FISCAL YEAR 2019 ANNUAL REPORT

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In 2019, the City of Charlotte continued to honor the strategic call to action for fair and equitable access to opportunities, increased support and advocacy, and economic mobility for our great Minority, Women, and Small Business Enterprise (MWSBE) partners. Through the city’s Charlotte Business INClusion (CBI) Program, and in concert with our elected officials and business community, we continue our steadfast commitment to support equity, diversity, and inclusion on your behalf.

“For a fifth straight year, the city has surpassed prior year spending, resulting in $133,268,593 paid to certified MWSBE firms.”

We are excited to announce that Fiscal Year 2019 resulted in tremendous growth in MWSBE certifications, opportunities, contract awards, and spending. For a fifth straight year, the city has surpassed prior year spending, resulting in $133,268,593 paid to certified MWSBE firms. Our intentional focus on capacity building, outreach, and targeted opportunities resulted in 23.47% growth in minority certifications, as well as increased participation in city contracting opportunities by MWSBE firms.

We hope that you find this Fiscal Year 2019 Annual Report informative and thank you for your commitment and partnership. We reaffirm our commitment to ensuring that our MWSBE community is thriving. On behalf of the CBI team, our community partners, and the hundreds of advocates supporting inclusion initiatives across the city and throughout our community, we are grateful for the opportunity to serve side-by-side with you in this endeavor.

Yours in grateful service,

Kay Elmore,
Chief Procurement Officer and Acting CBI Program Manager
Continuing Success

Creating Economic Opportunity for All Charlotte Businesses

- The Charlotte Business Inclusion Program promotes diversity, inclusion, and local business opportunities in the city’s contracting and procurement process.
- The program increases opportunities for minority, women, and small business enterprises to contract with the city, resulting in greater job availability and economic growth for the local business community.
- A 14-member community stakeholder group, the Charlotte Business INClusion Advisory Committee, provides support and input to the program and actively champions for inclusion, opportunity, and economic development for all diverse Charlotte businesses.

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Total Citywide Opportunities</th>
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<tbody>
<tr>
<td>FY2015</td>
<td>$211,583,211</td>
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<tr>
<td>FY2016</td>
<td>$196,574,760</td>
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<td>FY2017</td>
<td>$205,500,524</td>
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<td>FY2018</td>
<td>$322,205,827</td>
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<tr>
<td>FY2019</td>
<td>$557,834,460</td>
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</table>

$235+ MILLION INCREASE FOR CITYWIDE OPPORTUNITIES
Prepared MBEs for Sustained Growth

In October 2019, AMP Up! Charlotte in partnership with Charlotte Douglas International Airport completed its second cohort with thirteen graduates ready to obtain contracting opportunities with the CLT Airport, large corporations, government agencies, and organizations.

“Being a part of AMP Up! means I have an opportunity to acquire the wisdom, strategies, and knowledge to grow my business to a self-sustaining level.”

- Tracei D. Ball, MD, OnCall Mobile Medical & Wellness

AMP Up! Charlotte is a program designed to prepare Minority Business Enterprises (MBEs) for growth and expansion to increase business revenue, create jobs, and positively impact the community. As a participant in the seven-month, bi-weekly course, MBEs receive targeted training, as well as business development and mentoring services to propel their enterprise forward.

GET INVOLVED

EconomicDevelopment@charlottenc.gov
Applications open at the beginning of each year.
Contracting Opportunities With the City

The City of Charlotte launched EarlyBird, an application to improve the accessibility of government contracts to business owners in the city and county. The interactive tool features a comprehensive list of active and in-development opportunities for enterprises to find and follow future procurement projects.

EarlyBird also integrates with social media, allowing users to follow bid updates through contract-specific hashtags, as well as observe added, modified, and archived opportunities.

230+ UPCOMING CONTRACTING OPPORTUNITIES ACROSS ALL CITY DEPARTMENTS

Contributing to Working Capital

Access to capital is essential for operating a business. In 2003, the City of Charlotte partnered with corporations and foundations to establish the Charlotte Community Capital Fund, which provides loan guarantees to support equipment and inventory purchases and working capital needs.

Similarly, in 2012, the city implemented an innovative Small Business Mobilization Loan Program (SBMLP) to provide city certified MWSBEs access to short-term, low-rate financing to support their temporary working capital needs as they participate in city projects.

The city continues to search for ways to enhance the usefulness and availability of funds for small businesses within the Charlotte-Mecklenburg region. A committee of local stakeholders has been tasked with re-envisioning the city’s loan program. The committee plans to research, compile data, and then recommend ways to assist small businesses to improve their chances of success.

During FY2019, the city’s SBMLP made loans totaling $353,500 to small businesses to support operating expenses such as equipment and inventory purchases and payroll needs.
Removing Barriers to Participation

In April 2013, the City of Charlotte adopted the CBI policy to promote diversity, inclusion, and local business opportunities in the city’s contracting and procurement process for MWSBEs in the greater Charlotte region.

CBI provides benefits for both the city and the business community in our region. For MWSBEs, participation in the program provides greater exposure to business opportunities and access to resources. For the city, participation helps increase contracting opportunities with MWSBE companies, resulting in greater job availability and business growth for the local business community.

“The CBI program has been instrumental in assisting us with gaining access to prime contractors in the technology industry. CBI is a conduit to increasing our exposure which allowed us to expand our service offerings and create jobs in the community.”
— Anita Staton, Miles Enterprise Solutions

Miles Enterprise Solutions was established in 2013 as a North Carolina-based logistics company, offering technical support, cybersecurity, management, and training solutions for both the public and private sectors.

TOTAL CITY CERTIFIED VENDORS

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Total Vendors</th>
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</thead>
<tbody>
<tr>
<td>FY2015</td>
<td>232</td>
</tr>
<tr>
<td>FY2019</td>
<td>1,053</td>
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</tbody>
</table>

354% VENDOR INCREASE

FY2019 VENDOR ETHNICITY

- AFRICAN AMERICAN: 204
- ASIAN AMERICAN: 38
- HISPANIC / LATINO: 82
- NATIVE AMERICAN: 14
- NON-MINORITY FEMALE: 202
- NON-MINORITY MALE: 513

Miles Enterprise Solutions
Owned by Anita Staton

Miles Enterprise Solutions was established in 2013 as a North Carolina-based logistics company, offering technical support, cybersecurity, management, and training solutions for both the public and private sectors.
Total Spend by Fiscal Year
With City Certified MWSBEs

The economic inclusion of MWSBEs in city contracts at both the prime and subcontractor level is a core foundation in the CBI programs’ work. In FY2019, City of Charlotte’s contracts with MWSBEs totaled $133,268,593. This includes $72,939,006 in prime contracts and $60,329,857 in subcontracts with MWSBEs.

The graphs below show the city’s total spend and total prime and subcontractor spend with MWSBEs from FY2015 to FY2019.

TOTAL PRIME MWSBE SPEND BY FISCAL YEAR
- FY2015: $34,765,577
- FY2016: $41,048,305
- FY2017: $51,397,352
- FY2018: $59,727,192
- FY2019: $72,939,006

TOTAL SUBCONTRACTOR MWSBE SPEND BY FISCAL YEAR
- FY2015: $27,118,393
- FY2016: $22,957,843
- FY2017: $30,420,048
- FY2018: $41,724,381
- FY2019: $60,329,857
The tables to the right reflect the city’s total spend by work category for the twelve months beginning July 1, 2018, and ending on June 30, 2019.

Total MWSBE spend opportunities for the reporting period stood at $557,834,460; of this amount, $133,268,593 was spent with city certified MWSBEs. The city’s FY2019 spending with certified MWSBEs of $133,268,593 represents a $31,817,020 increase over the same period as FY2018.

The tables below highlight the city’s total MWSBE spend by work category, totaling $133,268,593.
Total Spend by Ethnicity & Certification

With City Certified MWSBEs

The tables below show the city’s total MWSBE prime and subcontractor spend by ethnicity and certification for FY2019, totaling $133,268,593.

“As a certified MBE and SBE, the CBI program has given us the opportunity to partner and be mentored by many local architectural, engineering, and construction firms.”

– Charles Brown, Capstone Civil Engineering

**TOTAL SPEND BY ETHNICITY**

- Caucasian: $82,147,123
- African American: $23,748,924
- Hispanic/Latino: $6,697,012
- Native American: $6,135,021
- Asian American: $6,697,012
- SBE: $49,544,135

**TOTAL SPEND BY CERTIFICATION**

- MBE:
  - Caucasian: $13,007,657
  - African American: $5,562,886
  - Hispanic/Latino: $5,191,500
- WBE:
  - Caucasian: $18,931,055
- SBE:
  - Caucasian: $4,817,869
  - African American: $1,532,856
  - Hispanic/Latino: $1,134,126
  - Native American: $1,314,126
  - Asian American: $943,521

Capstone Civil Engineering is a multi-discipline civil engineering and construction management firm, delivering solutions for infrastructure, transportation, and building needs.
Top 22 Enterprises

MWSBE Spend by Certification

In FY2019, the city spent more than $1 million with certified MWSBEs. The top twenty-two enterprises are highlighted in the table below.

<table>
<thead>
<tr>
<th>MWSBEs</th>
<th>$1+ MILLION SPENT</th>
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</thead>
<tbody>
<tr>
<td>SBE</td>
<td>$1,005,139</td>
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<tr>
<td>MBE</td>
<td>$1,037,139</td>
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<tr>
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<tr>
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<tr>
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<tr>
<td>MBE</td>
<td>$1,560,243</td>
</tr>
<tr>
<td>WBE</td>
<td>$1,600,264</td>
</tr>
</tbody>
</table>

Top 22 Enterprises:
1. Professional Police Services
2. Roundtree Companies, LLC
3. Friends and Brothers Concrete, Inc.
4. Legal Title Research, LLC
5. Camps Construction Company
6. DOT Construction, Inc.
8. The Wilson Group Architects PA
9. DAS Architecture, Inc.
10. P&H Utilities
13. DE Brown Construction, Inc.
14. MV Momentum Construction, Inc.
15. SHI International Corp
16. Dakota Contracting Company
17. Fuller & Co. Construction, LLC
18. Rodgers Builders, Inc.
21. Dallas 1 Construction, LLC
22. Sanders Utility Construction Co., Inc.

Get Certified

The Charlotte Business Inclusion Program seeks to enhance competition and participation of MWSBE owned firms in contracting opportunities and promote economic growth and development in the City of Charlotte.

MWSBEs are major contributors to our state and local economies. The success of local MWSBEs is essential to providing jobs, promoting economic growth, diversifying our economy, and reaching our goals as a city.

Contact us for more information.

704.336.4137
CHARLOTTEBUSINESSINCLUSION@CHARLOTTENC.GOV

600 EAST 4TH STREET • 9TH FLOOR
CHARLOTTE, NC 28202
Thank you!

The City of Charlotte is proud to utilize the local MWSBE network and is grateful for the innovation and perspective brought to the business community.