

FINANCIAL SERVICES  
PURCHASING

MEMORANDUM

TO: City Council

FROM: Keith Wilkins, City Administrator

DATE: April 16, 2021

SUBJ: FY 2020 MWBE Annual Report

The Minority and Women Business Enterprise (M/WBE) Annual Report for Fiscal Year 2020 is provided for Council's information. The overall participation rate for the year is 9.51% and \$2,932,208.30 was paid to M/WBE firms working directly for the City or through prime contractors.

The City of Pensacola Minority and Women Business Enterprise (M/WBE) program is designed to encourage the use of minority- and women-owned businesses for City projects and as subcontractors. Certification as a M/WBE for the City's program requires that a business meet the following criteria: 1) majority owner(s) must be a minority or woman who manage and controls the business (51% ownership); 2) U.S citizen or lawfully admitted permanent resident of the U.S.; 3) legally structured business (e.g.: LLC, Inc. etc..) as required in Florida; 4) must have expertise normally required by the industry for the field in which certification is requested; 5) must be independent, not an affiliate or conduit; 6) for-profit; 7) business must be located in Escambia, Santa Rosa, Okaloosa, or Walton Counties in Florida, or Mobile, Alabama; 8) possess all licenses required by local, state, and federal law; 9) minimum of one (1) full year of business operations; and 10) must be registered with the Florida Department of State Division of Corporations (sunbiz.org).

The typical minority and women business participation goal for construction projects is 5%. The goal is established based on the type of construction work and materials associated with a City construction project. The M/WBE goal is voluntary in that if a vendor does not meet the established goal, the City will still consider his or her bid, if the vendor demonstrates a good faith effort (GFE) in seeking M/WBE participation. To encourage the use of M/WBE vendors, the Purchasing Office prepares a list of potential M/WBE businesses providing goods or services applicable for the project from the City's M/WBE Directory.

M/WBE Expenditure Participation Rate

The annual M/WBE participation rate for the past 5 years provided below:

<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
7.4%	20%	8.8%	11.7%	9.51%

**MINORITY AND WOMEN BUSINESS ENTERPRISE REPORT FOR  
FISCAL YEAR ENDING SEPTEMBER 30, 2016**

**ALL BIDS AWARDED \***

Bid #	Description	MWBE Goal	Cost	MWBE Participation	MWBE Base Bid	MWBE Subcontractor
16-032	Bayou Boulevard at Tyler Avenue Stormwater Treatment Enhancement	5%	296,750.46	100%	296,750.46	0.00
16-038	General Daniel "Chapple" James, Jr. Museum & Flight Academy	5%	1,029,554.66	9%	\$842,430.66	75,000.00
			<u>\$1,326,305.12</u>		<u>\$1,139,181.12</u>	<u>\$75,000.00</u>

**PAYMENTS AND AWARDS TO MINORITY AND WOMEN BUSINESS ENTERPRISES**

		Bid Awards to Subcontractors	Payments for Commodity/Svcs.	MWBE Totals for Report Period
MBE	African American	0.00	715,755.47	\$715,755.47
	Hispanic American	0.00	0.00	0.00
	Asian American	0.00	176,108.89	176,108.89
	Native American	75,000.00	885.00	75,885.00
WBE	American Woman	0.00	701,607.67	701,607.67
<b>TOTAL</b>		<u>\$75,000.00</u>	<u>\$1,594,357.03</u>	<u>\$1,669,357.03</u>

Total Minority and Women Business Enterprises To Date: 43

TOTAL EXPENDITURE ALL OBJECTIVE CODES	%MWBE	FY 2014 MWBE <u>TOTAL</u>	FY 2015 MWBE <u>TOTAL</u>
\$22,393,267.68	7.4%	\$1,163,258.73	\$1,669,357.03

**MINORITY- AND WOMEN-BUSINESS ENTERPRISE (M/WBE) REPORT FOR  
FISCAL YEAR ENDING SEPTEMBER 30, 2017**

**BID AWARDED WITH M/WBE PARTICIPATION \***

Bid #	Description	M/WBE Goal/GFE	Cost	M/WBE Participation	Prime	M/WBE Prime/ Subcontractor
16-035	Langley Avenue @ Hibiscus Road Drainage Improvements	7%	\$89,435.00	7.0%	\$83,185.00	\$6,250.00
16-044	Emergency Watershed Protection Baywoods Gully West Phase I	<1%	\$567,223.00	0.4%	\$564,723.00	\$2,500.00
17-007	FY 2017 Street Rehabilitation Group 7	85pts 5%	\$2,693,298.02	0.0%	\$2,693,298.02	\$0.00
17-008	FY 2017 Street Rehabilitation Group 8	5%	\$1,896,310.00	18.0%	\$1,786,310.00	\$110,000.00
17-009	FY 2017 Street Rehabilitation Group 9	5%	\$1,744,394.00	16.0%	\$1,640,394.00	\$104,000.00
17-010	Emergency Watershed Protection Baywoods Gully West Phase II		\$980,590.39	100.0%		\$980,590.39
17-011	One (1) Year Contract For Natural Gas Pipeline Construction –West Pensacola	5%	\$1,986,875.00	7.9%	\$1,829,875.00	\$157,000.00
17-002	Gaberonne Swamp Stormwater PBWI Spanish Trail Retention Pond	5%	\$966,865.55	100.0%		\$966,865.55
17-015	Osceola Club House Renovation	5%	\$590,652.00	100.0%		\$590,652.00
17-006	Bayou Chico "R" Street at Maggies Ditch Stormwater Treatment Enhancement Project	5%	\$597,719.00	8.1%	\$549,124.00	\$48,595.00
17-012	Natural Gas Pipeline Construction East Pensacola Low Pressure Area Upgrades	3.0%	\$2,477,265.00	3.2%	\$2,396,265.00	\$81,000.00
17-026	Bayou Chico South Stormwater Treatment Enhancement Project	5.0%	\$287,890.85	96.0%	\$11,515.63	\$276,375.22
17-032	Bayou Chico North Stormwater Treatment Outfall Treatment Enhancement Project	5.0%	\$304,926.06	94.0%	\$18,298.60	\$286,627.46
17-045	Pensacola Fire Station #3 Project	5.0%	\$3,124,000.00	7.7%	\$2,883,452.00	\$240,548.00
			<u>\$18,307,443.87</u>		<u>\$14,4426,626.02</u>	<u>\$3,853,020.25</u>

# **PAYMENTS TO M/WBEs & AWARDS TO MWBEs SUBCONTRACTORS**

	<u>Bid Awards to Subcontractors</u>	<u>Payments for Commodity/Svcs.</u>	<u>M/WBE Totals for Report Period</u>
Minority Business Enterprise (MBE)	\$126,839.00	\$1,758,433.77	\$1,885,272.77
Women Business Enterprise (WBE)	<u>\$3,726,181.25</u>	<u>\$2,641,049.69</u>	<u>\$6,367,230.94</u>
<b>TOTAL</b>	<u><u>\$3,853,020.25</u></u>	<u><u>\$4,399,483.46</u></u>	<u><u>\$8,252,503.71</u></u>

Total Certified Minority- and Women-Business Enterprises To Date: 88

<u>TOTAL EXPENDITURE ALL OBJECTIVE CODES</u>	<u>%MWBE</u>	<u>MWBE TOTAL</u>
\$41,150,180.49	20%	<u><u>\$8,252,503.71</u></u>

**MINORITY- AND WOMEN-BUSINESS ENTERPRISE (M/WBE) REPORT FOR  
FISCAL YEAR ENDING SEPTEMBER 30, 2018**

**BID AWARDED WITH M/WBE PARTICIPATION \***

Bid #	Description	M/WBE Goal/GFE	Cost	M/WBE Participation	Prime	M/WBE Prime/ Subcontractor
17-035	19 <sup>TH</sup> Avenue and Blackshear Avenue Outfall at Bayou Texar Project	5%	\$894,870.00	5%	\$849,102.00	\$45,768.00
17-037	Clematis Street at Carpenter Creek Stormwater Treatment	5%	\$416,173.45	100%	N/A	\$416,173.45
18-011	Gull Point Repairs & Renovation	5%	\$254,500.00	6.8%	\$241,500.00	\$13,400.00
18-018	Woodcliff Drive at Livingston Outfall Stormwater Treatment	5%	\$363,286.20	6.2%	\$340,851.20	\$22,435.00
18-021	Sanders Beach Boat Ramp Repairs	5%	\$117,998.33	0%	\$117,998.33	\$0
18-022	Bayview Senior Center Repair and Renovations	5%	252,000.00	5.1%	\$239,000.00	\$13,000.00
18-027	Dollar Rent-A-Car Parking Lot	5%	\$190,525.60	7.7%	175,922.60	\$14,600.00
			<u>\$2,489,353.58</u>		<u>\$1,964,374.13</u>	<u>\$525,376.45</u>

**PAYMENTS TO M/WBEs & AWARDS TO MWBEs SUBCONTRACTORS**

	<u>Bid Awards to Subcontractors</u>	<u>Payments for Commodity/Svcs.</u>	<u>M/WBE Totals for Report Period</u>
Minority Business Enterprise (MBE)	\$35,435.00	\$1,096,433.45	\$1,131,868.45
Women Business Enterprise (WBE)	<u>\$489,941.45</u>	<u>\$2,328,300.69</u>	<u>\$2,818,242.14</u>
<b>TOTAL</b>	<u>\$525,376.45</u>	<u>\$3,424,734.14</u>	<u>\$3,950,110.59</u>

Total Certified Minority- and Women-Business Enterprises To Date: 88

<u>TOTAL EXPENDITURE ALL OBJECTIVE CODES</u>	<u>%MWBE</u>	<u>MWBE TOTAL</u>
\$44,766,674.87	8.8%	\$3,950,110.59

**ANNUAL MINORITY- AND WOMEN-BUSINESS ENTERPRISE (M/WBE) REPORT  
FOR FISCAL YEAR 2019**

**BID AWARDED WITH M/WBE PARTICIPATION \***

Bid #	Description	M/WBE Goal/GFE	Cost	M/WBE Participation	Prime	M/WBE Prime/ Subcontractor
18-033	Raintree Stow Menendez Outfall at Bayou Texar Stormwater Treatment Enhancement Project	5%	\$218,988.72	11.6%	\$193,609.02	\$25,379.70
18-035	Bayview Community Resource Center	5%	\$5,991,000.00	17.2%	\$4,962,029.00	\$1,028,971.00
19-002	Morris Court Park Improvement Project	5%	\$299,580.25	9.6%	\$270,920.25	\$28,660.00
18-037	Fleet Management Garage Renovation	5%	\$337,500.00	0%	337,500.00	\$0
19-001	East Cross, Yates, Escambia And Osceola Outfall at Bayou Texar Treatment Enhancement Project	5%	\$445,486.95	9%	\$401,651.45	\$43,835.50
19-005	Natural Gas Pipeline Construction North Hill Low Pressure Area Upgrades	3%	\$881,650.00	5.5%	\$833,250.00	\$48,400.00
19-011	Cobb Center Gym Exterior Windows and Doors Replacement	5%	\$113,000.00	7.25%	\$104,800.00	\$8,200.00
19-012	Texar Drive, 17 <sup>th</sup> & 18 <sup>th</sup> Avenue Outfalls and Bayou Texar	5%	\$299,235.80	10.21%	\$268,658.80	\$30,577.00
19-014	Pensacola International Airport Economy Lot #1 Expansion Area Upgrades	5%	\$1,105,801.20	17.56%	\$911,612.20	\$194,189.00
19-021	Jefferson Street Sidewalks	5%	<u>\$190,755.00</u>	100%	<u>\$0</u>	<u>\$190,755.00</u>
<b>Total</b>			<u><b>\$9,882,997.92</b></u>	<b>16.1%</b>		<u><b>\$1,598,967.20</b></u>

**PAYMENTS TO M/WBEs & AWARDS TO MWBE PRIMES & SUBCONTRACTORS**

	<u>Bid Awards to Subcontractors</u>	<u>Payments for Commodity/Svcs.</u>	<u>M/WBE Totals for Report Period</u>
Minority Business Enterprise (MBE)	\$264,484.00	\$619,499.88	\$883,983.88
Women Business Enterprise (WBE)	<u>\$1,334,483.20</u>	<u>\$766,205.34</u>	<u>\$2,100,688.54</u>
<b>TOTAL</b>	<u><b>\$1,598,967.20</b></u>	<u><b>\$1,385,705.22</b></u>	<u><b>\$2,984,672.42</b></u>

Total Certified Minority- and Women-Business Enterprises To Date: 93

<u>TOTAL EXPENDITURE ALL OBJECTIVE CODES</u>	<u>%MWBE</u>	<u>MWBE TOTAL</u>
\$25,550,124.77	11.7%	\$2,984,672.42

**ANNUAL MINORITY- AND WOMEN-BUSINESS ENTERPRISE (M/WBE) REPORT  
FOR FISCAL YEAR 2020**

**BID AWARDED WITH M/WBE PARTICIPATION \***

Bid #	Description	M/WBE Goal/GFE	Cost	M/WBE Participation	Prime	M/WBE Prime/ Subcontractor
20-003	Pensacola International Airport Nursing Room Modification	5%	\$54,600.00	100%	\$0.00	\$54,600.00
20-001	Gaberonne Swamp Stormwater Pensacola Bay Watershed Improvement - Langley Avenue	5%	\$337,500.00	14.88%	337,500.00	\$50,225.00
20-008	Davis Highway at Carpenter Creek (Northside) Stormwater Treatment Enhancement Project	5%	\$445,111.00	0%	\$445,111.00	\$0
20-012	Bayou Blvd, Perry, Blount, Avery Outfalls at Bayou Texar Stormwater Treatment Enhancement Project	5%	\$487,079.40	5%	\$460,753.18	\$26,326.22
20-024	Street Light Foundation and Conduit Replacement Area Upgrades	3%	\$448,560.00	100%	\$0	\$448,560.00
20-032	Maritime Fire Training Structure Site Work	5%	\$60,000	5%	\$57,000.00	\$3,000.00
20-035	Osceola Golf Cart Path	5%	\$249,308.00	5%	\$236,808.00	\$12,500.00
20-044	Legion Field Improvement	5%	\$452,588.42	10%	\$407,204.42	\$45,384.00
20-047	Langley Avenue Roundabout	5%	\$633,196.14	5%	\$601,536.14	\$31,660.00
20-060	Hitzman-Optimist Park Improvements	5%	<u>\$1,375,867.25</u>	17.4%	<u>\$1,135,989.25</u>	<u>\$239,878.00</u>
Total			<u>\$4,543,810.21</u>			<u>\$912,133.22</u>

**PAYMENTS TO M/WBEs & AWARDS TO MWBE PRIMES & SUBCONTRACTORS**

	Bid Awards to Subcontractors	Payments for Commodity/Svcs.	M/WBE Totals for Report Period
Minority Business Enterprise (MBE)	\$385,425.00	\$723,040.15	\$1,108,465.15
Women Business Enterprise (WBE)	<u>\$526,708.22</u>	<u>\$1,297,034.93</u>	<u>\$1,823,743.15</u>
<b>TOTAL</b>	<u>\$912,133.22</u>	<u>\$2,020,075.08</u>	<u>\$2,932,208.30</u>

Total Certified Minority- and Women-Business Enterprises To Date: 100

<u>TOTAL EXPENDITURE ALL OBJECTIVE CODES</u>	<u>%MWBE</u>	<u>MWBE TOTAL</u>
\$30,818,734.68	9.51%	\$2,932,208.30

Vendor Search Results

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**City-Certified Minority/Women Business Enterprises**

Business Name

- 1 A TICKET TO RIDE TRAVEL AGENCY INC
- 2 Adsync Technologies, Inc
- 3 Affordable Concrete and Construction, LLC
- 4 Alfred Watson Construction, LLC
- 5 All Phase Construction of NW FL L.L.C.
- 6 Amy & Company, Inc.
- 7 ANASTASIA BRENNAN COMMUNICATIONS GROUP LLC
- 8 Austin Exclusive Jantior Service LLC
- 9 B & A Architectural Group Inc
- 10 Bill Smith Electric, Inc
- 11 BKW, Inc.
- 12 Blu Salmon, LLC
- 13 Bodyhead Entertainment Films, LLC
- 14 CB Management Services a Carter Brothers Company LLC
- 15 Coastal property improvement llc
- 16 COLDWATER COMMERCIAL AND INDUSTRIAL, LLC
- 17 Compu-Graphix
- 18 CRONIN CONSTRUCTION INC
- 19 Dominguez Design Build, Inc.
- 20 Eager Beaver Professional Tree Care, LLC
- 21 EAP Lifestyle Management, LLC
- 22 EmCo Consulting, Inc.
- 23 EMERALD COAST MILLING & SERVICES INC
- 24 Empire Cleaning LLC
- 25 Energy and Environment, LLC
- 26 EXTREME TACTICAL INC
- 27 Family Landscaping
- 28 Florida Janitorial Service of Pensacola, LLC
- 29 G B GREEN CONSTRUCTION MANAGEMENT & CONSULTING, INC
- 30 Galavis Investments, Inc.
- 31 Gator Boring & Trenching, Inc
- 32 GM Concrete Company
- 33 GQS ENTERPRISE, LLC
- 34 Green Procedures, Inc
- 35 GULF CIVIL ENGINEERING LLC
- 36 Gulf Coast Environmental Contractors, Inc
- 37 Gulf Coast Industrial Construction, LLC
- 38 GULF-ATLANTIC CONSTRUCTORS INC
- 39 Hamilton Resources
- 40 Harris Lawn Service LLC
- 41 Helping Hands Shuttle Child Transportation, LLC
- 42 Hub City Ford Mercury, Inc.



43 HUEY S WORKS CORPORATION  
44 Humphreys Building Contracting, Inc  
45 Image Development Marketing Group  
46 Ingram Signalization, Inc.  
47 Intuitive Training & Consulting LLC  
48 J M Diamond Timber & Conservation, Inc.  
49 JAMES MALLORY CONTRACTOR INC  
50 Jessica Posey CPA PA  
51 Joy Gordon Construction, LLC  
52 KEVIN D PUGH SITE & DOZER WORKS LLC  
53 Key Two Success Media Group LLC  
54 L30 TRAFFIC CONTROL  
55 LAM Construction, LLC  
56 Larry Tronu Mechanical, Inc.  
57 LG2 ENVIRONMENTAL SOLUTIONS INC  
58 Living Water Fire Protection, LLC  
59 M & H Construction Services, LLC  
60 MCDELT LLC  
61 Moore Better Contractors, Inc  
62 NAI Print Solutions, LLC  
63 New World Cleaning, LLC  
64 ONESOURCE LAWN SERVICE LLC  
65 ONESOURCEPCS LLC  
66 Palisades LLC DBA Panhandle Pump Company  
67 PBROWN BUILDERS LLC  
68 PC Specialists, Inc.  
69 Pen Gulf, Incorporated  
70 PRINCIPLE PROPERTIES, INC  
71 Proconstruction  
72 Professional Health Examiners, Inc.  
73 Quality Roofing Solutions  
74 Quality Sheetrock and Painting Contractors, LLC  
75 R-com Enterprise, LLC  
76 Ram Tool & Supply Co., Inc.  
77 REYCO Contracting Solutions, LLC  
78 RJH & Associates, Inc.  
79 Roberson Underground Utility LLC  
80 ROCKWELL CORPORATION  
81 SAMM Enterprises Inc  
82 Southern Standard Equipment, Inc.  
83 Speedy Stamp & Engraving Co.  
84 Sunrise Contracting Services, Inc.  
85 TC Squared Inc.  
86 Team Cleaners, LLC  
87 Tech Advanced Computers, Inc.  
88 The Grass Company  
89 The Kirkman Co., Inc

- 90 Three Trade Consultants, Inc
- 91 TopHAT Consulting, LLC
- 92 Touched by Tracy Painting and Designs LLC
- 93 Tracy Simon's Professional Cleaning, LLC
- 94 Transformation Health
- 95 Underground Solutions, LLC
- 96 Vigil Concrete Construction LLC
- 97 Votum Construction, LLC
- 98 Warrington Plumbing, Inc
- 99 Wendi Summers Sampson LLC
- 100 Yaseen Inc
- 101 Yerkes South, Inc.

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