

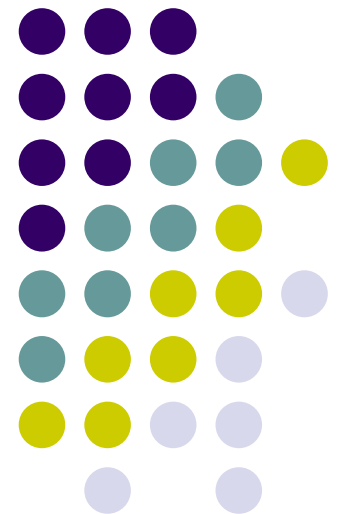
Austin Energy Purchasing

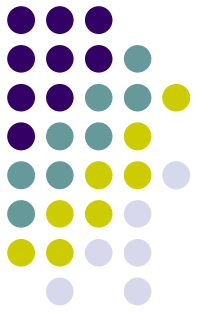
Austin Energy & Purchasing's MBE/WBE Participation Efforts MBE/WBE Participation Reports

Presented to the Electric Utility Commission
June 21, 2010

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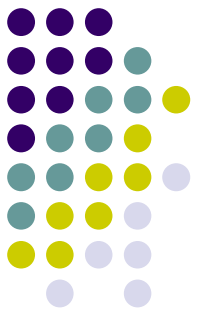




We will briefly review:

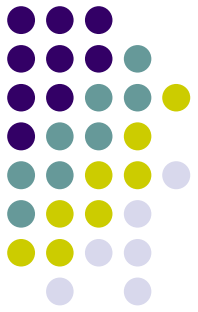
- MBE/WBE City Ordinance
- AE & Purchasing efforts to increase participation
- Contract examples utilizing M/WBEs
- Change in reporting method
- Reports

Minority and Women Owned Participation



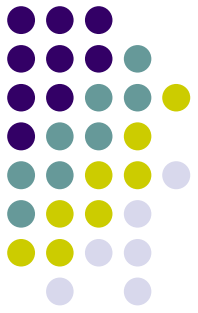
- By City Ordinance, all solicitations over Council limit are reviewed by the Small and Minority Business Resources Department for potential subcontracting opportunities.
- SMBR establishes MBE/WBE goals, all offerors must complete a compliance plan
- SMBR may approve “Zero Goals” if:
 - No subcontracting opportunities were identified
 - Subcontracting opportunities were not identified in two or more areas
 - There were not enough certified M/WBEs in the opportunities found

M/WBE Participation



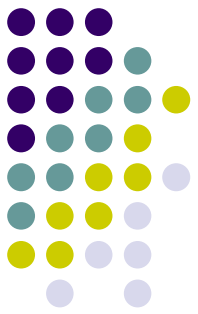
- Competitive Purchases
 - M/WBEs are encouraged to respond to solicitations as prime contractors
 - Pre-bid conferences
 - Solicitation packages may include scopes structured to allow M/WBEs to propose as primes
 - Identification of subcontracting opportunities after contract award with approved “No Goals” and Compliance plans. Contractors are required to conduct good faith efforts for any potential subcontracting opportunities that occur through duration of a project.

M/WBE Participation

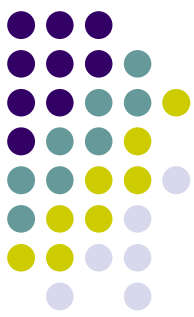


- For non-competitive awards over Council limit vendors complete a M/WBE Utilization plan to list subcontractors to be used
 - Sole/Single Source
 - Professional Services (non-construction)
 - Cooperative Purchases

Efforts to increase M/WBE Participation



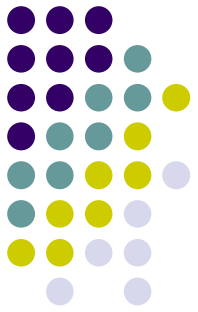
- Process to identify subcontracting opportunities prior to issuance of solicitations for projects estimated above \$50,000.
 - Project Manager, Business Development and Purchasing collaboratively work together in review process
- Proactive Monitoring of AE contracts with M/WBE plans
 - AE Business Development Unit
 - AE and Purchasing compliance teams
- AE Business Development notifies available M/WBE firms through bid briefs, phone calls and post cards
- Training for AE Purchasing staff



AE purchases with M/WBE participation

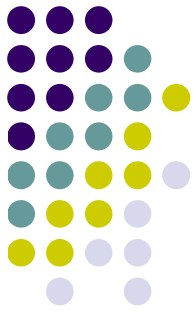
Date of Initial Award	Contractor	Description	Goals Assigned	% M/WBE Payments	\$ M/WBE Payments
January 18, 2010	Mastec North America	Underground Transmission & Distribution Construction Maintenance	13.7% MBE 13.8% WBE	8% MBE 32% WBE	\$131,803 MBE \$513,408 WBE
January 7, 2006	Pike Electric, Inc.	Transmission & Distribution Electrical Services Agreement	9.69% MBE 1.42% WBE	3% MBE 1% WBE	\$332,739 MBE \$103,842 WBE
August 28, 2006	Asplundh Tree Expert	Transmission & Distribution Line Clearing Agreement	23.1% MBE 4.38% WBE	19% MBE 2% WBE	\$3,844,710 MBE \$343,680 WBE
August 28, 2006	Davey Tree Surgery	Distribution Line Clearing Agreement	23.1% MBE 4.38% WBE	27% MBE 5% WBE	\$5,011,863 MBE \$911,025 WBE
May 27, 2009	IBM	CIS Project	12.2% MBE 12.2% WBE	1% MBE 15% WBE	\$114,048 MBE \$5,180,832 WBE
August 31, 2009	Alltec Engineering	Restoration/Reconditioning of gate for Longhorn Dam	13.7% MBE 13.8% WBE	20% MBE 0% WBE	\$76,000 MBE \$0.00 WBE

* Contracts are on-going and not complete, so numbers will change as more work is carried out.



MBE/WBE Reporting

- Track the actual dollars payments to subcontractors utilized vs dollars awarded
- Recommend future MBE/WBE reports based on payments

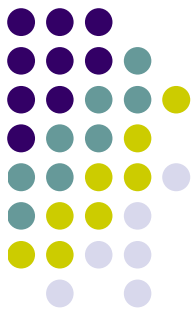


Total MBE Payments Austin Energy FY 2009 and FY 2010 thru December

	GOAL (%)	FY 09 * Competitive Payments	FY 09 MBE (%)	FY 09 MBE Payments	GOAL (%)	FY 10 * Competitive Payments	FY 10 MBE (%)	FY 10 MBE Payments
CONSTRUCTION	13.7	\$7,297,772	2.56%	\$186,614	13.7	\$2,613,608	2.78%	\$72,682
African American	1.7		1.44%	\$104,831	1.7		1.48%	\$38,751
Native/Asian American	2.3		0.46%	\$33,801	2.3		0.36%	\$9,433
Native			0.00%	\$0			0.00%	\$0
Asian			0.46%	\$33,801			0.36%	\$9,433
Hispanic	9.7		0.66%	\$47,982	9.7		0.94%	\$24,498
COMMODITY	3.5	\$19,225,375	0.71%	\$136,075	3.5	\$2,512,550	0.15%	\$3,822
African American	0.3		0.27%	\$51,727	0.3		0.10%	\$2,418
Native/Asian American	0.7		0.24%	\$46,202	0.7		0.06%	\$1,403
Native			0.00%	\$0			0.00%	\$0
Asian			0.24%	\$46,202			0.06%	\$1,403
Hispanic	2.5		0.20%	\$38,146	2.5		0.00%	\$0
NON-PROFESSIONAL	14.1	\$17,291,777	3.06%	\$529,970	14.1	\$4,649,451	23.08%	\$1,073,274
African American	2.5		1.39%	\$239,960	2.5		5.91%	\$274,948
Native/Asian American	1.7		1.32%	\$227,910	1.7		1.45%	\$67,343
Native			0.43%	\$75,000			0.00%	\$0
Asian			0.88%	\$152,910			1.45%	\$67,343
Hispanic	9.9		0.36%	\$62,100	9.9		15.72%	\$730,984
PROFESSIONAL	15.8	\$5,753,347	6.55%	\$376,631	15.8	\$1,354,905	31.76%	\$430,284
African American	1.9		3.95%	\$227,083	1.9		8.43%	\$114,180
Native/Asian American	4.9		0.36%	\$20,684	4.9		18.77%	\$254,266
Native			0.00%	\$0			0.00%	\$0
Asian			0.36%	\$20,684			18.77%	\$254,266
Hispanic	9		2.24%	\$128,864	9.0		4.56%	\$61,838
TOTAL		\$49,568,271	2.48%	\$1,229,290		\$11,130,514	14.20%	\$1,580,062

* Competitive Payment dollars represents dollars awarded where MBE firms were available. Dollars for MBEs and WBEs will differ due to higher numbers of MBEs available

Note: Variances due to rounding



Total WBE Payments Austin Energy FY 2009 and FY 2010 thru December

	GOAL (%)	FY 09 * Competitive Payments	FY 09 WBE (%)	FY 09 WBE Payments	GOAL (%)	FY 10 * Competitive Payments	FY 10 WBE (%)	FY 10 WBE Payments
CONSTRUCTION	13.8	\$7,268,663	0.00%	\$0	13.8	\$2,294,861	0.39%	\$8,856
COMMODITY	6.2	\$1,256,831	18.32%	\$230,191	6.2	\$214,532	46.52%	\$99,810
NON-PROFESSIONAL	15	\$16,341,633	1.57%	\$257,308	15	\$4,283,907	121.82%	\$5,218,699
PROFESSIONAL	15.8	\$5,753,347	0.04%	\$2,213	15.8	\$1,354,905	14.57%	\$197,458
TOTAL		<u>\$30,620,474</u>	1.60%	<u>\$489,712</u>		<u>\$8,148,205</u>	67.80%	<u>\$5,524,823</u>

* Competitive Payment dollars represents dollars awarded where WBE firms were available. Dollars for MBEs and WBEs will differ due to higher numbers of MBEs available

WBE Goals may be met by using Minority Women who choose to certify as MBE's

Note: Variances due to rounding