



# MINORITY, WOMEN AND DISADVANTAGED BUSINESS ENTERPRISE 2023 REPORT

Prepared by the Department of Equity and Inclusion



ALLEGHENY COUNTY

**COUNTY OF**



**ALLEGHENY**

**SARA INNAMORATO**  
COUNTY EXECUTIVE

April 2024

Dear Friends,

I am pleased to present the 2023 Annual Minority Women Disadvantaged Business Enterprise (MWDBE) Report of our Department of Equity and Inclusion (DEI). DEI supports the minority, women and disadvantaged business communities in Allegheny County and beyond by helping them build capacity and connecting them to business opportunities.

DEI is one of only five certifying participants for the Pennsylvania Unified Certification Program (PA UCP) and is second only to PennDOT in managing the highest number of actively certified firms – a total of 496 businesses as of year-end. Once certified, these businesses can participate in federally funded projects as disadvantaged business enterprises (DBEs) and state and locally funded projects as minority or women business enterprises (MBEs or WBEs).

A testament to her professionalism and commitment to helping MWDBEs with the certification process, DEI's Director, Lisa Edmonds, was elected in 2023 to chair the PA UCP Oversight Committee for a two-year term.

Another aspect of DEI's work is the review of county contracts for participation by MWDBEs. In 2023, the department reviewed 166 vendor proposals and 143 contracts. \$24 million was awarded or committed to minority and women-owned businesses during the year through county contracts.

As your new County Executive, I look forward to DEI expanding its outreach to and support for this essential part of our business community - essential to building economic prosperity for historically underserved communities and growing prosperity for our county.

Sincerely,  
Sara Innamorato

A handwritten signature in blue ink, appearing to read 'Sara Innamorato', is located below the typed name.

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COUNTY OF



ALLEGHENY

**SARA INNAMORATO**  
COUNTY EXECUTIVE

Dear Friends:

The Department of Equity and Inclusion is pleased to present our 2023 Annual Report. We continued to work hard to ensure that minority, women, and disadvantaged businesses are offered not just a seat at the table, but a voice and opportunity to participate in contracts with Allegheny County. The year will be remembered for lawsuits that threatened to dismantle civil rights programs, similar to our MWDBE Program, across the country. Programs like these were implemented to ensure that those who have been historically excluded due to their skin color or gender are provided opportunities. Ideally, enough progress would have been made that these programs would no longer be necessary; however, statistical data proves otherwise.

As 2023 ended so did the 12-year tenure of County Executive Rich Fitzgerald. A big thank you to Rich who consistently attended and offered remarks at our Annual Open House events. We wish him well in his new endeavor at the Southwestern Pennsylvania Commission (SPC), where he will remain affiliated with DEI as the SPC is a member of the Pennsylvania Unified Certification Program (PA UCP).

A new chapter has begun! We welcomed County Executive-elect, Sara Innamorato, who made history as the first woman elected to this position. We are excited to discuss with her our team's accomplishments over the years and look forward to her leadership and direction in progressing equity and inclusion.

This year was also a record year with an increased number of staff: 8 full-time, 2 part-time, and 1 temporary employee, with hopes of having at least two additional full-time employees by the first quarter of 2024. There is much work to be done to ensure equity and inclusion is not just a statement but honored with actions and results. We don't take lightly the need to be impactful and we are up to the task.

Sincerely,

*Lisa L. Edmonds*

Lisa L. Edmonds  
Chief Equity and Inclusion Officer

LISA L. EDMONDS, ECMCA, CHIEF EQUITY AND INCLUSION OFFICER

**DEPARTMENT OF EQUITY AND INCLUSION**

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# CONTENTS

## DEPARTMENT OF EQUITY AND INCLUSION (DEI) 4

- ❖ About Us
- ❖ Equity and Inclusion Staff

## CERTIFICATION 7

- ❖ Pennsylvania Unified Certification Program
- ❖ Benefits of DBE Certification through the PA UCP

## CONTRACT PARTICIPATION 11

- ❖ Allegheny County Departments
  - Public Works
  - Human Services
  - Administrative Services: Purchasing and Supplies
- ❖ Allegheny County Authorities
  - Airport Authority
  - Housing Authority
  - Sanitary Authority
  - Redevelopment Authority
  - Pittsburgh Regional Transit (Formerly Port Authority)
  - Sports and Exhibition Authority

## OUTREACH AND TECHNICAL ASSISTANCE 18

- ❖ Capacity Building, Technical Assistance and Support
- ❖ Advocacy
- ❖ Communication of Opportunities
- ❖ Social Media
- ❖ MWDBE Advisory Committee

## ANNUAL OPEN HOUSE 22

## HOW DO I....? 24

# DEPARTMENT OF EQUITY AND INCLUSION (DEI)

## ABOUT US

In 1981, the Allegheny County Commissioners established a countywide Minority Business Enterprise Program to provide for greater participation of minority and women business enterprises (MBEs and WBEs) in County contracts. The goal of the program was to remove impediments that prevented those businesses from achieving greater participation. That program evolved into the Minority, Women and Disadvantaged Business Enterprise (MWDBE) Department. To deepen diversity, equity, and inclusion in policies and procedures, the Department was rechristened the Department of Equity and Inclusion (DEI) in 2020.

The mission of the Department is to support the minority, women and disadvantaged business communities in the region and work to build the capacity of certified MWDBEs, monitor contracts to ensure compliance with Allegheny County participation goals, and provide outreach and technical assistance to the MWDBE business community. DEI is also charged with supporting an environment that is inclusive and equitable within the County and its external-facing services, promoting shared prosperity through community development and other avenues that create an environment that promotes meaningful business opportunities, showcasing viable MWDBE capabilities, building productive partnerships, and exercising effective program management targeted towards successful integration of those firms within the business structure of Allegheny County and surrounding areas.

The Department's objective is to ensure that MWDBEs are given the maximum opportunity to obtain and perform on County contracts. In order to accomplish and monitor this effort, goals have been established for contracts and other business-related activities entered into by Allegheny County. The County's contract goals are 13% MBE participation and 2% WBE participation. These goals remain in effect throughout the life of each contract.

## MISSION

The mission of the Department of Equity and Inclusion (DEI) is to build the capacity of MWDBE certified businesses, monitor contracts to ensure compliance with Allegheny County participation goals, and provide outreach and technical assistance to the MWDBE business community.

To accomplish this objective, DEI provides services in the following areas:

**Certification:** Allegheny County is a certifying participant of the Pennsylvania Unified Certification Program (PA UCP). The purpose of the PA UCP is to provide “one-stop shopping” for firms seeking certification as a Disadvantaged Business Enterprise (DBE) in accordance with 49 CFR Part 26. Throughout 2023, the Department managed a portfolio of 571 certified firms.

**Contract Participation:** DEI oversees the effort made by firms bidding for contracts with Allegheny County to ensure that a “good faith effort” has been made to include MWDBEs on these offerings. DEI works to increase the number of certified MWDBE companies participating in contracting opportunities in Allegheny County. The Department also serves as the repository receiving MWDBE contract participation information from County authorities.

**Outreach and Technical Assistance:** DEI communicates with the public by hosting and participating in workshops, trainings, tradeshow, and speaking engagements. The Department continued to conduct one-on-one virtual and in-person certification counseling sessions. In 2023, after three years of virtual hosting, we held our annual Open House in person. The DEI Open House promotes networking of MWDBEs, along with opportunities to hear from various stakeholders about resources and opportunities to encourage business growth and success.

During 2023, DEI collaborated with the Department of Economic Development staff to initiate the planning of a countywide outreach session on how to do business with Allegheny County. DEI also presented on DBE Certification to members of the African American Chamber of Commerce of Western Pennsylvania. Additionally, the Department joined the 1<sup>st</sup> Annual Hispanic Heritage Festival to provide information on DBE Certification and business opportunities with Allegheny County.

The Department of Equity and Inclusion's objective is to ensure that MWDBE firms are given the maximum opportunity to obtain and perform on County contracts.

## EQUITY AND INCLUSION STAFF

The Department of Equity and Inclusion had a total County staff count of ten during 2023. In addition to Chief Equity and Inclusion Officer Lisa L. Edmonds, the Department consisted of a Deputy Director, Contract/Certification Generalist, two Certification Analysts, an Office Manager, two Office Clerks, and two part-time interns. The following county employees contributed to the success of DEI throughout 2023.

**Lisa L. Edmonds**

*Chief Equity and  
Inclusion Officer*



**Damian Wiles**

*Deputy Director*



### Staff



**Melodye Martin**  
*Contract/  
Certification  
Generalist*



**Sheldon  
Reynolds**  
*Certification  
Analyst*



**Kayla Dolby**  
*Certification  
Analyst*



**Matthew  
Costello**  
*Office Manager*



**Erin Johnson**  
*Office Clerk*



**Eleanor  
Madison**  
*Office Clerk*

### Intern Staff



**Sasha Levy**



**Elle Betsker**

The staff works cooperatively to increase the services provided to MWDBEs, the number of certified firms in markets, and the availability of meaningful business opportunities afforded to MWDBEs in the county. The staff also ensures effective communication with firms, and the establishment of meaningful partnerships that advance the program. The Department's 2023 adopted budget totaled \$1,041,012.

The Department maintains partnerships/memberships with organizations that share its mission including: the PA UCP, Diversity Business Resource Center, Eastern Minority Supplier Development Council, Pittsburgh Metropolitan Hispanic Chamber of Commerce, African American Chamber of Commerce of Western PA, Pittsburgh Urban League, Southwestern PA Engineering Outreach, MWDBE Governmental Committee, National Council of Negro Women, Mon Yough Chamber of Commerce, American Contract Compliance Association and Women's Business Enterprise Center East.

## **CERTIFICATION**

### **PENNSYLVANIA UNIFIED CERTIFICATION PROGRAM**

The Allegheny County Department of Equity and Inclusion is a certifying participant under the Pennsylvania Unified Certification Program (PA UCP). Created in response to federal action that revamped the U. S. Department of Transportation's DBE program, the PA UCP was created to provide a one-stop shop for DBE certification. The unified program allows businesses to file one application and go through one certification review to achieve certification that is recognized by all recipients of federal funds in the state. DEI is one of five organizations within the state of Pennsylvania that certify DBEs. Participation in the PA UCP ensures mandatory reciprocity among its member agencies, a customer-friendly process, and a unified DBE directory that lists all actively certified DBEs.

As of December 31, 2023, the Department had the following certification statistics:

- 496 total certified firms
- 31 newly certified firms
- 8 new applications denied
- 2 new applications withdrawn
- 465 firms approved for continued eligibility
- 6 Notices of Change approved
- 2 Notices of Change denied
- 101 firms decertified
- 6 firms withdrew DBE certification
- 5 NAICS code modifications approved
- 3 NAICS code modifications denied
- 1 NAICS code modifications withdrawn



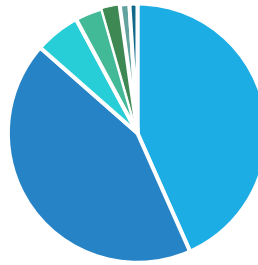
Of the 496 firms certified at the end of 2023, 308 or 62% were located within Allegheny County. One hundred and one (101) firms were domiciled in other Pennsylvania counties, with the remaining eighty-seven (87) firms from outside the state.

<b>County</b>	<b>Number of Firms</b>	<b>County</b>	<b>Number of Firms</b>
Allegheny	308	Lackawanna	1
Armstrong	1	Lawrence	2
Beaver	7	Luzerne	1
Butler	14	McKean	1
Cambria	6	Mercer	2
Clearfield	1	Philadelphia	1
Crawford	1	Montgomery	2
Cumberland	1	Somerset	2
Erie	10	Venango	3
Fayette	1	Washington	15
Greene	1	Westmoreland	23
Huntingdon	1	York	2
Indiana	2	Out of State	87
<b>Total Firms</b>			<b>496</b>

Certification is free. Businesses that wish to be DBE certified through the PA UCP can begin their application process online at [paucp.dbesystem.com](http://paucp.dbesystem.com). Information can also be obtained by contacting DEI by phone (412-350-4309) or email ([DEICertification@AlleghenyCounty.US](mailto:DEICertification@AlleghenyCounty.US)). To start the process, a complete application must be submitted to one of the five certifying participants. Applications must contain an original notarized affidavit and all applicable supporting documents. Once received, the application is reviewed, and the information is verified. Additional information may be requested, and an on-site interview will be conducted prior to a final decision being made.

Once certified, DBEs will be recognized by all recipients of funds from the Federal Aviation Administration, Federal Highway Administration, and Federal Transit Administration. Certified DBEs are also listed in the web-based online directory which can be accessed at [paucp.dbesystem.com](http://paucp.dbesystem.com). Other organizations also accept certified DBEs to meet the goals of their MWDBE programs.

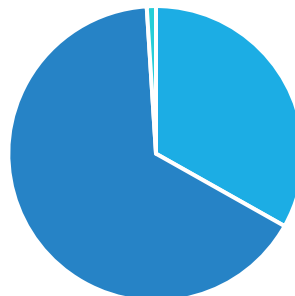
## Ethnicity



- Black
- Caucasian
- Hispanic
- Subcontinent Asian
- Asian Pacific
- Native American
- Other

<b>Ethnicity</b>	<b>Number of Certified Firms</b>	<b>Percent of Total</b>
Black	214	43%
Caucasian	217	44%
Hispanic American	30	6%
Subcontinent Asian	17	3%
Asian Pacific	11	2%
Native American	6	1%
Other	1	<1%
<b>Total</b>	<b>496</b>	<b>100%</b>

## Gender



- Male
- Female
- Mixed Ownership

<b>Gender</b>	<b>Number of Certified Firms</b>	<b>Percent of Total</b>
Male	167	34%
Female	325	66%
Mixed Ownership*	4	<1%
<b>Total</b>	<b>496</b>	<b>100%</b>

\*Mixed Ownership indicates a firm has male and female co-ownership.

## Benefits of DBE Certification through the PA UCP

- All U.S. DOT recipients in Pennsylvania are members of the PA UCP.
- Mandatory reciprocity is a component of the PA UCP.
- The PA UCP offers a customer-friendly process intended to streamline the DBE certification process.
- Ease of use with one unified DBE directory to locate DBEs certified by the PA UCP.
- Greater visibility to contractors, consultants, and agencies looking to utilize DBEs to meet goals on federally assisted transportation projects.
- Access to free training and consulting services through the DBE Supportive Services Center.
- DBE certification is recognized by many state, regional, and local diverse minority and women business programs.



Stephanie Turman of Always Busy Consulting, LLC, a currently certified DBE, asks a question at the Department of Equity and Inclusion 2023 Open House.

# CONTRACT PARTICIPATION

The Department of Equity and Inclusion oversees the effort made by firms bidding for contracts with Allegheny County to ensure that a “good faith effort” has been made to include MWDBEs on these offerings.

Article 435 of the Allegheny County Administrative Code requires, where appropriate, that prime contractors submit an MWDBE plan at the time of their bids or proposals. The prime contractor must identify MWDBEs that will participate in the work. A description of the work that each MWDBE will perform and the dollar value of the services or goods to be provided by each MWDBE, and assurance that the MWDBE plan will be followed must be provided.

The Department of Equity and Inclusion reviews the MWDBE participation plans of selected low bidders and proposers prior to award and works with them to ensure that the highest level of MWDBE inclusion is achieved. The County's contract goals are 13% Minority Business Enterprise (MBE) participation and 2% Women Business Enterprise (WBE) participation.

The written assurance must also state that the MWDBE is not prohibited from providing quotes to other prime contractors and include additional assurances that if the MWDBE is unable to perform successfully, the prime contractor will make every effort to replace that business with another MWDBE.

If a participation plan submitted with the bid documents does not meet participation goals, DEI reviews the plan to ensure that a “good faith effort” has been made to identify and offer business opportunities to MWDBE firms that are available in the marketplace. A “good faith effort” ensures that MWDBEs are included to the greatest extent possible to meet the contract goal(s). For that reason, contracts that are granted waivers are not included in the contract total and not compared to contracts where MWDBEs are available to participate.

If DEI determines that a “good faith effort” (see definition on the following page) has been made, a waiver for the participation gap may be granted.



## A “GOOD FAITH EFFORT”

(Using guidance from 49 CFR Part 26, Appendix A)

- Soliciting the interest of certified DBEs who have the capability to perform the work of the contract through all reasonable and available means.
- Selecting portions of the work to be performed by DBEs in order to increase the likelihood that the DBE goals will be achieved.
- Providing interested DBEs with adequate information about the plans, specifications, and requirements of the contract in a timely manner to assist them in responding to a solicitation.
- Negotiating in good faith with interested DBEs.
- Not rejecting DBEs as being unqualified without sound reasons based on a thorough investigation of their capabilities.
- Making efforts to assist interested DBEs in obtaining bonding, lines of credit, or insurance as required by the recipient or contractor.
- Effectively using the services of available minority/women community organizations, contractors' groups, business assistance offices, and other organizations to provide assistance in the recruitment and placement of DBEs.

In the event that the prime contractor/vendor is an MWDBE, this information must still be submitted. A vendor certified as both a minority and a woman must at the onset of the contract determine whether they will be utilized to fulfill the 13% MBE or 2% WBE goal and seek participation on the other designation. A firm cannot be utilized to meet both goals.

Throughout the life of a contract, the prime contractor/vendor is required to report the MWDBE participation through web-based software. The payment progress of these contracts is submitted online. Utilizing this process, DEI receives contract payment information in regular intervals. If a payment discrepancy surfaces, DEI may request canceled check(s) or check images, as well as invoices, from the prime contractor/vendor. Should a firm not report this information as requested, corrective action may be taken. If the problem is still not corrected, the Purchasing Division, and/or the operating department, will be notified in writing of the deficiencies and a recommendation may be made to terminate the contract for breach of the reporting responsibilities.

## ALLEGHENY COUNTY DEPARTMENTS

### Department of Public Works

The Department of Public Works is charged with the provision of the County's infrastructure, maintenance, and engineering service. Its mission is to provide those services in an efficient, effective, responsive, and responsible manner to enhance the quality of life, economic prosperity, and mobility of the citizens of Allegheny County. The Department of Public Works is responsible for the administration of direct County contracts, as well as overseeing PennDOT contracts. PennDOT contracts have separate requirements for DBE participation.

<i>Department of Public Works</i>	<i>Amount</i>	<i>Percent</i>
Total Value of New Contracts	\$17,716,891.95	100%
MBE	\$2,527,509.60	14%
WBE	\$655,056.78	4%
<b>Total M/WBE</b>	<b>\$3,182,566.38</b>	<b>18%</b>
Total Value of PennDOT Contracts	\$29,378,108.77	100%
DBE	\$2,755,037.89	9%
<b>Total MWDBE</b>	<b>\$5,937,604.27</b>	<b>13%</b>

### Department of Human Services

The Department of Human Services (DHS) is responsible for providing and administering publicly funded human services to Allegheny County residents. DHS is dedicated to meeting those needs through community partners that hold contracts to service the county's most vulnerable populations. Although many of those partners are not certified as MWDBEs, DHS does provide information relative to its service providers that have self-identified as African American, faith-based, or both. DEI serves as the repository of DHS contract participation data.

Providers designated as African American were based on the following criteria: foundation mission/purpose, CEO/Board Chair is African American, and neighborhood/consumers are predominantly African American. Likewise, providers designated as faith-based were determined by the following criteria: mission/purpose and affiliation with faith-based entity.

<i>Department of Human Services</i>	<i>Value</i>	<i>Number of Contractors</i>
African American	\$76,509,490.50	32
Faith-Based	\$44,492,225.00	28
African American and Faith-Based	\$16,937,046.44	18
<b>Total</b>	<b>\$137,938,761.94</b>	<b>78</b>

## Department of Administrative Services: Division of Purchasing and Supplies

The Department of Administrative Services: Division of Purchasing and Supplies procures supplies, equipment, and professional and construction services for Allegheny County. The procurement of construction services is done in conjunction with the Department of Facilities Management to maintain and upgrade the County's buildings, other structures, and acres of parkland. The Purchasing and Supplies Division's mission is to bring value to the procurement process while reducing cost, creating efficiency, and providing high quality customer service.

The following numbers represent committed participation on the Requests for Proposal (RFPs) and lowest bid Invitations for Bid (IFBs) that DEI received from Purchasing during the 2023 calendar year. Piggyback, sole source, extension, and Request for Qualifications (RFQ) contracts are not reviewed by DEI. Additionally, multi-year contracts are reported during the year they are received by DEI.

<i>Purchasing and Supplies</i>	<i>Amount</i>	<i>Percent</i>
Total Value of New Contracts with Participation	\$76,379,468.11	100%
MBE	\$16,018,523.58	21%
WBE	\$1,731,738.07	2%
<b>Total M/WBE</b>	<b>\$17,750,261.65</b>	<b>23%</b>

The numbers listed for Purchasing and Supplies represent new contract commitments solicited through RFPs and IFBs.



Donald Dolde and Lori Miles, of PennDOT District 11, present information to attendees at the Department of Equity and Inclusion 2023 Open House.

## ALLEGHENY COUNTY AUTHORITIES

Pursuant to Article 203 of the Allegheny County Administrative Code, each County authority must develop policies to ensure the participation of minority-owned, women-owned, and disadvantaged business enterprises. Each authority has its own standard for MWDBE contract participation, depending on its revenue source. The authorities provide quarterly reports to the Department of Equity and Inclusion on their progress. DEI does not review contract participation on behalf of any of the Allegheny County authorities.

### Allegheny County Airport Authority

The Allegheny County Airport Authority was created in 1999 to operate the Pittsburgh International and Allegheny County airports. The Authority oversees all aspects of airport operations including new development, environmental issues, airline, and tenant management, as well as airfield operations.

<b>Airport Authority</b>	<b>Amount</b>	<b>Percent</b>
Total Value of New Contracts	\$433,337,113.28	100%
<b>Total DBE</b>	<b>\$60,483,156.89</b>	<b>14%</b>

### Allegheny County Housing Authority

The Allegheny County Housing Authority was created to provide decent, safe, and sanitary housing for eligible low-income families and senior citizens in Allegheny County. The Housing Authority owns and manages 3,300 units, administers over 5,000 vouchers, and has three HOPE VI developments and 22 mixed-finance properties.

<b>Housing Authority</b>	<b>Amount</b>	<b>Percent</b>
Total Value of New Contracts	\$1,635,813.00	100%
MBE	\$466,292.00	28%
WBE	\$240,549.00	15%
MWBE	-	-
<b>Total M/WBE</b>	<b>\$706,841.00</b>	<b>43%</b>

### Allegheny County Sanitary Authority

The Allegheny County Sanitary Authority (ALCOSAN) was formed in 1946 to provide wastewater treatment services to 83 communities within Allegheny County, including the City of Pittsburgh. Its principal treatment plant is along the Ohio River, downstream from Pittsburgh's downtown, and processes up to 250 million gallons of wastewater daily.

<b>ALCOSAN</b>	<b>Amount</b>	<b>Percent</b>
Total Value of New Contracts	\$132,355,626.99	100%
MBE	\$12,936,547.07	10%
MWBE	\$1,978,841.13	1%
WBE	\$6,720,399.77	5%
<b>Total MWDBE</b>	<b>\$21,635,787.97</b>	<b>16%</b>



## Redevelopment Authority of Allegheny County

The Allegheny County Department of Economic Development (ACED) is the lead economic and residential development agency for Allegheny County and coordinates development initiatives across its eight divisions. ACED staffs multiple County authorities, including the Redevelopment Authority of Allegheny County (RAAC). The following participation data represents RAAC's contracts by program: County Demolition Fund (Act 152), Community Development Block Grant (CDBG), including supplemental appropriation from the CARES Act (CDBG-CV), Community Infrastructure and Tourism Fund (CITF), Gaming Economic Development Fund (GEDF), HOME Investment Partnerships Program (HOME), Lead Hazard Reduction Demonstration (LHRD) and other miscellaneous programs.

DEI serves as the repository for ACED contract participation data and does not review or certify any contracts on their behalf.

<b>Redevelopment Authority of Allegheny County</b>	<b>Amount</b>	<b>Percent</b>
<i>Act 152 Contracts</i>	\$821,918.00	100%
MBE	\$29,950.00	4%
WBE	\$158,000.00	19%
<i>CDBG Contracts</i>	\$11,972,268.00	100%
MBE	\$1,987,217.00	17%
WBE	\$819,074.00	7%
<i>CDBG-CV Contracts</i>	\$1,868,483.00	100%
MBE	\$92,540.00	5%
WBE	\$10,797.00	1%
<i>CITF Contracts</i>	\$2,307,966.00	100%
MBE	\$68,765.00	3%
WBE	-	-
<i>GEDTF Contracts</i>	\$7,993,533.00	100%
MBE	\$99,900.00	1%
WBE	\$3,603,090.00	45%
<i>HOME Contracts</i>	\$2,783,898.00	100%
MBE	450,688.00	16%
WBE	\$17,000.00	1%
<i>Other Contracts</i>	\$8,934,561.00	100%
MBE	\$1,354,614.00	15%
WBE	\$2,727,379.00	31%
<b>Total - All Contracts</b>	<b>\$36,682,627.00</b>	<b>100%</b>
Total MBE	\$4,083,674.00	11%
Total WBE	\$7,335,340.00	20%
<b>Total M/WBE</b>	<b>\$11,419,014.00</b>	<b>31%</b>

## Pittsburgh Regional Transit

Formed in 1959 by the Pennsylvania legislature, the Port Authority of Allegheny County began serving the community in March 1964. In June 2022, Porty Authority was rebranded as Pittsburgh Regional Transit. The agency operates, maintains, and supports bus, light rail, incline, and paratransit service for approximately 220,000 daily riders. Pittsburgh Regional Transit operates on a fiscal year of October - September and reports on a fiscal, not calendar, year.

<b>Pittsburgh Regional Transit</b>	<b>Amount</b>	<b>Percent</b>
Total Value of New Contracts	\$56,283,622.00	100%
<b>Total DBE</b>	<b>\$8,772,945.00</b>	<b>16%</b>

Note: Total payments to ongoing contracts during the same period were \$3,380,281, of which \$431,076 (or 13%), were payments to DBEs.

## Sports and Exhibition Authority of Pittsburgh and Allegheny County

The Sports and Exhibition Authority (SEA) was created in 1954 and charged with the construction and support of sports and exhibition facilities. Facilities include the Lower Hill Redevelopment Site, PPG Paints Arena, PNC Park, Heinz Field, David L. Lawrence Convention Center, Convention Center Riverfront Plaza, North Shore Riverfront Park, and the North Shore Garage. SEA also provides administrative and other staff support to the Stadium Authority of the City of Pittsburgh.

<b>Sports and Exhibition Authority</b>	<b>Amount</b>	<b>Percent</b>
Total Value of New Contracts	\$26,967,182.00	100%
MBE	\$2,156,820.48	8%
WBE	\$1,357,903.58	5%
<b>Total M/WBE</b>	<b>\$3,514,724.06</b>	<b>13%</b>



Danielle Vasquez and Todd Cioppa of Triton Holdings, LLC, a DBE certified firm since 2013, listen to presentations during the Department of Equity and Inclusion 2023 Open House.

# OUTREACH AND TECHNICAL ASSISTANCE

## CAPACITY BUILDING, TECHNICAL ASSISTANCE AND SUPPORT

Each year, the Department of Equity and Inclusion offers or partners with local organizations to offer workshops, seminars, tradeshow, and other business opportunities. These offerings provide capacity building, business technical assistance, and other support to certified firms and other small businesses. The DEI website, as well as its Facebook page, are updated on an ongoing basis to reflect current information and opportunities.

DEI website:

[www.alleghenycounty.us/Projects-and-Initiatives/Equity-and-Inclusion](http://www.alleghenycounty.us/Projects-and-Initiatives/Equity-and-Inclusion)

DEI Facebook page:

[www.facebook.com/AlleghenyCountyDEI](https://www.facebook.com/AlleghenyCountyDEI)

## ADVOCACY

Each year, the Department of Equity and Inclusion advocates for MWDBEs through involvement in the business processes within the Allegheny County government and by working closely with other agencies, non-profits, and corporations in our region.

In 2023, the Department:

- Certified 496 Firms
- Held 24 Certification Counseling Sessions
- Attended 83 Construction Status Meetings
- Attended 33 Pre-bid and Pre-proposal Meetings
- Reviewed 33 Request For Proposals (RFPs)
- Evaluated 166 Proposals
- Vetted 110 Specifications (a specification can have more than one contract)
- Vetted 143 Contracts
- Participated in 17 Outreach Activities

A construction status meeting is the periodic meeting that brings together the owner and prime contractor(s) for a project. DEI works to avoid any adversity that would prevent the MWDBEs from completing the project and provides a platform to address any MWDBE issues that may arise concerning a project. Additionally, the Department monitors the milestones of projects that involve MWDBEs.

A pre-bid/pre-proposal meeting is held prior to acceptance of a bid/proposal to cover the scope of work and the County's expectation for a project. At these meetings, the Department explains MWDBE goals, how to find such firms, and answers any questions regarding the paperwork that DEI will need to review prior to issuing an award recommendation.

DEI focuses on the inclusion of MWDBEs in the review for Request for Proposal process.

## 2023 Selected Events

*MWDBE Governmental Committee Conference | Share 2023 | Annual CEIR Conference | Department of Equity and Inclusion Annual Open House | SPEO Be Great When You Negotiate! | SBA Western PA District Office Grand Opening & 70<sup>th</sup> Anniversary Celebration | GACO's 34<sup>th</sup> Procurement Opportunities Fair | African American Chamber of Commerce of Western Pennsylvania Annual Meeting | Michael Baker International & African American Chamber of Commerce Small Business Fair | 60<sup>TH</sup> Annual NEED Scholarship Awards Dinner*

## COMMUNICATION OF OPPORTUNITIES

Allegheny County utilizes [Bonfire](#) to house open bids and proposals. This centralized site gives suppliers instant access to bid opportunities throughout the region. Because bids are accepted electronically through this site, vendors can also see the bid results in real time.

There is no cost to government agencies or to users to use this software. The business opportunities are available to view by the public after completing a short registration process on the website. Since the bid process is electronic, all vendors wishing to submit bids or proposals to the County must register. DEI makes vendors, newly certified firms, and any other vendors wishing to do business with Allegheny County aware of Bonfire.

Open solicitations can be found on Allegheny County's website, under Projects and Initiatives by selecting Bids and Solicitations, or by navigating directly to the below link:

[www.alleghenycounty.us/Projects-and-Initiatives/Bids-and-Solicitations](http://www.alleghenycounty.us/Projects-and-Initiatives/Bids-and-Solicitations).



## SOCIAL MEDIA

The Department of Equity and Inclusion continues to extend its usage of social media to make information available to the broadest audience possible. Below are metrics that show DEI's growing reach through the [County website](#), [Facebook](#), and [LinkedIn](#).

### ALLEGHENY COUNTY WEBSITE METRIC HIGHLIGHTS

Data from Google Analytics

8,298	1,935	932	9,251
Desktop	Mobile	Facebook	LinkedIn
Website	Website	Followers	Followers
Page Views	Page Views		

### FACEBOOK RESULTS

Total Reach	# of Posts
<b>1,412</b>	<b>97</b>

### LINKEDIN RESULTS

Impressions (DEI)	# of Posts (DEI)
<b>19,621</b>	<b>35</b>

### TOP POSTS

**Allegheny County Department of Equity and Inclusion**  
Published by Lauren Smith · August 22, 2023 ·

Join the Pennsylvania Department of Community and Economic Development's Business One-Stop Shop Office and the Duquesne University SBDC for a virtual workshop on Tuesday, September 12th from 10AM to 11AM.

During this event you will learn about the Business One-Stop Shop Office and the valuable services they provide to business owners and entrepreneurs. The goal of their services is to help take the guesswork out of doing business, giving you more time to focus on what you ... See more

SBDC.DUQ.EDU  
**Duquesne University SBDC**  
The Duquesne University SBDC offers no-cost, confidential business consulting and education...

1 share

Post Impressions	Post reach	Engagement
<b>159</b>	<b>146</b>	<b>11</b>

**Allegheny County**  
9,360 followers  
6mo ·

Allegheny County has new open bids:

- The Renovation of Shuman Juvenile Detention Center – Phase I project.

If you are a business wishing to do business with the county, visit: <https://lnkd.in/eGQR3D>

**ALLEGHENY COUNTY OPEN BIDS**

4 reposts

<b>Organic discovery</b>	
1,298 Impressions	874 Unique impressions
<b>Organic engagement</b>	
44 Engagements	3.4% Engagement rate

## MWDBE ADVISORY COMMITTEE

The Allegheny County Administrative Code §435-4 states that the Chief Executive and County Council will establish an MWDBE Advisory Committee. The purpose of this Committee will be to recommend specific MWDBE goals for various types of procurement of goods or services. The committee will also monitor the County's MWDBE efforts on a quarterly basis.

The role of this Committee is to recommend specific MWDBE goals for:

1. Construction contracts.
2. Supplies.
3. Development.
4. Services, including professional services.
5. Monitoring progress toward these objectives on a quarterly basis and posting written [quarterly progress reports](#) conspicuously on the County's website.
6. Recommending to the Chief Executive and County Council specific activities for improving MWDBE participation.

The 2023 MWDBE Advisory Committee was comprised of the following members:



**M. Gayle Moss**

MWDBE Advisory Committee



**Tim Stevens**

Black Political Empowerment Project (B-PEP)



**Roxanne Sewell**

The LJS Group



**James Overton**

Overton Financial Group



**Alberto Benzaquen**

Pittsburgh Commission on Human Relations



**Holly Douglas**

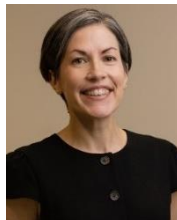
Cosmos Technologies, Inc.

### Allegheny County Department Liaisons:



**Nancy DiNardo**

Facilities Management



**Loren Ganoë**

Department of Human Services



**Jason Molinero**

Department of Public Works



**Bhavini Patel**

County Executive's Office



**Kelly Stockman**

Purchasing & Supplies

# ANNUAL OPEN HOUSE

Speakers at the Department of Equity and Inclusion’s 2023 Annual Open House presented important and useful information to attendees on a variety of topics including contracting opportunities, business loans and doing business with Allegheny County.



**ALLEGHENY COUNTY**  
DEPARTMENT OF EQUITY AND INCLUSION

**2023  
OPEN HOUSE**

**Date:** Thursday, September 28, 2023

**Time:** 5:30 – 7:30 PM  
*Networking & Appetizers – 5:30 PM*  
*Presentations – 6:00 PM*

**Location:** Colab18 @ Nova Place  
 100 S Commons, Suite 100  
 Pittsburgh, PA, 15212

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Greeting/Introduction	Lisa L. Edmonds, MCA <i>Chief Equity and Inclusion Officer</i> Department of Equity and Inclusion
Opening Remarks	Rich Fitzgerald <i>County Executive</i>
Doing Business with Allegheny County	Frank Alessio, III <i>Chief Purchasing Officer</i> Division of Purchasing & Supplies
Department of Public Works Contracting	Jason Molinero <i>Deputy Director</i> Department of Public Works
PennDOT Business Process	Don Dolde <i>District Labor &amp; Contract Compliance Agent</i> Lori Miles <i>Construction Support Services Manager</i> PennDOT, District 11
Penn State Entrepreneur Assistance Clinic	Brit Peterson <i>Staff Attorney</i> Stephanie Wilusz <i>Staff Attorney</i> Entrepreneur Assistance Clinic
Riverside Center for Innovation Programs	Juan Garrett <i>Executive Director</i> Riverside Center for Innovation
MWDBE Committee Recognition & Closing Remarks	M. Gayle Moss <i>MWDBE Advisory Chair</i> Equity and Inclusion MWDBE Advisory Committee





## HOW DO I...?

- **Become DBE certified with the PA UCP?**  
Pennsylvania Unified Certification Program – Get DBE Certified or Manage Your DBE Certification:  
[paucp.dbesystem.com](http://paucp.dbesystem.com)
- **Look for certified DBEs?**  
Pennsylvania Unified Certification Program – Search for Certified Firms:  
[paucp.dbesystem.com](http://paucp.dbesystem.com)
- **View Allegheny County’s open bid/proposal opportunities?**  
Allegheny County Open Bid Notices & Solicitations:  
[www.alleghenycounty.us/Projects-and-Initiatives/Bids-and-Solicitations](http://www.alleghenycounty.us/Projects-and-Initiatives/Bids-and-Solicitations)  
Procurement Portal:  
[alleghenycounty.bonfirehub.com/portal](http://alleghenycounty.bonfirehub.com/portal)
- **Register with Bonfire?**  
Allegheny County Supplier Registration Guide:  
[vendorsupport.gobonfire.com/hc/en-us/articles/15646869029783-Vendor-Registration](http://vendorsupport.gobonfire.com/hc/en-us/articles/15646869029783-Vendor-Registration)
- **Find DEI’s Facebook page?**  
[www.facebook.com/AlleghenyCountyDEI](http://www.facebook.com/AlleghenyCountyDEI)
- **Get help with starting my business?**  
Diversity Business Resource Center:  
[www.riversidecenterforinnovation.com/dbrc/home](http://www.riversidecenterforinnovation.com/dbrc/home)  
Duquesne University Small Business Development Center:  
[www.sbdc.duq.edu](http://www.sbdc.duq.edu)  
University of Pittsburgh Small Business Development Center:  
[entrepreneur.pitt.edu/centers/small-business-development-center-sbdc](http://entrepreneur.pitt.edu/centers/small-business-development-center-sbdc)
- **Connect with other professional organizations who work with MWDBEs?**  
[www.alleghenycounty.us/Projects-and-Initiatives/Equity-and-Inclusion/Support-and-Resources](http://www.alleghenycounty.us/Projects-and-Initiatives/Equity-and-Inclusion/Support-and-Resources)





**ALLEGHENY COUNTY**

**Department of Equity and Inclusion**

**Lisa L. Edmonds, Chief Equity and Inclusion Officer**

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Pittsburgh, PA, 15219**

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[www.alleghenycounty.us/Projects-and-Initiatives/Equity-and-Inclusion](http://www.alleghenycounty.us/Projects-and-Initiatives/Equity-and-Inclusion)