



**MURIEL BOWSER**  
**MAYOR**

April 23, 2021

The Honorable Phil Mendelson, Chairman  
Council of the District of Columbia  
John A. Wilson Building  
1350 Pennsylvania Avenue, N.W., Suite 504  
Washington, DC 20004

Dear Chairman Mendelson:

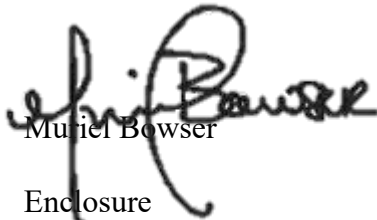
I am pleased to submit the “Minority and Women-Owned Business Assessment Program Report” for the period of October 1, 2017 through September 30, 2020.

Pursuant to the Minority and Women-Owned Business Assessment Act of 2008, effective March 26, 2008 (D.C. Law 17-136; D.C. Official Code § 2-214.01), the report:

- 1) Assesses findings on the current state of businesses owned or controlled by minorities or women qualifying as Certified Business Enterprises, and the number of businesses owned or controlled by minorities or women that have been awarded government contracts under the District’s procurement process; and
- 2) Recommends ways to encourage businesses owned or controlled by minorities or women to compete in the procurement process utilized by the District.

Should you have additional questions, please contact Kristi C. Whitfield, Director, Department of Small and Local Business Development, at [Kristi.Whitfield@dc.gov](mailto:Kristi.Whitfield@dc.gov) or (202) 727-3900.

Sincerely,

  
Muriel Bowser

Enclosure

**GOVERNMENT OF THE DISTRICT OF COLUMBIA**  
**DEPARTMENT OF SMALL AND LOCAL BUSINESS DEVELOPMENT**



**Minority and Women-Owned Business Assessment Program**  
**Findings and Recommendations**

**Department of Small and Local Business Development**

**Kristi C. Whitfield**  
**Director**

Submitted to:  
Council of the District of Columbia

John A. Wilson Building  
1350 Pennsylvania Avenue, NW  
Washington, DC 20004  
March 2021

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## INTRODUCTION

The mission of the Department of Small and Local Business Development (“DSLBD” or “Department”) is to support the development, economic growth, and retention of District-based businesses, and to promote economic development throughout the District's commercial corridors.

DSLBD envisions a business environment in which: District businesses are connected in real-time with local, federal, and global business opportunities; businesses navigate government quickly, confidently, and effectively; and, every entrepreneur and business with a great idea and a great plan has the capital to make it happen.

The Minority and Women-Owned Business Assessment Act of 2008, effective March 26, 2008 (D.C. Law 17-136; D.C. Official Code § 2-214.01) (“the Act”), established the Minority and Women-Owned Business Assessment Program within the Department. Pursuant to the Act, the Department shall:

- (1) Analyze the current state of businesses owned or controlled by minorities or women qualifying as Certified Business Enterprises (“CBE”), including counting the number of businesses that have applied for CBE certification and the number that have been certified as CBEs since the inception of the CBE program;
- (2) Record and track the number of businesses owned or controlled by minorities or women that have been awarded government contracts under the procurement process utilized by the District;
- (3) Assess the findings and investigate and recommend ways to encourage businesses owned or controlled by minorities or women to compete in the procurement process utilized by the District; and
- (4) Ensure all District agencies with procurement authority, including independent agencies, are trained to evaluate, collect, and accurately track spending data as well as demographic data such as race and gender, upon request of District contract and procurement awardees, to better assess the District utilization of equity impact enterprises, minority-owned prime contractors and subcontractors, and women-owned prime contractors and subcontractors.

## DEFINITIONS

**Beneficiary (“Prime”)**<sup>1</sup> – a business enterprise that is the prime contractor or developer on a government-assisted project.

**Certified Business Enterprise**<sup>2</sup> – a business enterprise certified as a local business enterprise. A business enterprise shall be eligible for certification as a local business enterprise if the business enterprise:

- (1) Has its principal office located physically in the District of Columbia;
  - (1A) Is:
    - (A) Independently owned, operated, and controlled;
    - (B) Owned, operated, and controlled by a District-based enterprise; or
    - (C) Owned by a non-District-based business enterprise that is more than 50% owned by District residents;
  - (2) Requires that its chief executive officer and the highest level managerial employees of the business enterprise perform their managerial functions in their principal office located in the District;
    - (2A) Can demonstrate one of the following:
      - (A) More than 50% of the employees of the business enterprise are residents of the District;
      - (B) The owners of more than 50% of the business enterprise are residents of the District;
      - (C) More than 50% of the assets of the business enterprise, excluding bank accounts, are located in the District; or
      - (D) More than 50% of the business enterprise’s gross receipts are District gross receipts; and
    - (3) Can demonstrate one of the following:
      - (A) The business enterprise is licensed pursuant to Chapter 28 of Title [47];
      - (B) The business enterprise is subject to the tax levied under Chapter [18] of Title 47; or
      - (C) The business enterprise is a business enterprise identified in § 47-1808.01(1) through (5) and more than 50% of the business is owned by residents of the District.

**Contract** – a formal and legally binding agreement entered into between the District and a prime contractor for goods and/or services.

**Minority Business Enterprise**<sup>3</sup> – a business concern that is [at least 51%] owned or controlled by the following persons or groups of persons that are also U.S. citizens or resident aliens admitted for lawful admission to the United States: African Americans, Hispanics, Asian and Pacific Islander Americans, Native Americans (including Alaska Natives, Alaska Native Corporations and Tribal entities), Asian Indians and Hasidic Jews.

**Study Period** – Fiscal Year 2018 through Fiscal Year 2020.

**Women Business Enterprise** – a business concern that is at least 51% owned, operated, and controlled by one or more female American citizens.

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<sup>1</sup> See D.C. Official Code § 2-218.02(1B)

<sup>2</sup> See D.C. Official Code § 2-218.31

<sup>3</sup> See 15 CFR § 1400.1; 36 FR 19967

## METHODOLOGY

DSLBD extracted data from the Office of Contracting and Procurement's ("OCP") Transparency Portal for contracts awarded in Fiscal Year ("FY") 2018 through Fiscal Year 2020 ("study period"). This extraction includes data from all agencies that are subject to the Procurement Practices Reform Act of 2010 ("PPRA") and the Chief Procurement Officer's ("CPO") authority.

Additionally, in October 2020, DSLBD requested data from independent agencies for contracts awarded during the study period, including contracts valued at under \$250,000.

DSLBD received data from the following agencies that are subject to the PPRA and independent from the CPO's authority:

- Child and Family Services Agency<sup>4</sup>
- District of Columbia Health Benefit Exchange Authority
- District of Columbia Lottery and Charitable Games Control Board
- Department of General Services
- District of Columbia Public Library
- District of Columbia Public Schools
- Office of the Chief Financial Officer
- University of the District of Columbia<sup>5</sup>

DSLBD also received data from the following agencies that are exempt from the PPRA and the CPO's authority:

- District of Columbia Housing Finance Agency
- Office of the District of Columbia Auditor
- Washington Convention and Sports Authority

### *CBE Application Data*

DSLBD cleaned<sup>6</sup> and analyzed application data to record the number of businesses that have applied for CBE certification or recertification and the number of firms that have been approved or denied CBE certification or recertification during the study period.

The application data contained self-reported demographics for business owner race and gender. The data was gathered from the DSLBD CBE application databases for the study period: application data prior to May 2018 was pulled from QuickBase; application data from June 2018 to September 2020, from the District Enterprise System ("DES").

### *Contract Award Data*

Similarly, DSLBD cleaned and analyzed contract award data to record the number of businesses owned or controlled by minorities or women that have been awarded government contracts under the District's procurement process.

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<sup>4</sup> The data that was submitted could not be used due to missing key data fields for multiple contracts (e.g., award date).

<sup>5</sup> The data that was submitted could not be used because it contained task orders, modifications, and purchase orders. Also, the data contained duplicates and was missing key data fields for multiple contracts (e.g., dollar amount, award date).

<sup>6</sup> Cleaning of data refers to the process of filtering, organizing, and eliminating irrelevant data.

Contract award data was pulled by award date from the OCP Transparency Portal for the study period. In addition, contracts from nine independent agencies were included: D.C. Health Benefit Exchange Authority (“HBX”), D.C. Lottery and Charitable Games Control Board (“DCLB”), Department of General Services (“DGS”), District of Columbia Public Library (“DCPL”), District of Columbia Public Schools (“DCPS”), Housing Finance Agency (“DCHFA”), Office of the Chief Financial Officer (“OCFO”), Office of the District of Columbia Auditor (“ODCA”), and Washington Convention and Sports Authority (“Events DC”).

When data was pulled by award date from the Transparency Portal, the data included each option year associated with the award date. Therefore, to analyze the number of contracts awarded in a fiscal year, the base year and option years were treated as a single contract. To analyze the dollar amount of contracts awarded, the base year and any applicable option years were totaled creating a single value and attributed only to the base year the contract was awarded in. For example, if a contract with three option years was awarded in base year FY18, the total amount of the contract awarded (*i.e.*, the sum of the base year plus three option years) was attributed to FY18.

**Note:** Not all contracts had been published on the OCP Transparency Portal for the study period and no statistics were available on the percentage of contract awards published on the OCP Transparency Portal out of the total number of contracts awarded for the study period.

#### *Demographics*

Most of the contract award data obtained from OCP and independent agencies did not include demographic variables. Therefore, self-reported demographic variables of business owner race and gender for CBEs came from CBE application data.

#### *Outputs*

DSLBD produced a series of tables and graphs to illustrate the CBE application and contract award data analyses. The tables and graphs show overall numbers which are further broken down into Minority Businesses Enterprise (“MBE”) and Women Business Enterprise (“WBE”) categories. The tables and graphs also provide a breakdown by FY18, FY19, and FY20.

**Note:** MBEs and WBEs are overlapping subsets of CBEs. A CBE can either be an MBE or a WBE or both or neither (which indicates non-minority or non-women owned firms). This report places emphasis on MBEs and WBEs; therefore, separate percentages for MBEs, WBEs and their categories are provided in the tables. The MBEs include both male and female minority-owned businesses. The WBEs include both minority and non-minority women-owned firms.

## **FINDINGS**

The following seven analytical dimensions were examined to assess the state of MBEs and WBEs in the District that (1) qualified as CBEs and were (2) awarded local government contracts during the study period:

1. New MBE and WBE CBE firms
2. CBE certifications or recertifications
3. Approved CBE certifications or recertifications
4. Denied CBE certifications or recertifications
5. Contract awards to CBEs and non-CBEs
6. Multiple contract awards to CBEs
7. Contract awards by race



## Certified Business Enterprise Applications

### 1. New MBE and WBE CBE Firms<sup>7</sup>

**Table 1** shows the total number of new MBE and WBE firms entering the CBE Program (via approved certification applications) since FY08, the fiscal year the agency began consistently collecting voluntary, self-reported race and gender demographic data as part of the application process and the fiscal year the Minority and Women-Owned Business Assessment Act was enacted. **Note:** The table does not include approved recertifications.

**Table 1. New MBE and WBE Firms Entering the CBE Program**

| CBE Applications Approved by FY | 2008       | 2009       | 2010       | 2011       | 2012       | 2013       | 2014       | 2015       | 2016       | 2017       | 2018       | 2019       | 2020       | Total FY2008-2020 |
|---------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------------------|
| <b>Total</b>                    | <b>304</b> | <b>213</b> | <b>160</b> | <b>209</b> | <b>172</b> | <b>183</b> | <b>129</b> | <b>179</b> | <b>262</b> | <b>269</b> | <b>196</b> | <b>258</b> | <b>225</b> | <b>2,759</b>      |
| <b>MBE or WBE</b>               | <b>211</b> | <b>163</b> | <b>108</b> | <b>154</b> | <b>132</b> | <b>133</b> | <b>94</b>  | <b>140</b> | <b>187</b> | <b>200</b> | <b>156</b> | <b>176</b> | <b>167</b> | <b>2,021</b>      |
| <i>MBE</i>                      | <i>190</i> | <i>137</i> | <i>89</i>  | <i>135</i> | <i>112</i> | <i>115</i> | <i>76</i>  | <i>125</i> | <i>160</i> | <i>177</i> | <i>140</i> | <i>152</i> | <i>145</i> | <i>1,753</i>      |
| <i>WBE</i>                      | <i>82</i>  | <i>61</i>  | <i>43</i>  | <i>61</i>  | <i>62</i>  | <i>61</i>  | <i>41</i>  | <i>61</i>  | <i>91</i>  | <i>104</i> | <i>78</i>  | <i>84</i>  | <i>93</i>  | <i>922</i>        |

<sup>7</sup> MBEs and WBEs are overlapping subsets of CBEs. A CBE can either be an MBE or a WBE or both or neither (which indicates non-minority or non-women owned firms).

## 2. CBE Certifications or Recertifications

**Table 2** shows the total number of applications for certification or recertification, and the total number of application approvals and denials during the study period. Over 95% of the firms that submitted complete applications for CBE certification or recertification were approved.

**Table 2. Applications for CBE Certification or Recertification<sup>8,9</sup>**

| FY2018                    |              |                        |           |
|---------------------------|--------------|------------------------|-----------|
| Firm Types                | Applications | Approved <sup>10</sup> | Denied    |
| Total Number of Firms     | 606          | 581                    | 8         |
| <b>MBEs</b>               | <b>390</b>   | <b>381</b>             | <b>2</b>  |
| <i>Women-Owned</i>        | 135          | 132                    |           |
| <i>Non-Women-Owned</i>    | 255          | 249                    | 2         |
| <b>WBEs</b>               | <b>188</b>   | <b>182</b>             | <b>1</b>  |
| <i>Minority-Owned</i>     | 135          | 132                    | -         |
| <i>Non-Minority-Owned</i> | 53           | 50                     | 1         |
| FY2019                    |              |                        |           |
| Firm Types                | Applications | Approved <sup>10</sup> | Denied    |
| Total Number of Firms     | 801          | 780                    | 19        |
| <b>MBEs</b>               | <b>520</b>   | <b>497</b>             | <b>14</b> |
| <i>Women-Owned</i>        | 173          | 169                    | 2         |
| <i>Non-Women-Owned</i>    | 347          | 328                    | 12        |
| <b>WBEs</b>               | <b>241</b>   | <b>238</b>             | <b>2</b>  |
| <i>Minority-Owned</i>     | 173          | 169                    | 2         |
| <i>Non-Minority-Owned</i> | 68           | 69                     | -         |
| FY2020                    |              |                        |           |
| Firm Types                | Applications | Approved <sup>10</sup> | Denied    |
| Total Number of Firms     | 541          | 531                    | 20        |
| <b>MBEs</b>               | <b>347</b>   | <b>350</b>             | <b>10</b> |
| <i>Women-Owned</i>        | 153          | 156                    | 1         |
| <i>Non-Women-Owned</i>    | 194          | 194                    | 9         |
| <b>WBEs</b>               | <b>206</b>   | <b>208</b>             | <b>2</b>  |
| <i>Minority-Owned</i>     | 153          | 156                    | 1         |
| <i>Non-Minority-Owned</i> | 53           | 52                     | 1         |

<sup>8</sup> MBEs and WBEs are overlapping subsets of CBEs. A CBE can either be an MBE or a WBE or both or neither (which indicates non-minority or non-women owned firms).

<sup>9</sup> The total number of firms that submitted applications for CBE certification or recertification only includes complete applications that could be reviewed for approval or denial; therefore, this table does not include any applications in an incomplete/deficient status.

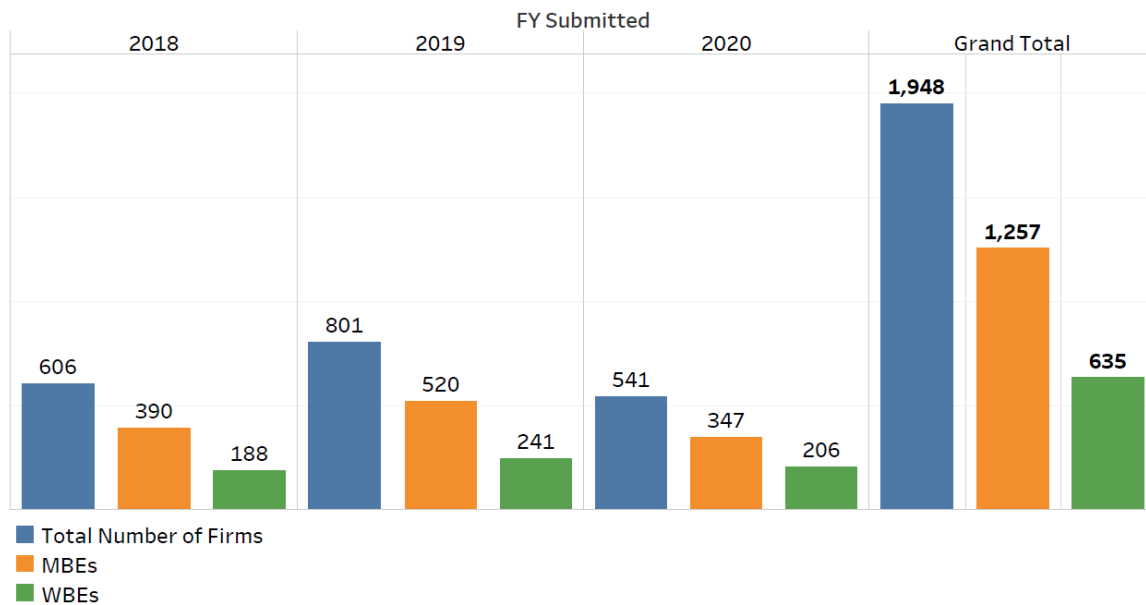
<sup>10</sup> The total number of firms that were approved for CBE certification or recertification within a fiscal year may not match the total number of applications for the given fiscal year due to decisions being rendered on applications pending from the previous fiscal year(s). The # of applications/recertifications is based on the date the application was submitted. The # of approved applications/recertifications is based on the date the application was approved. Therefore, the sum of approved and denied applications within a fiscal year may not add to the total number of applications/recertifications.

During the study period, a total of 1,948 firms applied for CBE certification or recertification. Among these firms:

- 1,257 (65%) were MBEs: 461 (37%) women-owned and 796 (63%) non-women-owned
- 635 (33%) were WBEs: 461 (73%) minority-owned and 174 (27%) non-minority- owned

**Figure 1** shows a graphical representation of the total number of CBE certifications or recertifications during the study period.<sup>11,12</sup>

**Figure 1. Number of Applications for CBE Certification or Recertification**



<sup>11</sup> MBEs and WBEs are overlapping subsets of CBEs. A CBE can either be an MBE or a WBE or both or neither (which indicates non-minority or non-women owned firms).

<sup>12</sup> MBEs include both women-owned and non-women owned firms. WBEs include both minority and non-minority women owned firms.

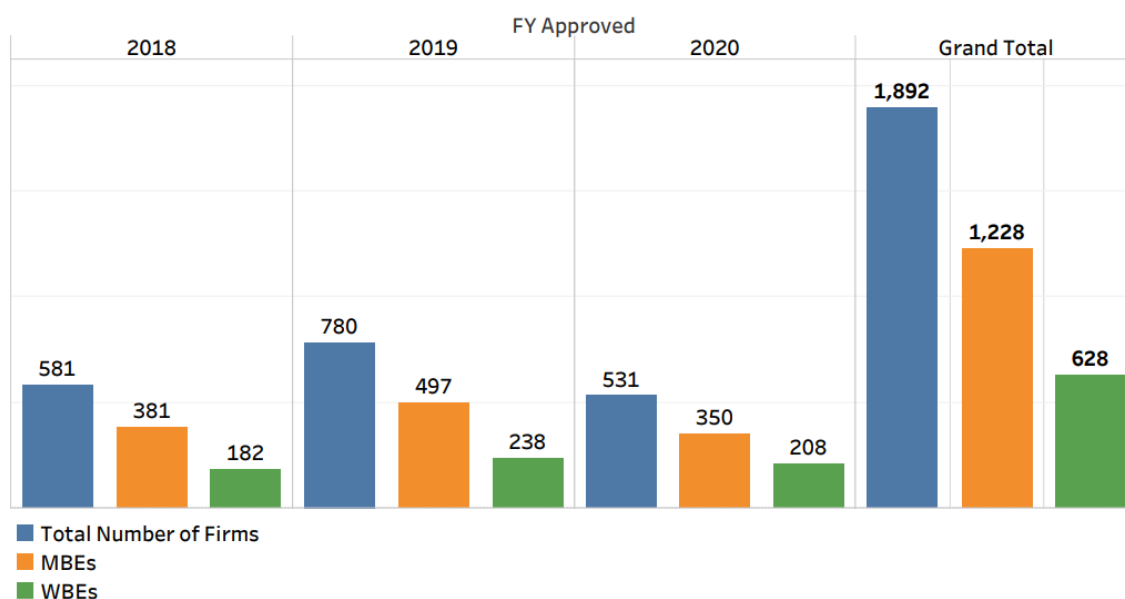
### 3. Approved CBE Certifications or Recertifications

During the study period, a total of 1,892 firms were approved for CBE certification or recertification. Among these firms:

- 1,228 (65%) were MBEs: 457 (37%) women-owned and 771 (63%) non-women-owned.
- 628 (33%) were WBEs: 457 (73%) minority-owned and 171 (27%) non-minority-owned.

**Figure 2** shows a graphical representation of the total number of approved CBE certifications or recertifications during the study period.<sup>13,14</sup>

**Figure 2. Number of Approved Applications for CBE Certification or Recertification**



<sup>13</sup> MBEs and WBEs are overlapping subsets of CBEs. A CBE can either be an MBE or a WBE or both or neither (which indicates non-minority or non-women owned firms).

<sup>14</sup> MBEs include both women-owned and non-women owned firms. WBEs include both minority and non-minority women owned firms.

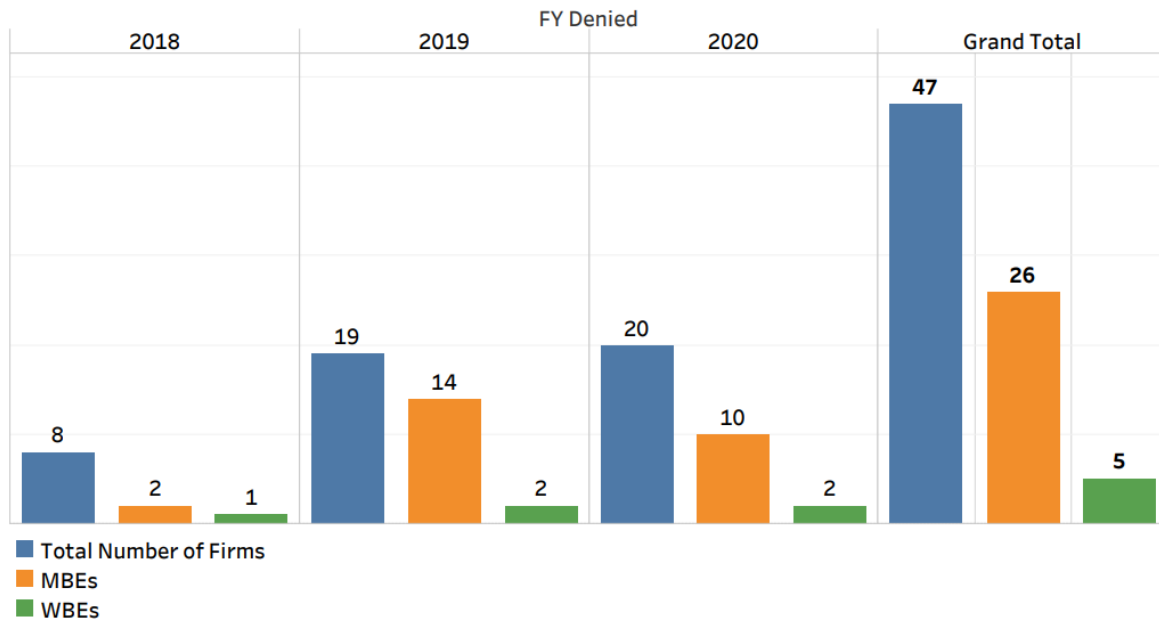
#### 4. Denied CBE Certifications or Recertifications

During the study period, a total of 47 firms were denied for CBE certification or recertification. Among these firms:

- 26 (55%) were MBEs: three (3) (12%) women-owned and 23 (88%) non-women-owned.
- Five (5) (11%) were WBEs: three (3) (60%) minority-owned and two (40%) non-minority-owned.

**Figure 3** shows a graphical representation of the total number of denied CBE certifications or recertifications during the study period.<sup>15,16</sup>

**Figure 3. Number of Denied Applications for CBE Certification or Recertification**



<sup>15</sup> MBEs and WBEs are overlapping subsets of CBEs. A CBE can either be an MBE or a WBE or both or neither (which indicates non-minority or non-women owned firms).

<sup>16</sup> MBEs include both women-owned and non-women owned firms. WBEs include both minority and non-minority women owned firms.

## District Government Contract Awards

### 5. Contract Awards to CBEs and Non-CBEs

**Number of contracts awarded:** Based on the data from the OCP Transparency Portal and data received from independent agencies, a total of 3,517<sup>17</sup> government contracts were awarded under the District’s procurement process during the study period. Among the 3,517 contracts, 1,696 (48%) were awarded to non-CBEs and 1,821 (52%) were awarded to CBEs.

Among the 1,821 contracts going to CBE firms:

- 1,404 contracts (40%)<sup>18</sup> were awarded to MBEs: 395 (28%) women-owned and 1,009 (72%) non-women owned.
- 518 contracts (15%)<sup>17</sup> were awarded to WBEs: 395 (76%) minority-owned and 123 (24%) non-minority owned.

Table 3 shows the total number of contracts awarded during the study period.

**Table 3. Number of Contracts Awarded**

| Firm Type                                 | FY2018           | FY2019           | FY2020           | Total             |
|---|------------------|------------------|------------------|-------------------|
| <b>Total Number of Contracts</b>          | <b>1,058</b>     | <b>1,316</b>     | <b>1,143</b>     | <b>3,517</b>      |
| Number of Contracts Awarded to Non-CBEs   | 562 (53%)        | 647 (49%)        | 487 (43%)        | 1,696 (48%)       |
| Number of Contracts Awarded to CBEs       | 496 (47%)        | 669 (51%)        | 656 (57%)        | 1,821 (52%)       |
| <b>Number of Contracts Awarded to CBE</b> |                  |                  |                  |                   |
| <b>MBEs<sup>17</sup></b>                  | <b>382 (36%)</b> | <b>513 (39%)</b> | <b>509 (45%)</b> | <b>1404 (40%)</b> |
| <i>Women-Owned</i>                        | 133 (35%)        | 149 (29%)        | 113 (22%)        | 395 (28%)         |
| <i>Non-Women Owned</i>                    | 249 (65%)        | 364 (71%)        | 396 (78%)        | 1009 (72%)        |
| <b>Number of Contracts Awarded to CBE</b> |                  |                  |                  |                   |
| <b>WBEs<sup>17</sup></b>                  | <b>169 (16%)</b> | <b>199 (15%)</b> | <b>150 (13%)</b> | <b>518 (15%)</b>  |
| <i>Minority-Owned</i>                     | 133 (79%)        | 149 (75%)        | 113 (75%)        | 395 (76%)         |
| <i>Non-Minority-Owned</i>                 | 36 (21%)         | 50 (25%)         | 37 (25%)         | 123 (24%)         |

<sup>17</sup> Based on the data received from OCP Transparency Portal and nine independent agencies: HBX, DCLB, DGS, DCPL, DCPS, DCHFA, OCFO, ODCA, and EventsDC. This data does not represent 100% of District contracts awarded because not all independent agencies are included and not all contracts are posted on the OCP Transparency Portal.

<sup>18</sup> Percentage calculated out of the total number of firms.

**Number of firms awarded contracts:** A total of 1,599 business firms were awarded contracts during the study period. Among the 1,599 firms, 1,052 (66%) were non-CBEs and 547 (34%) were CBEs.

Among the 547 CBE firms:

- 413 (26%)<sup>10</sup> were MBEs: 144 (35%) women-owned and 269 (65%) non-women owned.
- 179 (11%)<sup>10</sup> were WBEs: 144 (80%) minority-owned and 35 (20%) non-minority owned.

**Table 4** shows the total number of firms awarded contracts during the study period.

**Table 4. Number of Firms Awarded Contracts**

| <b>Firm Type</b>             | <b>FY2018</b>    | <b>FY2019</b>    | <b>FY2020</b>    | <b>Total</b>     |
|------------------------------|------------------|------------------|------------------|------------------|
| <b>Total Number of Firms</b> | <b>726</b>       | <b>804</b>       | <b>645</b>       | <b>1,599</b>     |
| Non-CBEs                     | 460 (63%)        | 488 (61%)        | 358 (56%)        | 1,052 (66%)      |
| CBEs                         | 266 (37%)        | 316 (39%)        | 287 (44%)        | 547 (34%)        |
| <b>CBE MBEs<sup>19</sup></b> | <b>202 (28%)</b> | <b>238 (30%)</b> | <b>218 (34%)</b> | <b>413 (26%)</b> |
| <i>Women-Owned</i>           | 76 (38%)         | 79 (33%)         | 71 (33%)         | 144 (35%)        |
| <i>Non-Women Owned</i>       | 126 (62%)        | 159 (67%)        | 147 (67%)        | 269 (65%)        |
| <b>CBE WBEs<sup>18</sup></b> | <b>93 (13%)</b>  | <b>101 (13%)</b> | <b>91 (14%)</b>  | <b>179 (11%)</b> |
| <i>Minority-Owned</i>        | 76 (82%)         | 79 (78%)         | 71 (78%)         | 144 (80%)        |
| <i>Non-Minority-Owned</i>    | 17 (18%)         | 22 (22%)         | 20 (22%)         | 35 (20%)         |

<sup>19</sup> Percentage calculated out of the total number of firms awarded contracts.

**Amount of contract dollars awarded:** A total of 11.79 billion contract dollars were awarded during the study period.<sup>20</sup> Among the 11.79 billion dollars, 6.53 (55%) billion dollars were awarded to non-CBEs and 5.26 (45%) billion dollars were awarded to CBEs. Similarly, 4.29 (36%) billion dollars were awarded to MBEs and 565.88 (5%) million dollars were awarded to WBEs.

**Table 5** shows the total amount of contract dollars awarded during the study period.

**Table 5. Amount of Contract Dollars Awarded**

| <b>Firm Type</b>                                | <b>FY2018</b>                        | <b>FY2019</b>                        | <b>FY2020</b>                        | <b>Total</b>                         |
|---|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|
| <b>Total Amount of Contract Dollars Awarded</b> | <b>\$2,284,098,704</b>               | <b>\$5,186,560,511</b>               | <b>\$4,325,544,075</b>               | <b>\$11,796,203,290</b>              |
| Non-CBEs  | \$860,522,230<br>38%                 | \$3,061,842,584<br>59%               | \$2,611,288,999<br>60%               | \$6,533,653,813<br>55%               |
| CBEs  | \$1,423,576,474<br>62%               | \$2,124,717,927<br>41%               | \$1,714,255,075<br>40%               | \$5,262,549,476<br>45%               |
| <b>CBE MBEs<sup>21</sup></b>                    | <b>\$1,016,626,208</b><br><b>45%</b> | <b>\$1,856,304,380</b><br><b>36%</b> | <b>\$1,420,986,066</b><br><b>33%</b> | <b>\$4,293,916,655</b><br><b>36%</b> |
| <i>Women-Owned</i>                              | \$220,432,322<br>22%                 | \$159,427,596<br>9%                  | \$88,793,634<br>6%                   | \$468,653,552<br>11%                 |
| <i>Non-Women Owned</i>                          | \$796,193,886<br>78%                 | \$1,696,876,784<br>91%               | \$1,332,192,432<br>94%               | \$3,825,263,103<br>89%               |
| <b>CBE WBEs<sup>21</sup></b>                    | <b>\$240,660,774</b><br><b>11%</b>   | <b>\$201,072,133</b><br><b>4%</b>    | <b>\$124,148,876</b><br><b>3%</b>    | <b>\$565,881,783</b><br><b>5%</b>    |
| <i>Minority-Owned</i>                           | \$220,432,322<br>92%                 | \$159,427,596<br>79%                 | \$88,793,634<br>72%                  | \$468,653,552<br>83%                 |
| <i>Non-Minority-Owned</i>                       | \$20,228,452<br>8%                   | \$41,644,538<br>21%                  | \$35,355,242<br>28%                  | \$97,228,231<br>17%                  |

<sup>20</sup> Based on the data received from OCP Transparency Portal and nine independent agencies: HBX, DCLB, DGS, DCPL, DCPS, DCHFA, OCFO, ODCA, and EventsDC. This data does not represent 100% of District contracts awarded because not all independent agencies are included and not all contracts are posted on the OCP Transparency Portal.

<sup>21</sup> Percentage calculated out of the total amount of contract dollars awarded.



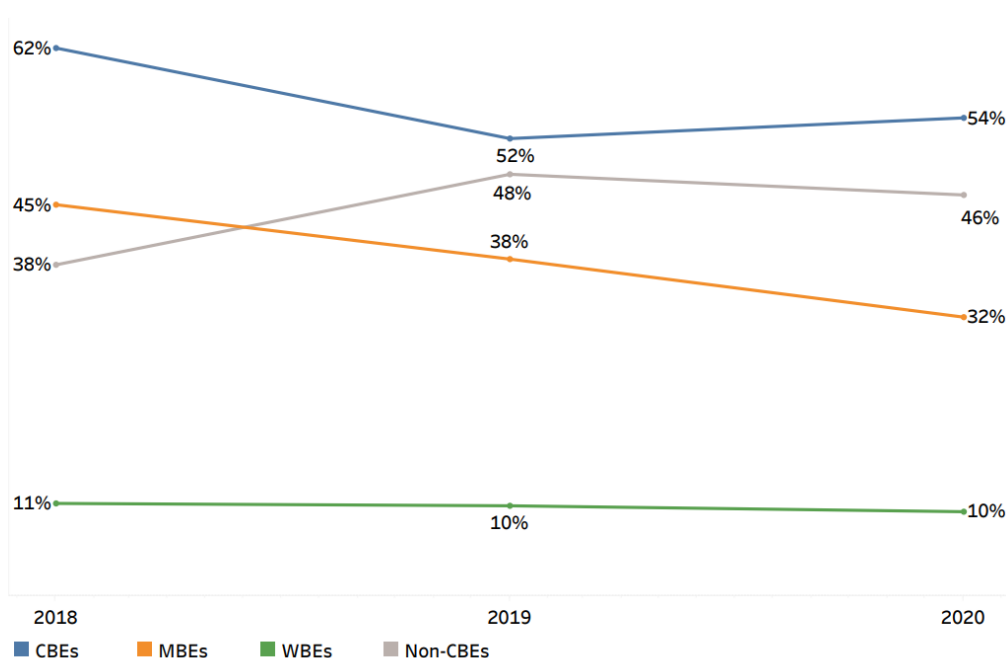
### Proportion of the amount of contract dollars awarded

**Note:** There were 12 large Indefinite Delivery, Indefinite Quantity (“IDIQ”) contracts from the Department of Health Care Finance (“DHCF”) in FY19-20 totaling 6.26 billion dollars (3.23 billion in FY19 and 3.03 billion in FY20). In FY19, non-CBEs received 2.12 billion dollars and CBEs received 1.11; in FY20, non-CBEs received 2.02 billion dollars and CBEs received 1.01. These contracts skew the data; therefore, two graphs are presented below: Figure 4-1 excludes the 12 contracts and Figure 4-2 includes the 12 IDIQ contracts.

**Excluding the 12 IDIQ contracts:** There was an increase in the amount of contract dollars awarded to non-CBEs in FY19 which decreased slightly in FY20. In contrast, there was a decline in the amount of contract dollars awarded to CBEs, including MBEs and WBEs. The decrease in the amount of contract dollars awarded to CBEs since FY18 can be attributed in part to 11 large contracts valued at or above 30 million dollars each, totaling 655 million dollars. Of these FY18 contracts, 372 million dollars were awarded to MBEs. These contracts were related to Mission Oriented Business Integration Services (“MOBIS”), design-builds, and security guard services for DGS, DC Department of Transportation (“DDOT”), OCP, and Events DC. In FY19, there was only one large contract awarded to a CBE valued at 30 million dollars. In FY20, there were no contracts awarded to CBEs above 30 million dollars.

**Figure 4-1** shows the proportion of the total amount of contract dollars awarded with the 12 IDIQs from DHCF excluded.

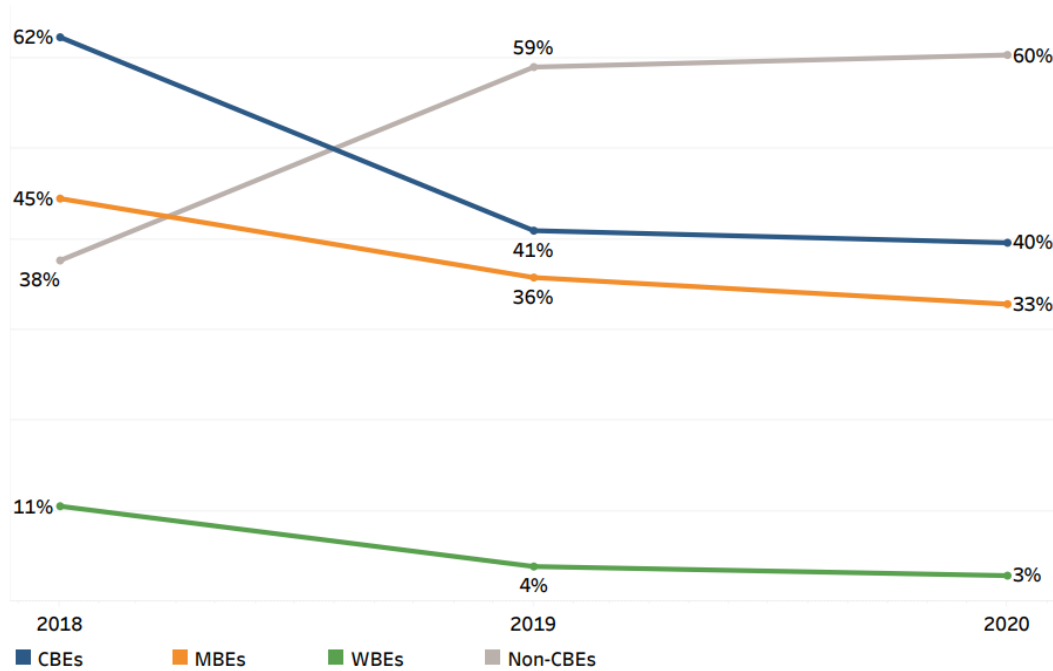
**Figure 4-1. Trends in the Amount of Contract Dollars Awarded (Excluding 12 IDIQs)**



**Including the 12 IDIQ contracts:** There was an increase in the amount of contract dollars awarded to non-CBEs in FY19 which remained steady in FY20. In contrast, there was a steady decline in the amount of contract dollars awarded to CBEs, including MBEs and WBEs.

**Figure 4-2** shows the proportion of the total amount of contract dollars awarded with the 12 IDIQs from DHCF included.

**Figure 4-2. Trends in the Amount of Contract Dollars Awarded (Including 12 IDIQs)**



**Table 5A** shows fluctuations in minority contracting in FY18-19, when compared with FY19-20.

**FY18-19**

- The number of contracts awarded increased overall and by all business types; the largest percentages were found for CBEs (35%) and for MBEs (34%).
- The amount of contract dollars awarded to businesses increased overall and for all business types with the exception of WBEs; the largest increases were found for non-CBEs (by 256%) and MBEs (by 83%). In FY19, there were six large contracts from DHCF that were awarded to non-CBEs (2.2 billion dollars) and three contracts that were awarded to MBEs (1.1 billion dollars).

**FY19-20**

- In contrast to FY18-19, the number of contracts awarded decreased overall and for all business types. The largest percentages were found for non-CBEs (-25%) and WBEs (-25%). The smallest decreases in contracting occurred among CBEs (-2%) and MBEs (-1%).
- The overall amount of contract dollars awarded to businesses decreased by 17% in FY19-20 and for all business types. The largest decrease occurred among WBEs.

**Table 5A. Trends in Minority Contracting<sup>22</sup>**

| <b>Firm Type</b>                         | <b>FY2018</b>          | <b>FY2019</b>          | <b>FY2020</b>          |
|--|------------------------|------------------------|------------------------|
| <b>Total Number of Contracts Awarded</b> | <b>1,058</b>           | <b>1,316</b>           | <b>1,143</b>           |
| Non-CBEs                                 | 562                    | 647                    | 487                    |
| CBEs                                     | 496                    | 669                    | 656                    |
| CBE MBEs                                 | 382                    | 513                    | 509                    |
| CBE WBEs                                 | 169                    | 199                    | 150                    |
| <b>Total Dollars Awarded</b>             | <b>\$2,284,098,704</b> | <b>\$5,186,560,511</b> | <b>\$4,325,544,075</b> |
| Non-CBEs                                 | \$860,522,230          | \$3,061,842,584        | \$2,611,288,999        |
| CBEs                                     | \$1,423,576,474        | \$2,124,717,927        | \$1,714,255,075        |
| CBE MBEs                                 | \$1,016,626,208        | \$1,856,304,380        | \$1,420,986,066        |
| CBE WBEs                                 | \$240,660,774          | \$201,072,133          | \$124,148,876          |

<sup>22</sup> Data from the Transparency Portal included each option year associated with the award date. Therefore, to analyze the number and dollar amount of contracts awarded by fiscal year, the option years were totaled by contract number. For example, if a contract with three option years was awarded in FY18, the total amount of the contract awarded would be the sum of the base plus three option years. Therefore, the total contract value would be represented in FY18 (fiscal year the contract was awarded). However, it is important to note that the spend continues for the duration of the contract.

## 6. Multiple Contract Awards to CBEs

During the study period:

- Of the total number of firms receiving contracts (1,599), 547 (34%) were CBEs that were awarded at least one contract.
- Of those 547 firms<sup>23</sup>, 413 were MBEs and 171 were WBEs.

Among the 547 CBE firms awarded contracts:

- 413 MBEs were awarded a total of 1,404 contracts.
  - 243 MBEs were awarded 1-2 contracts, 102 MBEs were awarded 3-5 contracts and 68 MBEs were awarded more than five (5) contracts.
- 171 WBEs were awarded a total of 518 contracts.
  - 103 WBEs were awarded 1-2 contracts; 46 WBEs firms were awarded 3-5 contracts; and 22 WBEs firms were awarded more than five (5) contracts.

**Table 6** shows the number of multiple contracts awarded to MBEs and WBEs by race categories during the study period.

**Table 6. Multiple Contracts Awarded to MBEs/WBEs (FY18-20)**

| <b>Firm Type</b>             | <b>1-2 contracts</b> | <b>3-5 contracts</b> | <b>More than 5 contracts</b> | <b>Total</b> |
|------------------------------|----------------------|----------------------|------------------------------|--------------|
| <b>CBE MBEs</b>              | <b>243</b>           | <b>102</b>           | <b>68</b>                    | <b>413</b>   |
| African American             | 204                  | 75                   | 54                           | 333          |
| Asian American               | 19                   | 17                   | 6                            | 42           |
| Hispanic American            | 19                   | 10                   | 7                            | 36           |
| Native American              | 1                    |                      | 1                            | 2            |
| <b>CBE WBEs<sup>24</sup></b> | <b>103</b>           | <b>46</b>            | <b>22</b>                    | <b>171</b>   |
| African American             | 76                   | 28                   | 16                           | 120          |
| Asian American               | 5                    | 6                    | 0                            | 11           |
| Caucasian                    | 16                   | 7                    | 4                            | 27           |
| Hispanic American            | 6                    | 5                    | 2                            | 13           |

<sup>23</sup> MBEs and WBEs are overlapping subsets of CBEs. A CBE can either be a MBE or a WBE or both or neither (which indicates non-minority or non-women owned firms).

<sup>24</sup> Contracts with missing race field and “Other” racial category are not shown in the table.

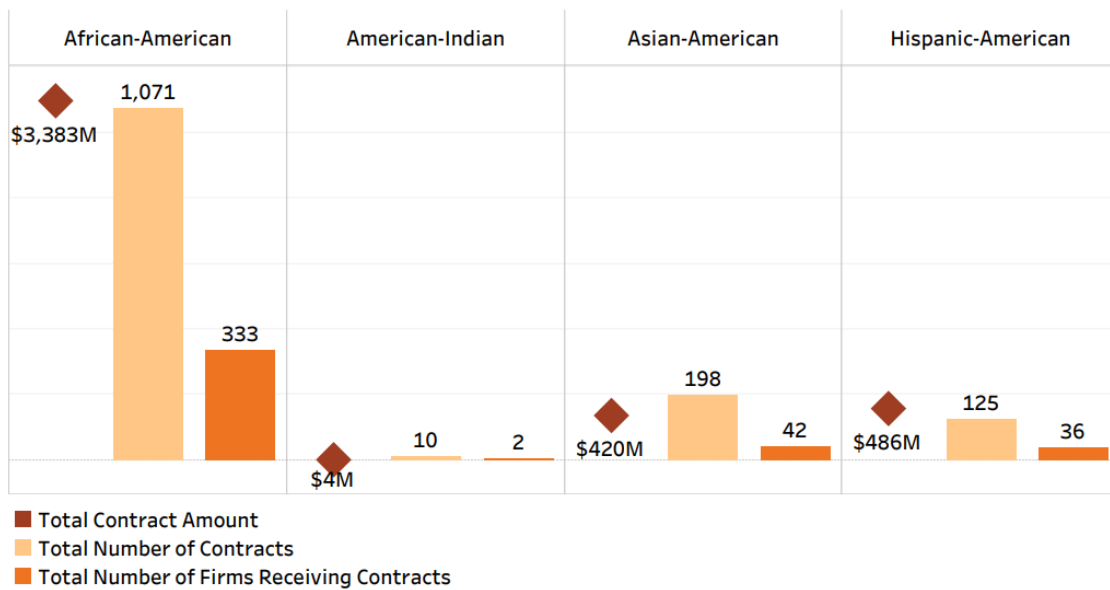
## 7. Contract Awards by Race

During the study period:

- A total of 413 MBEs were awarded 1,404 contracts worth 4.29 billion contract dollars.
  - 333 (81%) African American firms were awarded 1,071 (76%) contracts worth 3.38 billion contract dollars.
  - Two (2) (0%) Native-American firms were awarded 10 (1%) contracts worth 4.17 million contract dollars.
  - 42 (10%) Asian-American firms were awarded 198 (14%) contracts worth 420.47 million contract dollars.
  - 36 (9%) Hispanic-American firms were awarded 125 (9%) contracts worth 485.96 million contract dollars.

**Figure 5** shows the total number of contracts and total contract dollar amounts awarded to MBEs by race categories during the study period.

**Figure 5. Contract Awards by Race: MBEs (FY18-20)**



**Table 7** shows the total number of contracts and total contract dollar amounts awarded to MBEs by race categories during the study period.

**Table 7. Contracts Awarded to MBEs by Race**

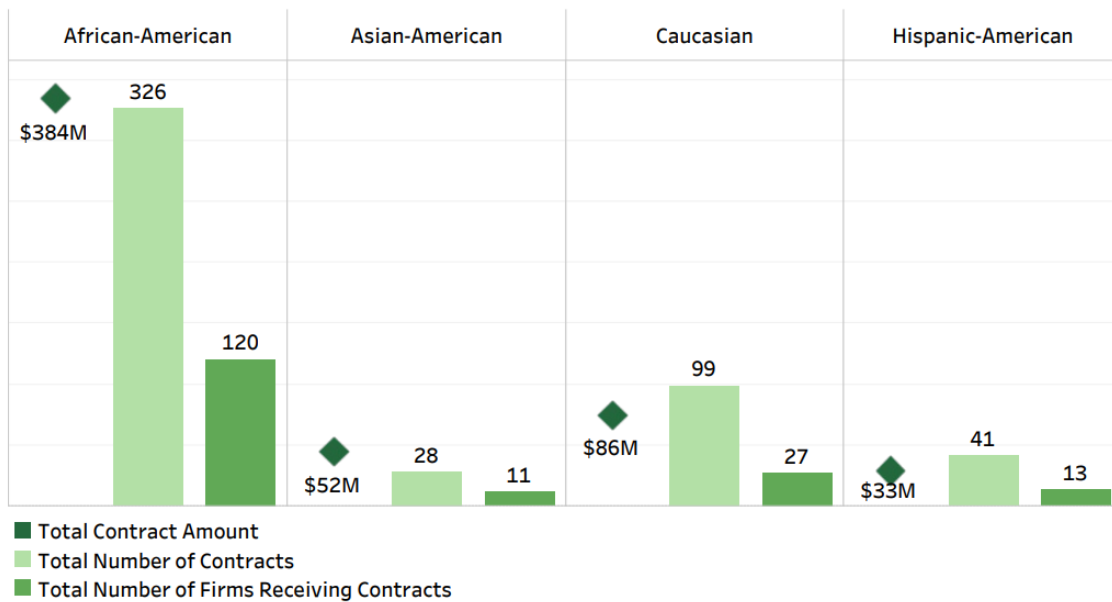
| <b>Firm Type</b>                          | <b>FY2018</b>   | <b>FY2019</b>   | <b>FY2020</b>   | <b>Total</b>    |
|---|-----------------|-----------------|-----------------|-----------------|
| <b>MBEs</b>                               |                 |                 |                 |                 |
| Total Number of Contracts                 | 382             | 513             | 509             | 1,404           |
| Total Number of Firms Receiving Contracts | 202             | 238             | 218             | 413             |
| Total Contract Amount                     | \$1,016,626,208 | \$1,856,304,380 | \$1,420,986,066 | \$4,293,916,655 |
| <b>African American</b>                   |                 |                 |                 |                 |
| Total Number of Contracts                 | 305 (80%)       | 400 (78%)       | 366 (72%)       | 1071 (76%)      |
| Total Number of Firms Receiving Contracts | 166 (82%)       | 196 (82%)       | 166 (76%)       | 333 (81%)       |
| Total Contract Amount                     | \$555,256,599   | \$1,571,200,162 | \$1,256,857,355 | \$3,383,314,116 |
| <b>American Indian</b>                    |                 |                 |                 |                 |
| Total Number of Contracts                 | -               | 6 (1%)          | 4 (1%)          | 10 (1%)         |
| Total Number of Firms Receiving Contracts | -               | 1 (0%)          | 2 (1%)          | 2 (0%)          |
| Total Contract Amount                     | -               | \$2,031,378     | \$2,140,000     | \$4,171,378     |
| <b>Asian American</b>                     |                 |                 |                 |                 |
| Total Number of Contracts                 | 46 (12%)        | 62 (12%)        | 90 (18%)        | 198 (14%)       |
| Total Number of Firms Receiving Contracts | 20 (10%)        | 22 (9%)         | 28 (13%)        | 42 (10%)        |
| Total Contract Amount                     | \$201,432,614   | \$106,742,926   | \$112,298,260   | \$420,473,800   |
| <b>Hispanic American</b>                  |                 |                 |                 |                 |
| Total Number of Contracts                 | 31 (8%)         | 45 (9%)         | 49 (10%)        | 125 (9%)        |
| Total Number of Firms Receiving Contracts | 16 (8%)         | 19 (8%)         | 22 (10%)        | 36 (9%)         |
| Total Contract Amount                     | \$259,936,996   | \$176,329,914   | \$49,690,452    | \$485,957,361   |

**Figure 6** shows the total number of contracts and total contract dollar amounts awarded to WBEs by race categories during the study period.

During the study period:

- A total of 171 WBEs were awarded 518 contracts worth 565.88 million dollars.
  - 120 (67%) African American WBEs were awarded 326 (63%) contracts worth 383.61 million dollars.
  - 11 (6%) Asian-American WBEs were awarded 28 (5%) contracts worth 51.61 million dollars.
  - 27 (15%) Caucasian WBEs were awarded 99 (19%) contracts worth 85.82 million dollars.
  - 13 (7%) Hispanic firms were awarded 41 (8%) contracts worth 33.44 million contract dollars.

**Figure 6. Contract Awards by Race: WBEs (FY18-20)**



**Table 8** shows the total number of contracts and total contract dollar amounts awarded to WBEs by race categories during the study period.

**Table 8. Contracts Awarded to WBEs by Race**

| <b>Firm Type</b>                          | <b>FY2018</b> | <b>FY2019</b> | <b>FY2020</b> | <b>Total</b>  |
|---|---------------|---------------|---------------|---------------|
| <b>WBEs<sup>25</sup></b>                  |               |               |               |               |
| Total Number of Contracts                 | 169           | 199           | 150           | 518           |
| Total Number of Firms Receiving Contracts | 93            | 101           | 91            | 179           |
| Total Contract Amount                     | \$240,660,774 | \$201,072,133 | \$124,148,876 | \$565,881,783 |
| <b>African American</b>                   |               |               |               |               |
| Total Number of Contracts                 | 119 (70%)     | 123 (62%)     | 84 (56%)      | 326 (63%)     |
| Total Number of Firms Receiving Contracts | 68 (73%)      | 64 (63%)      | 55 (60%)      | 120 (67%)     |
| Total Contract Amount                     | \$201,913,760 | \$124,161,077 | \$57,531,759  | \$383,606,597 |
| <b>Asian American</b>                     |               |               |               |               |
| Total Number of Contracts                 | 2 (1%)        | 14 (7%)       | 12 (8%)       | 28 (5%)       |
| Total Number of Firms Receiving Contracts | 2 (2%)        | 8 (8%)        | 8 (9%)        | 11 (6%)       |
| Total Contract Amount                     | \$1,291,599   | \$24,807,238  | \$25,506,928  | \$51,605,764  |
| <b>Caucasian</b>                          |               |               |               |               |
| Total Number of Contracts                 | 21 (12%)      | 45 (23%)      | 33 (22%)      | 99 (19%)      |
| Total Number of Firms Receiving Contracts | 11 (12%)      | 19 (19%)      | 16 (18%)      | 27 (15%)      |
| Total Contract Amount                     | \$10,796,958  | \$39,828,726  | \$35,199,263  | \$85,824,948  |
| <b>Hispanic American</b>                  |               |               |               |               |
| Total Number of Contracts                 | 12 (7%)       | 12 (6%)       | 17 (11%)      | 41 (8%)       |
| Total Number of Firms Receiving Contracts | 6 (6%)        | 7 (7%)        | 8 (9%)        | 13 (7%)       |
| Total Contract Amount                     | \$17,226,963  | \$10,459,281  | \$5,754,947   | \$33,441,191  |

<sup>25</sup> Contracts with missing race field and “Other” racial category are not shown in the table.



## **SUMMARY**

During the study period, there was an increase of 195 applications from FY18-19 and a decrease of 260 applications from FY19-20.

Out of the total CBE applications received and approved, MBEs made up approximately 65% for each fiscal year. The percentage of WBE approved applications out of total applications approved increased by 8% (to 39%).

The percentage of the number of contracts awarded to CBEs out of the total number of awarded contracts increased 10% (to 57%); the percentage of contracts awarded to CBE MBEs increased by 9% (to 45%), while the percentage of contracts awarded to CBE WBEs decreased 3% (to 13%).

Similarly, the number of CBE firms awarded contracts out of the total number of firms awarded contracts increased by 7% (to 44%); CBE MBE firms awarded contracts increased by 6% (to 34%) while CBE WBE firms had a 1% increase (to 14%).

Despite the percentage increase of contracts being awarded to CBEs and CBE MBEs during the study period, the percentage of the overall contract dollars spent with CBEs decreased 22% (to 40%). A contributing factor for this decline is the majority of award to non-CBEs of 12 Department of Health Care Finance Indefinite Delivery, Indefinite Quantity contracts totaling over \$6B. Excluding these 12 IDIQs, the percentage of the overall contract dollars spent with CBEs decreased 8% (to 54%).

Lastly, 413 CBE MBEs were awarded at least one contract; at least 68 CBE MBEs were awarded more than five (5) contracts. Also, 171 CBE WBEs were awarded at least one contract; at least 22 were awarded more than five (5) contracts.

## RECOMMENDATIONS

To encourage minority or women-owned businesses to compete in the District's procurement process, there must be a focus on building supportive ecosystems that prioritize the expansion of access to both opportunities and information.

To expand access to opportunities, DSLBD recommends the following:

- (1) Implementing Certified Business Enterprise ("CBE") Program reforms based on business community feedback;
- (2) Completing the District Enterprise System ("DES") to increase transparency in the contracting and procurement process for businesses;
- (3) Reducing barriers to entry for businesses in industries with high start-up costs by innovating new, and amplifying existing, ways for businesses to access capital; and
- (4) Helping small businesses gain or increase capacity to secure government contracts through partnerships with more experienced firms.

To increase access to information, DSLBD recommends the following:

- (5) Diversifying tactics in information sharing to better position more businesses to compete for contracts and procurements, some of which involve high barrier-to-entry industries.

To evaluate progress in these access initiatives, DSLBD recommends the following:

- (6) Standardizing the collection of spend and demographic data across all District agencies with procurement authority.

### 1. Implement CBE Program Reforms

**Recommendation #1: The Council should pass B24-0046, *the Supporting Local Business Enterprises Amendment Act of 2021*.**

The CBE Program provides preference points to certified local businesses competing for contracts and procurements with the District government. In FY20, the District spent close to \$1B with enterprises certified through this program.

The enactment of B24-0046 will encourage more local businesses, including minority or women-owned enterprises, to utilize the CBE Program as a pathway to procurement; this legislation, re-introduced by the Mayor on January 27, 2021, makes five sweeping improvements to current law which will strengthen the impact of the program for local businesses competing in the procurement process by resolving the following business community concerns:

- *A business that is majority-owned, financed and/or controlled by an out-of-state parent company can get certified as a local, District-based business.* B24-0046 tightens eligibility requirements for becoming a local business enterprise ("LBE"), the prerequisite for gaining entry into the CBE Program by requiring a business applying for LBE status to be independently owned and independently operated; this will prevent out-

of-state, larger businesses from establishing a “local” office for the purpose of gaining preference for District contracts and procurements.

- *Beneficiaries are not invoicing the District regularly and paying subcontractors timely thereby creating financial hardship for CBEs performing subcontracting work.* B24-0046 adds protections for CBE subcontractors by mandating beneficiaries to invoice the District for work performed on a government-assisted project every 30 days, and following receipt of payment by the District, to pay subcontractors for work performed and invoiced, further guaranteeing that CBE subcontractors are paid timely and at a regular cadence.
- *Beneficiaries who disregard subcontracting requirements are not subject to strict-enough penalties.* B24-0046 ensures that beneficiaries who do business with the District and fail to demonstrate the use of “commercially reasonable best efforts” to adhere to CBE law subcontracting requirements will still be required to pay the District the value of this subcontracting amount in order to meet their contractual obligation under the law. This will guarantee that the District and the CBE community are made whole.
- *Beneficiaries are subcontracting to enterprises that they have an ownership or otherwise financial interest in.* B24-0046 eliminates the ability for a beneficiary awarded a contract with a 35% subcontracting requirement to fulfill the requirement by subcontracting to a business that it has an ownership or financial interest in.
- *Equity sponsors could be subject to disproportionate project costs greater than their investment.* B24-0046 protects equity sponsors (*i.e.*, small investors, disadvantage investors, certified equity participants) from bearing disproportionate project costs while ensuring that proportionate voting rights are guaranteed.

**Recommendation #2: DSLBD should continue to identify ways to adjust CBE Program services for participants, particularly throughout the remainder of the public health emergency.**

DSLBD will continue to adjust program operations to ensure uninterrupted services for businesses, particularly in the areas of Certification and Compliance/Enforcement. To date, DSLBD has had success in transitioning to a virtual model for these services that have been traditionally offered in person. For example, DSLBD modified certification and compliance operations to include virtual site visits and spot checks. Virtual site visits have allowed enterprises to seamlessly and safely apply or re-apply for CBE status during the pandemic; virtual compliance spot checks continue to reinforce DSLBD’s overall enforcement priorities of curbing fraud and abuse through increased visibility over program participants.

**2. Complete the District Enterprise System (“DES”)**

**Recommendation #3: All scheduled modules and releases of the DES should be completed.**

Through the DES, DSLBD continues to identify and implement new ways to increase the level of transparency both businesses and the District have into the local contracting and procurement process. For example, DSLBD understands that CBEs are not just beneficiaries on contracts; they also gain advantages via their certification status through CBE subcontracting requirements on government-assisted projects. Completion of the DES will allow greater visibility over first to third tier subcontracting activity affording the District more insight into who is availing themselves of contracting opportunities at all levels; this will improve the District's collection, tracking, and evaluation of spending and demographic data to better assess the utilization of MBE and WBE contractors and subcontractors on District-funded projects.

The DES also continues to simplify a business's ability to more effectively and efficiently identify current District government opportunities. For example, most recently, the February 2021 release of the DES' District CBE Waiver Portal empowers businesses by allowing them to self-select which waiver notifications they would prefer to receive based on NIGP codes, ensuring that they receive only the information they deem relevant to them.

Furthermore, with additional funding to complete and release all modules, DSLBD foresees the DES to be a transformative tool capable of furthering the uniform collection of agency contracting and procurement data, including voluntary self-identification markers of race and gender; this can ultimately help the District gain added insight into the level of access to, and use of, services and supports by various demographics.

### **3. Expand Access to Capital**

**Recommendation #4: DSLBD should continue to innovate new, and amplify existing, ways for businesses to access capital to further compete in the District's contracting and procurement process.**

Some high dollar volume government contracts are linked to high barrier-to-entry industries. Such barriers to entry often involve associated high start-up costs that prevent new competitors from entering the market. As such, DSLBD will continue to find ways for local businesses to gain access to capital which will, in turn, allow businesses to expand and grow capacity to then compete for higher dollar volume contracts.

In FY20, DSLBD and DISB launched the DC Capital Connector, a free, online matchmaking tool that connects small businesses to lenders and bonding agents with the push of a button. To date, this tool has connected over 100 users with lenders and credit counseling services. In November, our Business Opportunities division held an all-virtual version of District Connect, DSLBD's annual business expo. This two-day event engaged 191 District in workshops, direct matchmaking sessions with contracting officers and beneficiaries, and consultations with lenders, insurance providers and bonding agents.

This month, DSLBD partnered with Kiva, a 501(c)(3) non-profit, whose mission is to help the unbanked, or underbanked, in underserved communities access the financial services they need to start or grow a business; this is achieved by crowdfunding loans to help these entrepreneurs unlock capital.

DSLBD will continue to collaborate with local lending institutions, including Community Development Financial Institutions, to reduce barriers to capital for businesses, including those businesses owned by persons from traditionally underserved populations.

#### **4. Expand Access to Development Opportunities**

##### **Recommendation #5: DSLBD should continue to foster mentor-protégé relationships to help small businesses increase skills and capacity to further compete for government contracts**

DSLBD continues to explore the use of pilot programming in line with section 2349 of the CBE law to maximize the participation of certified business enterprises in the contracting and procurement process. For example, DSLBD continues to work with inter-agency partners with procurement authority (*e.g.*, DGS) to identify projects ripe for a mentor-protégé pilot. Also, DSLBD has broadened its mentor-protégé program outreach to include quasi-independent authorities, such as the District of Columbia Water and Sewer Authority (DC WASA).

#### **5. Diversify Means for Information Sharing**

##### **Recommendation #6: DSLBD should continue to diversify the ways in which businesses can access information that will prepare them for contracting and procuring with the District.**

DSLBD will prioritize information through outreach. As the Department continues to identify potential growth areas for businesses, it is critical that DSLBD adapt relevant outreach and informational trainings to meet local businesses where they are. This is why DSLBD has increased usage of virtual platforms because of their capacity to enable end-users to take advantage of offerings and information when and where they choose.

Below are some recent examples of how DSLBD has utilized digital and virtual platforms to disseminate information in hopes of reaching a broader business audience in FY20 and FY21, to date:

- *FY21 Green Book*: The sixth annual release of the Green Book was all digital and accompanied by a fully navigational website. The website is equipped with the all-new interactive District Spend Data Dashboard which will help small businesses find contract and procurement opportunities in a variety of ways:
  - More Data - The dashboard includes data on all available opportunities for each agency – more than could reasonably be included in the Green Book’s hardcopy version;

- Searchable - Information can be sorted in a variety of ways, by agency, by category, by keyword and NIGP codes empowering users to select and receive information how they choose; and
  - Interactive - Visuals help contextualize data so that users can quickly understand the opportunities available.
- *DC Local Business Expo*: DSLBD hosted this first-time, all-virtual expo to help businesses navigate the uncharted landscape of the pandemic. The expo attracted over 200 local businesses who engaged with live trainings, workshops, and one-on-one matchmaking sessions – some of which centered on sports betting. This successful event was DSLBD’s beta test for the annual District Connect event which, too, was modified to be an all-virtual event.
  - *District Connect*: This fiscal year’s District Connect two-day event was all virtual. District businesses participated in workshops, matchmaking sessions with contracting officers and beneficiaries, and consultations with lenders, insurance providers and bonding agents. The workshops were also recorded and available to persons who were unable to attend for future access at their convenience.
  - *Procurement Technical Assistance Center (“PTAC”) Outreach Series*: DSLBD’s PTAC has leveraged virtual platforms to offer a host of educational outreach sessions to help further businesses’ goals of securing federal and local contracts and procurements. This series included topics, such as: Doing Business with DC Public Schools (DCPS), PPP Loan Forgiveness, Building Effective Government Cost Proposals, Leveraging U.S. Small Business Administration Certifications, Doing Business with GSA – Locating Opportunities, Outcome Based Business Development, Capture, and Proposal Development, Impacts of COVID on Credit Underwriting, and others. The series was also recorded and available to persons who were unable to attend for future access at their convenience.

## 6. Standardize the Collection of Procurement Data

### **Recommendation #7: Agencies with procurement authority should standardize the collection of spend and demographic data for contract awardees Districtwide.**

As the District continues to advance forward on data transparency and system efficiency objectives, procurement agencies should prioritize the implementation of a uniform process for collecting spend and demographic data following the award of a contract to a beneficiary (“prime”).

The need for such uniformity was highlighted in the release of the Disparity Report: Framework and Recommendations in January 2020. Following the release, the City Administrator convened a working group consisting of OCP, OCTO, DGS, and DSLBD to address some of the data roadblocks highlighted in the Report, one of which was the lack of cross-agency standardized

procurement data. While the working group worked to address data issues within existing systems, it was agreed that a standardized collection of new data would be necessary in order to complete a full and comprehensive disparity study; such standardization will also facilitate a better assessment of the utilization of equity impact enterprises, minority-owned prime contractors and subcontractors, and women-owned prime contractors and subcontractors in the local contracting and procurement process.

Again, with additional funding to complete and release all DES modules, DSLBD foresees the DES to be a transformative tool capable of furthering this standardized collection of agency contracting and procurement data.