

# Buffalo Public Schools MWBE Update – March 3, 2021

Finance and Operations Committee – March 3, 2021

Dr. Kriner Cash, Superintendent

Geoffrey Pritchard, CFO

Richard Fanton, Director of Purchase



# MWBE Update - Data Collection/Management/Reporting:

- Feb 2020:
  - Board Recommendations were annotated with MWBE (Policy 5414) compliance data.
- Mar 2020:
  - Effective with the implementation of Bonfire (an electronic portal for processing Bids/RFPs), MWBE compliance specific questions and forms were included as part of every RFP.
- Jul 2020:
  - MWBE survey questions became mandatory for all respondents.
  - Custom data fields were added to MUNIS to allow for “tagging” of associated Board approvals to actual transactions for reporting purposes.
- Jan 2021:
  - A draft data management regulation is being developed.
    - This includes implementation of the vendor certificate functionality in MUNIS to allow for MWBE certificate tracking.
  - A copy of Policy 5414 is included in all offerings.
  - MWBE compliance specific questions and forms for all offerings.

# MWBE Update - Communications:

- Starting in July 2020 vendors registering through the Bonfire Procurement Portal could opt-in to mailing lists for future (formal) offerings and for identification as a certified MWBE. Invites are issued to both groups for all offerings.
  - 353 vendors have registered to be notified of all offerings.
  - 117 vendors have registered as MWBE.
  - A video instruction on how to register is available through the District Website.
- Two (2) “Doing Business with BPS” virtual outreach events are scheduled for March 31<sup>st</sup>, 2021 (day and evening sessions).
  - Session(s) will be advertised in Buffalo News and community papers.
  - Sessions will be recorded and posted to the Purchase webpage.
- Following the outreach sessions, the District will be issuing a “Request for Information” in order to identify local MWBE vendors for mailing list inclusions for informal quoting activity.
  - Vendors will be able to register by commodity type(s) and encouraged to complete any necessary “pre order” paperwork required by the district (vendor application, W-9, etc) at this time.
- A “Purchasing Help Desk” is currently being developed for external users utilizing the “TEAMS” environment; estimated deployment July 2021.

# MWBE Update – Where we can target spending

2019-20 Actual Spending by Fund (in millions)

	General Fund	Food Svc	Grants	Capital	Total
SALARIES	309.6	9.2	54.3	-	373.1
BENEFITS	171.4	2.3	22.5	-	196.2
DEBT SERVICE/TRANSFERS	123.4	1.3	2.0	-	126.7
71 CHARTER TUITION	130.8	-	-	-	130.8
47 TUITION	34.2	-	8.0	-	42.1
<b>Subtotal</b>	<b>769.4</b>	<b>12.8</b>	<b>86.7</b>	<b>-</b>	<b>868.9</b>
20 EQUIPMENT	1.1	0.4	0.1	9.4	11.0
40 CONTRACTUAL - MISC	18.3	0.3	15.4	-	34.0
42 FACILITY RENTALS	4.5	0.5	0.5	-	5.5
43 RENTAL CONTRACTS	3.8	0.0	0.0	-	3.9
44 TRANSPORTATION	33.4	-	1.4	-	34.8
46 CUSTODIAN CONTRACTS	18.7	-	0.1	-	18.8
48 TEXTBOOKS	3.9	-	0.0	-	3.9
49 UTILITIES	7.4	0.1	0.0	-	7.6
50 SUPPLIES & MISC ITEM	5.2	17.4	1.5	-	24.1
51 SOFTWARE	2.6	0.0	0.7	-	3.3
57 REPAIRS & MAINT	2.9	0.1	0.8	7.6	11.1
<b>Subtotal</b>	<b>101.8</b>	<b>19.0</b>	<b>20.6</b>	<b>17.0</b>	<b>158.0</b>
<b>Grand Total</b>	<b>871.2</b>	<b>31.8</b>	<b>107.3</b>	<b>17.0</b>	<b>1,026.9</b>

FY 2021 PO Data YTD

Commodity	Non-MWBE	MWBE	Grand Total
TRANSPORTATION, BUS & TAXI	52,041,275		52,041,275
TUITION PAYMENTS	42,001,068		42,001,068
PROFESSIONAL SERVICES	27,793,326	147,201	27,940,528
FOOD PRODUCTS	22,714,483	136,050	22,850,533
SOLE SOURCE MONOPOLY PMT	9,015,032		9,015,032
PROCUREMENT CARD PAYMENT	9,000,000		9,000,000
LEASE PAYMENTS	7,247,460		7,247,460
COMPUTER-LAPTOP/TABLET	6,927,377		6,927,377
SOFTWARE	3,465,057	29,596	3,494,653
INSURANCE/BENEFITS	3,294,707		3,294,707
SECURITY MATERIALS	2,844,818		2,844,818
CAFETERIA PAPER PRODUCTS	2,235,288		2,235,288
SAFETY SUPPLIES	1,813,930	38,137	1,852,068
TEXTBOOKS	1,548,550	12,378	1,560,928
OIL & GASOLINE	1,488,543		1,488,543
COMPUTER-SUPPLIES/PARTS	1,345,191	52,855	1,398,046
COPIERS/DUPLICATORS	1,206,612		1,206,612
JANITORIAL SUPPLIES	491,042	613,066	1,104,107
CALCULATORS	883,119		883,119
DELIVERY-FOOD SRVICE	187,918	665,559	853,477
A/V EQUIPMENT	647,140	7,460	654,601
HVAC EQUIPMENT	640,510		640,510
TESTING MATERIALS	530,772		530,772
INSTRUCTIONAL MATERIALS	420,328	11,824	432,152
POSTAGE/DELIVERY	377,283		377,283
FOOD SERVICE SUPPLIES	373,801	482	374,283
ENVIRONMENTAL REMED	358,449		358,449
HVAC SUPPLIES	321,226		321,226
PHYS ED/SPORTING GOODS	320,506		320,506
Total of top 30 commodities	201,534,811	1,714,608	203,249,421

# MWBE Update - Statistics

- Vendor Statistics (as of 2/23/2021):
  - The NYS M/WBE Directory lists:
    - 223 MBE in Western NY (116 in Buffalo)
    - 492 WBE in Western NY (142 in Buffalo)
  - The Erie County M/WBE Directory lists:
    - 82 MBE with 50 in Buffalo
    - 123 WBE with 31 in Buffalo
    - 50 Dual M/WBE with 36 in Buffalo
  - The District Vendor file has 107 M/WBE listed but not categorized by certification type (0.73% of all vendors)
    - 33 of the District's listed M/WBE vendors are located in Erie County (0.38% of all listed Erie County vendors)
    - 19 of the District's listed M/WBE vendors are located in Buffalo (0.38% of all listed Buffalo vendors)
- Challenge/Opportunity – aligning with our spend

# MWBE Update - Statistics

- Starting with the Feb 2020 Board Meeting MWBE data has been recorded for procurement awards approved by the Board

- Participation & Competitive Award Data:

- 13 months, 104 awards, 485 total respondents, \$37M awarded
  - MWBE vendors represent 10% of all respondents during this period
  - MWBE vendors have been awarded in 14% of the awards
  - MWBE vendors represent 5% of the COMPETITIVE awarded amounts
  - 11% of the COMPETITIVE awards are compliant with MWBE Policy 5414

- Non-Competitive Award Data:

- 13 months, 218 awards, \$65M awarded
  - MWBE vendors have been awarded in 3% of the awards
  - MWBE vendors represent 1% of the NON-COMPETITIVE awarded amounts
  - 3% of the NON-COMPETITIVE awards are compliant with MWBE Policy 5414

- MWBE data is roughly 80/20 split between WBE/MBE

# MWBE Update - Statistics

- Payment Data (all payments except Charter Schools & Insurance)

Total Invoice (\$)	MWBE Category		
Year	NON-MWBE	MWBE	Grand Total
2018	\$ 397,198,309	\$ 1,442,508	\$ 398,640,817
2019	\$ 351,436,156	\$ 2,105,951	\$ 353,542,107
2020	\$ 330,054,522	\$ 1,723,615	\$ 331,778,137
2021 (YTD, 7 mths)	\$ 106,326,473	\$ 1,403,193	\$ 107,729,666

- At current trend MWBE spend dollars should exceed prior best year by 10% (estimated total MWBE spend for FY 2021 is \$2.4M)
- It is impossible to determine the impact of the pandemic on FY 2020 and FY 2021 data.

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- **Geoffrey Pritchard**, *CFO*
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