

# 2011

## Allegheny County M/W/DBE Department



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### Department Staff:

**Ruth Byrd-Smith – Director**  
**Lisa Edmonds – Deputy Director**  
**Nancy Florence – Office Manager**  
**Chandler Wolf – Contract/  
Certification Manager**  
**Sue Broadus – Certification/Contract  
Monitor**  
**Kristy Kwisnek – Clerk Typist II**



## M/W/DBE Program

In 1981, the Allegheny County Commissioners established a County-wide Minority Business Enterprise Program because they recognized that minority and woman business enterprises (MBEs and WBEs) had not participated in County contracts for supplies and services to the extent that was desirable. The Commissioners also recognized that there were certain impediments to achieving greater participation.

The objective of the program is to ensure that MBEs, WBEs and DBEs (disadvantaged business enterprises) are given the maximum opportunity to obtain and perform on contracts. In order to accomplish and monitor this effort, goals have been established for all contracts and other business activities entered into by Allegheny County having overall goals of 13% for MBEs and 2% for WBEs. These goals remain in effect throughout the life of each contract.

Allegheny County expects all bidders and proposers to demonstrate a good faith effort to include MBEs, WBEs and DBEs when bidding on County contracts. A good faith effort is defined in the  [Code of Federal Regulations \(49 CFR 26\)](#).

An M/W/DBE participation waiver request is necessary if the M/W/DBE goals are not completely met for a County contract. An M/W/DBE participation waiver request must include the following:

- A detailed account of good faith efforts made;
- A detailed explanation of the bidder's/proposer's normal business practice;
- An operation and/or inventory profile;
- An active company subcontractor/supplier diversity plan/policy.

Allegheny County is a certifying participant in the Pennsylvania Unified Certification Program (PA UCP). PA UCP-certified M/W/DBEs can be found through the  [PA UCP](#) website.

## Mission Statement

To create an environment that promotes meaningful business opportunities, showcases viable M/W/DBE firm capabilities, builds productive partnerships and exercises effective program management, targeted towards successful integration of M/W/DBE firms within the business structure of Allegheny

County and surrounding areas.

The Department of Minority, Women and Disadvantaged Business Enterprise (M/W/DBE) serves as the catalyst for business development by providing technical assistance, advocating M/W/DBE business concerns, and providing information on

opportunities within Allegheny County, as well as other local public agencies. This department works in partnership with all County departments and the community at large, to ensure the inclusion of M/W/DBE firms in meaningful business opportunities throughout Allegheny County.



## Director's Message

This department serves as an initial point of contact for minority and women businesses seeking to find business opportunities with Allegheny County.

The department is a certifying participant as a member of the Pennsylvania Unified Certification Program (PA UCP). If you are certified with any of the members, you have reciprocity among such. The PA UCP certifying participants are:

- Allegheny County Department of MBE/WBE/DBE
- Pennsylvania Department of Transportation (PennDOT)
- Port Authority of Allegheny County
- Southeastern Pennsylvania Transportation Authority (SEPTA)
- City of Philadelphia Airport

Minority and women owned businesses make up the two fastest growing segments of the small business community. We are proud of these emerging business enterprises.

*Ruth Byrd-Smith,  
Director*



**"Progress is the attraction that moves humanity." – Marcus Garvey**



## Definitions



- **Minority:** those individuals who are citizens of the United States (or lawfully admitted permanent residents) and who are Black Americans, Hispanic Americans, Native Americans, Asian-Pacific Americans or Subcontinent Asian Americans and any other individuals found to be disadvantaged by the Small Business Administration pursuant to Section 8(a) of the Small Business Act as amended:
  1. Black Americans – persons having origins in any of the Black racial groups of Africa.
  2. Hispanic Americans – persons of Mexican, Puerto Rican, Cuban, Dominican, Central or South American, or other Spanish culture or origin, regardless of race.
  3. Native Americans – persons who are American Indians, Eskimos, Aleuts or Native Hawaiians.
  4. Asian-Pacific Americans – persons whose origins are from Japan, China, Taiwan, Korea, Burma (Myanmar), Vietnam, Laos, Cambodia (Kampuchea), Thailand, Malaysia, Indonesia, the Philippines, Brunei, Samoa, Guam, the U.S. Trust Territories of the Pacific Islands (Republic of Palau), the Commonwealth of the Northern Marianas Islands, Macao, Fiji, Tonga, Kirbati, Juvalu, Nauru, Federated States of Micronesia or Hong Kong.
  5. Subcontinent Asian Americans – persons whose origins are from India, Pakistan, Bangladesh, Bhutan, the Maldives Islands, Nepal or Sri Lanka.
  
- **Women:** Females (women, regardless of race or ethnicity).
  
- **Disadvantaged:**
  1. Socially – individuals who have been subjected to racial or ethnic prejudice or cultural bias within American society because of their identities as members of groups and without regard to individual qualities.
  2. Economically – individuals that are socially disadvantaged and whose ability to compete in the free enterprise system has been impaired due to diminished capital and credit opportunities as compared to others in the same or similar line of business who are not socially disadvantaged.



## Definitions cont'd

- **Participation Plan:** the plan that the low bidder/selected proposer presents to the M/W/DBE Department based on the good faith effort made to identify M/W/DBEs for specific contracts.
- **Good Faith Effort:** efforts to achieve a DBE goal or other requirement of this part which, by their scope, intensity, and appropriateness to the objective, can reasonably be expected to fulfill the program requirements. Apparent low bidders/selected proposers are expected to demonstrate good faith efforts by actively and aggressively seeking out MBE and WBE participation in the project to the maximum extent given all relevant circumstances. The following are examples of areas in which a good faith effort may be demonstrated:

Example 1: If bidding as a manufacturer, are there aspects of the manufacturing process or material use in the manufacturing of the commodity that can be acquired from a certified M/W/DBE? If the answer is yes, indicate on the solicitation and commitment form those M/W/DBE firms you have solicited in an effort to meet the contract goals for participation.

Example 2: If bidding as a service provider or supplier/broker, are there aspects of the contract that can be performed by a certified M/W/DBE in areas of personnel, transportation, assembly or procurement of products, distribution or other aspects of the contract which can be subcontracted out? If the answer is yes, indicate on the solicitation and commitment form those M/W/DBE firms you have solicited in an effort to meet the contract goals for participation.

**“If there is anything that a man can do well, I say let him do it. Give him a chance.” – Abraham Lincoln**



## MBE Advisory Committee

The 15\* member committee is selected as follows: up to five members may be County department directors who are engaged in procurement activities; with all remaining members to be representatives of such civic, community, minority and other entities as the Chief Executive and County Council may, from time to time in their discretion, designate.

The purpose of the Committee is to make recommendations for the improvement of the M/W/DBE Department.

Dennis Davin	Allegheny County Department of Economic Development
Victor Diaz	Pittsburgh Metropolitan Area Hispanic Chamber of Commerce
Mark Patrick Flaherty	Office of the Allegheny County Controller
Amy Griser	Allegheny County Department of Budget and Finance
Kenneth Huston	Huston Trust, Inc.
Timothy Johnson	Allegheny County Department of Administrative Services
Abass Kamara	Pittsburgh Penguins
Marc Little	Minority and Women Educational Labor Agency (MWELA)
Iftikhar Malik	Shawn Malik, Inc.
M. Gayle Moss	National Association for the Advancement of Colored People (NAACP) – Pittsburgh Branch
Joseph Olczak	Allegheny County Department of Public Works
Im Sook Reinhart	Controls Link, Inc.
Toni Silva	University of Pittsburgh Medical Center (UPMC)
Timothy Stevens	Black Political Empowerment Project (B-PEP)

\* in 2011 one seat was vacant.



## M/W/DBE Contractor Working Capital Loan Program

The M/W/DBE Contractor Working Capital Loan Program (WCLP) program is designed to provide accounts receivable financing for small contractors executing public agency contracts in Allegheny County. The WCLP provides market-rate gap financing to small contractors based on the WCLP applicant's need to finance working capital for their public agency contracts.

Through the Redevelopment Authority of Allegheny County (RAAC) the WCLP is designed to promote opportunities for those groups who have not had ready access to contract financing in Allegheny County, including minority and woman-owned businesses and disadvantaged business enterprises. Funds for the program will be provided by RAAC's Economic Development Fund (EDF) in partnership with the local banking community.

During 2011 the following firms received loans through this program:

- ◆ Acuta Digital
- ◆ K. Bealer Consulting, LLC
- ◆ Ma'at Construction Group, LLC
- ◆ Steele City Contracting

## M/W/DBE Department Activity

During 2011 the department performed **81** on-site visits to the offices of firms seeking new certification or to renew their current certification. We attended **98** construction project status meetings to advocate on behalf of the minority and women businesses who were participants on these projects. We also attended pre-bid and bid openings and sat on **nine** selection committees during the procurement process. Our staff provided certification counseling and/or presented at **87** workshops on certification. The department participated at over **60** tradeshow, networking events and speaking engagements. We ended 2011 with **483 firms** of the approximately 2000 in the Pennsylvania Unified Certification Program serviced directly by Allegheny County Department of Minority Women and Disadvantaged Business Enterprise.



## Participation Plans Submitted on County Contracts Awarded in 2011

		%	Minority Prime	Non Minority Woman Prime	Minority Sub	Non Minority Woman Sub
<b>Purchasing</b>						
Contract Total	\$17,840,718.25					
MBE	\$2,496,389.94	14.0	\$14,508.50		\$2,481,881.44	
WBE	\$981,917.75	5.5		\$618,760.42		\$363,157.33
Total MWDBE	\$3,478,307.69	19.5				
<b>Public Works</b>						
Contract Total	\$16,479,430.34					
MBE	\$2,503,245.18	15.2			\$2,503,245.18	
WBE	\$716,717.32	4.3		\$24,020.00		\$692,697.32
Total MWDBE	\$3,219,962.50	19.5				
<b>Staples</b>						
Contract Total	\$1,834,929.07					
MBE	\$293,269.18	16.0				
WBE	\$67,405.07	3.7				
Total MWDBE	\$360,674.25	19.7				
<b>County Participation Plan Totals</b>						
Contract Total	\$36,155,077.66					
MBE	\$5,292,904.30	14.6				
WBE	\$1,766,040.14	4.9				
Total MWDBE	\$7,058,944.44	19.5				

The Participation Plan is a plan that the low bidder/selected proposer presents to the M/W/DBE Department based on the good faith effort made to identify M/W/DBEs for specific contracts.

The goals on all contracts at Allegheny County are 13% MBE and 2% WBE.



## Participation Plans Submitted on County Contracts Awarded in 2011 cont'd

### Redevelopment Authority Allegheny County (RAAC) via Economic Development

MBE	\$3,380,054.44
WBE	\$2,430,224.77
<b>Total MWDBE</b>	<b>\$5,810,279.21</b>

\*\*\*\*\*

### PennDOT Contracts\*

Contract Total	\$47,693,643.17	
MBE	\$1,589,540.16	3.3%
WBE	\$804,778.86	1.7%
<b>Total MWDBE</b>	<b>\$2,394,319.02</b>	<b>5.0%</b>

\* PennDot monitors and sets the goals for these contracts. The DBE goal ranges from 3% to 8%.

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### Amerinet (Purchasing Group)

MBE	\$12,854.29
WBE	\$0.00
<b>Total MWDBE</b>	<b>\$12,854.29</b>

As a leading national healthcare group purchasing organization, Amerinet strategically partners with acute and alternate care providers to reduce costs and improve quality.

## 2011 Non-Profit Summary

Faith Based Only Contracts	\$68,552,694
African American Only Contracts	\$57,337,385
Faith Based & African American	\$6,413,616
<b>Total</b>	<b>\$132,303,695</b>

\* Non-Profits are not eligible for certification. The Allegheny County Department of Human Services provides the information for these contracts.

# Allegheny County Department of Minority, Women and Disadvantaged Business Enterprise



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Website: [www.alleghenycounty.us/mwdb](http://www.alleghenycounty.us/mwdb)

## M/W/DBE Prime Vendors Awarded Contracts in 2011:



ACME Supply	Nephron Pharmaceuticals Corporation
AGF Company	O.D. Taragin and Brothers, LLC
Air Technology, Inc.	Penn Fashions
Allegheny Valley Transfer Company, Inc.	Pittsburgh Mobile Concrete, Inc.
CAMSCO Service, Inc.	RD Plastics Company, Inc.
Interboro Packaging	X-Gen Pharmaceuticals, Inc.
Joshen Paper and Packaging Company	

## M/W/DBE Sub Vendors Identified in 2011 Participation Plans:

6 Degrees Consulting, Inc.	Dawood Engineering, Inc.	LR Sales, Inc.
A & J Hauling	Del-Sir Supply, Inc.	Madura Steel Sales, Inc.
Abator Information Services, Inc.	Diversified Commodities, Inc.	Maroadi Transfer and Storage
Acclaim Systems, Inc.	Edmonds Trucking & Supply, Inc.	Mil-Ray Food Company
ACME Supply Co., Ltd.	Edmonds Trucking, Inc.	O.D. Taragin and Brothers, LLC
Adams Petroleum Products, Inc.	EMED RX	Paragon Wholesale Foods Corporation
Advanced Shipping Technologies, Inc.	The Emphyrean Group	Parks Moving Systems
AGF Company	First Choice Temporary Services, Inc.	Penn Fashions
Air Technology, Inc.	Geodrain, Inc.	Pittsburgh Mobile Concrete, Inc.
Al Geisler & Sons Trucking, Inc.	Greenwood-McDonald Supply Company	Precision Copy Products
Allegheny Valley Transfer Co., Inc.	Interstate Enterprises, Inc.	Rhino Construction, Inc.
Amelie Construction & Supply	Jadell Minniefield Construction Services	Royal Flush, Inc.
ATS Chester Engineers	KAG Engineering, Inc.	Sanders Construction Company
Beth's Barricades	Kar Wing Trading Co., Inc.	Shaka, Inc.
Boyd Roll-Off Services, Inc.	KB Environmental Sciences, Inc.	Steel Core Construction, Inc.
Callahan Paving Products, Inc.	KCL, Inc.	Summit Insulation, LLC
CDI Printing Services	KM Chng Environmental, Inc.	The U Company, LLC
CFI Associates, Inc.	Latimore Trucking & Supply Co., LLC	Unitex International, Inc.
Cooper Trading, Inc.	LCG Supplies, Inc.	W.K. Merriman, Inc.
Cureton Enterprises	Lee's Construction	Zavala, Inc.

**"You only have to believe that you can succeed, that you can be whatever your heart desires, be willing to work for it, and you can have it." – Oprah Winfrey**