



2016 Annual Report

*Department of Minority, Women, and
Disadvantaged Business Enterprise*



ALLEGHENY COUNTY
ALWAYS INSPIRING

COUNTY OF



ALLEGHENY

May 2017

Dear Friends:

It is my privilege to present to you the 2016 Annual Report for the Department of Minority, Women & Disadvantaged Business Enterprise (MWDBE). The department staff have worked diligently to provide opportunities for MWDBE businesses in our region, including providing information and encouraging participation in county contracts, and providing services and resources to help them grow their business.

In 2016, the MWDBE Department certified 62 new firms through the Pennsylvania Unified Certification Program. The PA UCP program allows businesses to achieve certification that is recognized by all recipients of U.S. Department of Transportation funds in the state. We also continue to see growth in our MWDBE participation and have consistently met our goals. Last year's data shows that the Department of Administrative Services, Division of Purchasing & Supplies, had a total MWDE participation of 33.44% while the Department of Public Works' participation was at 17.84%, both increases over 2015.

I am also proud of the work that the MWDBE Advisory Committee has done in continuing to monitor the work of the Department and to make recommendations on how to improve participation. Their work this past year resulted in an update of the provisions of the Administrative Code that governs the department. By doing so, one of the recommendations of the Home Rule Charter Review Commission was also met.

As we continue to work on and improve the MWDBE program, we welcome your input, comment, feedback and suggestions. We hope that this Annual Report informs you on our progress and that you can see the progress that we continue to make as we work to improve the experiences of our residents and businesses here in Allegheny County.

Sincerely,

Rich Fitzgerald

OFFICE OF THE COUNTY EXECUTIVE

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COUNTY OF



ALLEGHENY

RICH FITZGERALD
COUNTY EXECUTIVE

Dear Friends:

I respectfully submit to you the Allegheny County Minority Women and Disadvantaged Business Enterprise Department (MWDBE) – 2016 Annual Report.

During 2016 the MWDBE Department utilized SKYPE for business to perform more of the technical assistance, certification and contract compliance functions whenever possible. It has been especially useful during inclement weather when filings are time sensitive and the review of documents are necessary.

Of the 543 firms, we have certified with Allegheny County as part of the Pennsylvania Unified Certification Program, 60% or 330 of those firms are domiciled in Allegheny County. Fifty-one percent (51%) of the firms certified with Allegheny County are ethnic minorities and forty-nine percent (49%) are non-minority women owned businesses.

The MWDBE Department advocates for certified firms by involvement in the business processes at Allegheny County and by working closely with other agencies, non-profits and corporations in our region.

We look forward to continuing our work to increase the capacity and viability of our MWDBE firms.

Sincerely,



Ruth Byrd-Smith
Director

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Attendees of the annual 2016 MWDBE Open House

MINORITY, WOMEN, AND DISADVANTAGED BUSINESS ENTERPRISE (MWDBE)

ABOUT US

In 1981, the Allegheny County Commissioners established a county-wide 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 today's Minority, Women and Disadvantaged Business Enterprise (MWDBE) Department.

The mission of the Department is to create an environment that promotes meaningful business opportunities, showcases viable MWDBE firm capabilities, builds productive partnerships and exercises 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 MWDBE firms 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 all contracts and other business related activities

MISSION:

The mission of the Minority, Women and Disadvantaged Business Enterprise Department (MWDBE) is to build the capacity of MWDBE certified businesses, monitor contracts to ensure compliance with Allegheny County goals, and provide outreach and technical assistance to the business community.

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.

To accomplish this objective, the Department 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. The Department has a portfolio of approximately 550 companies that are certified through this program.

Contract Participation: The MWDBE Department oversees the effort made by firms bidding contracts with Allegheny County to ensure that a “good faith effort” has been made to include MWDBEs on these offerings. The MWDBE department works to increase the number of certified MWDBE companies participating



in contracting opportunities in Allegheny County. The department also serves as the repository for all information on MWDBE contract participation county-wide.

Outreach and Technical Assistance: The MWDBE Department communicates with the public by hosting and participating in workshops, trainings, tradeshow and speaking engagements. The Department partners with local non-profits at whose satellite sites it conducts monthly certification counseling sessions. The Department hosts an annual Open House that is open to the public. The Open House provides a networking opportunity as well as a forum for technical business assistance.

In the last quarter of 2016 the MWDBE Department began utilizing Skype for Business for customer service functions like assisting firms with the certification application and the new PA UCP website. Due to the success of the implementation of Skype for Business, in 2017 it will be utilized to conduct onsite reviews for existing firms in an effort to save time and resources while still meeting with firms. Skype for Business offers voice, video and document sharing in addition to the option to record the session for record keeping purposes. It is anticipated that over 250 interviews will be conducted via Skype over the next year. In addition to the interviews, Skype for Business will be utilized to meet with firms at the service centers in times of inclement weather during the winter months.



THE MWDBE OFFICE

The MWDBE Department added a contract/certification generalist, a contract compliance specialist and a certification analyst in 2016, bringing the staff count to eight. In addition to Director Ruth Byrd-Smith and Deputy Director Lisa Edmonds the balance of the staff consists of a senior certification analyst, an office manager and an administrative assistant. The Department's 2016 adopted budget totaled \$672,274.

Leadership



Ruth Byrd-Smith
Director



Lisa Edmonds
Deputy Director

Staff



Chandler Wolf
Contract/Certification Manager



Sue Broadus
Senior Certification Analyst



Kristy Kwisnek
Contract Compliance Specialist



Dana Missouri
Administrative Assistant



Viola Baker
Office Manager



De Doyle
Certification Analyst



Debbie Lewis
Contract Compliance Generalist

The staff works cooperatively to increase the services provided to MWDBE firms, the number of certified firms in markets, and the availability of meaningful business opportunities afforded to MWDBE firms in the county. The staff also ensures effective communication with firms, and the establishment of meaningful partnerships that advance the program.

The department maintains active membership in organizations that inform its mission including: the PA Unified Certification Program, National Association of Diverse Contractors, PA Women's Hall of Achievement, Center for Women's Entrepreneurship at Chatham University, Diversity Business Resource Center, Eastern Minority Supplier Development Council, Pittsburgh Metropolitan Hispanic Chamber of Commerce, African American Chamber of Commerce of Western PA, NAACP, National Association of Women Business Owners, National Urban League, Southwestern PA Engineering Outreach, MWDBE Governmental Committee, National Council of Negro Women, Inc., Mon Yough Chamber of Commerce, and American Contract Compliance Association.



Attendees of the annual 2016 MWDBE Open House

CERTIFICATION

PENNSYLVANIA UNIFIED CERTIFICATION PROGRAM

The Allegheny County MWDBE Department 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 DBEs. 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. Allegheny County’s MWDBE Department is one of five organizations throughout the state that certify DBEs.

Participation in the PA UCP ensures mandatory reciprocity, a customer-friendly process and a unified DBE directory for use by prime contractors wishing to participate in the program. A total of 543 firms were certified in 2016; 491 were renewed by annual affidavit from previous years and 62 were new. Of the 543 firms certified at the end of 2016, 330 or 61% were located within Allegheny County. Eighty-two (82) firms were from outside the state with the remaining 131 businesses domiciled in other Pennsylvania counties.

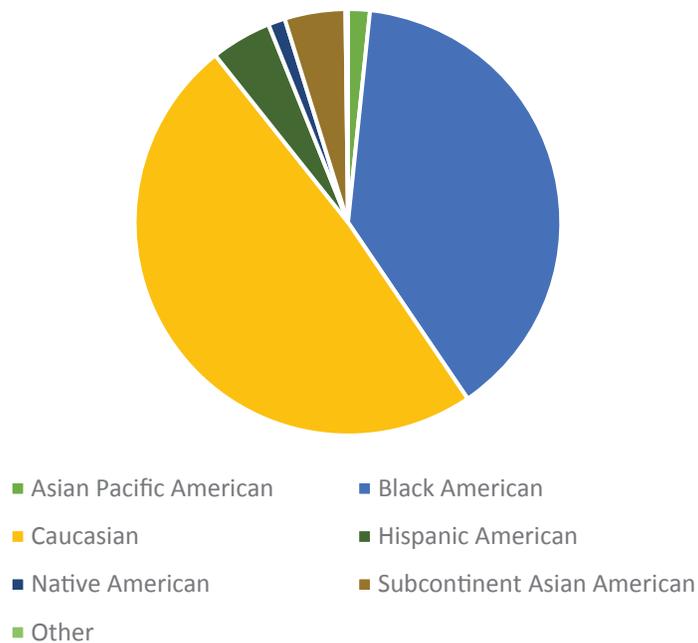
County	Number of Firms	County	Number of Firms
Allegheny	330	Greene	1
Armstrong	1	Indiana	2
Beaver	13	Lawrence	1
Bucks	1	Luzerne	1
Butler	24	McKean	2
Cambria	9	Mercer	4
Centre	1	Somerset	1
Clearfield	1	Venango	2
Crawford	3	Washington	21
Dauphin	1	Westmoreland	26
Delaware	1	York	1
Erie	11	Out of State	82
Fayette	2	Total Firms	543

The purpose of the Pennsylvania Unified Certification Program (PA UCP) is to provide “one-stop shopping” for firms seeking certification as a Disadvantaged Business Enterprise (DBE). The PA UCP partners are Allegheny County MWDBE, Port Authority of Allegheny County, City of Philadelphia, Southeastern Pennsylvania Transportation Authority, and Pennsylvania Department of Transportation.

Certification is free. Businesses that wish to be PA UCP certified can begin their application process online at www.paucp.com. Information can also be obtained by contacting the MWDBE Department by phone (412-350-4309) or email (mwdbe@alleghenycounty.us). A completed application must be submitted to one of the certifying participants. Applications must contain an original notarized affidavit and all applicable supporting documents. Once received, the application is reviewed and information verified. Additional information may be requested and an on-site interview will be conducted prior to a final decision being made.

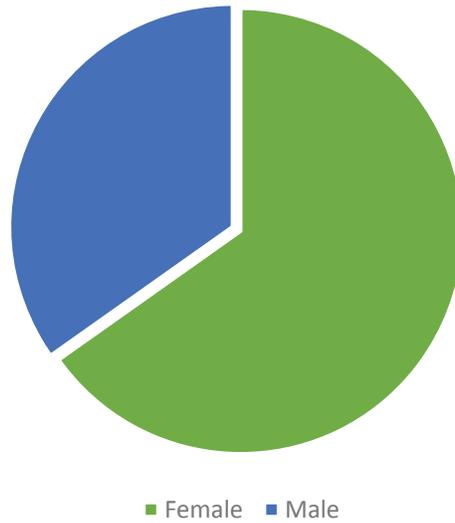
Once certified, DBEs will be recognized by all recipients of funds from the Federal Aviation Administration, Federal Highway Administration, and Federal Transit Administration. Certified DBEs are also listed in the web-based Online Directory which can be accessed at www.paucp.com.

Certified Firm Ethnicity Demographics



Ethnicity	Number of Certified Firms	Percentage
Asian Pacific American	9	2%
Black American	211	39%
Caucasian (Female)	265	49%
Hispanic American	25	5%
Native American	7	1%
Subcontinent Asian American	25	5%
Other	1	<1%

Gender Demographics



Gender	Number of Certified Firms	Percentage
Female	354	65%
Male	189	35%

Benefits of DBE Certification through the PA UCP

All US 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.

Prime contractors will find ease of use with one unified DBE Directory to locate DBEs certified by the PA UCP.

Greater visibility to contractors and consultants looking to utilize DBE firms 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.

CONTRACT PARTICIPATION

The MWDBE Department reviews the lowest bid contract and works to ensure the highest level of MWDBE participation throughout the life of the contract.

The Allegheny County Administrative Code (§435-10) requires that prime contractors submit an MWDBE plan and identifies the selection criteria for projects. At the time a bid or proposal is submitted, the contractor must identify the MWDBEs that will participate in the work. A description of the work that the MWDBE will perform and the dollar value of the services or goods to be provided by the MWDBE are to be included along with a written assurance that the MWDBE plan will be followed.

The written assurance must also state that the MWDBE is not prohibited from providing quotes to other prime contractors and make assurances that if the MWDBE is unable to perform successfully that the prime contractors 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, the MWDBE Department 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 thorough “good faith effort” verifies that there are no qualified MWDBE vendors available to participate in that contract area. For that reason, contracts that are granted waivers are not included in the contract total and not compared to contracts where MWDBE vendors are available to participate.

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

In the event that the prime contractor/vendor is an MWDBE firm, this information must still be submitted. In the case of a firm that is owned by a minority woman, at the onset of the contract they must declare the MWDBE designation that they will fulfill and seek participation for the other designation.

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

A “GOOD FAITH EFFORT”

(Using guidance from of CFR 49 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
- Monitoring the performance of other bidders in meeting the contract

Throughout the life of the contract, the prime contractor/vendor is required to report the MWDBE participation through web-based software. On a monthly basis, the payment progress of these contracts is submitted through the system. Utilizing this business process, the MWDBE Department receives contract payment information in regular intervals. The Department verifies the information submitted electronically by requesting the canceled check(s) or check images, as well as invoices, to the prime contractor/vendor from the MWDBE firms. Should a firm not report this information as requested, corrective action may be taken. If the problem is still not corrected, the Purchasing Division will be notified, in writing, of the deficiencies and a recommendation will be made that the contract should be terminated for breach of the reporting responsibilities.

In 2016 the MWDBE Department began to utilize a new and more comprehensive contract compliance reporting system to capture MWDBE spend. The new system provides additional functionality such as automated notices and reminders, which allows the Department to monitor contracts more intensely.

The County’s MWDBE Program is intended to give the maximum opportunity to MBEs and WBEs to obtain and perform on County contracts. The County has set overall goals of 13% participation for MBEs and 2% participation for WBEs, which remain in effect throughout the life of the contract.

DEPARTMENT OF ADMINISTRATIVE SERVICES: DIVISION OF PURCHASING & SUPPLIES

The Department of Administrative Services Division of Purchasing and Supplies procures supplies, equipment and services for Allegheny County. Their 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) during calendar year 2016. Piggyback, sole source, extension and Request for Qualifications (RFQ) contracts are not reviewed by the MWDBE Department. Additionally, multi-year contracts are reported during the year they are signed.

	Contract Expenditure	MBE Expenditure	MBE %	WBE Expenditure	WBE %	M/WBE Expenditure	M/WBE %
Purchasing and Supplies	\$20,300,016	\$2,943,242	14.50%	\$4,187,408	20.63%	N/A	N/A
Staples	\$1,875,336	\$250,568	13.36%	\$16,417	0.88%	\$17,838	0.95%
Total	\$22,175,352	\$3,193,810	14.40%	\$4,203,825	18.96%	\$17,838	0.08%

	Contract Expenditure	Total MWDBE Expenditure	Total MWDBE %
Purchasing and Supplies	\$20,300,016	\$7,130,650	35.13%
Staples	\$1,875,336	\$284,823	15.19%
Total	\$22,175,352	\$7,415,473	33.44%

The numbers listed for Purchasing and Supplies represent contract commitments. The numbers listed for Staples represent actual dollars spent with M/W/DBEs.

The County enters into some revenue based contracts, typically in the County Parks. The 2016 MWDBE participation in revenue contracts includes \$12,870 in revenue from MBE firms and \$18,023 in revenue from WBE firms.

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 in order to enhance the quality of life, economic prosperity and mobility of the citizens of Allegheny County.

	Contract Expenditure	MBE Expenditure	MBE %	WBE Expenditure	WBE %	MWDBE Expenditure	MWDBE %
Public Works	\$13,057,895	\$1,994,818	15.28%	\$334,301	2.56%	\$2,329,119	17.84%

In 2016, the County oversaw PennDOT contracts totaling \$30,614,858, of which \$1,861,765 was spent with MWDBEs.

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 the majority 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.

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.

The MWDBE department serves as the repository for DHS contract participation data and does not review or certify any contracts on their behalf.

	African American	Faith Based	African American and Faith Based	Total
Number	49	67	20	136
Value	\$47,948,739	\$72,474,924	\$8,294,535	\$112,129,128
Average per Contract	\$978,546	\$1,018,715	\$414,727	\$824,479

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. The Authorities provide quarterly reports to the MWDBE Department on their progress. The Allegheny County MWDBE Department does not review contract participation on behalf of the Allegheny County Authorities.

Redevelopment Authority of Allegheny County

Allegheny County Economic Development (ACED) is the lead economic and residential development agency for Allegheny County and coordinates development initiatives across its eight divisions. The Department staffs multiple County Authorities, including the Redevelopment Authority. The following participation data represents contracts under the Redevelopment Authority of Allegheny County.

The report is provided with breakdowns based on programs: Community Development Block Grant (CDBG), Community Infrastructure and Tourism Fund (CITF), Gaming Economic Development Fund (GEDF), HOME Investment Partnerships Program (HOME) and a variety of other miscellaneous programs.

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

	Contract Expenditure	MBE Expenditure	MBE %	WBE Expenditure	WBE %	MWDBE Expenditure	MWDBE %
CDBG	\$11,035,189	\$268,406	2%	\$759,900	7%	\$1,028,306	9%
CITF	\$6,865,494	\$54,800	1%	\$217,572	3%	\$272,372	4%
GEDF	\$3,071,016	\$38,346	1%	\$71,900	2%	\$110,246	4%
HOME	\$3,521,021	\$120,070	3%	\$47,052	1%	\$167,122	5%
Other	\$284,286	\$189,476	67%	\$94,810	33%	\$284,286	100%
Total	\$24,777,006	\$671,098	3%	\$1,191,234	5%	\$1,862,332	8%

	Contract Expenditure	VOSB* Expenditure	VOSB %
CDBG	\$11,035,189	\$113,000	1%
CITF	\$6,865,494	\$200,000	3%
GEDF	\$3,071,016	-	0%
HOME	\$3,521,021	-	0%
Other	\$284,286	-	0%
Total	\$24,777,006	\$313,000	1%

*Veteran Owned Small Business

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.

Quarter	Dates	MWDBE Contract Participation
1	Jan 1 to Mar 31 2016	\$489,728
2	Apr 1 to Jun 30, 2016	\$867,671
3	Jul 1 to Sep 30, 2016	\$1,885,325
4	Oct 1 to Dec 31, 2016	\$886,115
Total		\$4,128,839

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 Authority owns and manages 3,300 units, administers over 5,000 vouchers, has three HOPE VI developments, and 22 mixed-finance properties.

	Contract Expenditure	MBE Expenditure	MBE %	WBE Expenditure	WBE %	DBE Expenditure	DBE %
Service Contracts	\$1,230,690	\$150,250	12.21%	\$345,278	28.06%	\$55,000	4.47%

	Contract Expenditure	MWDBE Expenditure	MWDBE %
Service Contracts	\$1,230,690	\$550,528	44.73%

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.

Contract Expenditure	MWDBE Reported	MWDBE %
\$25,420,375	\$4,572,046	17.99%

Port Authority of Allegheny County

Formed in 1959 by the Pennsylvania legislature, the Port Authority of Allegheny County began serving the community in March 1964. The agency operates, maintains and supports bus, light rail, incline and paratransit service for approximately 230,000 daily riders. The Authority operates on a fiscal year of October through September and reports based on a fiscal, not calendar, year.

	Contract Expenditure	MBE Expenditure	MBE %	WBE Expenditure	WBE %	MWDBE Expenditure	MWDBE %
Service Contracts	\$32,124,584	\$3,951,098	12.30%	\$3,067,881	9.55%	\$7,018,979	21.85%

Contract expenditure from October 2015 - September 2016

Sports and Exhibition Authority of Pittsburgh and Allegheny County

The Sports & 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. The SEA also provides administrative and other staff support to the Stadium Authority of the City of Pittsburgh.

	Contract Expenditure	MBE Expenditure	MBE %	WBE Expenditure	WBE %	MWDBE Expenditure	MWDBE %
Service Contracts	\$22,589,176	\$1,713,153	7.58%	\$516,575	2.29%	\$2,229,728	9.87%

OUTREACH AND TECHNICAL ASSISTANCE

CAPACITY BUILDING, TECHNICAL ASSISTANCE & SUPPORT

Each year, the MWDBE Department offers or partners with others to offer workshops, seminars, tradeshow and other business opportunities. These trainings provide capacity building, business technical assistance, and other support to its certified firms and other small businesses. The MWDBE Department website is updated on an ongoing basis to reflect those events in which the department is involved. The current list may be found at www.alleghenycounty.us/mwdbbe/events/index.aspx. These efforts are highlighted in an annual MWDBE Open House at the end of the year.

ADVOCATING MWDBE BUSINESS CONCERNS

Each year, the MWDBE Department advocates for MWDBE firms by involvement in the business processes at Allegheny County and by working closely with other agencies, non-profits and corporations in our region.

In 2016, the Department:

- Certified **543** Firms
- Attended **21** Construction Status Meetings
- Attended **17** Pre-bid and Bid Openings
- Participated in **1** Selection Committee Meeting
- Vetted **61** Specifications
- Vetted **89** Contracts
- Participated in **47** Outreach Activities
- Held **201** Certification Counseling Sessions

A construction status meeting is the periodic meeting that brings together the owner and prime contractors. The MWDBE Department works to prevent any adverse issues from arising so that the MWDBE firms may complete the project and addresses any issues that may arise concerning said firms with regard to the project. Additionally, the Department monitors the milestones of the project that involve MWDBE firms.

A pre-bid meeting is held prior to acceptance of bids to clarify what is required by the County in the information a firm submits for consideration as a contractor/vendor. At these meetings the Department explains MWDBE goals, how to find such firms and also answers any questions regarding the paperwork that the Department will need to review prior to issuing an award recommendation.

A selection committee reviews proposals submitted by firms in the Request for Proposal process. The MWDBE Department focuses on the inclusion of MWDBE firms in that process.

COMMUNICATION WITH FIRMS ON OPPORTUNITIES

Allegheny County's Purchasing Division utilizes Public Purchase (www.publicpurchase.com/gems/county.allegheny.pa/buyer/public/publicInfo) to house its open bids and proposals.

Suppliers utilize this centralized site to have instant access to bid opportunities throughout the region. Because the Purchasing Division accepts electronic bids through this site, vendors can also see the bid results in real time.

2016 Selected Events

Annual SPEO Opportunities Forum

15th Annual Conference for Minority, Women & Disadvantaged Business Enterprises

Eastern MSDC Annual Business Opportunity Fair

Share 2016

MWDBE Department Annual Open House

Diversity Business Resource Center Certification Workshops

Hill CDC Certification Workshops

Homewood CEA Certification Workshops

Bizwomen Mentoring Monday

18th Annual Entrepreneurs' Growth & Networking Conference

Pittsburgh NAACP 62nd Annual Human Rights Dinner

25th Annual Racial Justice Awards Luncheon

SPEO 16th Annual Outreach Reception

GACO's 29th Annual Procurement Opportunities Fair

There is no cost to government agencies or to users to utilize 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 submit bids or proposals to the County must register.

The MWDBE Department distributes literature detailing Public Purchase to newly certified firms and at trade shows to MWDBEs wishing to do business with the County.

MWDBE ADVISORY COMMITTEE

The Allegheny County Administrative Code §435-3 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.



Members of the Advisory Committee with consultants ProRank Business Solutions, Director Ruth Byrd-Smith, Director and Deputy Director Lisa Edmonds.

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 2016 MWDBE Advisory Committee was comprised of the following individuals:

Name	Organization
Larry Brinker	Brinker Group
Austin Davis	Office of the Allegheny County Executive
Victor Diaz	VideoTek Construction, LLC
Ola Jackson	Onyx Woman Network (OWN)
Abass Kamara	The Carey Group
Marc Little	MWELA
Iftikhar Malik	Shawn Malik, Inc.
M. Gayle Moss	MWDBE Advisory Committee Chair
James Overton	Overton Financial Group
Barbara Parees	Office of the Allegheny County Manager
Roxanne Sewell	LJS Publishing/Talk Magazine
Toni Silva	UPMC
Gregory Spencer	Randall Industries, LLC
Tim Stevens	B-PEP

PEOPLE AND EVENTS

2016 Open House - Highlights



South Coast Paper

Darrell Dixon **Vice President, Sales**

South Coast Paper is an independently-owned paper converting, sales and marketing company headquartered in Columbia, South Carolina, with a 200,000 square foot manufacturing facility in Maplesville, Alabama. South Coast provides paper converting services for many of the world's largest paper mills, and develops innovative paper products/programs for office stationers, corporate end users and various distribution partners.

As Vice President of Sales, Darrell Dixon has been one of the key drivers in the expansion of South Coast since joining the new organization in 2002. Darrell's key strengths are in developing customer markets and positioning the company for continued growth. Darrell has been responsible for overseeing the development of major programs with companies and entities such as Allegheny County, UPMC, BNY Mellon, EQT and Reed Smith in Pittsburgh; and United Technologies, Southern California Edison, Intel and Charles Schwab nationally.

Prior to joining South Coast, Darrell had successful stints with Appleton Coated Paper, Xerox and Champion International.

Darrell received a Bachelor of Business Administration degree from Howard University and an MBA from The University of Bridgeport in Connecticut.

2016 Open House - Highlights



All Purpose Cleaning Service, Inc.

Mary L. Coffey
President

Mary dreamed of owning her own business and being her own boss. In 1978, Mary started a residential cleaning business with her twin sister. By 1980, Mrs. Coffey set her sights on entering the commercial sector. It was at this point that All Purpose Cleaning Service, Inc. (APCS) was born from her West End home. The tide shifted for APCS when Mellon Stuart hired them in the construction industry for the cleaning services project on the Crafton Senior Citizen high-rise project in the early 1980s.

APCS is a certified minority and woman owned business; APCS is a proud graduate of the US Small Business Administration 8(a) program and is certified by the following agencies: Eastern Regional Minority Purchasing Council, Pennsylvania Department of General Services, and the Pennsylvania Unified Certification Program.

Mary resembles an 'unsung heroine'. She has been honored with numerous awards that accentuate her success, most importantly, her giving back and helping the community. In 2002, she was named KDKA Hometown Hero. Over the past year she has been featured in a UPMC Community Benefits campaign through printed media and a TV commercial that highlights how her business provides benefits to the community—by giving people in the community jobs. Ms. Coffey employs approximately 80 people that otherwise would not have a job, with fair wages, training and benefits. Over the years, APCS has received other accolades the Small Business Administration, the Eastern Regional Minority Purchasing Council, the Master Builders' Association, and other organizations.

Currently, there are three generations of Coffey's working in the business. Mary is looking forward to watching her children take the business to the next level and continue to provide a platform of growth, opportunity and leadership, not just within her family but the community members as well. She has instilled in her children these virtues, patience, persistence and perseverance which are the virtues she lived by to grow her business.

2016 Open House - Highlights



The Bradley Partnerships, Inc.

Lois Bradley President

Lois Bradley is President of The Bradley Partnerships, Inc. (TBP) located in Wexford, PA. Lois founded the firm in 2002. TBP provides a wide range of outsourced human resource consulting services that includes recruiting talent, developing customized talent management programs and executive coaching. TBP works with regional and international businesses in multiple industry segments. The firm is a certified WBE/DBE by the State of PA (UCP & DGS) and a self-certified WOSB/EDWOSB from the Small Business Administration (SBA).

Ms. Bradley's 30+ years of corporate experience has ranged from being an executive team and start-up member of Ross Perot's Perot Systems/PNC joint venture, to directing human resources for UPMC Health Systems' flagship enterprise of Pittsburgh-based entities, a 30,000 employee health system at that time.

A native of Pittsburgh, Ms. Bradley has served on numerous boards, including the Association for Talent Development (formerly the American Society for Training and Development) (President, Pittsburgh chapter), the Pittsburgh Technology Council, Heritage Community Initiatives, and the Rochester Institute of Technology Alumni Association (President). Lois serves as Adjunct Faculty at Duquesne University and has been the recipient of numerous awards including the Pittsburgh Business Times' 2012 Human Resources Leader of the Year and 2010's Women in Business Awards. Ms. Bradley was also recognized by former Governor Edward G. Rendell as one of Pennsylvania's "Best 50 Women in Business."

Ms. Bradley holds a B.S. in the Management of Human Resources from Roberts Wesleyan College, an AAS in Management from Rochester Institute of Technology and has attended the MBA Executive Development Program at the University of Rochester, William E. Simon School. She is also the author of "Great Leaders are Remembered: 52 Weeks of Leadership Lessons" that was published in 2014.

PEOPLE AND EVENTS

PHOTOS





County Executive Rich Fitzgerald at the 2016 annual MWDBE Open House

Allegheny County Department of Minority, Women & Disadvantaged Business Enterprise

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