportunity Chair

DeDe Carney, Empowerment Chair
Keller Williams Realty

Pam Galbreath, Webmaster/Asst. Secretary
PGProduction

Denisha Harris, Advisor
City of Greenville/GUC

**Amanda Nichols/
Bessie Barnes**,
Advisors
Greenville-Pitt
Chamber of Commerce

2011 marked a year of change and growth for the Minority Business Roundtable (MBR). From taking on new projects such as the Greenville Small Business Incubator to restructuring the organization as an independent nonprofit, MBR is taking the lead in building a foundation for wealth creation, economic advancement, and community engagement.

2011 Highlights:

- Creation of **"Minority Business Boot camp"** to encourage participation in the Pitt Community College small business seminars.
- Participant in the City of Greenville/GUC/ECU Annual **Mix-n-Meet-n-Learn** workshop.
- Talk with **Tiane Mitchell-Gordon**, Diversity Expert in Residence at East Carolina, recently retired from AOL as Senior Vice President and Chief Diversity Officer.
- Champion of the **Greenville Small Business Incubator** Project. President, Russell Parker and Secretary, Dollie Lucas serve on the steering committee.
- Host of the **"Speed of Business"** networking function sponsored by Mochas Dance Studio, Bespoke Event Designs, and LawnCare Solutions.

The Minority Business Roundtable (MBR) is a professional networking association designed to foster supportive relationships to strengthen and develop MWBE networks. The association began in 2008 as a vision of the M/WBE Program and the Greenville-Pitt Chamber of Commerce to help leverage resources within the M/WBE community for the M/WBE community. The membership focuses on three target areas: Education, Opportunity, and Empowerment. They meet at lunch time on the 2nd Thursday of each month at the United Way of Pitt County unless otherwise announced. www.mbrnc.org

The Minority Business Roundtable



Creating Educating *Empowering* **MBR 2012** **Year in Review**



In 2012, Minority Business Roundtable stayed the course and continued to provide relevant educational and empowerment opportunities for its expanding membership. Through monthly educational workshops and biannual networking socials, MBR opened the doors for the minority business community to interact and gain vital knowledge and resources that help grow and sustain the minority business community.

HOSTED **11 BUSINESS DEVELOPMENT WORKSHOPS** ON TOPICS RANGING FROM TAXES TO GOVERNMENT CONTRACTING

SPONSORED **2 NETWORKING SOCIALS** TO CONNECT BUSINESS OWNERS. EVENTS HOSTED BY GK CAFÉ AND CATERING AND MORNING GLORY HAIR PRODUCTS.

PARTICIPANT IN THE CITY OF GREENVILLE/GUC/ECU **BUSINESS OPPORTUNITY FAIR AND EDUCATIONAL SYMPOSIUM**

SUPPORTER OF THE 2012 **MINORITY ENTERPRISE DEVELOPMENT (MED) WEEK CELEBRATION**

FEATURED ON "**BUSINESS BEAT**" - THE CHAMBER OF COMMERCE'S LOCAL TALK SHOW

Minority Business Roundtable

Post Office Box 1239
Greenville, NC 27858

www.mbrnc.org

Meetings 2nd Thursday of each month @ United Way of Pitt County

Appendices

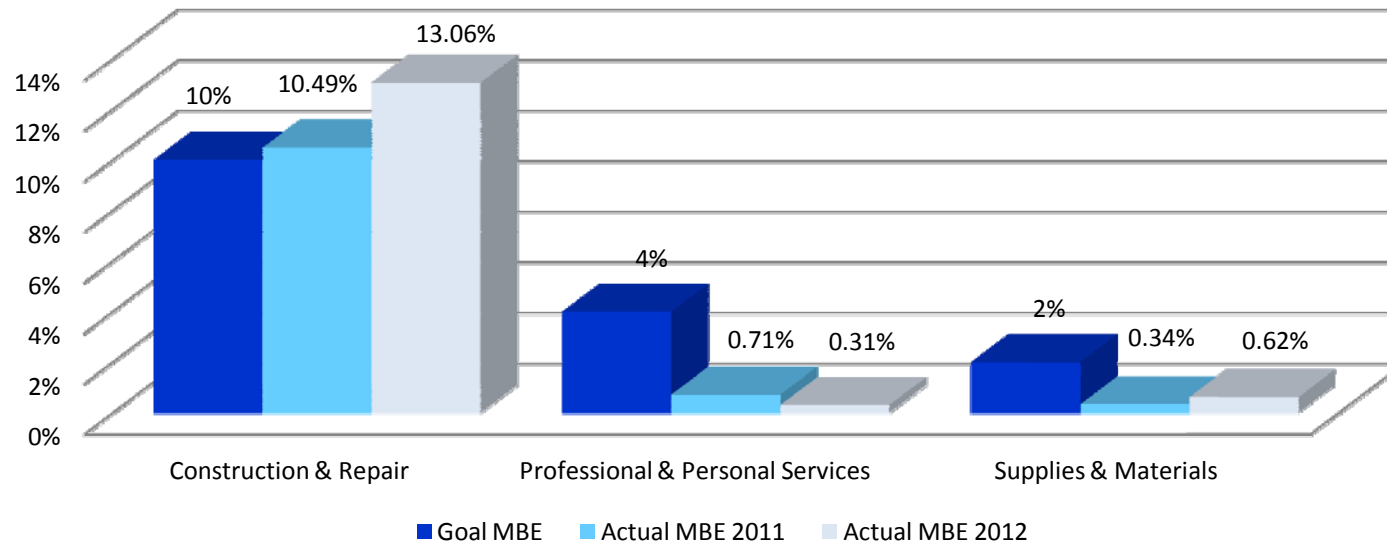
M/WBE Participation 2011 and 2012

Certified Firms

SUMMARY

	Goal MBE	Actual MBE 2011	Actual MBE 2012	Goal WBE	Actual WBE 2011	Actual WBE 2012
Construction & Repair	10%	10.49%	13.06%	6%	5.92%	9.66%
Professional & Personal Services	4%	0.71%	0.31%	4%	0.75%	0.15%
Supplies & Materials	2%	0.34%	0.62%	2%	0.50%	0.38%

MBE Goal vs Spend

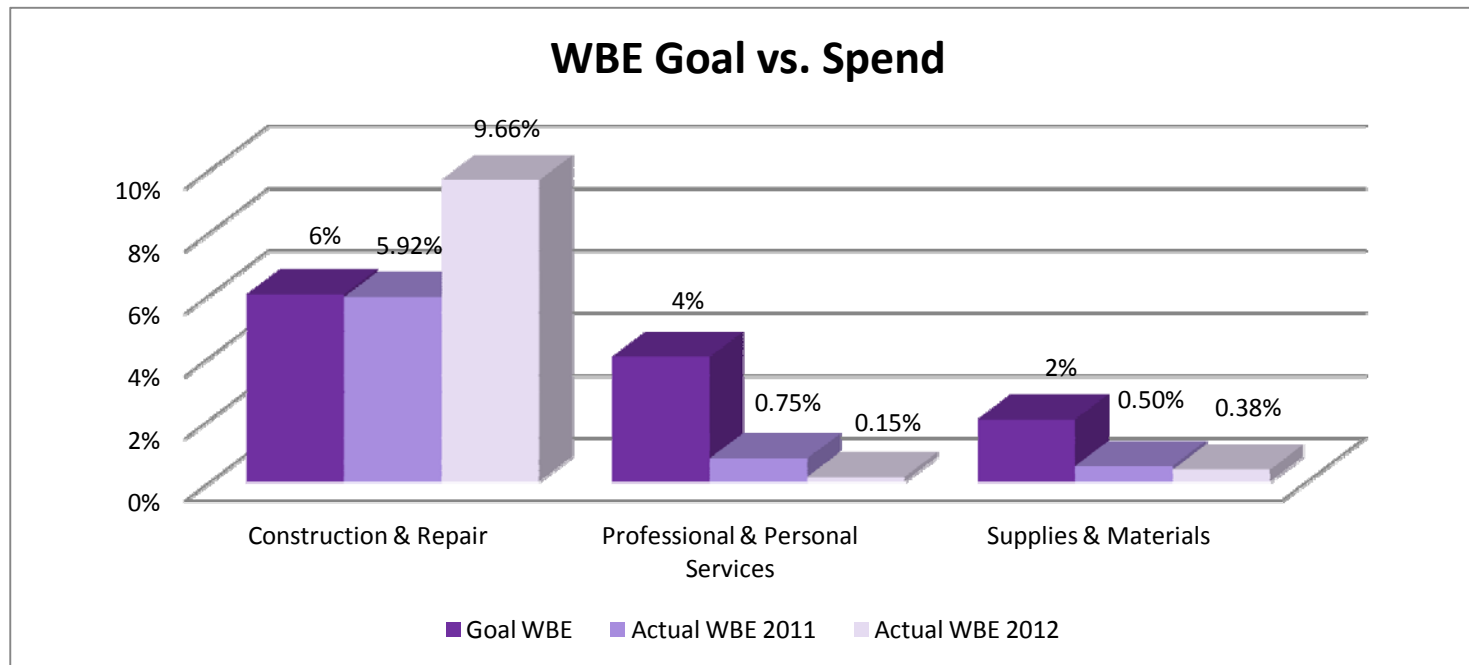


M/WBE Participation 2011 and 2012

Certified Firms

SUMMARY

	Goal MBE	Actual MBE 2011	Actual MBE 2012	Goal WBE	Actual WBE 2011	Actual WBE 2012
Construction & Repair	10%	10.49%	13.06%	6%	5.92%	9.66%
Professional & Personal Services	4%	0.71%	0.31%	4%	0.75%	0.15%
Supplies & Materials	2%	0.34%	0.62%	2%	0.50%	0.38%



M/WBE Participation 2011 and 2012

Certified Firms

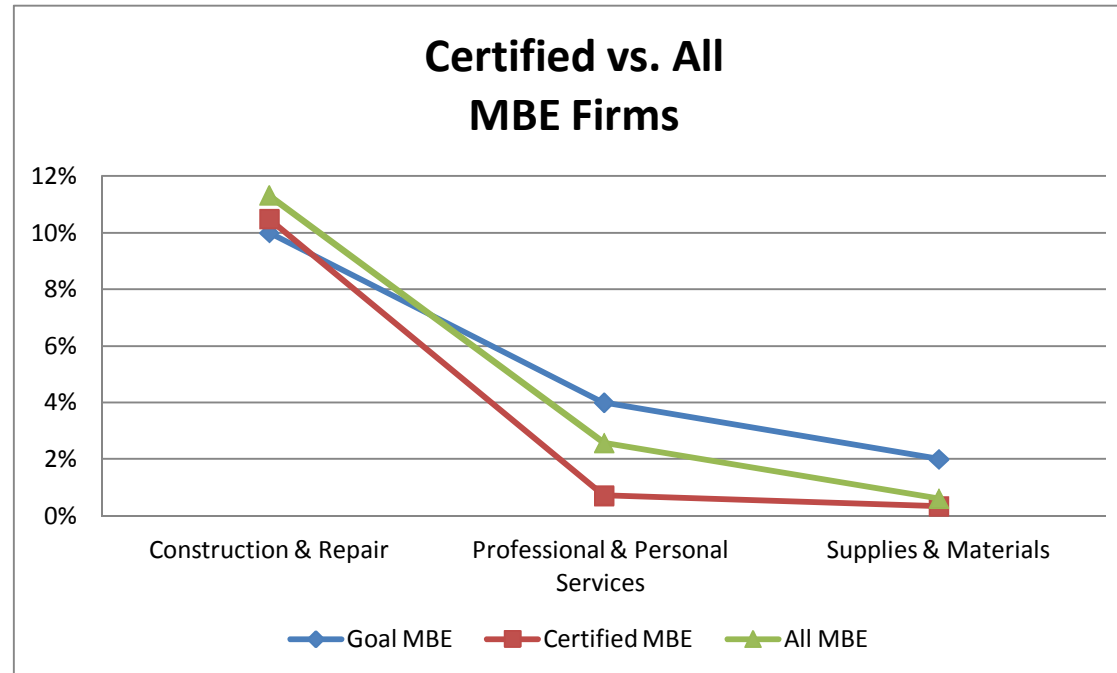
Participation as a percentage of Total Eligible Dollars

	2012 Eligible Dollars	Minority	%	Women	%
Construction & Repair	\$13,541,372.48	\$1,769,011.15	13.06%	\$1,308,673.02	9.66%
Professional & Personal Services	\$6,468,022.78	\$19,858.31	0.31%	\$9,961.69	0.15%
Supplies & Materials	\$8,642,631.19	\$53,546.80	0.62%	\$33,205.21	0.38%
Total	\$28,652,026.45	\$1,842,416.26	6.43%	\$1,351,839.92	4.72%
M/WBE Total			11.15%	\$3,194,256.18	
	2011 Eligible Dollars	Minority	%	Women	%
Construction & Repair	\$9,722,935.02	\$1,019,790.19	10.49%	\$575,367.69	5.92%
Professional & Personal Services	\$4,927,635.34	\$35,028.63	0.71%	\$36,778.25	0.75%
Supplies & Materials	\$9,880,624.50	\$33,583.49	0.34%	\$49,378.66	0.50%
Total	\$24,531,194.86	\$1,088,402.31	4.44%	\$661,524.60	2.70%
M/WBE Total			\$1,749,926.91	7.13%	

M/WBE Participation 2011

Certified vs. All M/WBE Firms

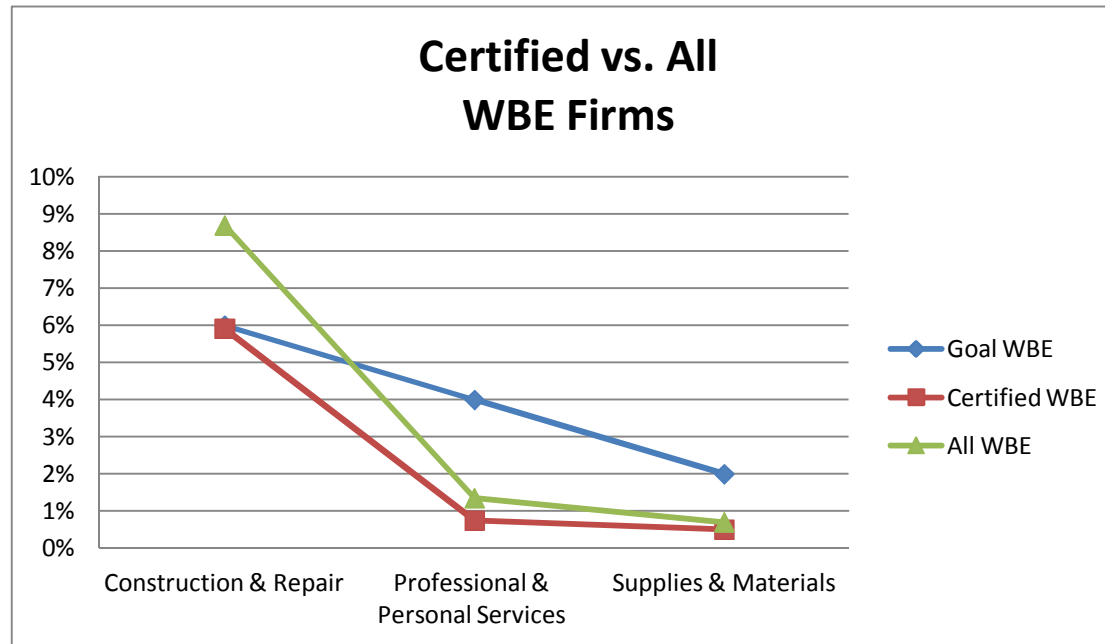
	Goal	Certified		Goal	Certified	
	MBE	MBE	All MBE	WBE	WBE	All WBE
Construction & Repair	10%	10.49%	11.33%	6%	5.92%	8.70%
Professional & Personal Services	4%	0.71%	2.58%	4%	0.75%	1.35%
Supplies & Materials	2%	0.34%	0.61%	2%	0.50%	0.70%



M/WBE Participation 2011

Certified vs. All M/WBE Firms

	Goal	Certified		Goal	Certified	
	MBE	MBE	All MBE	WBE	WBE	All WBE
Construction & Repair	10%	10.49%	11.33%	6%	5.92%	8.70%
Professional & Personal Services	4%	0.71%	2.58%	4%	0.75%	1.35%
Supplies & Materials	2%	0.34%	0.61%	2%	0.50%	0.70%

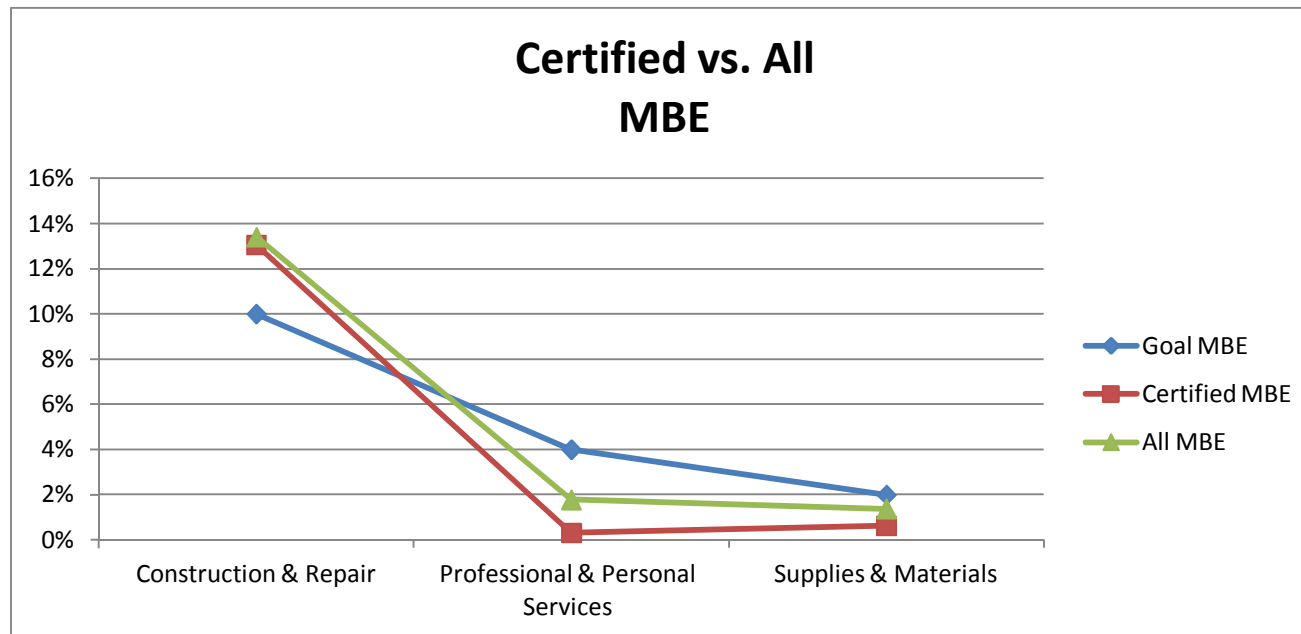


M/WBE Participation 2012

Certified vs. All M/WBE Firms

SUMMARY

	Goal	Certified		Goal	Certified	
	MBE	MBE	All MBE	WBE	WBE	All WBE
Construction & Repair	10%	13.06%	13.41%	6%	9.66%	9.94%
Professional & Personal Services	4%	0.31%	1.78%	4%	0.15%	0.61%
Supplies & Materials	2%	0.62%	1.38%	2%	0.38%	0.57%

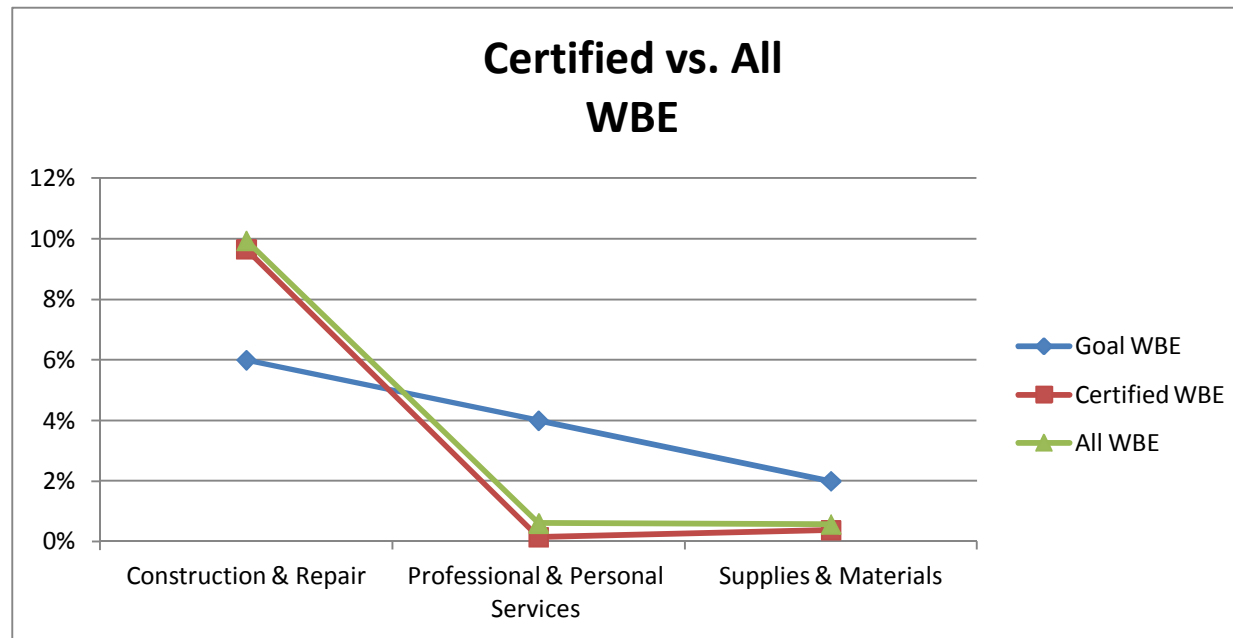


M/WBE Participation 2012

Certified vs. All M/WBE Firms

SUMMARY

	Goal MBE	Certified MBE	All MBE	Goal WBE	Certified WBE	All WBE
Construction & Repair	10%	13.06%	13.41%	6%	9.66%	9.94%
Professional & Personal Services	4%	0.31%	1.78%	4%	0.15%	0.61%
Supplies & Materials	2%	0.62%	1.38%	2%	0.38%	0.57%



Trend Analysis

2010 vs 2011 Fiscal Years

DETAIL

ASME

Total Spend 2010	% Change	Total Spend 2011
10,888,298.78	9.25%	\$9,880,624.50

MBE 2010	% Change	MBE 2011
10,697.28	213.94%	33,583.49

WBE 2010	% Change	WBE 2011
259,248.43	80.95%	49,378.66

0.10%

0.34%

2.38%

0.50%

SERVICE

Total Spend 2010	% Change	Total Spend 2011
\$5,831,263.00	15.50%	4,927,635.34

MBE 2010	% Change	MBE 2011
\$62,476.91	43.93%	35,028.63

WBE 2010	% Change	WBE 2011
\$76,760.00	52.09%	36,778.25

1.07%

0.71%

1.32%

0.75%

CONSTRUCTION

Total Spend 2010	% Change	Total Spend 2011
\$6,739,582.20	44.27%	\$9,722,935.02

MBE 2010	% Change	MBE 2011
\$1,472,470.90	30.74%	\$1,019,790.19

WBE 2010	% Change	WBE 2011
\$118,628.82	385.02%	575,367.69

21.85%

10.49%

1.76%

5.92%

Trend Analysis

2011 vs 2012 Fiscal Years

DETAIL

ASME

Total Spend 2011	% Change	Total Spend 2012
\$9,880,624.50	12.53%	\$8,642,631.19

Minority 2011	% Change	Minority 2012
33,583.49	59.44%	\$53,546.80
0.34%		0.62%

Female 2011	% Change	% Female 2012
49,378.66	32.75%	\$33,205.21
0.50%		0.38%

SERVICE

Total Spend 2011	% Change	Total Spend 2012
4,927,635.34	0.00%	\$6,468,022.78

Minority 2011	% Change	Minority 2012
35,028.63	43.31%	\$19,858.31
0.71%		0.31%

Female 2011	% Change	% Female 2012
36,778.25	72.91%	\$9,961.69
0.75%		0.15%

CONSTRUCTION

Total Spend 2011	% Change	Total Spend 2012
\$9,722,935.02	0.00%	\$13,541,372.48

Minority 2011	% Change	Minority 2012
\$1,019,790.19	73.47%	\$1,769,011.15
10.49%		13.06%

Female 2011	% Change	% Female 2012
575,367.69	127.45%	\$1,308,673.02
5.92%		9.66%