

City of Austin Austin Energy

M/WBE Business Development Initiatives FY 09



Process Review

- ❑ Implementation of a “front-end” review process to assist Purchasing and Project Managers with the identification of subcontracting opportunities and M/WBE availability.
- ❑ Collaborate with SMBR and Purchasing to develop an internal process for M/WBE identification, goal-setting and participation on Third Party Agreements, Cooperative Agreements and DIR purchases.



Increase Contractor Participation

- ❑ Developed & disseminated “Contractor Requirements” brochure for Residential Energy Efficiency Services Programs.
- ❑ Conducted forums with local Trade Associations to assess interest and training needs for local M/WBE participation in a Contractors Weatherization Retrofit Training Program.
- ❑ Identified 30 M/WBE firms to participate:
(8 firms have successfully completed 1st training session; 10 attendees are scheduled for the 2nd session; 12 attendees are scheduled for the 3rd session).
- ❑ Publish AE solicitations in weekly “Bid Briefs”.



Partnership & Collaboration

- Partner with Prime Contractors for mentor/protégé opportunities (i.e. IBM Maximo training, scheduled for Spring, 2010).



Small & Minority Business Resources Department (SMBR)

Program Improvements FY 09



Program Improvements: SMBR

☐ Programming

- Super prompt pay
- Disparity Study update
- City Code update
- Expedited Pay Program

☐ Process

- In-house certification
- Third Party Agreements
- HUB MOA
- Monthly contract payout notices
- Improved contract monitoring
- Review zero goal projects
- Progressive sanctions
- Good Faith Effort Requirements
- City Staff Training
- Large Projects

☐ Technology

- Certification database
- Website improvements
- Reports online
- eCapri Modifications

☐ Outreach

- Monthly workshops
- Brochures & tip sheets
- Appreciation events
- Conferences, mtgs. Special events by other agencies, organizations



Future Launches

- Software enhancements
- Electronic documents
- Small business program
- Bonding
- Acceptance of MBE/WBE Certifications by private firms
- Focus groups / Surveys
- Green & Alternative Energy Strategy
- Cooperative Purchases



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City of Austin

MBE/WBE Competitive Purchases (Austin Energy) FY 2008 & FY 2009



Total MBE/WBE Competitive Purchases

- Reports for FY 2008 and 2009 thru June
 - Compare M/WBE Payments to Total Payments
 - Past Reports Compared Awards

- The results of changing the report are:
 - Actual M/WBE Utilization and
 - Elimination of Negative Percentages



Total MBE/WBE Competitive Purchases

- ❑ MBE/WBE goals are Citywide goals
 - 4 Different Categories
 - AE Solicitations Reviewed by SMBR
 - Contractors Report Payments to M/WBE Subcontractors
 - Actual utilization of M/WBEs on AE Contracts based on payments

