

# Memorandum



CITY OF DALLAS

DATE September 8, 2023

TO Honorable Mayor and Members of the City Council

SUBJECT **M/WBE Participation for September 13, 2023 Council Agenda**

The policy of the City of Dallas is to engage certified Minority and Women-owned Business Enterprises (M/WBEs) to the greatest extent feasible on the City’s architecture & engineering, construction, goods, and professional services contracts. The City’s Business Inclusion and Development Policy (BID Policy) is overseen by the Business Inclusion and Development (BID) division of the Small Business Center, which is providing this summary of M/WBE participation for the September 13, 2023 City Council Agenda.

As a reminder, the M/WBE goals that became effective on October 1, 2020 are:

Architecture & Engineering	Construction	Professional Services	Other Services	Goods
34.00%	32.00%	38.00%	N/A	32.00%

For this agenda, BID reviewed **15** agenda items; **8** items on this agenda include an M/WBE goal. Of those **8** items, **6** exceeded the goal and **2** did not meet the goal but complied with the BID policy. This agenda includes **7** items that did not have an applicable M/WBE goal. The table below provides a summary of M/WBE participation for this agenda.

#	Contract Amount	Procurement Category	M/WBE Goal	M/WBE Subcontracting %	M/WBE Overall Participation %	M/WBE Overall \$	Status
2	\$1,272,926.00	Construction	32.00%	39.09%	39.09%	\$497,586.00	Exceeds Goal
21	\$136,685.50	Goods	N/A	N/A	N/A	N/A	M/WBE N/A CO-OP
22	\$12,069,400.23	Other Services	N/A	N/A	N/A	N/A	M/WBE N/A CO-OP
23	\$480,070.00	Goods	32.00%	N/A	N/A	N/A	Does not meet the goal Item is RFB. Lowest responsible bidders were selected
24	\$500,000.00	Professional Services	38.00%	0.00%	40.00%	\$200,000.00	Does not meet the goal A prime is an MBE
25	\$607,722.50	Other Services	N/A	N/A	N/A	N/A	M/WBE N/A Other Services
26	\$1,914,118.00	Other Services	N/A	N/A	N/A	N/A	M/WBE N/A Other Services
27	\$262,840.00	Architecture & Engineering	34.00%	62.91%	62.91%	\$165,340.00	Exceeds Goal
28	\$268,570.95	Construction	32.00%	75.62%	75.62%	\$203,092.74	Exceeds Goal
30	\$292,240.00	Goods	N/A	N/A	N/A	N/A	M/WBE N/A CO-OP
#	Contract Amount	Procurement Category	M/WBE Goal	M/WBE Subcontracting %	M/WBE Overall Participation %	M/WBE Overall \$	Status

31	\$173,306.49	Goods	N/A	N/A	N/A	N/A	M/WBE N/A CO-OP
34	\$1,390,490.84	Goods	N/A	N/A	N/A	N/A	M/WBE N/A CO-OP
35	\$14,368,706.00	Construction	32.00%	38.00%	38.00%	\$5,460,108.28	Exceeds Goal
36	\$777,925.00	Architecture & Engineering	25.66*	26.12%	26.12%	\$203,175.00	Exceeds Goal
42	\$65,000,000.00	Professional Services	38.00%	50.75%	50.75%	\$32,987,500.00	Exceeds Goal

\*This item reflects the previous BID Policy goal.

**The following items do not meet the M/WBE goal, but comply with the BID Policy:**

**Agenda Item No. 23** Authorize a three-year master agreement for the purchase of automatic flushing devices and sampling station parts and accessories from Core and Main, LP and Fortiline Waterworks. The total estimated award amount is \$480,070. The Request for Bid method of procurement resulted in the lowest responsive bidder being selected.

**Agenda Item No. 24**

Authorize a five-year service contract containing two one-year renewal options with Hilltop Securities, Inc. and Estrada Hinojosa & Company, Inc. for financial advisory services for the City Controller’s Office. Award amount will not exceed \$500,000. The two awarded firms proposed jointly and one of the awarded firms is a certified MBE.

**Local Businesses**

The table below provides the count of businesses by location for prime contractors and M/WBE subcontractors. There are a total of 18 prime contractors considered in this agenda. The local status for each prime contractor and the percentage of local workforce is also included in the agenda information sheet.

Vendor	Local		Non-Local		Total
<b>Prime</b>	11	61.11%	7	38.89%	<b>18</b>
<b>M/WBE Sub</b>	22	88.00%	3	12.00%	<b>25</b>

Please feel free to contact me or Joyce Williams, Director of the Small Business Center, if you have any questions or should you require additional information.



Kimberly Bizer Tolbert  
 Deputy City Manager

- c: TC Broadnax, City Manager
- Tammy Palomino, Interim City Attorney
- Mark Swann, City Auditor
- Biliera Johnson, City Secretary
- Preston Robinson, Administrative Judge
- Jon Fortune, Deputy City Manager

- Majed A. Al-Ghafry, Assistant City Manager
- M. Elizabeth (Liz) Cedillo-Pereira, Assistant City Manager
- Dr. Robert Perez, Assistant City Manager
- Carl Simpson, Assistant City Manager
- Jack Ireland, Chief Financial Officer
- Genesis D. Gavino, Chief of Staff to the City Manager
- Directors and Assistant Directors



**M/WBE Agenda Item Matrix**  
**September 13, 2023 City Council Agenda**

Agenda Item #	Contract Amount	Procurement Category	M/WBE Goal
23-1748 2	\$1,272,926.00	Construction	32.00%
	<b>M/WBE Subcontracting %</b>	<b>M/WBE Overall %</b>	<b>M/WBE Overall Participation \$</b>
	39.09%	39.09% HM	\$497,586.00
<b>Subject:</b>	Authorize a work order under the existing Job Order Contract, previously approved on January 12, 2022, by Resolution No. 22-0116, for construction services with Chamberlin Dallas, LLC for the replacement of two of the three sections of roof at the Jack Evans Police Headquarters located at 1400 Botham Jean Boulevard - Not to exceed \$1,272,926.00 - Financing: Capital Construction Fund (subject to annual appropriations)		
<b>This contract exceeds the M/WBE goal.</b>			
Canalco Inc, Non-Local, HM, 39.09% - Roofing Supplier			
Chamberlin Dallas– Local; Workforce – 28.50% Local			

Agenda Item #	Contract Amount	Procurement Category	M/WBE Goal
23-2106 21	\$136,685.50	Goods	N/A
	<b>M/WBE Subcontracting %</b>	<b>M/WBE Overall %</b>	<b>M/WBE Overall Participation \$</b>
	N/A	N/A	N/A
<b>Subject:</b>	Authorize a three-year cooperative purchasing agreement for the maintenance and support of a web-based end to end network performance management software system for the Department of Aviation with SHI Government Solutions, Inc. through the OMNIA Partners cooperative agreement - Not to exceed \$136,685.50 - Financing: Aviation Fund (subject to annual appropriations)		
<b>The Business Inclusion and Development Policy does not apply to Cooperative Purchasing Agreements.</b>			
SHI Government Solutions, Inc. – Non-local; Workforce – 0.00% Local			



**M/WBE Agenda Item Matrix**  
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Agenda Item #	Contract Amount	Procurement Category	M/WBE Goal
23-2156 22	\$12,069,400.23	Other Services	N/A
	<b>M/WBE Subcontracting %</b>	<b>M/WBE Overall %</b>	<b>M/WBE Overall Participation \$</b>
	N/A	N/A	N/A
<b>Subject:</b>	Authorize a five-year cooperative purchasing agreement for the ongoing licensing, hosting, and technical support for the citywide enterprise asset management system for the Department of Information and Technology Services with International Business Machines Corporation through the Texas Department of Information Resources cooperative agreement - Not to exceed \$11,000,353.59 - Financing: Data Services Fund (subject to annual appropriations)		
<b>The Business Inclusion and Development Policy does not apply to Cooperative Purchasing Agreements.</b>			
International Business Machines Corporation -Non-local; Workforce - 3.40% Local			

Agenda Item #	Contract Amount	Procurement Category	M/WBE Goal
23-2141 23	\$480,070.00	Goods	32.00%
	<b>M/WBE Subcontracting %</b>	<b>M/WBE Overall %</b>	<b>M/WBE Overall Participation \$</b>
	0.00%	0.00%	\$0.00
<b>Subject:</b>	Authorize a three-year master agreement for the purchase of automatic flushing devices and sampling stations with parts and accessories for the Water Utilities Department - Core and Main, LP in the estimated amount of \$453,070 and Fortiline, Inc. dba Fortiline Waterworks in the estimated amount of \$27,000, lowest responsible bidders of three - Total estimated amount of \$480,070 - Financing: Dallas Water Utilities Fund		
<b>The Request for Bid method of procurement resulted in the lowest bidders being selected.</b>			
Core & Main – Local; Workforce – 100.00% Local Fortiline, Inc. – Non-Local; Workforce – 0.00% Local			



**M/WBE Agenda Item Matrix**  
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Agenda Item #	Contract Amount	Procurement Category	M/WBE Goal
23-2031 24	\$500,000.00	Professional Services	38.00%
	<b>M/WBE Subcontracting %</b>	<b>M/WBE Overall %</b>	<b>M/WBE Overall Participation \$</b>
	0.00%	40.00% HM	\$200,000.00
<b>Subject:</b>	Authorize a five-year service contract, with two one-year renewal options, for financial advisory services for the City Controller's Office - Hilltop Securities, Inc. in the amount of \$300,000 and Estrada Hinojosa & Company, Inc. in the amount of \$200,000, proposed jointly; most advantageous proposer of six - Not to exceed \$500,000 - Financing: Financial advisory fees to be paid from bond proceeds and Dallas Water Utilities Fund, contingent upon completion of each bond sale; fees for advisory services not related to bond issuance to be paid from General Fund (subject to annual appropriations)		
<b>This contract does not meet the M/WBE goal, however, a prime contractor is an MBE.</b>			
Estrada Hinojosa & Company - Local, HM, 40,00% - Financial Advisory			
Hilltop Securities, Inc.- Local; Workforce – 100.00% Local			
Estrada Hinojosa & Company – Local; Workforce – 100.00% Local			

Agenda Item #	Contract Amount	Procurement Category	M/WBE Goal
23-2140 25	\$607,722.50	Other Services	N/A
	<b>M/WBE Subcontracting %</b>	<b>M/WBE Overall %</b>	<b>M/WBE Overall Participation \$</b>
	N/A	N/A	N/A
<b>Subject:</b>	Authorize a three-year service price agreement for scale repair and maintenance for weigh stations for the Department of Sanitation Services - Nicol Scales L.P. dba Nicol Scales & Measurement, only bidder - Estimated amount of \$607,722.50 - Financing: Sanitation Operation Fund (subject to annual appropriations)		
<b>This item is Other Services which does not have an availability and disparity goal.</b>			
Nicol Scales L.P. dba Nicol Scales & Measurement – Local; Workforce – 18.42% Local			



**M/WBE Agenda Item Matrix**  
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Agenda Item #	Contract Amount	Procurement Category	M/WBE Goal
23-2143 26	\$1,914,118.00	Other Services	N/A
	<b>M/WBE Subcontracting %</b>	<b>M/WBE Overall %</b>	<b>M/WBE Overall Participation \$</b>
	N/A	N/A	N/A
<b>Subject:</b>	Authorize a three-year service price agreement for rental and maintenance of portable toilets for the Park & Recreation Department - United Rentals (North America), Inc. dba Reliable Onsite Services, lowest responsible bidder of two - Estimated amount of \$1,914,118 - Financing: General Fund (\$1,897,056), Dallas Water Utilities Fund (\$14,579), and Stormwater Drainage Management Fund (\$2,483) (subject to annual appropriations)		
<b>This item is Other Services which does not have an availability and disparity goal.</b>			
United Rentals (North America), Inc. dba Reliable Onsite Services – Local; Workforce – 0.00% Local			

Agenda Item #	Contract Amount	Procurement Category	M/WBE Goal
23-2139 27	\$262,840.00	Architecture & Engineering	34.00%
	<b>M/WBE Subcontracting %</b>	<b>M/WBE Overall %</b>	<b>M/WBE Overall Participation \$</b>
	62.91%	62.91% HF	\$165,340.00
<b>Subject:</b>	Authorize a professional services contract with SWA Group for (1) surveying and platting services for park in the Cedars Park, near the intersection of South St. Paul Street and Beaumont Street; and (2) site assessment and analysis of the Old City Park site located at 1515 South Harwood Street - Not to exceed \$262,840.00 - Financing: Park and Recreation Facilities (B) Fund (2017 General Obligation Bond Fund)		
<b>This contract exceeds the M/WBE goal.</b>			
Criado and Associates, Local, HF, 59.79% - Topographic Surveying			
The Rios Group, Local, HF, 3.12% - Subsurface Utility Surveying			
SWA Group - Local; Workforce - 64.29% Local			



**M/WBE Agenda Item Matrix**  
**September 13, 2023 City Council Agenda**

Agenda Item #	Contract Amount	Procurement Category	M/WBE Goal
23-2138 28	\$268,570.95	Construction	32.00%
	<b>M/WBE Subcontracting %</b>	<b>M/WBE Overall %</b>	<b>M/WBE Overall Participation \$</b>
	75.62%	This Item 75.62% BM Overall Item 82.86% BM, WF	\$203,092.74
<b>Subject:</b>	Authorize an increase in the construction services contract with Joel Brown & Co. LLC, dba J.B. & Co. LLC for additional construction services at the Fair Park Centennial Building Improvements Project located at 1001 Washington Avenue - Not to exceed \$268,570.95, from \$4,776,516.61 to \$5,045,087.56 - Financing: Fair Park Improvements (C) Fund (2017 General Obligation Bond Fund)		
<b>This contract exceeds the M/WBE goal.</b>			
<b>Change Order No 2 – 82.86% Overall MWBE Participation</b>			
Cowboys Roofing, Local, BM, 45.50% - Roofing Lassiter Inc., Non-Local, WF, 32.15% - HVAC Madden Electric, Local, WF, 5.21% - Electrical			
<b>This Item – 75.62% - MWBE Participation</b>			
Cowboys Roofing, Local, BM, 75.62% - Roofing			
Joel Brown & Co. LLC, dba J.B. & Co. LLC – Local; Workforce – 20.00% Local			

Agenda Item #	Contract Amount	Procurement Category	M/WBE Goal
23-2126 30	\$292,240.00	Goods	N/A
	<b>M/WBE Subcontracting %</b>	<b>M/WBE Overall %</b>	<b>M/WBE Overall Participation \$</b>
	N/A	N/A	N/A
<b>Subject:</b>	Authorize (1) the purchase of fifty ballistic shields for the Police Department with Galls, LLC dba Red the Uniform Tailor through The Local Government Purchasing Cooperative (BuyBoard) agreement – Not to exceed \$292,240.00 - Financing: 2022 Homeland Security-Urban Area Security Initiative 23-25 Grant Funds		
<b>The Business Inclusion and Development Policy does not apply to Cooperative Purchasing Agreements.</b>			
Galls, LLC dba Red the Uniform Tailor – Non-local; Workforce – 0.00% Local			



**M/WBE Agenda Item Matrix**  
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Agenda Item #	Contract Amount	Procurement Category	M/WBE Goal
23-2125 31	\$173,306.49	Goods	N/A
	<b>M/WBE Subcontracting %</b>	<b>M/WBE Overall %</b>	<b>M/WBE Overall Participation \$</b>
	N/A	N/A	N/A
<b>Subject:</b>	Authorize the purchase of three digital mobile x-ray systems for the Dallas Police Department with SAFEWARE, Inc. through the OMNIA Partners cooperative agreement - Not to exceed \$173,306.49 - Financing: 2022 Homeland Security-Urban Area Security Initiative 23-25 Grant Funds		
<b>The Business Inclusion and Development Policy does not apply to Cooperative Purchasing Agreements.</b>			
SAFEWARE, Inc. – Non-local; Workforce – 0.00% Local			

Agenda Item #	Contract Amount	Procurement Category	M/WBE Goal
23-2133 34	\$1,390,490.84	Goods	N/A
	<b>M/WBE Subcontracting %</b>	<b>M/WBE Overall %</b>	<b>M/WBE Overall Participation \$</b>
	N/A	N/A	N/A
<b>Subject:</b>	Authorize the purchase of two fleet vehicles and six pieces of equipment with TNTX, LLC dba Lonestar Freightliner Group, LLC in the amount of \$995,220.84 and Kirby-Smith Machinery, Inc. in the amount of \$395,270.00 through the BuyBoard National Purchasing Cooperation cooperative agreement - Total not to exceed \$1,390,490.84 - Financing: Dallas Water Utilities Fund (\$995,220.84) and Stormwater Drainage Management Capital Construction Fund (\$395,270.00)		
<b>The Business Inclusion and Development Policy does not apply to Cooperative Purchasing Agreements.</b>			
TNTX, LLC dba Lonestar Freightliner Group, LLC– Non-local; Workforce – 0.00% Local Kirby-Smith Machinery, Inc. – Local; Workforce – 0.00% Local			





**M/WBE Agenda Item Matrix**  
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Agenda Item #	Contract Amount	Procurement Category	M/WBE Goal
23-1767 35	\$14,368,706.00	Construction	32.00%
	<b>M/WBE Subcontracting %</b>	<b>M/WBE Overall %</b>	<b>M/WBE Overall Participation \$</b>
	38.00%	38.00% HM	\$5,460,108.28
<b>Subject:</b>	Authorize a construction services contract for the installation of water and wastewater mains at 14 locations (list attached to the Agenda Information Sheet) - Douglas Dailey Construction, LLC, lowest responsible bidder of six - Not to exceed \$14,368,706.00 - Financing: Water (Drinking Water) - TWDB 2022 Fund (\$11,621,206.00) and Wastewater (Clean Water) - TWDB 2022 Fund (\$2,747,500.00)		
<b>This contract exceeds the M/WBE goal.</b>			
RSC Construction LTD, Non-Local, 38.00% - Water Sewer			
Douglas Dailey Construction, LLC – Non-local; Workforce – 22.86% Local			



## M/WBE Agenda Item Matrix

### September 13, 2023 City Council Agenda

Agenda Item #	Contract Amount	Procurement Category	M/WBE Goal
23-1955 36	\$777,925.00	Architecture & Engineering	25.66%*
	<b>M/WBE Subcontracting %</b>	<b>M/WBE Overall %</b>	<b>M/WBE Overall Participation \$</b>
	26.12%	This Item 26.12% IM, WF Overall Item 26.04% IM, WF, HM	\$203,175.00
<b>Subject:</b>	Authorize Supplemental Agreement No. 2 to the professional services contract with Halff Associates, Inc. for additional engineering services associated with the Floodplain Program Management Assistance Contract No. 1 - Not to exceed \$777,925.00, from \$583,950.00 to \$1,361,875.00 - Financing: Storm Drainage Management Capital Construction Fund		
*This item reflects previous Business Inclusion and Development Policy M/WBE goal.			
<b>This contract exceeds the M/WBE goal.</b>			
<b>Supplemental Agreement No. 2 – 26.04% Overall MWBE Participation</b>			
Pacheco Koch Consulting Engineers, Inc – Local, HM, 2.93% - Hydro/Hydra/Design/Survey			
IEA, Inc, Local, IM, 11.71% - Hydro/Hydria			
Garcia Land Data, Inc, Local, HM, 2.20% - Surveying			
Zara Environmental LLC, Non-Local, WF, 0.37% - Mussel Survey/Relocation			
Evans Graphic Consultants LLC, Local, WF, 6.98% - Printing			
HVJ North Texas – Chelliah Consultants Inc, Local, IM, 1.85% - Geotechnical Engineering			
<b>This Item – 26.12% - MWBE Participation</b>			
IEA, Inc, Local, IM, 15.04% - Hydro/Hydria			
Evans Graphic Consultants LLC, Local, WF, 6.55% - Printing			
HVJ North Texas – Chelliah Consultants Inc, Local, IM, 2.60% - Geotechnical Engineering			
Garcia Land Data, Inc, Local, HM, 1.93% - Surveying			
Halff Associates, Inc – Local; Workforce – 19.00% Local			



## M/WBE Agenda Item Matrix

### September 13, 2023 City Council Agenda

Agenda Item #	Contract Amount	Procurement Category	M/WBE Goal
23-1905 42	\$65,000,000.00	Professional Services	38.00%
	M/WBE Subcontracting %	M/WBE Overall %	M/WBE Overall Participation \$
	50.75%	50.75%	\$32,987,500.00
<b>Subject:</b>	Authorize a six-year professional services contract in the amount of \$65,000,000, with a \$2,000,000 contingency for potential scope enhancement, and one one-year renewal option in the amount of \$4,000,000, as detailed in the Fiscal Information section, for project management services and owner’s representation for the implementation of Component One of the Kay Bailey Hutchison Convention Center Dallas master plan, which includes the Kay Bailey Hutchison Convention Center Dallas and proposed deck park using the construction manager at-risk or design build delivery models and the demolition of the existing convention center– Inspire Dallas, LLC, most highly qualified proposer of seven – Not to exceed \$71,000,000 – Financing: Convention Center Construction Fund (to include reimbursements from Brimer Bill Bonds) (subject to annual appropriations)		
<b>This contract exceeds the M/WBE goal.</b>			
Azteca Enterprises, Local, HM, 10.50%, Design Review, Constructability, PM/CM JBJ Management, Local, BM, 5.00%, Document Controls, Equity Compliance, Public Engagement K Strategies, Local, BF, 1.00%, Website & Communication Kaizen Development, Local, BM, 5.00%, Real Estate Development, PM Carcon Industries & Construction, Local, HF, 5.00%, Materials Testing/ PM/CM Foster CM Group, Local, BM, 5.00%, PM/CM, Estimating, Document Controls KAI Design, Local, BM, 5.00%, Architecture & Design Reviews, Constructability, PM/CM The Polote, Local, BM, 5.00%, Project Controls, PM/CM Salcedo Group, Inc, Local, HM, 1.00%, Civil Engineering, SUE, Utility Engineering Urban Engineers Group, Inc., Local, HF, 1.50%, Civil Engineering, Traffic Management Click Engineering, Local, NM, 1.00%, Structural & Civil Engineering MEPCE, Local, WF, 1.00%, Facility Analysis, MEP Engineering, Fire Control Systems Ponce-Fuess Engineering, LLC, Local, HM, 1.50%, Structural Engineering; Fire & Safety Code Compliance Criado & Associates, Inc., Local, HF, 1.00%, Transportation Design, Survey & Utilities Mas-Tek Engineering & Associates, Inc., Local, BF, 2.00%, Geotechnical Engineering TreeNewal, Non-Local, HM, 0.25%, Arborist Inspire Dallas, LLC – Local; Workforce – 100.00% Local			