

Economic & Business Development Committee Meeting

RHCA... the leader in Diversity Inclusion Networking and building business relationships and opportunities

September 19, 2023

Disclaimer: This webinar is not intended for press purposes. If you are part the press, please disconnect.









Housekeeping Rules

- Keep yourself muted throughout the meeting
- Please make sure to stay for the whole meeting
- Presentation will be emailed
- Q&A will be after each presentation
- Ask questions in the chat
- Please make sure to keep your camera on, at all times
- If you get logged out, please re-login using the same link









Welcome









Committee Introductions











Atención contratistas y trabajadores:

La Asociación Regional de Contratistas Hispanos (RHCA) y Consulado General de México en Houston ofrecen entrenamiento de Protección Contra Caídas GRATUITO para quienes estan en la industria de la construcción.



Porque?

- · Puede salvar su vida o la de algun familiar.
- Caídas es la causa más comun de lesiones graves y muertes en construcción.
- No usar protección contra caidas fue la infracción más citada por OSHA Federal en el año fiscal de 2022.



Registration: https://form.jotform.com/ 232374338266157











2023 ARCHITECTURE, ENGINEERING, AND CONSTRUCTION

Austin, Corpus Christi, Dallas/Fort Worth, El Paso, Houston, and San Antonio



The Luna Awards celebrates the achievements of women, women-owned businesses and advocates who promote and develop women at all levels in Architecture, Engineering and Construction.



Thursday, September 7, 2023 11:30 AM - 1:30 PM Henry Garrett Ballroom C 1901 N. Shoreline Blvd. Corpus Christi, TX 78401



Friday, September 8, 2023 11:30 AM - 1:30 PM The Junior League of Houston The Tea Room



Thursday, October 5, 2023 11:30 AM - 1:30 PM Marriott Rivercenter Pearl 1-3 01 Bowie Street, San Antonio, TX 78205-3901



Luna Awards Luncheor Friday, October 6, 2023 11:30 AM - 1:30 PM Austin Marriott South Lone Star Ballroom A 4415 S I-35 Frontage Rd., Austin, TX 78744





Luna Awards Luncheon Thursday, November 9, 2023 11:30 AM - 1:30 PM **Sheraton Dallas Hotel** 400 N Olive Street, Dallas, TX 7520



#IAMLUNA

#LUNASTATEWIDE

Registration: https://form.jotform.com/230085618271151









Heavy Highway Forum 2023 – Central Texas Austin & San Antonio Districts



The RHCA invites consultants, engineers, and contractors, in addition to any professional services or construction services companies interested in or currently working in the Heavy Highway and Transportation industry, to participate in this upcoming Forum. Join us to hear from key decision makers, including TxDOT leadership as well as technical experts, as they speak about the State of the Industry and upcoming opportunities.





































Friday, September 22 - Austin & San Antonio Districts: https://form.jotform.com/231417700789157









Heavy Highway Forum 2023 – Houston & Beaumont Districts



The RHCA and ASHE Houston invite consultants, engineers, and contractors, in addition to any professional services or construction services companies interested in or currently working in the Heavy Highway and Transportation industry, to participate in this upcoming Forum. Join us to hear from key decision makers, including TxDOT and Harris County Toll Road Authority (HCTRA) leadership as well as technical experts, as they speak about the State of the Industry and upcoming opportunities.

Speakers













For More Information: call 972-786-0909 or email: julio@regionalhca.org

Friday, October 20 - Houston & Beaumont District: https://form.jotform.com/231417216576153









Heavy Highway Forum 2023 – Dallas & Fort Worth Districts



The RHCA invites consultants, engineers, and contractors, in addition to any professional services or construction services companies interested in or currently working in the Heavy Highway and Transportation industry, to participate in this upcoming Forum. Join us to hear from key decision makers, including TxDOT and NTTA leadership as well as technical experts, as they speak about the State of the Industry and upcoming opportunities.

Speakers

















Friday, December 1 - Dallas & Fort Worth Districts: https://form.jotform.com/231416413650144







SAFETY FIRST Coronavirus

COVID-19 Precautions Followed RHACA





https://form.jotform.com/230776238611053







Q&A







Guest Speaker

Erica L. Thompson Of **City of Arlington** erica.thompson@arlingtontx.gov









Mission:

The Office of Business Diversity's priority is to promote the growth of Minority and Woman Owned Business Enterprise (MWBE) businesses by requiring full participation in all phases of City procurement opportunities. This program seeks to reduce barriers and foster participation with minority and women-owned companies.

Purpose:

To equitably and conscientiously include MWBE businesses in the City's procurement process for all basic goods and services, construction and professional services opportunities.

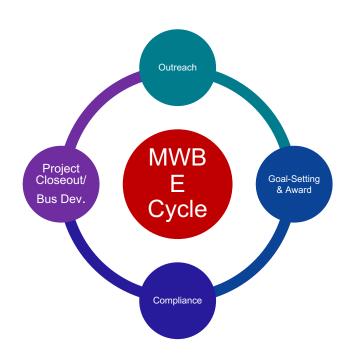






Office of Business Diversity





The Office of Business Diversity serves as a liaison between the City and the MWBE community, specifically focusing on:

- · Community Outreach, Networking & Advocacy
- Goal Setting
- Contract Compliance and Monitoring
- Business Development
- Internal Initiatives & Best Practices

Citywide MWBE Goal –

30% of total dollars spent



Classification of Minority and/or Woman Owned Business Entity

•Minority and/or Woman Owned Business Entities (MWBE's) are established when a business is at least 51% owned by a minority or woman individual.

- •Minority is defined as:
 - African American
 - Asian-Indian
 - Asian-Pacific
 - Hispanic
 - Native American

Office of Business Diversity



\$50,000

The City's MWBE Program focuses on construction, goods and services, and professional services contacts that are above the **\$50,000 threshold** and are awarded by City Council.

14 NEW CERTIFIED MWBE VENDORS

Registered through the lonwave electronic procurement system in FY22

133 TOTAL CONTRACTS

In FY22, **133 contracts** totaling **\$136,694,510** were awarded through the program.

\$136,694,510

Of those, **57**, or **42.87%**, were awarded to **MWBE Primes**

33.89% CERTIFIED MWBE

Of all vendors registered with the City, 33.89% are certified MWBE.



Award & Spend

3rd QTR

FY23

Displaying Data from 04/01/2023 - 06/30/2023

MWBE Program - Award FY 2023 - Quarter 3 (April 1, 2023 - June 30, 2023) Prime Contracts Awarded MWBE Prime 10 41.67% Non-MWBE Prime 58.33% 14 Total: 24 Subcontractor Participation Awarded MWBE Sub 96.00% Non-MWBE Sub 4.00% Total: 25 Prime Award By Ethnicity Ethnicity Contracts Percentage Asian 460,540 11.23% African American 0.00% Hispanic 3,132,125 76.38% Native American 0.00% 12.39% 508,045 Women Owned Total: \$ 4,100,710 Subcontractor Award By Ethnicity Ethnicity Contracts Percentage Asian 985,467 12.61% African American 157,415 2.01% Hispanic 186,988 2.39% Native American Women Owned 6,484,625 13 7,814,495 24 Combined MWBE Prime & Sub Award as Reported All Vendors Total MWBE Prime & Subs 69.39% Total Non-MWBE Prime & Subs **1**5 30.61% 49 Total: Ethnicity Amount Contracts Percentage Asian 1,446,007 12.14% African American 157,415.48 1.32% Hispanic 3,319,113 27.86% Native American 0.00% Women Owned 6,992,670 58.69% Total: \$ 11,915,205

*some contracts may have more than one subconsultant associated with it.

MWBE Program - Spend								
FY 2023 - Quarter 3								
(April 1, 2023 - June 30, 2023)								
D. C								
Prime Contracts w/ Spend # of Contracts MWBE Prime Contracts 54 38.03%								
MWBE Prime Contracts 54 38.03% Non-MWBE Prime Contracts 88 61.97%								
Total:								
Total.		142						
Subcontractors w/ Spend	# of	Times Utilized						
MWBE Subs								
Non-MWBE Subs 95			25.89%					
Total:		367						
Prin	ne Spe	nd By Ethnicity	,					
Ethnicity		Amount	Contracts	Percentage				
Asian	\$	2,079,616	10	30.46%				
African American	\$	1,904,609	10	27.89%				
Hispanic	\$	2,227,955	22	32.63%				
Native American	\$	70,603	2	1.03%				
Women Owned	\$	545,426	10	7.99%				
Total:	\$	6,828,209	54					
Subcont	ractor	Spend By Ethn	icity					
Ethnicity		Amount	<u>Utilized</u>	Percentage				
Asian	\$	1,458,831	32	21.01%				
African American	\$	389,077	35	5.60%				
Hispanic	\$	2,202,920	93	31.72%				
Native American	\$	109,687	4	1.58%				
Women Owned	\$	2,783,902	108	40.09%				
Total:	\$	6,944,417	272					
	*A	subconsultant may p	participate on mi	ultiple contracts.				
Combined MWBE Prime & Sub Spend as Reported								
Ethnicity		Amount	<u>Utilized</u>	Percentage				
Asian	\$	3,538,447	42	25.69%				
African American	\$	2,293,686	45	16.65%				
Hispanic	\$	4,430,875	115	32.17%				
Native American	\$	180,290	6	1.31%				
Women Owned	\$	3,329,328	118	24.17%				
Total:	\$	13,772,626	326					
*(Contracts	may have multiple	subconsultants a	ssociated with it.				

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MWBE Utilization Form



		ARLINGTO	
Office of Business Diversity NWBE UTILIZATION PLAN		THE AMERICAN DREAM OF	
Project Name			
Project No:	Date:		
MWBE = Minority/Woman Business Enterprise			
* Ethnicity = Native American (Al), Asian Pacific Non- Minority (N/A)	/Indian (AS), African American	n (BL), Hispanic (HI), Caucasian Female (WO), or	
Note minority (N/A)			
Prime Contractor		MWBE (Yes/No)	1
		MWBE (Yes/No)]
		MWBE (Yes/No)]
	RTUNITIES (use additional sh]
Prime Contractor LIST ALL SUBCONTRACTING/SUPPLIER OPPOL Name of Company and	Potential MWBE]
Prime Contractor LIST ALL SUBCONTRACTING/SUPPLIER OPPOR		eets if necessary):]
Prime Contractor LIST ALL SUBCONTRACTING/SUPPLIER OPPORT Name of Company and Description of Work or	Potential MWBE Firm Ethnicity*	eets if necessary):	}
Prime Contractor LIST ALL SUBCONTRACTING/SUPPLIER OPPORT Name of Company and Description of Work or	Potential MWBE Firm Ethnicity*	eets if necessary):]
Prime Contractor LIST ALL SUBCONTRACTING/SUPPLIER OPPORT Name of Company and Description of Work or	Potential MWBE Firm Ethnicity*	eets if necessary):	
Prime Contractor LIST ALL SUBCONTRACTING/SUPPLIER OPPORT Name of Company and Description of Work or	Potential MWBE Firm Ethnicity*	eets if necessary):	
Prime Contractor LIST ALL SUBCONTRACTING/SUPPLIER OPPORT Name of Company and Description of Work or	Potential MWBE Firm Ethnicity*	eets if necessary):	
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Prime Contractor LIST ALL SUBCONTRACTING/SUPPLIER OPPORT Name of Company and Description of Work or	Potential MWBE Firm Ethnicity*	eets if necessary):	
Prime Contractor LIST ALL SUBCONTRACTING/SUPPLIER OPPORT Name of Company and Description of Work or	Potential MWBE Firm Ethnicity* (Yes/No)	eets if necessary): Anticipated Dollar (\$) of Work	
Prime Contractor LIST ALL SUBCONTRACTING/SUPPLIER OPPOI Name of Company and Description of Work or Materials Provided	Potential MWBE Firm Ethnicity* (Yes/No) (Yes/No) Toposal, as an attachment. ser will submit a Prime, Su	eets if necessary): Anticipated Dollar (\$) of Work Anticipated Dollar (\$) of Work	

N	MINORITY/WOMEN BUSINESS ENTERPRISE
(ħ	MWBE)
_ (
	Minority and/or Woman-owned Business Enterprises are encouraged to participate in all City procurement solicitation. In order to be identified as a certified Minority/Woman Business Enterprise with the City of Arlington, Texas; this form, along with a copy of the selected certification, should be included with the bid/proposal.
	PLEASE CHECK THE APPROPRIATE ETHNICITY AND/OR GENDER:
	American Indian Asian Black Hispanic Woman Owned
	Certification Status: Is the firm certified as a Minority, Woman, or Disadvantaged Business Enterprise by a government or business development agency? Yes No (If yes, please select specific agency)
	North Central Texas Regional Certification Agency (NCTRCA)
	State of Texas Historically Underutilized Business (HUB)
	Dallas/Fort Worth Minority Supplier Development Council (DFW MSDC) or NMSDC affiliate
	Women's Business Council – Southwest (WBC-SW) or WBENC affiliate
	Texas Department of Transportation, Disadvantaged Business Enterprise (TxDOT, DBE)
	Small Business Administration, 8(A) Program
	Other (please specify)
	The City of Arlington encourages minority participation and utilizing MWBE subconsultants/ suppliers where there are opportunities on this project.
r (City Use Only:
100	e reviewed this Utilization Plan and found that the HAS or HAS NOT complied as per the City's M/WBE Special Provisions.
	fied Goal attainment:
	% WBE %

Letter of Intent to Subcontract (LOI)

Form will be filled out by prime contractor signed by prime and MWBE subcontract



Project Number:			
Project Title:			
	(*Prime Contra	actor") agrees to enter into a	a contractual
agreement with		(*MWBE Subcontracte	or"), who will provide
the following goods/services on the a	above-referenced contrac	t.	
(Use broad categories (ex. "electrical to be provided).	I work", "HVAC equipmen	t purchase", etc.) to describ	e the goods/services
for an estimated amount of \$	or	0.0% of the total	
estimated contract value.			
Prime Contractor agrees to utilize sa Subcontractor agrees to work on the of the contract to Prime Contractor.			
Signature – Prime Contractor	Si	ignature – MWBE Subcontra	actor
Print Name	P	rint Name	
Tillo Do		SM ₀	Date

MWBE Good Faith Effort



In making a determination that the contractor has made a good-faith effort to meet the City's MWBE goals, the Office of Business Diversity shall consider specific documentation concerning the steps taken to obtain MWBE participation, with a consideration of the following factors:

If a contractor fails to submit the Good Faith Efforts checklist, with document, by the deadline for submission will be considered nonresponsive.

- Contractor attended the City's pre-bid or pre-proposal meeting.
- Contractor advertised in general circulation, trade association, and/or MWBE-focused media regarding subcontracting and/or supplier opportunities.
- Contractor solicited through reasonable and available means (e.g., written notices, advertisements) M/WBEs certified in the anticipated scopes of subcontracting of the contract, within sufficient time to allow them to respond. Attach detailed Contacts Log, including date, method of contact, person contacted and contact information, and the result of the contact.
- Contractor selected those portions of the contract consistent with the available M/WBEs, including breaking down the work into economically feasible units to facilitate M/WBE participation even when the proposer would prefer to perform those scopes with its own forces. Provide description of work selected.
- Contractor provided timely and adequate information about plans, specifications, scope of work and contract requirements to interested MWBEs. Followed up initial solicitations to answer questions and encourage M/WBEs to submit proposals or bids. Attach evidence of information provided, including the date, e.g., letters, emails, telephone logs, etc.
- Contractor negotiated in good-faith with interested MWBEs that have submitted proposals or bids and thoroughly investigated their capabilities, using good business judgement, and taking into consideration the MWBE subcontractor's price quote and not rejecting reasonable quotes from interested MWBE. Evidence of such negotiations includes the names, addresses, email addresses and telephone numbers of M/WBEs with whom the vendor negotiated; a description of the information provided to M/WBEs regarding the work selected for subcontracting; and explanations as to why agreements could not be reached with M/WBEs to perform the work.
- Contractor made effort to assist interested MWBEs to obtain bonding, lines of credit, or insurance as required by the City or the vendor for performance of the contract (if applicable).
- Contractor effectively utilized the services of M/WBE assistance groups; local, state, and federal M/WBE business assistance offices and other organizations that provide assistance in the recruitment and placement of MWBEs.

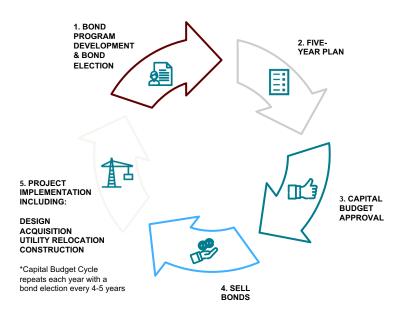
Signature Prime Contractor:	Print Name:
Title	Date:

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City of Arlington Bond Program Process



- Bond Elections are typically every 4–5 years (2023, 2018, 2014, 2008)
- Community-involved process determines which projects are included
 - 1. Capital Departments determine high-priority projects
 - 2. City Council appoints a Citizens' Bond Committee to review list and identify projects to create bond program
 - 3. Arlington voters approve Bond Propositions on the election ballot to authorize funds



Bond Projects and Capital Budget



CITY COMPLETES
PROJECTS FROM BOND
PROGRAMS IN THE
ORDER THEY WERE
APPROVED OVER 4-6
YEARS BASED ON
ANNUAL FUNDING
CAPACITY



ALL BOND-FUNDED
PROJECTS ARE
INCORPORATED INTO
THE ANNUAL CAPITAL
BUDGET APPROVED BY
COUNCIL AND BECOME A
PART OF THE CITY'S
ANNUAL BID PROCESS



CAPITAL BUDGET IS SEPARATE FROM THE OPERATING BUDGET, AND IS APPROVED EACH MARCH



BONDS ARE SOLD IN JUNE EACH YEAR TO MAKE FUNDS AVAILABLE FOR CAPITAL PROJECTS





Interested in Doing Business With the City?

Register on lonwave

Stay Connected

Updated Profile

Maintain Contact

Attend Project Meetings Stay in Contact with OBD

IONWAVE Procurement Portal

- •The City of Arlington utilizes IonWave to post bid solicitations and receive electronic bids.
- •Registration is easy! Takes less then 10 mins
 - Register company information
 - Select codes that pertain to your company's line of work
 - Receive auto generated emails notifying you of bidding opportunities
- •Submit bids electronically through the bidding platform
 - Saves time
 - Fewer cost
 - More efficient







MONTHLY SUPPLIER MEETING

Join the Office of Procurement and the Business Diversity Office as they host a Monthly Suppler Meeting. Each month you will have the opportunity to connect with key city staff members, learn more about lonwave Supplier Portal process, gain information on current bid opportunities and discover additional resources City of Arlington has to offer.



First Friday of the month at 10 a.m.



George W. Hawkes Downtown Library 100 S. Center St., Arlington, Texas 76010



Questions to mwbe@ArlingtonTX.gov



OFFICE OF BUSINESS DIVERSITY PRESENTS

Workshop Series

Request for **Qualifications**

Thursday, Oct. 19, 2023 11:30 a.m.

Arlington Public Library - George W. Hawkes Downtown Library

100 S. Center St., Arlington, Texas 76010

This in-person event is a fantastic opportunity for individuals and businesses interested in working with the City. Vendors will gain valuable insights into the City's upcoming projects and learn about the City's Request For Qualifications process.



Scan the QR code to register.
For more information visit:
817-459-6409 | mwbe@ArlingtonTX.gov
ArlingtonTX.gov/MWBE









Sept. 28, 2023 | 9 a.m. ARLINGTON MUNICIPAL AIRPORT

5000 S. Collins St., Arlington, TX 76018

The City of Arlington's Office of Business Diversity and Economic Development Corporation in partnership with Bell Flight, is inviting you to a networking event. The event will include a one-on-one meeting with Bell Flight staff, an informative discussion of current Bell projects and upcoming opportunities, as well as best practices regarding the solicitation of their trade needs.



THIS EVENT IS BY INVITATION ONLY.

Please complete the registration packet attached by Sept. 12 to hold your spot.

For questions or more information contact: Nathaniel.Johnson@ArlingtonTX.gov

Current Bid Opportunities

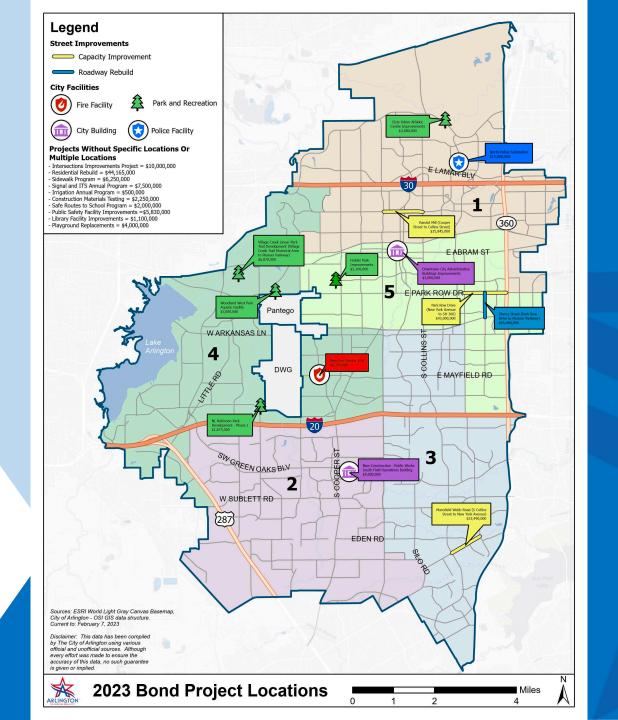
- Request for Qualifications for Consulting Services for the Transportation Department.
 - Closing date: 9/21/23 at 2:00 pm.
- Annual Requirement Contract for Grass Sod.
 - Closing date: 9/21/23 at 2:00 pm.
- Highway Safety Improvement Program, Off-Systems Signals In Arlington City Limits
 - Closing date: 9/26/23 at 2:00 pm.
- Request for Proposals for Grounds Maintenance of the Entertainment District
 - Closing date: 9/28/23 at 2:00 pm.
- 2023 Miscellaneous Stormwater Construction.
 - Closing date: 10/4/23 at 2:00 pm.







Scan the QR Code to view upcoming procurement opportunities





THANK YOU!

FROM THE OFFICE OF BUSINESS DIVERSITY



CONTACT US:

101 W. Abram Street, Suite 300 Arlington, Texas 76004

mwbe@arlingtontx.gov Erica.Thompson@arlingtontx.gov

(817) 459-6403



Q&A







Committee Discussion

Statewide Initiative Project Opportunities:

- •EBD Committee to invite key members from municipalities from around the state and have them present and update on A/E/C Opportunities.
 - City of Fort Worth
 - Houston City of Houston Office of Diversity and Inclusion Upcoming Opportunities
 - Galveston Galveston ISD... On Hold
 - Austin ISD 2022 Bond Program
 - El Paso ISD
 - Midland / Odessa... On Hold
 - Forney Forney ISD
 - Little Elm Little Elm ISD
 - Alvarado Alvarado ISD
 - Mansfield City of Mansfield
- Infrastructure Bill Impact on Texas and DFW











BIAEA Board Needs Members

The Building Inspection Advisory, Examining and Appeals (BIAEA) Board is currently in need of new members. The Building Inspection Advisory, Examining, and Appeals Board is a quasi-judicial board that was established to hear and decide appeals of orders, decisions, or determinations made by the Building Official relating to the application and interpretation of the codes. Board members must meet certain criteria to be considered for appointment.

If you are interested in serving on the board, please click below to apply. Should you have any questions, please feel free to contact Shanee Weston, Senior Boards and Commissions Coordinator, at shanee.weston@dallas.gov. We look forward to serving alongside you as we work together to build a safe and united Dallas!

Click to Apply

(Select 'Request Access to Site' to begin application process.)

Together we are building a safe and united Dallas!







https://edms-public.dallascityhall.com/ExternalAccessClient/Account/Login.aspx









RHCA | Webinar

Infrastructure Bill Opportunities Impact on Texas with a Focus on North Texas

- Federal highway programs: \$26.9 billion
- Public Transportation: \$3.3 billion
- **Drinking water infrastructure (and removing lead pipes):** \$2.9 billion
- *Airports:* \$1.2 billion
- Bridge replacement and repairs: \$537 million
- *Electric vehicle charging network:* \$408 million
- Broadband expansion: \$100 million
- Wildfire protection: \$53 million
- Cyberattacks protection: \$42 million









Committee Discussion

Open Discussion:

- •2023 A|E|C Market Conditions
 - Labor Market Conversation
 - Large Businesses competing for the same talent pool as Small Businesses
 - Material availability and price escalation
 - Material Costs
 - Labor Costs
 - Layoffs
 - COVID-19 Vaccine Mandates
 - Next steps
- •Other____









RHCA | Subcommittee Help with inviting monthly guest speakers

Example:

The invitation details are listed below:

Tuesday, November 9, 2021 Date:

10 to 15 minutes (if you need more please let me know) Time Duration:

Time Range: Any 15 minutes between 8:45am to 10:00am CST

Via online Video: Zoom Video Conference

Committee: RHCA Economic and Business Development Committee: Audience –

Contractors/Professional Services/Public Agency Employees

Topic: Texas Emission Reduction Plan (TERP) Program overview & Benefits for

contractors

PowerPoint Due by Monday, November 8 – To Jonathon Garcia **Presentation:**

Other Items Needed: (1) Headshot in JPEG (2) Title

Link to recommend guest speakers: https://forms.office.com/Pages/ResponsePage.aspx?id=m9gkZ9IDKEWQMA6zN7Gyu1-t7tkG5ypLvhzsQy7hgMRUNUdGT0UwVIVLTDVRSFNDUjZGU09VVFVPNC4u









Q&A





