

001227

# **MBE and SBE Initiatives at GRU**

# **Basics of the GRU Program**

- **Community Leader for MBE Initiatives**
  - It's Good Business
    - GRU is community-owned
    - Promotes economic development
    - Minority and small businesses are our customers
    - Committed to diversity in workforce and suppliers
- **Grass Roots Program**
  - matches GRU's needs with MBE capabilities
  - realistic goals
  - Put the program in the hands of frontline purchasing professionals

# **Program Objectives**

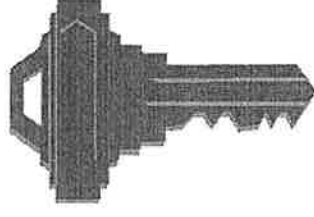
- **Increase opportunities for MBE/SBE**
- **Encourage participation in procurement process**
- **Ensure fair, equal and impartial consideration for all suppliers**
- **Support economy of GRU's service area**
- **Regularly evaluate process to identify:**
  - **areas for increased utilization**
  - **relax or eliminate barriers**

# **Enhancing the Program**

- **Utilization Program Developed - 4/92**
- **Federal Plan Approved -2/95**
- **First-time Order Pilot - 6/95**
- **Purchasing Policy Revisions - 4/96**
- **Purchasing Component of Affirmative  
Action Workplans - 8/00**

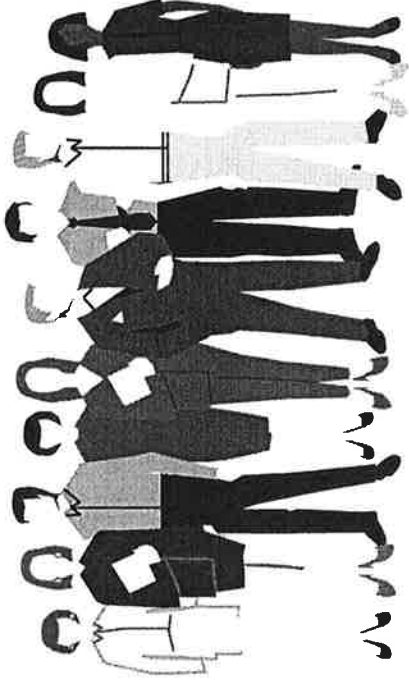
# Putting It All Into Practice

# **KEYS TO OUR SUCCESS**



- **Encourage Participation**
- **Identify Opportunities**
- **Perform Matchmaking**
- **Maintain Flexibility**

# **Encourage Participation**



- **Outreach Activities**
  - Participate/attend various events
  - Present program to various organizations/agencies
- **Joint Activities with General Government**
  - Share program information
  - Joint sponsorship of MBE events & joint advertising
- **Internal Activities**
  - Vendor Open House & MBE/SBE Fair
  - Community Relations (Albert White)

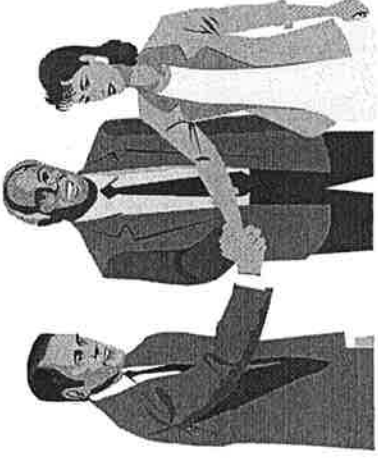
# Identify Opportunities

- Purchasing staff
- Departmental involvement
- Advisory Committee
- Procurement Initiatives-Affirmative Action Work Plan





# **Perform Matchmaking**



- **Frontline attention - Purchasing staff**
  - evaluates all solicitations for MBE/SBE opportunity
  - works with departments to explore opportunities for MBE/SBE
- **Tools and Resources**
  - Online listing of MBE/SBE

# Maintain Flexibility



- Use less formal solicitation method
- Relax commercial requirements, when possible (insurance levels, etc.)
- Breakdown a large contract into smaller contracts for greater opportunities
- Target particular purchase/contract for MBE/SBE

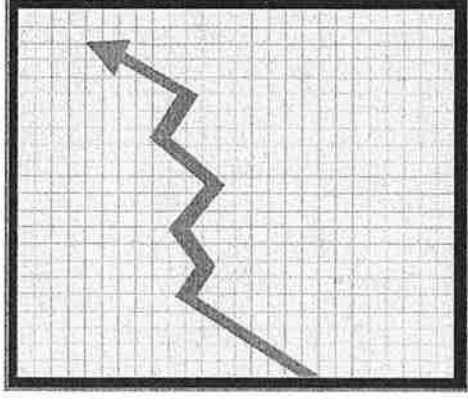
# **Spendable vs. Controllable Dollars**

- Spendable dollars - Budgeted dollars less personal services and generation fuels
  - \$40-50 million
- Controllable dollars - A subset of spendable dollars that excludes purchases under system contracts, from governmental agencies, or from sole/specified sources.
  - \$3-5 million

# **FY 1999, 2000 & 2001 MBE/SBE Spending**

		<b>MBE</b>	<b>SBE</b>
• 1999	\$7,249,585	16%	84%
• 2000	\$7,897,054	22%	78%
• 2001 to date	\$5,471,065	35.5%	64.5%

# **FY 1999, 2000 & 2001 MBE Spending**



- 1999 \$1,186,126
- 2000 \$1,941,986
- 2001 to date \$1,751,284

# **FY 2000 & 2001 Comparison for 1st Six Months**

	<b>MBE</b>	<b>SBE</b>
<b>2000</b>	<b>\$1,308, 526</b>	<b>\$3,344,998</b>
<b>2001</b>	<b><u>\$1,751,284</u></b>	<b><u>\$3,719,781</u></b>
<b>Increase</b>	<b>\$ 422,758</b>	<b>\$ 374,783</b>
	<b>32.3%</b>	<b>11.2%</b>

# **FY 2000 MBE Spending**

## **Ethnic Group Breakdown**

• African American	\$ 495,480	25.5%
• Asian American	\$ 441,510	22.7%
• Hispanic American	\$ 23,683	1.2%
• Native American	\$ 134,437	6.9%
• Woman	<u>\$ 846,876</u>	43.6%
Total MBE Spend	\$1,941,986	

# **FY 2001 to Date MBE Spending**

## **Ethnic Group Breakdown**

• African American	\$ 482,466	27.5%
• Asian American	\$ 433,118	24.7%
• Hispanic American	\$ 25,854	1.5%
• Woman	<u>\$ 809,846</u>	46.2%
Total MBE Spend	\$1,751,284	



# **Success with MBE'S!**

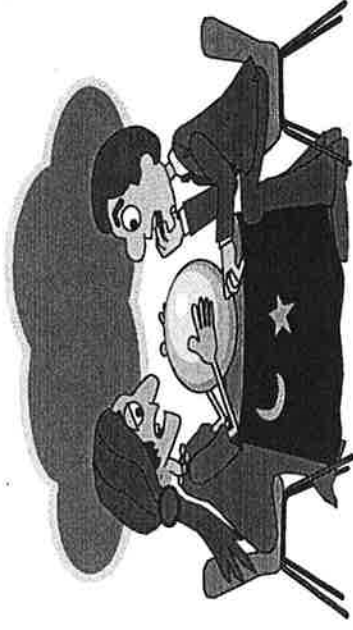
## **(Excluding Woman-Owned)**

- Geoenineering & Testing
- Barkley Security Agency
- B&W Computers & Tech.
- WTMG FM Magic 101.3
- H&H General Service
- Clarence Robinson
- Capital City Pipes
- Vision Promotional & Specialty
- Gordon & Mitchell
- Strong Supply, Inc.
- Gordon's Painting & Janitorial
- Central Florida Drywash
- Dave's Mobile Detailing
- Ragin Lawn Service
- Harris Cleaning Service
- EC's Cleaning Service
- H&L Lawn Care
- EWR All Seasons
- Vanguard Instruments Co.
- etc.

# **Success with SBE'S!**

- Anglin Construction
- System Innovators
- KNL Laboratories
- All Florida Enterprises
- Bodo & Associates
- Andrews Paving
- B & H Plumbing
- Bernie's Tool & Fastener
- Hudson Pump & Equip.
- Armstrong Pump & Serv.
- Perry Roofing
- Overhead Door Co.
- San Felasco Nurseries
- Gator Fire Extinguishers
- Florida Green Keepers
- Portal Architecture
- Eng, Denman & Assoc.
- Carr Electrical Tech.
- Erb & Roberts
- etc.

# **Future Plans**



- Continue MBE/SBE Trade Fair
- Allocate additional resources to assist with program activities
- Purchase software to track procurement card purchases
- Assist departments in developing and attaining their targets for MBE/SBE utilization