

Supplier Diversity Participation Efforts and Reporting

**Presentation to the Financial Management
Advisory Council**

April 28, 2016

What Does OMWBE Do?

- Identify and eliminate barriers to equal participation by qualified minority- and women-owned businesses in state agency and educational institution contracts.
- Certify firms.
- Outreach.
- Monitor and post agency and educational institution spend (actual and planned) with certified minority- and women-owned businesses.

Supplier Diversity Reports

- Agencies and educational institutions must submit annual reports to OMWBE:
 - ▶ Amount of procurement spent with certified minority- and women-owned businesses.
 - ▶ Plans to increase spending with minority- and women-owned firms.

2014 Supplier Diversity Results



1470 - Off of Minority & Women's Business DIVERSITY PARTICIPATION (147)

Report Number: PART002
Biennium: 2015

Trans 07 -Jan FY1 Through 18 -Dec FY2

Report Run Date: Jun 15, 2015 10:49AM

	Total	Percentage***
Total Spend*	\$31,292.92	
Total Spend with Tax Id Number (TIN) w/o Purchase Card payments**	\$25,126.46	80.29%

* The specific sub-object codes used for calculations were identified and agreed upon by Department of Enterprise Services, Office of Minority & Women's Business Enterprises and Department of Veterans Affairs to develop the base total state spend.

**As of FY13, not all spend data contains a unique identifier to accurately match the spend to a certified OMWBE, Veteran or Small Business. The TIN number was identified as the most reliable unique identifier.

*** Percentage is calculated by dividing Total Spend with Tax Id Number (TIN) w/o Purchase Card payments by Total Spend.

Participation

		Total	Percentage
Certified MWBE Businesses †		\$8,476.15	33.73%
Number of TINs	Business Type ††	Total	Percentage
1	Small	\$8,476.15	33.73%
1	Woman Owned Business Enterprise	\$8,476.15	33.73%

2015 Supplier Diversity Plans

2015 Supplier Diversity Plan Template



1. The Plan Representative is Edwina Martin-Arnold. This person will guide implementation of the 147 OMWBE M/WBE initiatives and progress. Additionally, this person will lead agency efforts to attend appropriate trade show and similar events.

2. Current Participation Spend of M/WBE (in percentage and in dollars the percentage represents):

	Percentage	Dollars	Total
Minority Spend			\$25,126.46
Woman Spend	33.73%	\$8,476.15	\$25,126.46
Minority Woman Spend			\$25,126.46

3. The 2015 aspirational goals, which should be at least 20 percent above 2014 M/WBE Spend are as follows (in percentage and in dollars the percentage represents):

Aspirational Goal: Minority / Women Spend	Percentage	Estimated Dollars
	16%	\$4020.23

4. Our agency/institution will identify plans to sponsor, support, and/or participate in the following outreach events with the M/WBE community associations, vendor, and industry organizations:

- OMWBE will continue participate in the Regional Contractors forum
- OMWBE will continue to outreach and partner with Tabor 100, NAMC, and various diverse Chambers of Commerce.
- OMWBE will attend Outreach events sponsored by Agencies such as Department of Enterprise Services.
- OMWBE will continue to conduct workshop which include encouraging certified businesses to bid on projects.
-

Results WA Goals

By 2017, increase state agency and educational institution's utilization of state-certified firms in public works and other contracting and procurement to:

- 10% Minority
- 6% Woman
- 5% Veteran

2014 Results

Minority owned businesses = 0.63%

Women owned businesses = 0.39%

1.02%

Veteran owned businesses = 0.23%

Notes about 2014 reports:

- ▶ *Calendar year*
- ▶ *Did not include payments to subcontractors*

Why aren't we meeting goals?

What we're hearing from agencies and businesses...

Firms don't see benefit in being certified.

Certification process is too long and complicated.

Agencies don't know what strategies to use.

Agencies need guidance and support.

Not enough certified firms.

Inconsistent and difficult processes.

What OMWBE is Doing

Done:

- Surveyed customers
- Improved customer service
- Put more resources into certification (more in June)
- New fact sheets

Doing:

- Simplify applications (late April 2016).
- Improve web site

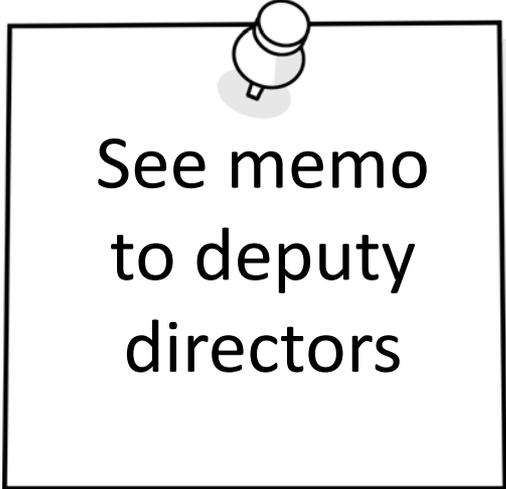
What OMWBE is Doing

To-do:

- Review certification requirements and process (ongoing over next several months)
- Allow online applications (still exploring)
- Strategic plan for outreach:
 - Targeted to need
 - Bilingual Spanish
 - Increased engagement with eastern and southwest Washington

2015 and 2016 Agency Reporting

- Return to reporting on fiscal year
- Return to including subcontractor data
- Improve reporting format/add context
- Goals are Results Washington goals



See memo
to deputy
directors

Questions?

Teresa Berntsen

Director

teresab@omwbe.wa.gov

360-664-9757

Lawrence Coleman

Assistant Director of Communications & External Relations

lawrencec@omwbe.wa.gov

360-664-9759