



# MINORITY, WOMEN AND DISADVANTAGED BUSINESS ENTERPRISE 2022 REPORT

Prepared by the Department of Equity and Inclusion



ALLEGHENY COUNTY

**COUNTY OF**



**ALLEGHENY**

**RICH FITZGERALD**  
COUNTY EXECUTIVE

June 2023

Dear Friends:

It is my pleasure to present to you the 2023 Annual Minority Women Disadvantaged Business Enterprise (MWDBE) Report, a function of the Department of Equality and Inclusion (DEI).

Over the past year, the department has continued to reach its mission 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. One of its largest functions is certifying businesses as part of the Pennsylvania Unified Certification Program (PA UCP). During 2022, the department certified 571 firms. Of those, 354 are in Allegheny County, 123 are in other counties in Pennsylvania, and the remaining 44 are from outside of state.

In addition to certification, DEI remains focused on making certified MWDBE companies aware of opportunities in the county. Outreach and technical assistance were a focus of the department in 2022, with its staff participating in workshops, training, tradeshow, and speaking engagements. Their involvement has included hosting 36 certification counseling sessions, attending 23 construction status meetings, evaluating 84 proposals, and vetting 118 contracts. The DEI staff also participated in 21 outreach activities this past year.

The launch of the Minority, Women, and Veteran (MWV) loan program will go a long way towards assisting small businesses to build capacity and compete on a larger scale. Ultimately, the goal of MWDBE is to encourage the participation of more firms in Allegheny County business. Allegheny County's goals are set at 13% for minority business enterprises and 2% for women business enterprise. In many ways, we have met or exceeded those goals, but must always remain diligent about finding ways to provide equal opportunity for all in this county. We look forward to working together with all of you to accomplish that.

Sincerely,

*Rich Fitzgerald*

Rich Fitzgerald

**OFFICE OF THE COUNTY EXECUTIVE**

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Dear Friends:

The Department of Equity and Inclusion is once again pleased to provide an annual account of our department's progress. 2022 was a year of transition. As did many others, we experienced significant staff turnover within our small department. A long-tenured employee retired, another accepted employment with another government entity, and we onboarded three first-time Allegheny County employees. At year-end, four positions, including two previously filled positions and two new positions that will allow us to enhance our business equity and inclusion footprint, remained unfilled.

There was a significant decrease in the number of certified Disadvantaged Business Enterprises (DBEs) due to voluntary withdraws, business closings, transfers, and non-responsiveness to multiple notifications to submit annual documentation required to continue DBE certification eligibility. Although there was a decrease in the number of certified firms, we did receive a substantial number of new applications.

Our review of Requests for Proposals (RFPs) and proposals nearly doubled from previous years, and we have worked with many vendors to increase Minority, Women, and Disadvantaged Business Enterprise (MWDBE) participation commitments. As often reported, many MWDBEs experience issues with the working capital necessary to participate on contracts. Therefore, through our partnership with the Department of Economic Development, we were pleased to report the launching of the Minority, Women, and Veteran (MWV) Loan Program designated to provide a variety of financing options to eligible minority and women-owned businesses.

Although our Annual Open House was held virtually, we had a record number of attendees. Attendance at our in-person meetings and events, especially those related to county contracting, has also increased significantly.

As noted above, this year has been a year of transition and has established a new normal. We do not take our mission lightly and continue to seek opportunities to enhance our outreach to the MWDBE communities.

Sincerely,

*Lisa L. Edmonds*

Lisa L. Edmonds  
Chief Equity and Inclusion Officer

LISA L. EDMONDS, CHIEF EQUITY AND INCLUSION OFFICER  
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# DEPARTMENT OF EQUITY AND INCLUSION (DEI)

## 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 the Minority, Women and Disadvantaged Business Enterprise (MWDBE) Department. To deepen diversity, equity, and inclusion in policies and procedures, the department was rechristened 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 goals, and provide outreach and technical assistance to the business community. The department 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 opportunities 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 goals, and provide outreach and technical assistance to the business community.

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 over 500 companies that are certified through this program.

**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 for all information on county-wide MWDBE contract participation.

**Outreach and Technical Assistance:** DEI communicates with the public by hosting and participating in workshops, trainings, tradeshow, and speaking engagements. Due to ongoing pandemic concerns, the department continued to conduct one-on-one virtual certification counseling sessions. In addition, we hosted our annual Open House virtually for the third year. The open house promotes networking along with an opportunity to hear from various stakeholders about resources and opportunities to encourage business growth and success.

During 2022, DEI collaborated with the Allegheny County Marketing staff to create spotlight videos for Hispanic Heritage Month and Black Business Month. These videos feature three MWDBEs — Cobbler World, Cut’N’Run Studios, and Mon-Win Consulting — and showcased how being DBE certified helps businesses grow and thrive.

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 staff count of nine during 2022. In addition to Chief Equity and Inclusion Officer Lisa L. Edmonds, our department consisted of a Deputy Director, Contract/Compliance Generalist, Contract Compliance Specialist, three Certification Analysts, an Office Manager, and Office Clerk. The following full-time employees contributed to the success of DEI during 2022.

### Leadership

**Lisa L. Edmonds**

*Chief Equity and  
Inclusion Officer*



**Damian Wiles**

*Deputy Director*



### Staff

**Deborah Lewis**

*former  
Contract/Certification Generalist*



**Melodye Martin**

*Contract Compliance Specialist*



**Robert Beach**

*former  
Certification Analyst*



**Sheldon Reynolds**  
*Certification Analyst*

**Kayla Dolby**

*Certification Analyst*



**Matthew Costello**

*Office Manager*



**Erin Johnson**

*Office Clerk*



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 2022 adopted budget totaled \$1,030,727.

The department maintains partnerships/memberships with organizations that inform its mission including: the PA UCP, 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, Mon Yough Chamber of Commerce and American Contract Compliance Association.

## 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 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. DEI is one of five organizations throughout the state 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, 2022, the department had the following certification statistics:

- 571 total certified firms
- 23 newly certified firms
- 6 new applications denied
- 1 new application withdrawn
- 475 firms approved for continued eligibility
- 7 Notices of Change approved
- 1 Notice of Change denied
- 64 firms decertified
- 6 firms withdrew DBE certification
- 5 NAICS code modifications approved
- 8 NAICS code modifications denied
- 2 NAICS code modifications withdrawn



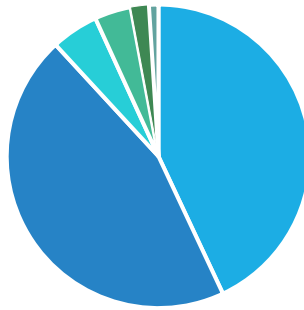
Of the 571 firms certified at the end of 2022, 354 or 62% were located within Allegheny County. One hundred twenty-three (123) firms were domiciled in other Pennsylvania counties, with the remaining ninety-four (94) firms from outside the state.

<b>County</b>	<b>Number of Firms</b>	<b>County</b>	<b>Number of Firms</b>
Allegheny	354	Lackawanna	1
Armstrong	1	Lawrence	1
Beaver	12	Luzerne	1
Blair	1	McKean	1
Butler	17	Mercer	3
Cambria	10	Montgomery	3
Centre	1	Philadelphia	1
Clearfield	1	Somerset	1
Crawford	2	Venango	3
Cumberland	1	Washington	19
Erie	10	Westmoreland	24
Fayette	3	York	2
Greene	1		
Indiana	3	Out of State	94
<b>Total Firms</b>			<b>571</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.

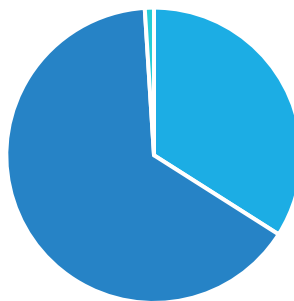
### Ethnicity



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

<b>Ethnicity</b>	<b>Number of Certified Firms</b>	<b>Percent of Total</b>
Black	244	43%
Caucasian	256	45%
Hispanic American	32	5%
Subcontinent Asian	22	4%
Asian Pacific	11	2%
Native American	6	1%
<b>Total</b>	<b>571</b>	<b>100%</b>

### Gender



- Male
- Female
- Mixed Ownership

<b>Gender</b>	<b>Number of Certified Firms</b>	<b>Percent of Total</b>
Male	196	34%
Female	369	65%
Mixed Ownership*	6	1%
<b>Total</b>	<b>571</b>	<b>100%</b>

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

## 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.
- 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.



Terina Hicks of Cobbler World was featured in a DEI Spotlight on Allegheny County's YouTube channel. Cobbler world is a DBE currently certified by DEI.

# CONTRACT PARTICIPATION

The Department of Equity and Inclusion 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.

Article 435 of the Allegheny County Administrative Code requires that prime contractors submit an MWDBE plan with their bids or proposals. 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 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 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, 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 the department 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
- Monitoring the performance of other bidders in meeting the contract

In the event that the prime contractor/vendor is an MWDBE, 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.

Throughout the life of the 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 business process, DEI receives contract payment information in regular intervals. If a payment discrepancy surfaces, the department 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 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.

## 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 in order 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	\$12,468,367.01	100%
MBE	\$2,035,890.00	16%
WBE	\$328,940.00	3%
<b>Total M/WBE</b>	<b>\$2,364,830.00</b>	<b>19%</b>
Total Value of PennDOT Contracts	\$39,010,304.32	100%
DBE	\$2,820,535.00	7%
<b>Total MWDBE</b>	<b>\$5,185,365.00</b>	<b>10%</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 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. 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	\$91,750,775.80	32
Faith-Based	\$48,774,278.66	28
African American and Faith-Based	\$12,489,001.49	18
<b>Total</b>	<b>\$153,014,055.95</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 calendar year 2022. 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.

<b>Purchasing and Supplies</b>	<b>Amount</b>	<b>Percent</b>
Total Value of New Contracts	\$78,991,986.47	100%
MBE	\$7,513,600.14	10%
WBE	\$2,679,810.94	3%
<b>Total M/WBE</b>	<b>\$10,193,411.08</b>	<b>13%</b>

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



Jordan McMillen owns Cut 'n' Run Productions, which is a DBE currently certified by DEI. The business was featured in a DEI Spotlight on Allegheny County's YouTube channel.

## 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. Department of Equity and Inclusion 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	\$249,407,587.00	100%
<b>Total DBE</b>	<b>\$33,844,436.00</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	\$6,264,233.00	100%
MBE	\$480,454.00	8%
WBE	\$1,220,350.00	19%
MWBE	-	0%
<b>Total M/WBE</b>	<b>\$1,700,804</b>	<b>27%</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	\$124,810,448.74	100%
WBE	\$11,383,793.15	9%
MBE Male	\$12,397,986.38	10%
MBE Female	\$99,670.50	.08%
<b>Total M/WBE</b>	<b>\$23,881,450.03</b>	<b>19%</b>



## Redevelopment Authority of Allegheny County

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. The department 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>	\$294,890.00	100%
MBE	\$266,940.00	91%
WBE	\$11,888.00	4%
<i>CDBG Contracts</i>	\$7,177,517.00	100%
MBE	\$1,269,906.00	18%
WBE	\$1,148,834.00	16%
<i>CDBG-CV Contracts</i>	\$753,328.00	100%
MBE	\$29,302.00	4%
WBE	-	0%
<i>CITF Contracts</i>	\$3,981,811.00	100%
MBE	\$78,424.00	2%
WBE	\$523,246.00	13%
<i>GEDF Contracts</i>	\$5,966,497.00	100%
MBE	\$24,875.00	.4%
WBE	\$175,766.00	3%
<i>HOME Contracts</i>	\$297,193.00	100%
MBE	-	0%
WBE	\$5,657.00	2%
<i>LHRD Contracts</i>	\$506,861.00	100%
MBE	\$21,908.00	4%
WBE	-	0%
<i>Other Contracts</i>	\$2,888,991.00	100%
MBE	\$16,593.00	1%
WBE	-	0%
<b>Total - All Contracts</b>	<b>\$21,867,088.00</b>	<b>100%</b>
Total MBE	\$1,707,948.00	8%
Total WBE	\$1,865,391.00	9%
<b>Total M/WBE</b>	<b>\$3,573,339.00</b>	<b>16%</b>

### Pittsburgh Regional Transit (Formerly 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. In June 2022, Porty Authority was rebranded to 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 through September and reports based on a fiscal, not calendar, year.

<b>Pittsburgh Regional Transit</b>	<b>Amount</b>	<b>Percent</b>
Total Value of New Contracts	\$1,396,001.00	100%
<b>Total DBE</b>	<b>\$286,426.00</b>	<b>21%</b>

Note: Total payments to ongoing contracts during the same period were \$1,193,336, of which \$83,408, or 7%, 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	\$36,951,698.00	100%
MBE	\$4,126,843.00	11%
WBE	\$1,978,894.00	5%
<b>Total M/WBE</b>	<b>\$6,105,737</b>	<b>17%</b>



Mon-Win Consulting, a DBE certified by DEI since 2013, is owned by Ivette Mongalo-Winston. Mon-Win Consulting was featured in a DEI Spotlight on Allegheny County's YouTube channel.

## OUTREACH AND TECHNICAL ASSISTANCE

### CAPACITY BUILDING, TECHNICAL ASSISTANCE AND SUPPORT

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

DEI website:

[www.alleghenycounty.us/equity-inclusion/index.aspx](http://www.alleghenycounty.us/equity-inclusion/index.aspx)

DEI Facebook page:

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

### ADVOCACY

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

In 2022, the department:

- Certified 571 Firms
- Held 36 Certification Counseling Sessions
- Attended 23 Construction Status Meetings
- Attended 29 Pre-bid and Pre-proposal Meetings
- Reviewed 23 Request For Proposals (RFPs)
- Evaluated 84 Proposals
- Vetted 92 Specifications (a specification can have more than one contract)
- Vetted 118 Contracts
- Participated in 21 Outreach Activities

A construction status meeting is the periodic meeting that brings together the owner and prime contractors. 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 the project. Additionally, the department monitors the milestones of the project that involve MWDBEs.

A pre-bid meeting is held prior to acceptance of bids to clarify what information is required by the county when a firm submits for consideration as a contractor/vendor. At these meetings, the department explains MWDBE goals, how to find such firms, and answers any questions regarding the paperwork that the department 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.

## 2022 Selected Events

*MWDBE Governmental Committee Conference | Share 2022 | The PA Regional Virtual Symposium | Department of Equity and Inclusion Virtual Open House | 10<sup>th</sup> Annual CEIR Conference | SPEO Minorities, Women, and You: Increasing Inclusion | Impact of Pandemic on Equity, Diversity & Inclusion Programs | Transportation Research Board Contracting Equity Committee | African American Chamber Of Commerce of Western Pennsylvania Annual Meeting | Building Opportunity: Addressing the Financial Barriers to MWBEs' Involvement in Infrastructure Projects | Talk Magazine - 2022 Black History Celebration and Black History Makers Award Reception | 59<sup>th</sup> Annual NEED Scholarship Awards Dinner*

## COMMUNICATION OF OPPORTUNITIES

Allegheny County's Purchasing Division utilizes Bonfire to house open bids and proposals. This centralized site gives suppliers 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.

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.

In addition to bids and proposals managed by the Purchasing Division, departments such as Public Works, Human Services, and Economic Development post open solicitations on Allegheny County's website, found under WORK and Doing Business option. [www.alleghenycounty.us/purchasing/open-solicitations.aspx](http://www.alleghenycounty.us/purchasing/open-solicitations.aspx)

## 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 the department's growing reach through the website, Facebook, and LinkedIn.

### ALLEGHENY COUNTY WEBSITE METRIC HIGHLIGHTS

Data from Google Analytics

▲ **+12.8%**

10,145  
Desktop  
Website  
Pageviews

▲ **+54.1%**

3,072  
Mobile  
Website  
Pageviews

▲ **+42**

890  
Facebook  
Followers

▲ **+1,679**

8,276  
LinkedIn  
Followers

### TOP POSTS – FACEBOOK



Allegheny County Department of Equity and Inclusion ✓  
August 29, 2022 · 🌐

In celebration of Black Business Month, we sat down with Terina Hicks, Founder, Owner, and Chief Baking Officer of [CobblerWorld](#). In this video, Terina explains how becoming certified as a Disadvantaged Business Enterprise (DBE) has helped grow her business and lends some advice to businesses interested in learning more about becoming certified. To learn more, visit <https://www.alleghenycounty.us/equity-inclusion/index.aspx> [#BlackBusinessMonth](#)



Allegheny County Department of Equity and Inclusion ✓  
October 12, 2022 · 🌐

In honor of [#HispanicHeritageMonth](#), we sat down with Ivette Mongalo-Winston from [MonWin Consulting](#) to discuss her business and how DEI has helped the firm. To discover more about becoming certified and how DEI can help grow your business, visit <https://alleghenycounty.us/equity-inclusion/index.aspx> Interested in learning more about Mon-Win Consulting? Visit <http://mongalo-winston.com/>



## 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 2022 MWDBE Advisory Committee was comprised of the following individuals:

Name	Organization	Title
M. Gayle Moss	MWDBE Advisory Committee	Chairwoman
Tim Stevens	B-PEP	Chairman
Roxanne Sewell	The LJS Group	President
Melissa Wade	Allegheny County Office of the County Executive, Rich Fitzgerald	Director of Constituent Relations
Alberto Benzaquen	Pittsburgh Commission on Human Relations	Commissioner
Tory Shriver	Eastern Atlantic States Regional Council of Carpenters	Political Director
James Overton	Overton Financial Group	President/Principal Advisor



M. Gayle Moss



Tim Stevens



Roxanne Sewell



Melissa Wade



Alberto Benzaquen



Tory Shriver

James Overton

No Photo Available

# ANNUAL OPEN HOUSE

Speakers at the Department of Equity and Inclusion's 2022 virtual 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.

## 2022 Annual Open House

### Department of Equity and Inclusion

**Date:** September 29, 2022  
**Time:** 2:30 – 4:30 PM  
**Location:** Virtual (Microsoft Teams)

<b>Lisa L. Edmonds</b> Chief Equity & Inclusion Officer	Greeting/Introduction
<b>Rich Fitzgerald</b> County Executive, County of Allegheny	Opening Remarks
<b>Vincent Valdes</b> Southwestern PA Commission	Remarks
<b>Steve Meredith</b> Southwestern PA Commission	Economic Development Programs
<b>Holly Douglas</b> Cosmos Technologies	PennDOT Mentor Protégé Program
<b>Matthew Schmale</b> Axiom	Funding Opportunities
<b>Kyron Robinson</b> ProRank Business Solutions	DBE Supportive Services
<b>Sharon Carter</b> B2G Now	Electronic Certification/Compliance Best Practices
<b>Lisa L. Edmonds</b> Chief Equity & Inclusion Officer	Allegheny County Resources & Opportunities
<b>M. Gayle Moss</b> MWD&E Advisory Chair	MWD&E Committee Recognition & Closing Remarks





## 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/)
- **Register with Bonfire?**  
Allegheny County Purchasing Division – Supplier Registration:  
[www.alleghenycounty.us/purchasing/supplier-registration.aspx](http://www.alleghenycounty.us/purchasing/supplier-registration.aspx)
- **View Allegheny County's open bid/proposal opportunities?**  
Allegheny County Procurement Portal:  
[alleghenycounty.bonfirehub.com/portal/?tab=openOpportunities](http://alleghenycounty.bonfirehub.com/portal/?tab=openOpportunities)
- **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/equity-inclusion/related-links.aspx](http://www.alleghenycounty.us/equity-inclusion/related-links.aspx)



## Department of Equity and Inclusion

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