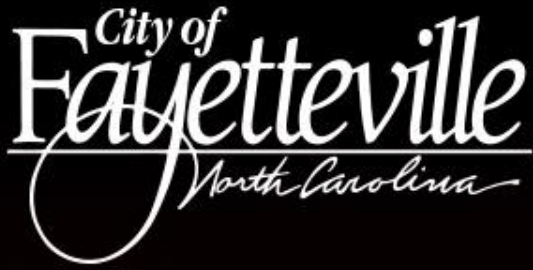


City of Fayetteville

Local Small Disadvantaged Business Enterprise Program

Presented By: Kimberly Toon, Purchasing Manager



Local Vendor Participation Goal

- All projects, Purchase Orders and Procurement Card Purchases
 - 40% Local Participation Aspirational Goal





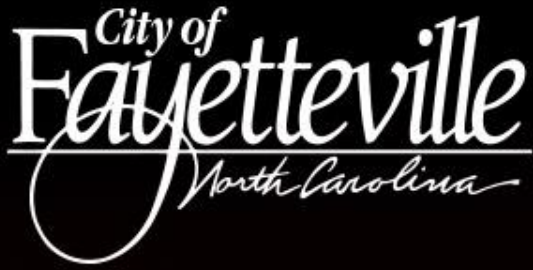
Local Defined

- Definition
 - Metropolitan Statistical Area (MSA)
 - Cumberland and Hoke County
- Local Business – defined as the headquarters or primary executive or administrative of the business, or all established office, plant, store, warehouse, or other facility where the majority of the business operations and transactions are conducted and located within the City of Fayetteville, MSA. This is verified through the business signed affirmation of location and State of North Carolina or Cumberland County tax documentation verifying location.



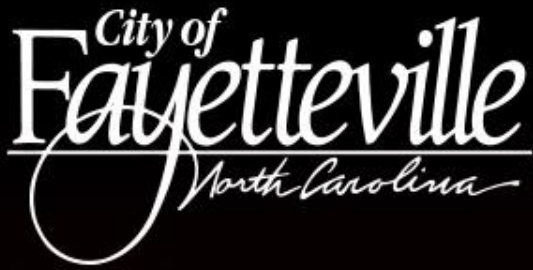
Outreach Efforts

- CEED – Training for vendors
- Natural Disaster Outreach Session
- Parks and Recreation Bond / CM at Risk Information Session
 - Called and Emailed Local Vendors and Churches to share the event information
- Presented at Community Development Outreach Session
 - How to Do Business with the City?



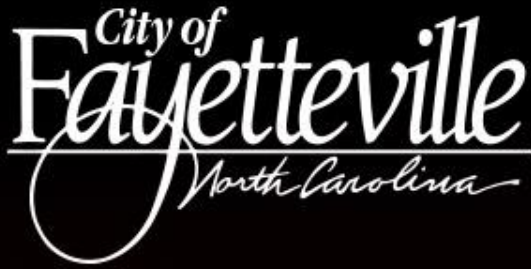
Future Outreach Efforts

- Davis Bacon Training
- Partnering with Barton Malow and Metcon the City CM at Risk for the Baseball Stadium and the Senior Center West projects
- Coordinate a combined Vendor Fair with all local government entities



Vendors Seeking Technical Assistance

- Average 1 – 2 per day
 - Reasons:
 - E-notify Sign-Up
 - Copy of Plans and Specifications
 - Webpage Access
 - Vendor Application
 - How to Do Business with the City
 - General Questions
 - Bid Assistance

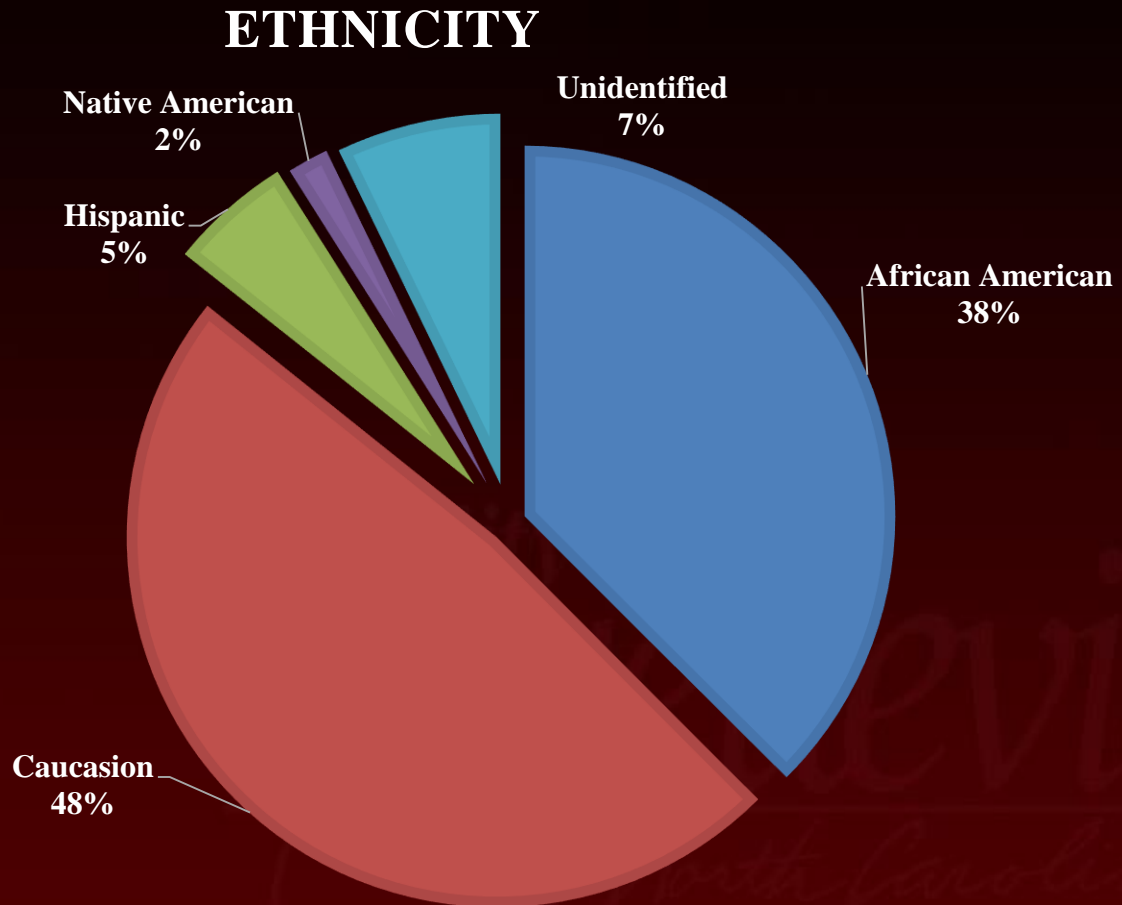


New Vendor Applications

	African American		Caucasian		Hispanic		Native American		Unidentified *	Total	Percent
	Male	Female	Male	Female	Male	Female	Male	Female			
Unidentified *									4	4	7%
Veteran-Owned	5	2	7	2		1				17	30%
DBE	4	1								5	9%
Local MSA	3	3	11	3	1	1	1			23	41%
NC	2									2	4%
Non-NC	1		3	1						5	9%
Total	15	6	21	6	1	2	1	0	4	56	

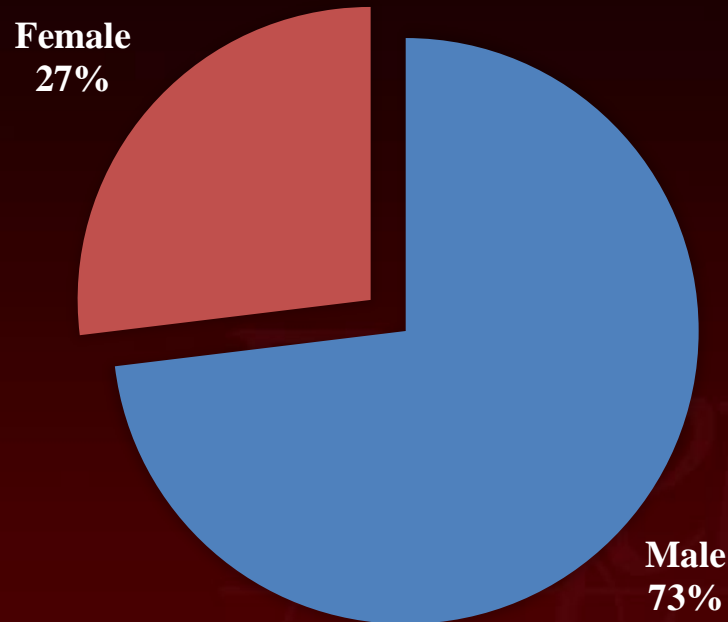
New Vendor Applications

**Total : 56
New Vendors
Registered**



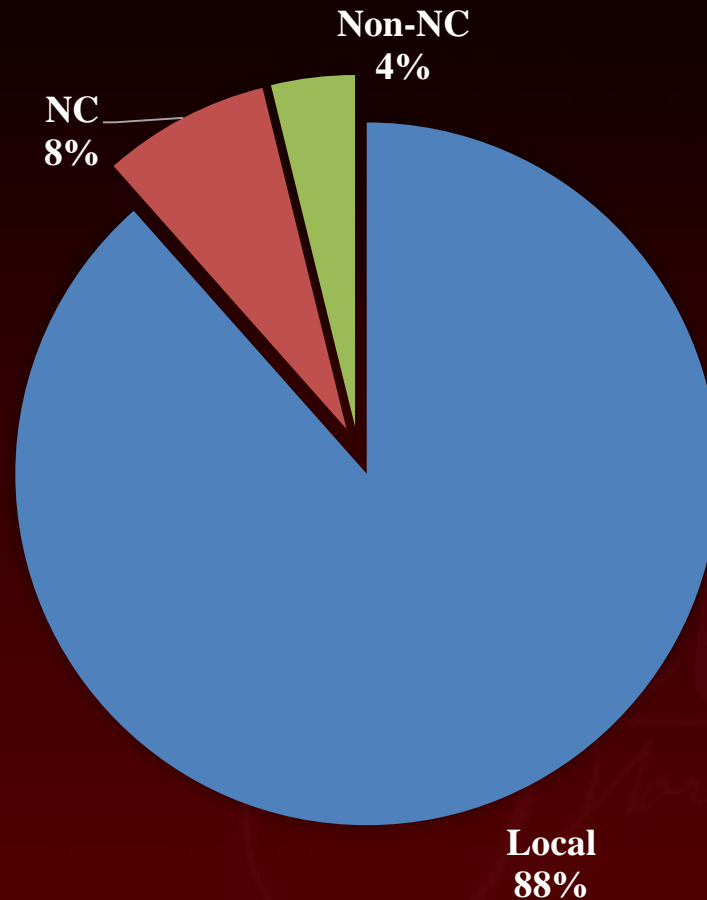
New Vendor Applications

GENDER



New Vendor Applications

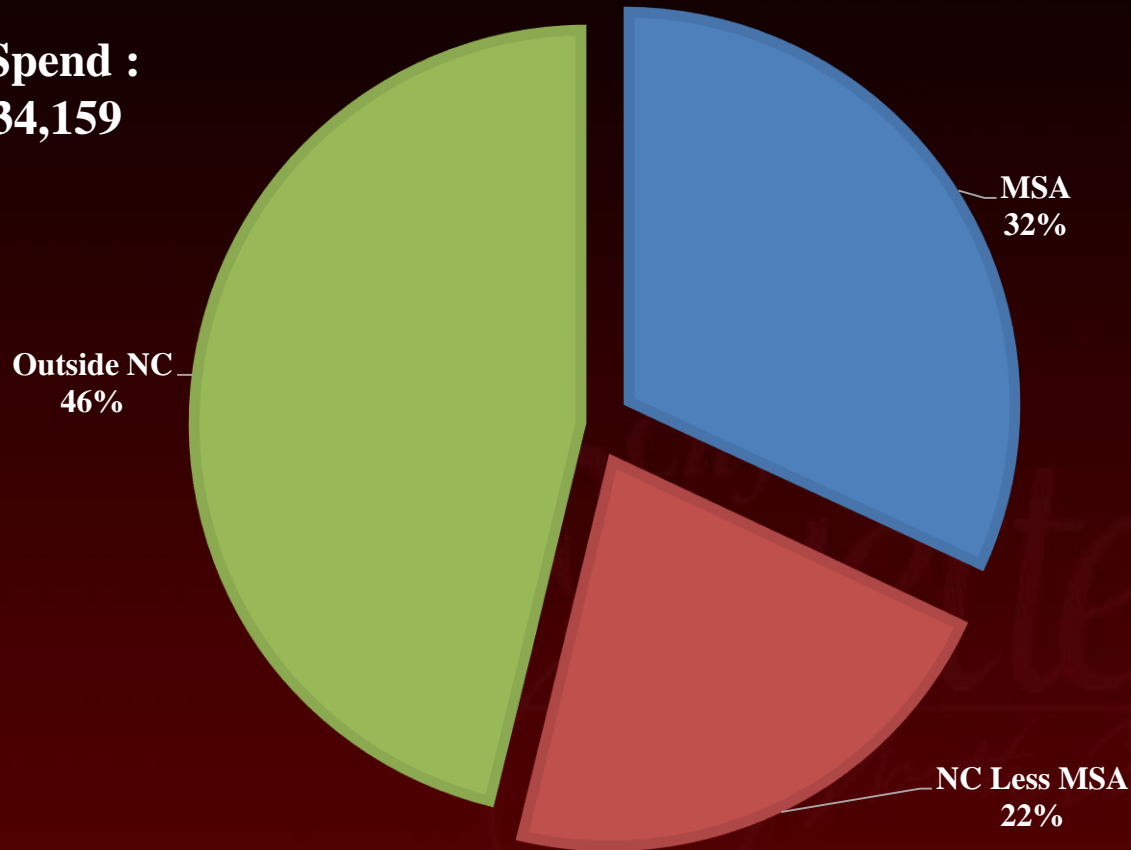
LOCATION

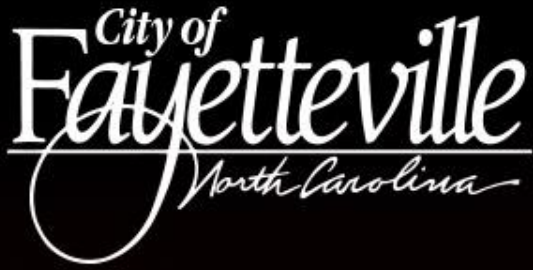


Purchase Orders

BY LOCATION

Total Spend :
\$46,734,159

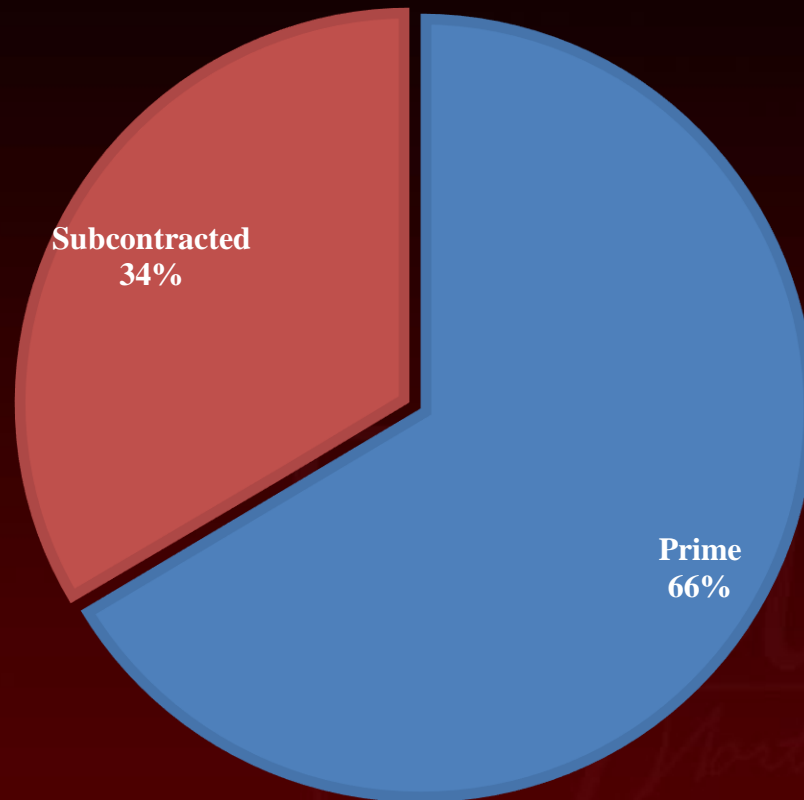




Contracts

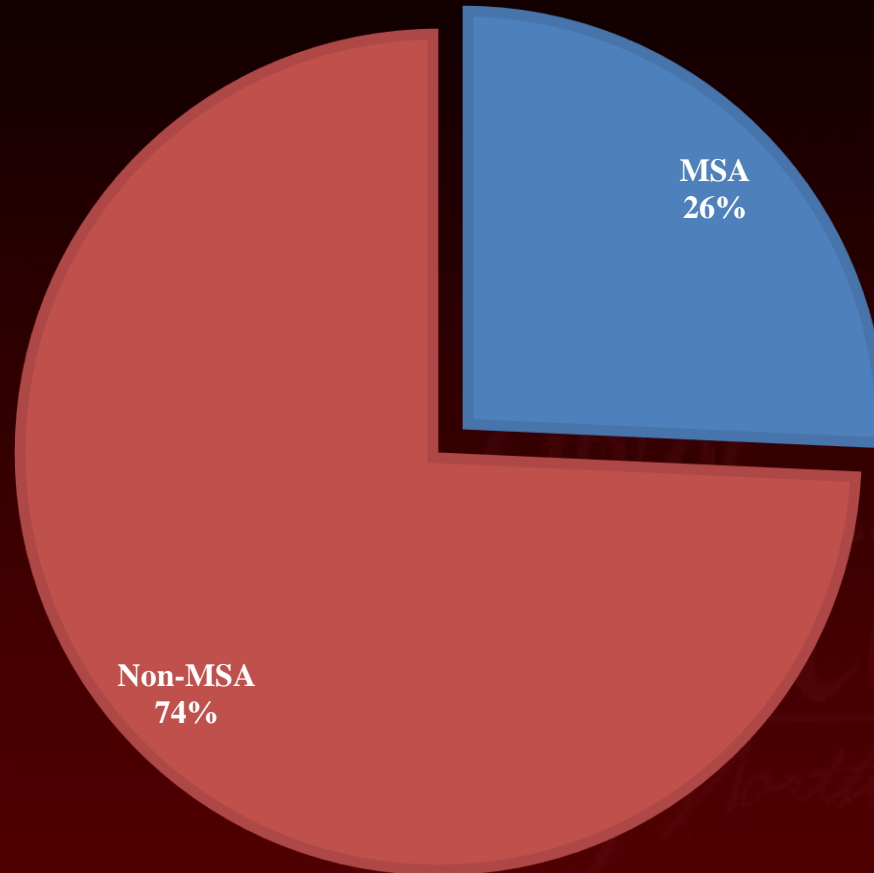
CONSTRUCTION DOLLARS

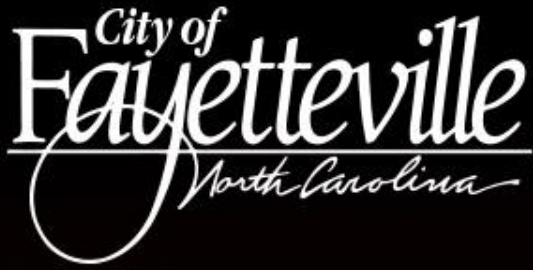
**Total Contract
Amount:
\$30,258,488**



Contracts

PRIME BY LOCATION

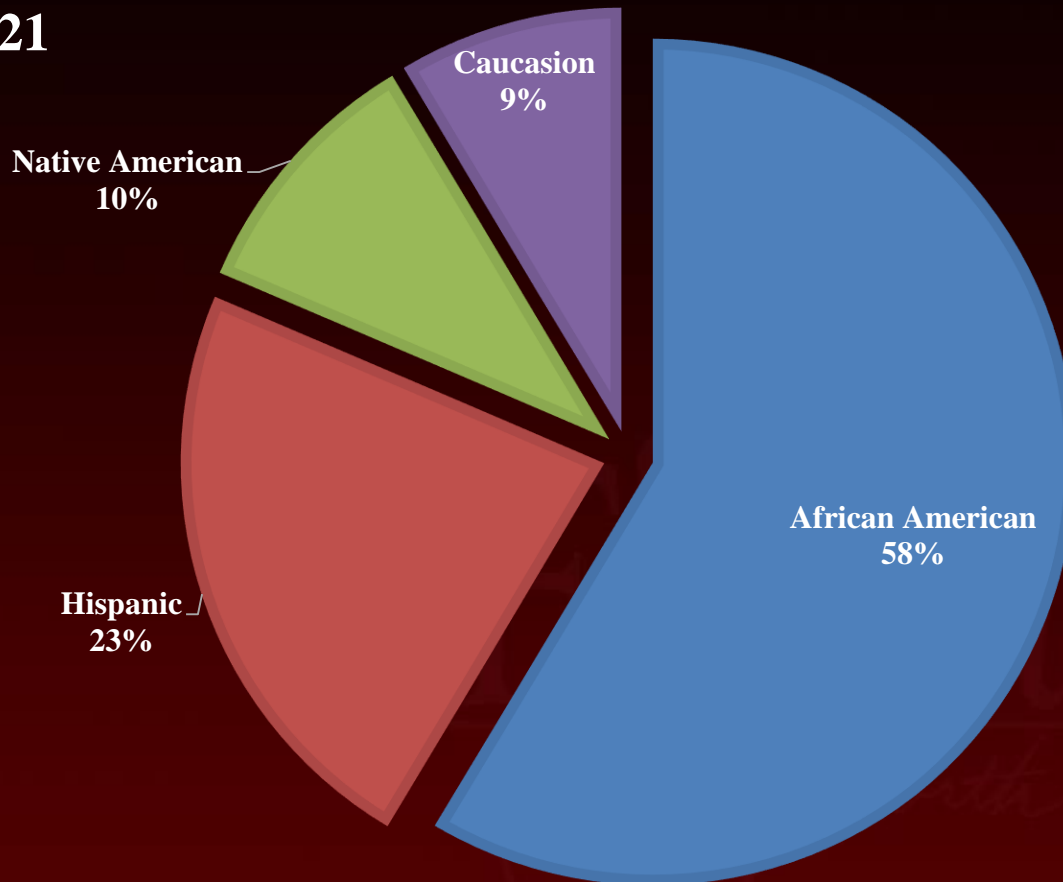




Contracts

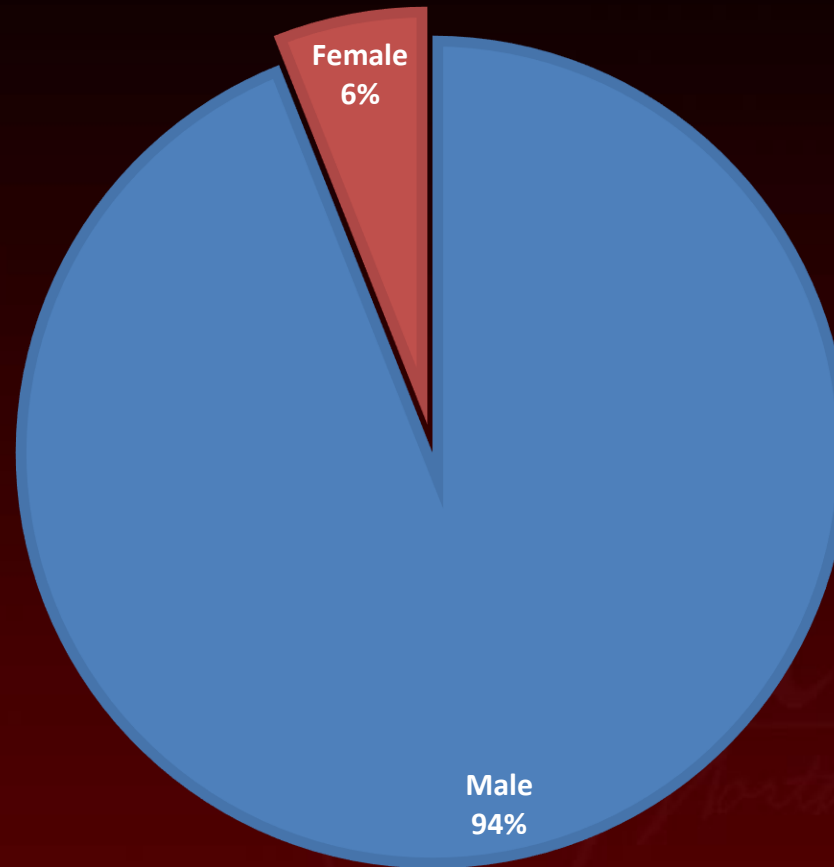
Total Amount:
\$10,152,921

SUBCONTRACTS BY ETHNICITY



Contracts

SUBCONTRACTS BY GENDER





Baseball Venue*

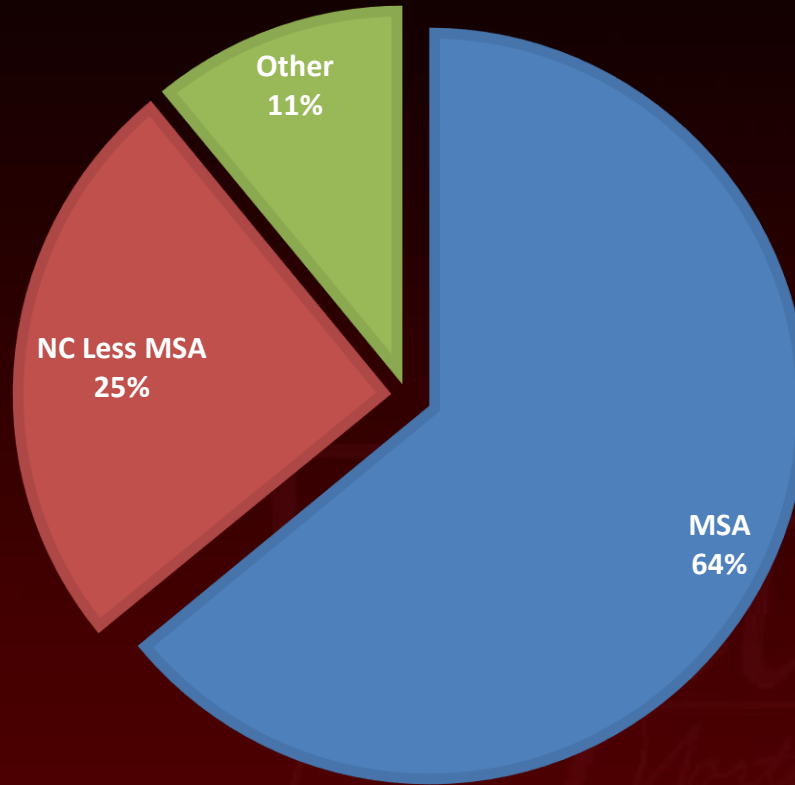
DD GMP with BP01 COW total	\$ 26,972,167
Total Contracts Awarded	\$ 10,345,270
Total Contracts Awarded to Local Businesses	\$ 3,989,024
Total Contracts Awarded to SDBE	\$ 4,602,367
Local & SDBE participation to date on target GMP total	\$ 8,591,391

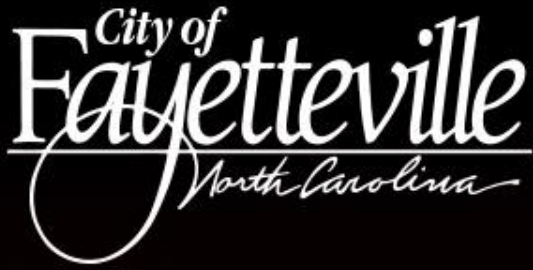
**Numbers provided by Barton Malow Construction Manager at Risk Dec. 30 2017.*

Procurement Cards

LOCATION

Total Spend:
\$ 1,092,138





Questions

