



Building Our Future Together:

Diversity & Inclusion: A condition of doing business!

Mayor's Office of Equal Opportunity 2010 Annual Report

City of Cleveland

Frank G. Jackson, Mayor

**601 Lakeside Avenue,
Room 335**

Cleveland, Ohio 44114

April 1, 2011

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“Self help means to invest in the local economy by procuring goods and services from local companies and by hiring local employees. I have advocated this approach because it allows the city’s businesses and our local workforce to benefit from the hundreds of millions of dollars spent each year by city government and local businesses. Contracting is one strategy that the city of Cleveland is using to promote local economic investment and inclusion.”

**Frank G. Jackson
Mayor**



A Letter from the Director

Dear Citizens:

Supplier Diversity and Workforce Inclusion are more than just slogans or buzz words for the City of Cleveland; **they're a condition of doing business!** **Why?** Because small businesses are critical to our local economy, our tax base, and vital to employment for Cleveland-area residents.

The Office of Equal Opportunity (OEO) serves as an instrument to advocate for and encourage business and economic growth and opportunities for certified Minority (MBE), Female (FBE), Cleveland (CSB), and Local Producer and Sustainable Business Enterprises (SUBE). Further, the enactment of the Cleveland Resident Employment Law in 2004 (aka the Fannie Lewis Law), mandating Cleveland resident employment on large construction projects, has charged OEO to emphasize and enforce job creation for Cleveland residents.

OEO accomplishes our City goals under the mantra of **"Self Help"** by monitoring and enforcing Codified Ordinance Chapters 187, 187 A, and 188 that make a **condition** of doing business with the City that contractors make a good-faith effort to include certified MBE/FBE/CSB sub-contractors and employ Clevelanders. We operate from the premise that diversity and inclusion are dual pronged, embracing both **contracting and workforce (employment)**.

My team and I are committed to partnering with contracting entities in our region. To that end, we have established solid relationships with both public and private contracting entities in our region, including the Cleveland Clinic, Cuyahoga County, Cuyahoga Metropolitan Housing Authority, Northeast Ohio Regional Sewer District, and University Hospitals. In addition, a priority is to create mechanisms that enhance the capability of certified contractors to compete. We have maintained a 41-year partnership with Turner Construction to implement the James Walker Construction Training Program. In addition, in 2010 we were able to establish a relationship with Skanska Shook Construction for the creation of the first-ever Building Blocks Healthcare Construction Training Program.

Since 1977, Cleveland has worked to advance equal economic benefit for all Clevelanders. Today, our office remains committed to equal opportunity in municipal contracting. This report shares our activities and achievements in promoting diversity and inclusion in contracting for the City of Cleveland.

Sincerely,

Natoya J. Walker Minor

Chief, Public Affairs & Director, Office of Equal Opportunity



OEO Staff

OEO is responsible for the administration, monitoring and enforcement of the Minority Business Enterprise (MBE), Female Business Enterprise (FBE), Cleveland Small Business (CSB), and Local Producer and Sustainable Business program, the latter being new programs for smaller, local businesses; and Fannie M. Lewis Cleveland Resident Employment Law programs. The staff at OEO are committed to enforcement of Cleveland Codified Ordinance Chapters 187, 187A, and 188.

OEO staff members include:

Natoya J. Walker Minor	Chief, Public Affairs & OEO Director
Diana Anthony	Business Inclusion Analyst
Michael Curry	Business Inclusion Analyst
Lisa Dent	Compliance Administrator
Kimberly Fain	General Manager/Administrator
Shanelle Johnson	Contract Compliance Officer, Analyst
Lynn Peculis	Business Inclusion Analyst
DeAndrea Pruitt	Contract Compliance Officer
Nora Singleton	Executive Assistant to the Director
Carol Whitaker	Minority Business Development Administrator
Jennifer Wiman	Contract Compliance Officer
LeJon Woods	Contract Compliance Officer

Executive Summary

Despite the challenging economic climate, the City of Cleveland and Northeast Ohio are experiencing an exciting period of economic growth for our region and, in fact, a construction boom forecast at approximately \$2 billion, including:

Caesar's Horseshoe Casino	\$350 million
Flats East Bank:	\$275 million
Inner Belt Bridge	\$200 million
Medical Mart & Convention Center:	\$465 million

Although only one of the aforementioned projects has direct City of Cleveland investment, OEO is tasked with encouraging and fostering economic inclusion on all area projects.

This annual report represents the City's spend on contracting for the 2010 calendar year, outreach efforts to encourage and ensure inclusion, and our outlook for 2011.

The report is organized into eight parts: Mission & Objectives, Methodology, Outreach, and Summary of results for contract awards, Contract Compliance & Monitoring, Departmental Expenditures, Success Stories and an Appendix. The Summary of Results section presents an overview of the "spend" to MBE, FBE and CSB enterprises and the number of contracts let through the City. The Contract Compliance and Monitoring section reviews the annual participation goals, trends and number of contracts by department.

Method of Analysis:

The resources of data for analysis in this report include the City Board of Control (BOC) records for contract awards greater than \$50,000. Contracts under the Departments of Community and Economic Development that are not subject to BOC approval, and/or contracts awarded under Section 138.07 of the Codified Ordinances allowing the Department of Building and Housing the authority to enter into contracts for boarding-up or demolition of unsafe structures outside of the standard bidding process.

Despite the emergency nature of its contracts the Department of Building and Housing remains committed to the Mayor's directive of "Self Help" and the utilization of MBE, FBE and CSB contractors whenever possible and practical. The Office of Equal Opportunity and the Department of Building and Housing have provided the following information about board-ups and demolitions contracts below.

Summary of demolition contractor performance in 2010:

- 38 contractors in total
- 23 contractors were Cleveland-based operations
- 2 contractors were FBE certified
- 8 contractors were MBE certified
- 9 contractors were CSB certified
- 6 contractors were HUD Section 3 certified

Contracts awarded:

- MBE Certified contractors: received 285 contracts or 26%
- FBE Certified contractors: received 4 contracts or 4%
- CSB Certified contractors: received 288 contracts or 32%
- HUD Sect. 3 Certified contractors: received 209 contracts or 25%

In 2010, 42 Prime contractors and 187 certified subcontractors were awarded more than \$101 million of contracts over \$10,000. Subcontractors were awarded \$53.5 million of the \$101 million.

Certification Trends:

Today, most companies are multi-certified (more than one classification). To ensure that classifications are accurate and total 100 %, this report categorizes companies into seven groups: CSB, CSB/MBE, CSB/FBE, CSB/MBE/FBE, MBE/FBE, FBE, and MBE.

It is critical to highlight that as a result of our 2007 disparity study, “**vertical construction**” is the **only** subsector having race/gender specific goals (15% MBE, 7% FBE and 8% CSB.). The goals established by OEO for all other sectors (horizontal construction, professional services, other), are race/gender neutral and are implemented through Cleveland Small Businesses (CSB).

Cleveland Resident Employment Law (Fannie Lewis Law):

In 2009, OEO enforced requirements that resulted in penalties for failure to comply with the Cleveland Resident Employment Law. The result of this enforcement was a lower number of hearings in 2010 on failure to comply with the Fannie Lewis Law (Chapter 188 Codified Ordinances).

	Penalty Assessments	Number of Firms	Penalty Hearings	Penalty Amounts Due	Penalty Amount Collected
2009	17	12	6	\$49,063.00	\$7,607.00
2010	12	9	2	\$43,597.00	\$27,739.00

OEO monitored more than 211 construction contracts over \$100,000 to ensure compliance with Fannie M. Lewis Resident Employment Law requirements to hire 20% City residents. As a result, an average of 24% of hires on construction contracts were City residents.

Fannie Lewis Five-Year Review Committee

In 2010, the Office of Equal Opportunity, together with members of Cleveland City Council, the Cleveland Building Trades Council, Hard Hatted Women, Inc. and other community partners formed the Fannie Lewis Five-Year Review Committee for the purpose of evaluating the Fannie Lewis Resident Employment Law. Facilitated by Councilman Terrell Pruitt, City Council Chair of the Employment, Affirmative Action and Training Committee, the review committee broke into subcommittees to address particular challenges and issues.

As a result of this effort, Chapter 188 was amended to:

1. Permit a Resident as defined by the Code to retain the “Low-Income Person” designation for five (5) years from the date of initial eligibility approval for low income with the following contingencies: the Resident remains employed by the same employer that hired the Resident as a Low-Income Person and in addition, the Resident remains a Resident during the five year period.
2. Include bona fide pre-apprenticeship programs approved by the Fannie M. Lewis Advisory Committee, including but not limited to the Bricklayers & Allied Crafts Pre-apprenticeship program, Cement Masons Pre-apprenticeship program, in addition to the Union Construction Industry Partnership-Apprenticeship Skill Achievement Program (UCIP-ASAP).
3. Enhance the Violation and Penalty section of the Chapter to include additional remedies for contract breaches under the law, such as disqualifying a Contractor for up to two years, permitting a claim for liquidated damages and recommendation of civil or criminal prosecution.

Conclusion:

This report and the work of OEO continue to emphasize “**Self Help**” as the foundation for economic inclusion. This report provides valuable trends and analysis.

Report highlights:

- City of Cleveland awarded contracts totaling more than \$350 million.
- Certified firms garnered more than \$101 million (29% of all contract dollars).
- Prime contractors received \$47.5 million (14%) and their subcontractors earned \$53.5 million (15%).
- Certified CSB firms received the largest amount of contracts with \$44 million.
- The growth in CSB certifications has resulted in a decrease of MBE and FBE **only** firms.
- This is the second consecutive year that there was an increase in professional service contracts.
- Nearly \$187 million (53%) of the total contract dollars awarded went to professional services firms.
- The construction industry saw a decrease of 33% in the amount of City contract dollars it was awarded. Conversely, the professional services providers saw an increase of 44% in contracts awarded.

Mission and Objectives

Mission

The mission of OEO is to advance equal economic benefit for all Clevelanders by ensuring contractor compliance with goals and requirements of Chapters 187, 187A and 188, by providing development and support activity for target groups, and by advocacy, with a commitment to excellent public service.

Objectives

OEO is responsible for the administration, monitoring and enforcement of the Cleveland Area Small Business Code, the Fannie M. Lewis Cleveland Resident Employment Law and the Local Producer & Local Sustainable Business programs. The department's critical objectives are as follows:

- Increase participation for target local businesses and residents in city contracts;
- Certify MBE, FBE, CSB and Local Producer and Sustainable Businesses.
- Evaluate the spend on City contracts;
- Monitor to ensure compliance with C.O. Chapters 187, 187A, and 188;
- Advance business development for certified firms by providing support and technical assistance; and
- Conduct Outreach and Development to build the capacity of certified firms.

Moving Forward – Mayoral Priorities for 2011

Mayor Jackson has continued to advocate for Self Help as the strategy to invest in the local economy. Under this directive, OEO has five significant contract procurement objectives to accomplish this goal. This goal is especially geared towards contracts certified for \$100,000 or greater (known as "major contracts"). These objectives are as follows:

- Increase the pool of MBE, FBE and CSB businesses seeking contracting opportunities;
- Increase the average number of bidders on major contracts;
- Increase the number of MBE, FBE and CSB enterprises awarded contracts;
- Ensure the workforce of Contractors is representative of the demographics composition; and
- Adopt green building standards into capital improvement projects to reduce operating costs and improve the environmental performance of city facilities and infrastructures.

Methodology

Methodology

Results for 2010 were based upon contracts awarded during that year and monitored by OEO. City Board of Control (BOC) records were the primary data source for contract awards over \$50,000. An exception is contracts under the supervision of Community and Economic Development that are not subject to BOC approval and those under the Department of building & Housing awarded under an emergency ordinance.

Additionally, data compiled by the Department of Port Control's Emerging Business Enterprise Development (EBED) office was incorporated into this annual report. The Cleveland Airport System created EBED to manage the Disadvantaged Business Enterprise (DBE) and Airport Concessions Disadvantaged Business Enterprise (ACDBE) program. Under regulations of the U.S. Department of Transportation (DOT) 49 CFR Parts 26 & 23. Primarily, this program ensures that DBE/ACDBEs can compete fairly for opportunities for DOT assisted contracts and concessions.

Certification Data

The Office of Equal Opportunity administers a certification program to identify capable Cleveland Area Small, Minority, Female, Local Producer and Purchasers, and Sustainable (CSB, MBE, FBE, LPE, & SUBE¹) businesses participating in the procurement activities of the City of Cleveland. Certification is a review process designed to ensure and confirm that a local small business is actually located within the Cleveland contracting market as well as owned, controlled, and operated, by the applicants.

The certification program creates a registry of the local, minority, and female owned businesses, which serves as a directory of products and services that identifies businesses available for procurement and subcontracting opportunities. Certification is validated on an annual basis. City contract awards are reported as a percentage given to CSB, MBE, FBE, LPE, and SUBE owned firms. The contract amounts are divided among the various certification areas as follows:

- Cleveland Area Small Business (CSB)
- Minority Business Enterprises (MBE)
- Female Business Enterprises (FBE)
- Local Producers & Purchases (LPE)

Presently there are 719 prime and subcontracting firms (total now 719 firms) certified by the City of Cleveland representing 1,362 certifications.

OEO has an electronic certification registry available for view on the OEO link on the City of Cleveland website. This Certification Registry is provided as a user-friendly method for the public to be informed of what companies are certified by the City and which certification they have. The registry is updated on a weekly basis.

OEO Outreach Events & Activities

In 2010, OEO staff participated in 106 outreach events and activities.

¹ Sustainable Business Enterprise (SUPE) – eligibility obtained through the Office of Sustainability.

*Office of Sustainability relates to policies with reference to energy, buildings, fleet, and purchasing.

Highlights and Outlook

2010 Construction Training Programs

In 2010 OEO reestablished our partnership with Turner Construction for implementation of the James Walker Turner Construction Program. In addition, OEO established a new partnership with Skanska Shook construction to create a training program specific to healthcare construction. Listed below are the program parameters for both programs.

James H. Walker Turner Construction Training Program:

The James H. Walker Construction Management Course is sponsored by the City of Cleveland, Turner Construction and Cleveland State University. The purpose of the program is to aid area small businesses with the business management facet of construction such as procurement, accounting, marketing and several other construction management areas that allow construction jobs to be efficient and prosperous.

The Walker program is a twelve week, twelve session course with classes held once a week. The course is taught by experienced construction and management professionals in the fields that were previously mentioned and more. To date over 1,500 entrepreneurs, small as well as major business owners and trades people have taken this course and are now operating successful and distinguished business.

The course is named in honor of the late James H. Walker who was a former employee of the Office of Equal Opportunity. Mr. Walker was an advocate for the advancement of minorities in construction and general contracting. The 2010 graduating class included 22 certified firms and was the 41st graduating class since its inception.

Building Blocks Healthcare Construction Program:

The City of Cleveland entered a partnership with Skanska Shook to present a HealthCare Construction Training Program entitled "Building Blocks". This program was designed to provide emerging small businesses with the technical, administrative and managerial skills necessary to compete for contracts in the healthcare industry.

Building Blocks' inaugural class started in November 2010 with **13** City certified businesses participating in the twelve week course. The curriculum includes topics related to project planning, estimating as well as healthcare specific topics that include infection control and interim life safety measures. Participants have the chance to network with representatives of local hospitals and other business organizations, throughout the course. It is the vision of both the City and Skanska Shook that these networking opportunities will help position them for future work.

Diversity & Inclusion Ad Hoc Committee:

At the request of Ronald Johnson, Chairman of the Cuyahoga Metropolitan Housing Authority (CMHA) Board of Directors, OEO took a leadership role on the Diversity & Inclusion Ad Hoc Committee. This Committee was established to reevaluate and make recommendations on CMHA's diversity & inclusion practices. The Committee met over several months to review and assess the current state of diversity and inclusion principles at CMHA. Members of the Committee included staff from Cleveland's Office of Equal Opportunity, the Cuyahoga County Office of Procurement & Diversity, the Northeast Ohio Regional Sewer District, and personnel from CMHA.

The Committee completed its charge and published recommendations to CMHA's Board in October 2010. Organizational areas addressed included certification of businesses, evaluation of good faith effort, monitoring and compliance and the feasibility of a disparity study.

Additional OEO 2010 highlights included:

- Oversaw the initialization of a new disparity study;
- Completed the Fannie M. Lewis 5 Year Review
- Department of Port Control Emerging Business Enterprise Development (EBED) statistics:
 - 8 Contracts awarded
 - Cleveland Disadvantaged Business Enterprises (DBE) received 4 contracts.
 - Cuyahoga County firms received 6 contracts
 - Other Ohio counties received 4 contracts
 - Out of state DBEs received 3 contracts

2011 Outlook

Major initiatives for 2011 include the following:

Disparity Study

The purpose of the Disparity Study is to identify any barriers to contracting that may have resulted in disparities in the utilization of available minority-owned, woman-owned, and other targeted group business enterprises (MBE, FBE, and CSB). Specifically, the study has the following components:

- Identify from the most accurate sources the availability of MBE, FBE, and CSB that are ready, willing, and able to do business with the City of Cleveland.
- Analyze contracting and procurement data for both non-federal and federally funded contracting
- Recommend programs to remedy the effects of any discrimination identified, and to reduce or eliminate any other marketplace barriers that adversely affect the contract participation of such MBE, FBE, and CSB.

Identify and enter into contract for an IT solution

The Office of Equal Opportunity seeks to identify an IT solution that can integrate with Advantage (the City's financial management system). This tool will enable the City of Cleveland to provide a real-time snapshot of payments to contractors and sub-contractors. The tool will allow for constant monitoring with OEO compliance, identifying gaps and/or lapses in payments to subcontractors, and essentially enable a tightening of internal controls. It provides at-a-glance configurable dashboards so that you're always aware of review progress, improving the productivity and effectiveness of your compliance teams.

Develop a resolution strategy to effectively monitor small grant programs (CD/ED)

Historically, small grant programs have indicated that they are challenged by OEO compliance and monitoring. OEO is working collaboratively with the Community Development & Economic Development Department to develop a resolution strategy.

2010 Certified Prime Contractors

Forty-two certified primes were awarded City contracts amounting to \$47,552,327.49 in contract awards. The following is a list of the certified primes, categorized by industry:

Construction

Cook Paving & Construction
Dodson & Associates, Inc.
Envirocom Construction
Neshkin Construction
Panzica Construction Company
Perk Company
Petty Group, Inc.
Precision Engineering
R.J. Platten Contracting
R. W. Clark Co., Inc.
Regency Construction
RNR Consulting
SJA-LLC
Vandra Brothers Construction
Weatherproofing Technologies

Other

Allstar Window Cleaning
Applied Laser Technologies
Aries Distribution
Bosworth Industrial Supply
Bruder, Inc.
Hans' Freightliner of Cleveland

Other (cont.)

Hepner-Air Filter Service
Interstate Safety & Service
Lakeside Supply Co.
Leff Electric
Petty Group, LLC
R.A. Strauss Electric Supply Co.
R-Cap Security
Tom Paige Catering Company
William Plotz Machine & Forge Co., Inc.

Professional Services

Behnke Associates, Inc.
CHI Corporation
DLZ Ohio, Inc.
Euthenics, Inc.
Graddic Company
Plantscaping, Inc.
Precision Analytical
Resource International
Solar Testing
Staffing Solutions Enterprises, Inc.
TMG Consulting, Inc.
Ziska Architects, LLC

2010 Certified Subcontractors

One hundred eighty-seven certified subcontractors were utilized by city contractors. These firms generated \$53,547,635.28 in sub-contract awards. The following is a list of those certified subcontractors, categorized by industry:

Construction

A. Star
AC Plastering
Alarm Core, LLC
Architectural Floors of Cleveland
Authentic Flooring
B&R Trucking Co., Inc.
B.B.C. Electric
Bringear McLemore Consulting
Burkshire Construction
Caver Brothers, Inc.
Chagrin Valley Steel Erectors
Charles P. Braman & Co., Inc.
Cleveland Framing Solutions
Coleman Spohn Corporation
Collinwood Shale Brick
Comm Steel
Commercial Tile
Cook Paving
Corlett Trenching & Plumbing
Cosmos Industrial Services
Cruz Drywall
C-Town Charters
Cunningham Paving
Currere, Inc.
Cuyahoga Concrete Sawing & Drilling
Cuyahoga Fence, LLC
Cuyahoga Supply & Tool
Dan Ray Construction, LLC
DDC+, Inc.
Dentz Painting
Down to Earth Landscaping
E. B. P. dba Epic Steel

Construction (cont.)

ECC Enterprises, LLC
Edmunds Elevator
Engineered Concrete Structures
Eric B. Photography
Ernie Electric
Ernie's Electric
Excavating Construction Plus
Final Touches Unlimited
Fortuna Construction
Frank Novak & Sons
Friedel Trucking
G&T Associates
Gateway Electric
Geauga Automatic Mechanical
Granger Trucking
Humanity's Loom
Insignia Graphics
Interstate Safety & Service
J. C. Sharp
JM Flooring
Jones Technologies
Kin-Co
Krusoe Sign
L. V. Surveying
Lakeland Electric Supply Company
Landmark Plumbing
LDH Painting
Lito Trucking
LMR Construction Co.
M. Rivera Construction
Mac Mechanical
Marjet Communications

Construction (cont.)

McTech Corp.
Michael Benza & Associates
Midland Concrete & Sand Transportation
Midtown Trucking
Miles Mechanical, Inc.
Minority Electric
MSK Cleaning, Inc.
MV Painters
North Coast Paving
North Electric
Northeast Contracting
Northern Flooring Solutions
O.A. Bertin
Performance Painting
Pete & Pete Container
Petty Group, The
PGT Construction
Plotz Mechanical Co.
PowerMike & Co.
Precon Video Services, LLC
Pro Construction
Quality Painting
R. Heard Painting
R. L. Cole Enterprises
R-Cap Security
R.A. Strauss
RAR Contracting
RJ Enterprises
R. L. Cole Enterprises
Resource International
Riverstone
Road Runners
Rockport Construction
Samsel Supply Company
Signature ElectricSolar Testing Laboratories
Singleton & Partners, LLC
Solar Testing Lab
StudioGraphique

Construction (cont.)

T&F Systems
Task Force
Tech Ready Mix
The Martini Construction
The Vallejo Company
The Wm. Plotz Machine & Forge Co.
Timeline Photography
Total Comfort
Total Roofing Services
Trafftech
Troutman Const.
Underwater Marine Contractors
United Ready Mix
US Communications
Vallejo Company
VH Construction
Viking Electrical
VIP Electric
VIP Restoration
Western Reserve Interiors
Work Best Electric

Other

AAMCO Transmission
American Merchandising
Aries Distribution
BBC Electric
Cook Paving
Corlett Trenching
Dan Ray Construction
ECC Enterprises
Integrated Business Supplies
J & S Company, Inc.
Logical Services
Mighty Mo's Industrial Supplier
Poly Services, Inc.
R-Cap Security
Safeguard Associates

Other (cont.)

Samsel Supply Co.
Stat-Expeditors
Tech Ready Mix
Vital Resources

Professional Services

AAA Flexible Pipe
Aisco Metallizing Corp.
APB & Associates
Apple AGC Consulting
Architectural Floors of Cleveland
Behnke Associates
Bell & Lindsay
Bonnie E. Smith, Architect
Bradley Construction
Brenda K. Terrell, Ph. D
C. P. Braman & Co
CJ Industrial Supply, Inc.
Consulting Engineering
Copy King
DLZ Ohio, Inc.
Down to Earth Landscaping
EdArch Associates, Inc.
Environmental Affairs Management
Euthenics
G & T Associates, Inc.
Geotech, Inc.
HzW Environmental Consultants, LLC
I.T. Solutions Consulting
Jones Technologies
Joseph C. Tyler
Jubilee Excavation
Knight & Solar, Inc.
McGuiness Unlimited, Inc.
Michael Benza & Associates, Inc.
Minority Electric
Moss-Card Consulting

Professional Services (cont.)

O.E. Strategies, Inc.
Office Pro
Ozanne Construction
Pardo Consulting
PGT Construction
Phillips Electric dba Redmond Waltz Co.
Plotz Mechanic
PolyTech, Inc.
Precision Analytical, Inc.
Pro Geotech, Inc.
Quality Ribbons & Supplies Co.
RNR Mechanical
Ralph C. Tyler, P.E., P.S.
Resource International, Inc.
Riley's Transportation of Ohio
RNR Consulting
S.E. Blueprint
Samsel Supply
Sandhu & Associates
Service First, Inc.
Sigma of Ohio
Smith Architects
Solar Systems Networking, Inc.
Solar Testing Laboratories
Somat Engineering
Stat-Expeditors
Suhail & Suhail, Inc.
The CADD Department
The Riverstone Company
The Vallejo Company
Tverstone
Visibility Marketing
W. Armstrong
W. Auken
Wilk Environmental Consulting
WT&A
YSM, Inc.
Zust & Company

Summary of Results: 2010 Cleveland Contract Information

OEO strives to administer, monitor and enforce the City's MBE, FBE, CSB, and SUBE enterprise codes for participation of prime and sub-contractors on municipal contracts. The OEO staff ensures the certification of businesses as local, small, minority- or female-owned. The staff evaluates City contracts to determine the appropriate goals based upon contract type and to validate participation levels (spend) of CSB, MBE, and FBE.

The City has established participation goals for prime and sub-contractors within four industries that routinely secure city contracts (see **Figure 1**). These industries include design build, horizontal construction, vertical construction, professional services and "other." The category "other" includes supplies, requirement contracts, maintenance contracts, etc.

Based on a 2007 disparity study, vertical construction is the **only** contract type that has specific MBE (15%), FBE (7%) and CSB (8%) participation goals. The study found that only this sub-sector within the construction industry lacks the diversification needed to reflect doing business in Cleveland. The remaining contract types have a 30% CSB goal.

The participation goals for 2010 were as follows:

Figure 1: 2010 Annual Participation Goals

Citywide Goals	
Design Build	40% CSB
Horizontal Construction	30% CSB
Vertical Construction	15% M 8% C 7% F
Other	20% CSB
Professional Services	10% CSB
<i>*M-MBE, C-CSB, F-FBE</i>	

Citywide Results

In 2010, Cleveland awarded city contracts totaling more than **\$350 million** (see **Figure 2**). Approximately \$101 million was awarded to firms in the construction industry (includes Community and Economic Development). In 2010, there were not any design build contract awards. Nearly \$62.3 million was awarded to firms providing other services. Also, professional services firms earned contracts totaling more than \$186 million.

This year's data indicates a **sizable shift** in the allocation of contract dollars. Over 28% (28.9%) of the total contract dollars awarded was distributed to firms within the construction industry. Professional services overtook construction this year with 53.3% of the contract dollars awarded.

To put these figures into context, the construction industry received 41% and professional services received 38% of the contracts awarded in 2009. The construction industry saw a decrease of 33% in the amount of dollars it was awarded. Conversely, the professional services industry saw an increase of 44% in contracts awarded. This shift validates the growing relevance of professional services, including information technology, consulting, seasonal workers, etc. This represents a true growth industry opportunity for MBEs, FBEs and CSBs.

Figure 2: 2010 Total City Contracting as a Whole

Total City Contracting	2010	2009
Total Received:	\$350,066,563.25	\$362,961,554.08
Construction (includes CD & ED)	\$101,240,368.60	\$151,614,424.58
Const. % of total	28.92%	41.77%
Design Build	\$0.00	\$1,217,000.00
Design Build % of total	0.00%	0.34%
Other Services	\$62,225,038.77	\$80,799,105.96
Other Serv. % of total	17.78%	22.26%
Professional Serv.	\$186,601,155.88	\$129,331,023.54
Prof. Serv. % of total	53.30%	35.64%

The other services industry saw a decline, dropping from 22.3% in 2009 to 17.8% in 2010. The design build industry was a new category last year and its percentage of awarded contracts dropped due to no design-build contracts being available this year for bid.

Certified Firms

By the end of 2010, 719 firms were certified with OEO (most multi-certified) resulting in 1372 certifications².

Collectively, certified firms – prime contractors and subcontractors – earned over \$101 million. This is approximately 29% of for-profit city contracts awarded in 2010 (see **Figure 3**). Forty-two certified prime and 187 certified subcontractor firms were awarded contract dollars. Certified prime contractors earned about 14% of the total contract dollars awarded, while subcontractors received 15%.

Figure 3: 2010 Certified Firms – Total Dollars

Total Certified Firms		
Prime	\$47,552,327.49	13.58%
Subcontractors	\$53,547,635.28	15.30%
TOTAL	\$101,099,962.77	28.88%

CSB firms received \$44 million (12.5%) of Total City Contracting dollars, CSB/FBE firms earned \$10.4 million (3%) and CSB/MBE firms obtained \$31.7 million (9%). Additionally, CSB/MBE/FBE firms garnered \$3.2 million (0.9%). Also, FBE firms collected \$2.7 million (0.8%), MBE/FBE firms garnered \$2.4 million (0.7%), and MBE firms were awarded about \$7 million (2%). CSB firms were

² Refer to Methodology section above regarding multi-certification and its impact on the entire certification process.

awarded the largest cumulative amount and held the largest percentage of city contract dollars to certified contractors (see **Figure 4**).

Figure 4: 2010 Total - All Certified Firms (based on city contracts totaling \$350,066,563.25)

All Certified Firms 2010		
CSB	\$43,625,747.91	12.46%
CSB/FBE	\$10,404,027.51	2.97%
CSB/MBE	\$31,734,690.90	9.07%
CSB/MBE/FBE	\$3,197,267.60	0.91%
FBE	\$2,710,869.13	0.77%
MBE	\$7,027,983.72	2.01%
MBE/FBE	\$2,399,376.00	0.69%

Certified Primes

Forty-two certified prime contractors received approximately \$47 million (14%) in 2010. The breakdown (see **Figure 5**) of the certified primes is as follows:

Figure 5: Certified Primes Breakdown

Certification	Firm Breakdown Across Industry
CSB	22 firms (9 construction, 9 professional and 4 other)
CSB/FBE	8 firms (2 construction, 4 other and 2 professional)
CSB/MBE	8 firms (4 construction, 2 other and 2 professional)
CSB/MBE/FBE	1 firm (other)
FBE	1 firm (professional)
MBE	1 firm (professional)
MBE/FBE	1 firm (professional)

CSB prime firms garnered the largest contract dollars with roughly \$35 million, or 73% of contracts awarded to certified prime contractors (see **Figure 6**). Within this CSB total, construction firms made up the lions share, earning more than \$31 million.

Figure 6: Certified Prime – Contract Awards

Certified Primes	
Total Received:	\$47,552,327.49
CSB	\$34,860,342.20
CSB/FBE	\$2,271,092.07
CSB/MBE	\$7,337,250.22
CSB/MBE/FBE	\$240,000.00
FBE	\$20,000.00
MBE	\$424,267.00
MBE/FBE	\$2,399,376.00

CSB/MBE prime firms fell far behind CSB prime firms with more than \$7 million, or 15 % of the total certified prime contract dollars awarded. Once again, firms within the construction industry earned the most – more than \$5.6 million – for CSB/MBE prime firms. Alternatively, FBE prime firms generated the lowest contract awards with \$20,000 (0.04 %).

Regarding total dollar breakdown across industries, certified primes within the construction industry earned the largest amount of certified prime contract dollars, totaling more than \$37 million (see **Figure 7**). This total made up 78% of this subgroup. CSB primes received the most within the construction industry with 79% of the subtotal.

Other services prime firms garnered the second largest amount with more than \$5.9 million dollars. CSB firms made up 58% of the subgroup within this industry with more than \$3.4 million. This total made up approximately 12% of the subtotal. The professional services industry rounded out the group with 9% or about \$4.2 million.

Figure 7 Certified Primes – Total Dollar Breakdown

Certified Primes 2010				
	<u>Construction</u>	<u>Professional Serv.</u>	<u>Other Services</u>	<u>Total</u>
CSB	\$31,200,590.02	\$471,684.00	\$3,188,068.18	\$34,860,342.20
CSB/FBE	\$884,926.25	\$171,479.00	\$1,214,686.82	\$2,271,092.07
CSB/MBE	\$5,606,971.23	\$737,150.00	\$993,128.99	\$7,337,250.22
CSB/M/FBE	\$0.00	\$0.00	\$240,000.00	\$240,000.00
FBE	\$0.00	\$20,000.00	\$0.00	\$20,000.00
MBE	\$0.00	\$424,267.00	\$0.00	\$424,267.00
MBE/FBE	\$0.00	\$2,399,376.00	\$0.00	\$2,399,376.00
Totals	\$37,692,487.50	\$4,223,956.00	\$5,635,883.99	\$47,552,327.49

Certified Subcontractors

In 2010, 187 certified subcontractors received more than \$53 million (15.3%). Unlike prime contractors, many subcontractors handled multiple City contracts. As a result, there were instances in which subcontractors worked within several different industries. This distinction makes it near impossible to break down by industry without duplicative calculations.

CSB/MBE received the largest contract dollars with \$24 million or 45.5% (see **Figure 8**). Professional service firms made up the majority of this subgroup, receiving more about than \$13.8 million.

Figure 8: Certified Prime – Contract Awards

Certified Subcontractors	
Total Received:	\$53,547,635.28
CSB	\$8,765,405.71
CSB/FBE	\$8,132,935.44
CSB/MBE	\$24,397,440.68
CSB/MBE/FBE	\$2,957,267.60
FBE	\$2,690,869.13
MBE	\$6,603,716.72

CSB subcontractors received the second largest amount of contract dollars awarded with more than \$8.7 million, or 16.3%. Firms within the construction industries earned the most in this subgroup, with \$7.5 million. On the other end of the spectrum, FBE contractors earned the least amount with \$2.6 million. Also, firms that registered as a CSB, MBE and FBE hauled in more than \$2.9 million (see **Figure 9**). This emerging trend indicates more firms looking to multi-certify. This trend further complicates the traditional 1:1 ratio for counting.

Figure 9: Certified Subcontractors – 2010 Breakdown

Certified Subcontractors 2010				
	Construction	Professional Serv.	Other Serv.	Total
CSB	\$7,474,314.71	\$1,291,091.00	\$0.00	\$8,765,405.71
CSB/FBE	\$6,300,944.36	\$911,034.00	\$920,957.08	\$8,132,935.44
CSB/MBE	\$6,914,243.69	\$13,806,978.18	\$3,676,218.81	\$24,397,440.68
CSB/MBE/ FBE	\$1,408,127.80	\$973,416.00	\$575,723.80	\$2,957,267.60
FBE	\$1,753,994.13	\$914,875.00	\$22,000.00	\$2,690,869.13
MBE	\$5,370,486.52	\$1,162,230.20	\$71,000.00	\$6,603,716.72
Totals	\$29,222,111.21	\$19,059,624.38	\$5,265,899.69	\$53,547,635.28

Contract Compliance and Monitoring

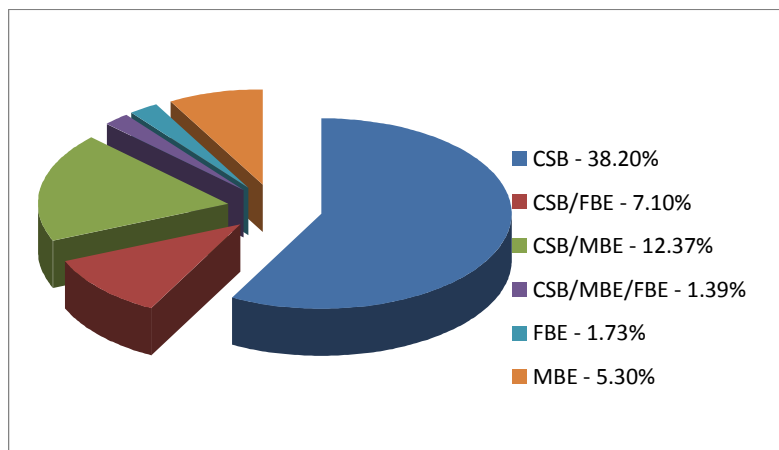
Cleveland spent \$47,552,327.49 with 42 certified prime contractors during 2010. Approximately 187 certified subcontractors were awarded \$53,547,635.28. Certified firms earned \$101,099,962.77 in city contracts. This total amount was roughly 29% of the total amount (\$350,066,563.25) of contract awards issued during the fiscal year.

In 2010, two out of three OEO participation goals by contract were met (see **Appendix B**). The construction and professional services goals were achieved. The participation goal for other services fell slightly short of the mark (missed by 2%).

Construction

Last year, the city awarded \$101,240,368.60 to firms in the construction industry. Certified firms in the construction industry were awarded \$66,914,598.71. CSB certifications were the most common with \$38,674,904.73, or 38.20% (see **Figure 10**). The second most common certification was CSB/MBE, with a total of \$12,521,214.92

Figure 10: OEO Awards – Construction



The OEO goal for the construction industry is a total of 30% MBE/FBE/CSB participation. This goal was greatly surpassed with 66.19% compliance. The amount awarded to the certified firms in the industry totaled 19.14% of all city contracts.

Design Build

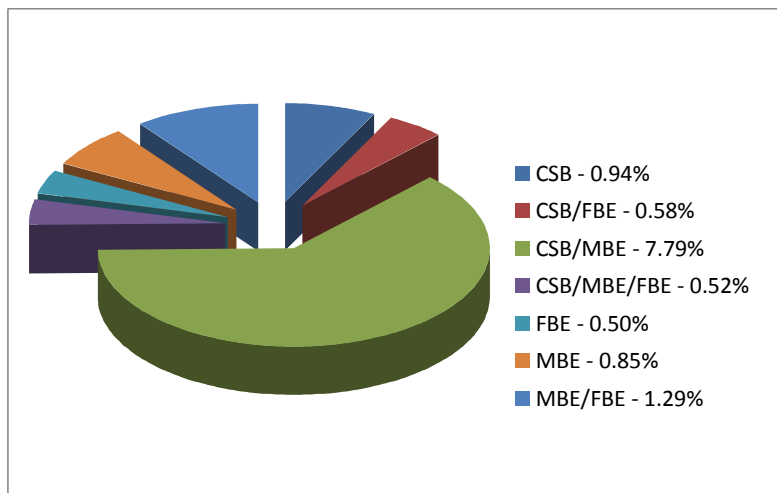
This industry is relatively new. It consists of certified firms that handle the design of a project and its subsequent construction. The City did not award any design build contracts in 2010.

The OEO goal for the design build industry is 40 % CSB participation.

Professional Services

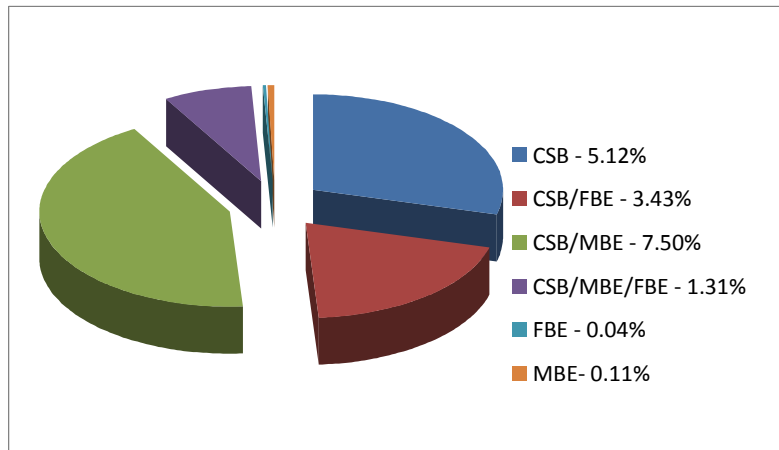
The professional services industry has seen the most growth in contract opportunities. The City awarded \$186,601,155.88 to firms in this industry. The certified firms within this industry garnered \$23,283,580.38. CSB/MBE enterprises were the most common amongst certified firms in this industry (see **Figure 12**). These businesses (CSB/MBE) earned 7.8% of the city contracts awarded to the industry.

Figure 12: OEO Awards – Professional Services



The OEO goal for the professional services industry was 10% CSB participation. The goal was exceeded with 12.5% compliance. The amount awarded to the certified firms in the industry totaled 6.65% of all city contracts.

Figure 13: OEO Awards – Other Services



The OEO goal for the other services category was 20%. The industry did not meet this participation threshold. Last year the total was 17.52%. Overall, the amount awarded to the certified firms in the industry totaled 3.11% of all city contracts.

Department Totals for Contracts over \$10,000

In 2010, certified subcontractors received \$53.5 million in contracts awards from the City of Cleveland for projects over \$10,000.

Public Utilities awarded the most to subcontractors with \$33 million (62% of the total contracts awarded to certified subcontractors). Public Utilities also awarded the CSB/MBE firms the largest amount of the contracts given to CSB/MBEs at \$20 million (15% of their overall spend).

The Departments of Community Development & Economic Development have higher levels of participation in their departments due to the fractionalized funding the City gives to their projects. Because of this, their percentages can be extremely high, even exceeding 100% of the project's City funding.

2010 Office of Equal Opportunity Annual Report

The threshold for Board of Control approval is \$50,000. Most Building and Housing projects were under \$50,000. However, in complying with the City's directive to be inclusive, Building & Housing was compliant with the Mayor's directive of **Self Help** and used:

Find below the summary of demolition contractor performance in 2010:

- 38 contractors in total
- 23 contractors were Cleveland based operations
- 2 contractors were FBE Certified
- 8 contractors were MBE Certified
- 9 contractors were CSB Certified
- 6 contractors were HUD Section 3 Certified

Contracts awarded breaks down as follows:

- MBE Certified contractors: received 285 contracts or 26% of all contracts
- FBE Certified contractors: received 4 contracts or 4% of all contracts
- CSB Certified contractors: received 288 contracts or 32% of contracts
- HUD Sect. 3 Certified contractors: received 209 contracts or 25% of contracts

Vertical Construction

In 2007, a disparity study was conducted to measure MBE and FBE participation. This study concluded that vertical construction is the **only** subsector within an industry that merits race & gender specific participation goals. As a result, the Cleveland Business Code was revised and the Cleveland Small Business (CSB) category became a part of the code.

Last year, 11 vertical construction contracts were awarded. Two contracts awarded by the Public Utilities and Public Service departments exceeded the MBE participation goal. Five contracts exceeded the FBE participation goal. In 2010, there was not a vertical construction contract that met the CSB participation threshold.

Figure 14: 2010 Department Totals by Certification

**City of Cleveland
Mayor's Office of Equal Opportunity
Sub-contractual Awards - CSB, MBE, FBE Procurement**

City Department	CSB	%	CSB/FBE	%	CSB/MBE	%	CSB/MBE/FBE	%	FBE	%	MBE	%	Total Awarded to all Subs	%	Adjusted** Total City Contracts
Civil Service Commission	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$431,775.00
Community Development	\$446,748.68	5.88%	\$282,724.70	3.72%	\$164,412.00	2.17%	\$2,827.80	0.04%	\$1,003,862.91	13.22%	\$2,442,751.52	32.17%	\$4,343,327.61	57.20%	\$7,592,955.38
Department of Port Control	\$3,017,646.00	6.28%	\$880,559.68	1.83%	\$979,608.00	2.04%	\$5,000.00	0.01%	\$435,000.00	0.91%	\$862,874.00	1.80%	\$6,180,687.68	12.86%	\$48,043,573.06
Economic Development	\$560,450.78	79.50%	\$31,500.00	4.47%	\$0.00	0.00%	\$0.00	0.00%	\$729,805.22	103.52%	\$307,060.00	43.55%	\$1,628,816.00	231.04%	\$705,000.00
Finance	\$0.00	0.00%	\$202,357.08	2.99%	\$0.00	0.00%	\$575,348.80	8.50%	\$0.00	0.00%	\$30,000.00	0.44%	\$807,705.88	11.93%	\$6,769,267.80
Parks & Recreations	\$279,734.00	5.49%	\$273,509.00	5.37%	\$464,749.22	9.13%	\$51,000.00	1.00%	\$0.00	0.00%	\$0.00	0.00%	\$1,068,992.22	21.00%	\$5,090,978.73
Personnel	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$79,650,000.00
Public Health	\$0.00	N/A	\$0.00	N/A	\$0.00	N/A	\$0.00	N/A	\$0.00	N/A	\$0.00	N/A	\$0.00	N/A	\$0.00
Public Safety	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$665,367.74
Public Service	\$1,844,117.25	5.94%	\$1,753,850.90	5.64%	\$2,602,630.60	8.38%	\$0.00	0.00%	\$42,326.00	0.14%	\$30,525.00	0.10%	\$6,273,449.75	20.19%	\$31,069,761.61
Public Utilities	\$2,616,709.00	1.91%	\$4,708,434.08	3.44%	\$20,186,040.86	14.75%	\$2,323,091.00	1.70%	\$479,875.00	0.35%	\$2,930,506.20	2.14%	\$33,244,656.14	24.29%	\$136,854,736.64
TOTAL	\$8,765,405.71	2.77%	\$8,132,935.44	2.57%	\$24,397,440.68	7.70%	\$2,957,267.60	0.93%	\$2,690,869.13	5.03%	\$6,603,716.72	12.33%	\$53,547,635.28	16.90%	\$316,873,415.96

* Percentages are based on the adjusted amount of city contracts awarded in 2010.

Figure 15: 2010 Department Totals by Type of Contract

City of Cleveland

Mayor's Office of Equal Opportunity

Sub-contractual Awards - CSB, MBE, FBE Procurement

City Department	Construction	%	Other	%	Professional	%	Total Certified Subcontracting	%	Adjusted* Total City Contracts
Civil Service Commission	\$0.00	N/A	\$0.00	N/A	\$0.00	0.00%	\$0.00	0.00%	\$431,775.00
Community Development	\$4,343,327.61	57.20%	\$0.00	N/A	\$0.00	N/A	\$4,343,327.61	57.20%	\$7,592,955.38
Department of Port Control	\$3,435,360.68	9.98%	\$0.00	0.00%	\$2,745,327.00	20.27%	\$6,180,687.68	12.86%	\$48,043,573.06
Economic Development	\$1,628,816.00	231.04%	\$0.00	N/A	\$0.00	N/A	\$1,628,816.00	231.04%	\$705,000.00
Finance	\$0.00	N/A	\$705,705.88	19.59%	\$102,000.00	3.22%	\$807,705.88	11.93%	\$6,769,267.80
Parks & Recreations	\$802,009.16	27.71%	\$206,253.06	12.74%	\$60,730.00	10.50%	\$1,068,992.22	21.00%	\$5,090,978.73
Personnel	\$0.00	N/A	\$0.00	N/A	\$0.00	0.00%	\$0.00	0.00%	\$79,650,000.00
Public Health	\$0.00	N/A	\$0.00	N/A	\$0.00	N/A	\$0.00	N/A	\$0.00
Public Safety	\$0.00	N/A	\$0.00	N/A	\$0.00	0.00%	\$0.00	0.00%	\$665,367.74
Public Service	\$5,766,777.15	25.92%	\$36,997.60	0.47%	\$469,675.00	51.22%	\$6,273,449.75	20.19%	\$31,069,761.61
Public Utilities	\$13,245,820.61	39.82%	\$4,316,943.15	22.78%	\$15,681,892.38	18.53%	\$33,244,656.14	24.29%	\$136,854,736.64
Total	\$29,222,111.21		\$5,265,899.69		\$19,059,624.38		\$53,547,635.28	16.90%	\$316,873,415.96

* Percentages are based on the adjusted amount of city contracts awarded in 2010

Year Comparison Contracts *

CSB Awards

	2010 Prime Contracts	2010 Sub Contracts
Grand Total	\$34,860,342.20	\$8,765,405.71
% of All Contracts	9.96%	2.50%

CSB/MBE Awards

	2010 Prime Contracts	2010 Sub Contracts
Grand Total	\$7,337,250.22	\$24,397,440.68
% of All Contracts	2.10%	6.97%

MBE Awards

	2010 Prime Contracts	2010 Sub Contracts
Grand Total	\$424,267.00	\$6,603,716.72
% of All Contracts	0.12%	1.89%

CSB/MBE/FBE Awards

	2010 Prime Contracts	2010 Sub Contracts
Grand Total	\$240,000.00	\$2,957,267.60
% of All Contracts	0.07%	0.84%

FBE Awards

	2010 Prime Contracts	2010 Sub Contracts
Grand Total	\$20,000.00	\$2,690,869.13
% of All Contracts	0.01%	0.77%

CSB/FBE Awards

	2010 Prime Contracts	2010 Sub Contracts
Grand Total	\$2,271,092.07	\$8,132,935.44
% of All Contracts	0.65%	2.32%

MBE/FBE Awards

	2010 Prime Contracts	2010 Sub Contracts
Grand Total	\$2,399,376.00	\$0.00
% of All Contracts	0.69%	0.00%

**This table is a breakdown of the previous charts and shows the actual numbers certified primes and subcontractors.*

2010 Success Stories

SUCCESS STORIES:

Wayne Andre Grant; President of The CADD Department Inc.

“The CADD Department Inc provides infrastructure development and engineering services as part of our technical and professional services. I would like to commend the Cleveland Office of Equal Opportunity for creating the environment and giving a platform for small business to have the ability to participate as a prime or a sub-contractor on City contracts through their Cleveland Small Business (CSB) certification program. This certification has allowed The CADD Department, Inc. to collaborate with some the finest and largest companies in the industry. Through The Office of Equal Opportunity’s outreach events, bid meetings and networking support; we have had the access to contribute our services for the ODOT I-90 Innerbelt Bridge Project as a subcontractor to HNTB Corporation and the opportunity to participate with The Cleveland Division of Water for their upcoming Automated Metering Reading Project (AMR) as a sub-contractor with Itron Corporation. Our accomplishments are directly related with the efforts of the OEO expanding the support for Cleveland small businesses by ensuring participation on City of Cleveland contracts.”

Robert W. Clark, Owner, R.W. Clark Construction Co.

“R.W. Clark is a General Contractor and certified CSB firm that specializes in rehabilitation of commercial and governmental structures. R.W. Clark has done significant work with the City of Cleveland, including the installation of the new City Hall elevators, roofing and tower repairs on the former U.S. Coast Guard station near Wendy Island, and construction work at the J. Glen Smith Health Center.”

Kyle B. Jones, KBJ, Incorporated

“I would like to recognize and thank the Office of Equal Opportunity (OEO) at the City of Cleveland. We appreciate your genuine sense of understanding as you assisted us with various situations that affected our projects. The manner in which you provided service to KBJ embodied the spirit of partnership required between organizations striving to achieve similar goals.

The effectiveness of the OEO office is a testimony to the support received from the Mayor’s office. It is obvious that the current administration supports the program. You are tireless in your efforts to ensure that everyone, workers and business owners, have an opportunity to work. And, then you actively follow up, overseeing the program’s success. Programs created through the OEO office are not entitlement programs; instead they are based and operated on sound business principles.

We say thank you and wish you continued success as you continue to advance economic equality among workers and businesses in Cleveland.”

APPENDIX

Citywide Goals	
Design Build	40% CSB
Horizontal Construction	30% CSB
Vertical Construction	15% M 8% C 7% F
Other	20% CSB
Professional Services	10% CSB
*M-MBE, C-CSB, F-FBE	

City as a Whole	2010
Total Received:	\$350,066,563.25
Construction (includes CD & ED)	\$101,240,368.60
Const. % of total	28.92%
Design Build	\$0.00
Design Build % of total	0.00%
Other Services	\$62,225,038.77
Other Serv. % of total	17.78%
Professional Serv.	\$186,601,155.88
Prof. Serv. % of total	53.30%

Certified Primes	2010
Total Received:	\$47,552,327.49
CSB	\$34,860,342.20
CSB/FBE	\$2,271,092.07
CSB/MBE	\$7,337,250.22
CSB/MBE/FBE	\$240,000.00
FBE	\$20,000.00
MBE	\$424,267.00
MBE/FBE	\$2,399,376.00

Certified Subcontractors	2010
Total Received:	\$53,547,635.28
CSB	\$8,765,405.71
CSB/FBE	\$8,132,935.44
CSB/MBE	\$24,397,440.68
CSB/MBE/FBE	\$2,957,267.60
FBE	\$2,690,869.13
MBE	\$6,603,716.72

Total Certified Firms	2010
Prime	\$47,552,327.49 13.58%
Subcontractors	\$53,547,635.28 15.30%
TOTAL	\$101,099,962.77 28.88%

Certified Primes 2010				
	Construction	Professional Serv.	Other Services	Total
CSB	\$31,200,590.02	\$471,684.00	\$3,188,068.18	\$34,860,342.20
CSB/FBE	\$884,926.25	\$171,479.00	\$1,214,686.82	\$2,271,092.07
CSB/MBE	\$5,606,971.23	\$737,150.00	\$993,128.99	\$7,337,250.22
CSB/MBE/FBE	\$0.00	\$0.00	\$240,000.00	\$240,000.00
FBE	\$0.00	\$20,000.00	\$0.00	\$20,000.00
MBE	\$0.00	\$424,267.00	\$0.00	\$424,267.00
MBE/FBE	\$0.00	\$2,399,376.00	\$0.00	\$2,399,376.00
Totals	\$37,692,487.50	\$4,223,956.00	\$5,635,883.99	\$47,552,327.49

Certified Subcontractors 2010			
Construction	CSB	\$7,474,314.71	7.38%
	CSB/FBE	\$6,300,944.36	6.22%
	CSB/MBE	\$6,914,243.69	6.83%
	CSB/MBE/FBE	\$1,408,127.80	1.39%
	FBE	\$1,753,994.13	1.73%
Design Build	MBE	\$5,370,486.52	5.30%
	CSB	\$0.00	0.00%
	CSB/FBE	\$0.00	0.00%
Other	CSB/MBE	\$0.00	0.00%
	CSB/FBE	\$920,957.08	1.48%
	CSB/MBE	\$3,676,218.81	5.91%
	CSB/MBE/FBE	\$575,723.80	0.93%
	FBE	\$22,000.00	0.04%
Professional Serv.	MBE	\$71,000.00	0.11%
	CSB	\$1,291,091.00	0.69%
	CSB/FBE	\$911,034.00	0.49%
	CSB/MBE	\$13,806,978.18	7.40%
	CSB/MBE/FBE	\$973,416.00	0.52%
	FBE	\$914,875.00	0.49%
	MBE	\$1,162,230.20	0.62%

All Certified Firms 2010		
CSB	\$43,625,747.91	12.46%
CSB/FBE	\$10,404,027.51	2.97%
CSB/MBE	\$31,734,690.90	9.07%
CSB/MBE/FBE	\$3,197,267.60	0.91%
FBE	\$2,710,869.13	0.77%
MBE	\$7,027,983.72	2.01%
MBE/FBE	\$2,399,376.00	0.69%

All Certified Companies 2010				
\$101,240,368.60	CSB	\$38,674,904.73	38.20%	
Construction	CSB/FBE	\$7,185,870.61	7.10%	
	CSB/MBE	\$12,521,214.92	12.37%	
	CSB/MBE/FBE	\$1,408,127.80	1.39%	
	FBE	\$1,753,994.13	1.73%	OEO GOALS
	MBE	\$5,370,486.52	5.30%	
				30%
				% of Construction \$ 66.09%
				% of All \$ Awarded by the City in 2010 19.11%
\$62,225,038.77	CSB	\$3,188,068.18	5.12%	
Other*	CSB/FBE	\$2,135,643.90	3.43%	
	CSB/MBE	\$4,669,347.80	7.50%	
	CSB/MBE/FBE	\$815,723.80	1.31%	
	FBE	\$22,000.00	0.04%	
	MBE	\$71,000.00	0.11%	
				20%
				% of Other \$ 17.52%
				% of All \$ Awarded by the City in 2010 3.11%
\$186,601,155.88	CSB	\$1,762,775.00	0.94%	
Professional Serv	CSB/FBE	\$1,082,513.00	0.58%	
	CSB/MBE	\$14,544,128.18	7.79%	
	CSB/MBE/FBE	\$973,416.00	0.52%	
	FBE	\$934,875.00	0.50%	
	MBE	\$1,586,497.20	0.85%	
				10%
				% of Professional Serv. \$ 12.48%
				% of All \$ Awarded by the City in 2010 6.65%
Total	MBE/FBE	\$2,399,376.00	1.29%	
\$350,066,563.25				Total % Utilized in 2010** 28.88%



CITY OF CLEVELAND