



Office *of* Business Diversity

ENHANCING ECONOMIC OPPORTUNITIES

BUSINESS DIVERSITY

Annual Report FY'21

FY'21 PERFORMANCE

*metrics reflective of 5 years of data

M/WBE DISTRICT GOALS

30% MBE

7% WBE

M/WBE DISTRICT ACTUALS

↑34% MBE

↑9% WBE



EXECUTIVE SUMMARY

*metrics reflective of 5 years of data

OBJECTIVE

The Office of Business Diversity has made concerted efforts to ensure that Chicago Public Schools' procurement process drives full compliance to district diversity goals of 30 percent MBE and seven percent WBE on all Board-approved contracts. Key highlights from fiscal year 2021 are outlined in this report.

OUTREACH

- 236 RFP/RFQ Solicitations Advertised in FY'21
- 263 Bid Solicitations Advertised in FY'21
- 9 FY'21 Monthly Sister/Assist Agency Meetings
- 11 FY'21 Outreach Events

OUTCOMES

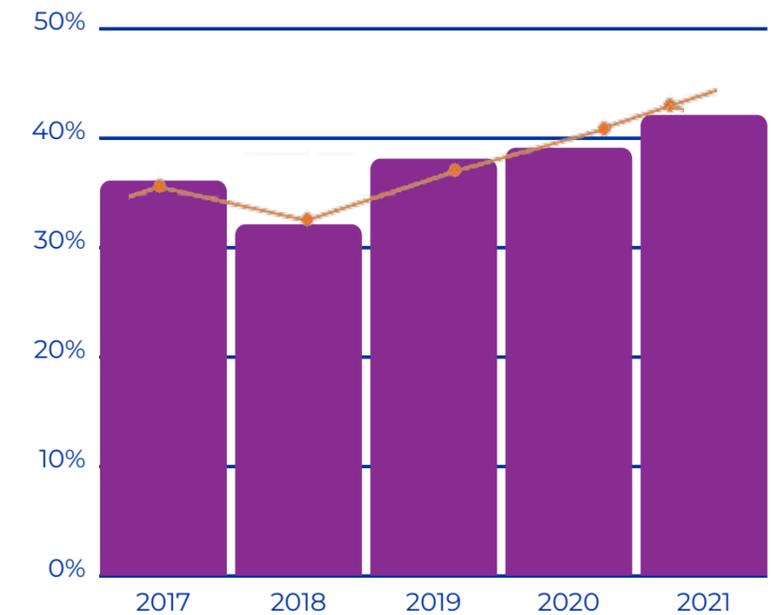
- 648 Diverse Vendors Downloaded FY'21 Solicitations
- 253 Diverse Vendors Submitted FY'21 Solicitation Responses
- 77 Diverse Vendors Obtained FY'21 Contracts
- 34 Diverse Vendors Directly Supported by OBD w/ MWBE Certification
- 934 Respondents Submitted Solicitation Responses

M/WBE METRICS

This chart displays the total MWBE overall metrics for the years 2017 to 2021. Since 2019, the Office of Business Diversity has maintained 100% compliance with the district's MWBE goals.

FY'21 Metrics Summary

- ↑7.6% overall MWBE
- \$333.2M MBE spend
- \$86.7M WBE spend



MEDIA REACH



361
followers



55
followers



209
followers



3075
media reach

OUR FIVE YEAR VISION ALIGNMENT

Outlined within Chicago Public Schools' Five Year Vision is a mission "to provide a high-quality education for every child, in every neighborhood, that prepares each for success in college, career and civic life. Steps toward achieving this ambitious goal include three key areas: academic progress, financial stability, and integrity. Within the area of financial stability there are two crucial components: financial equity and operational excellence.



- Alignment to 5 Year Vision - Financial Equity**
 - Operational Excellence - "Through intentional outreach, building relationships, and transparent RFP processes, we want minority and women-owned businesses to play a critical role in improving CPS."
- Commitment** - As a major employer and purchaser of goods and services, CPS is committed to the goal of enhancing economic opportunities for certified minority-owned and woman-owned business enterprises in the Chicagoland area, by promoting access to procurement opportunities within Chicago Public Schools.
- Goals** - 30% Minority-Owned Business Enterprise (MBE) and 7% Woman-Owned Business Enterprise (WBE) participation.

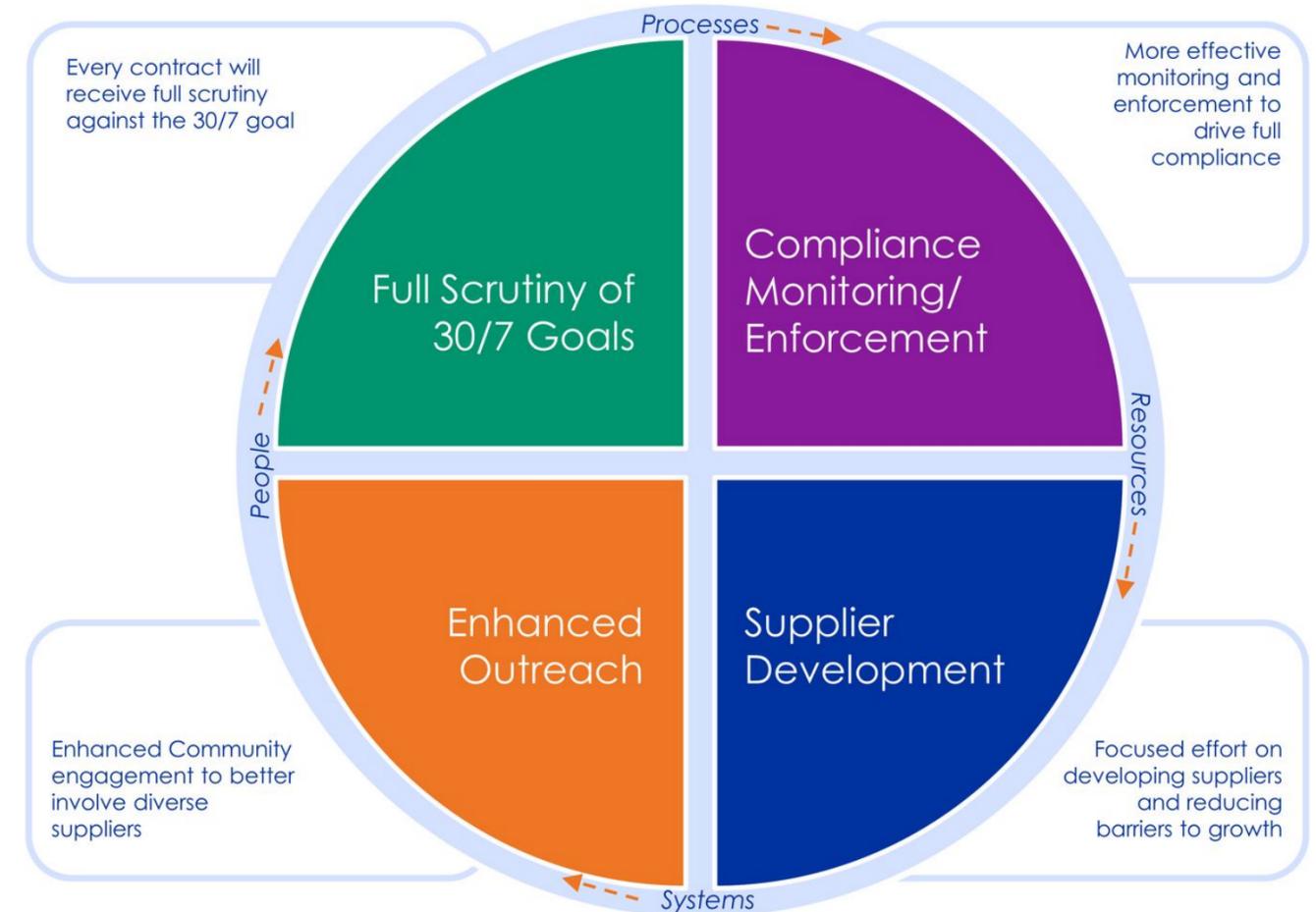
The Office of Business Diversity is an office within the CPS Procurement Department responsible for the administering and monitoring of the District's remedial programs to ensure inclusion of qualified M/WBE companies on CPS contracts. Through this department's role, the CPS goal of financial stability via operational equity can be pursued. As stated in the Vision: "through intentional outreach, building relationships, and transparent RFP processes, we want minority and women-owned businesses to play a critical role in improving CPS."

OBD STRATEGIES

The Office of Business Diversity Strategic Plan is highlighted through our four priorities that revolve around improving processes, identifying resources, optimizing systems and developing our vendors. More specifically, our four priorities were as follows:

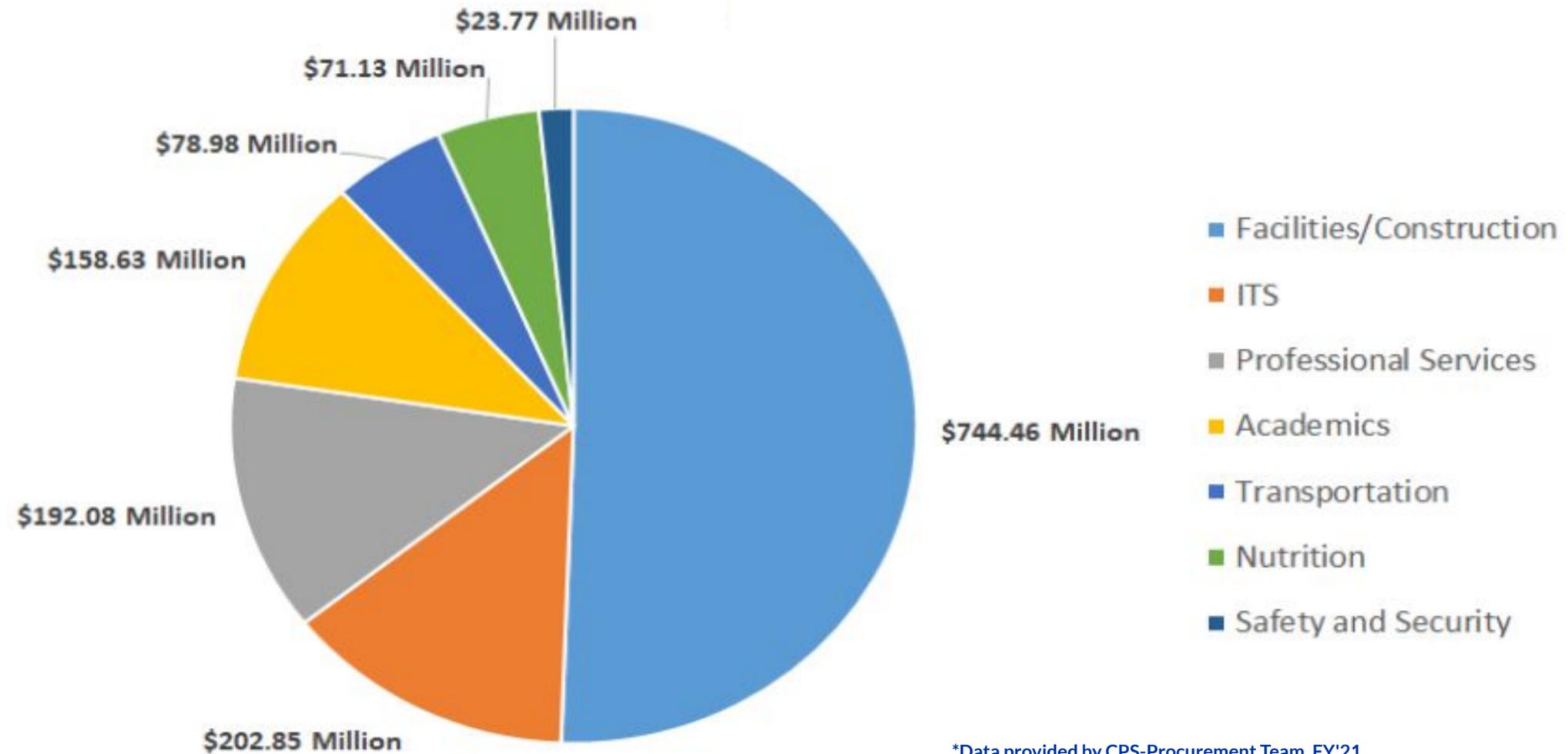
- 1) Full Scrutiny of District-Wide 30/7 MWBE Goals: Every CPS contract will receive full scrutiny against the district-wide diversity goals of 30 percent minority-owned business and seven percent women-owned business. OBD's top priority is to ensure equal economic opportunity for women and minority vendors within CPS' procurement activities.
- 2) Compliance Monitoring and Enforcement: Compliance officers within OBD are tasked to deliver more effective monitoring and enforcement to drive full contract compliance. To support this effort, OBD has fully adopted the B2GNow management tool to more effectively monitor performance and enforce compliance. Through the B2GNow tool, we are able to monitor prime vendor payments and validate corresponding subcontracting payouts.
- 3) Enhanced Outreach: As determined in the CPS Five Year Vision, it is essential that we not only increase outreach to be more inclusive of diverse vendors, but that we also ensure transparency throughout the process. OBD has developed its outreach program with a concentration on addressing community engagement in order to better involve diverse vendors.
- 4) Supplier Development: With all of OBD's outreach improvements, we understand that many of our minority vendors are not adequately equipped with the proper training to compete with CPS contract demands. Thus, we have set supplier development as one of our top priorities. By focusing on the development of suppliers and reducing barriers to growth, we are building a more sustainable supply chain of qualified vendors for our sourcing needs.

Office of Business Diversity Priorities



DISTRICT ADDRESSABLE SPEND

District Addressable Spend FY'21



*Data provided by CPS-Procurement Team. FY'21

MWBE PAYMENT SUMMARY

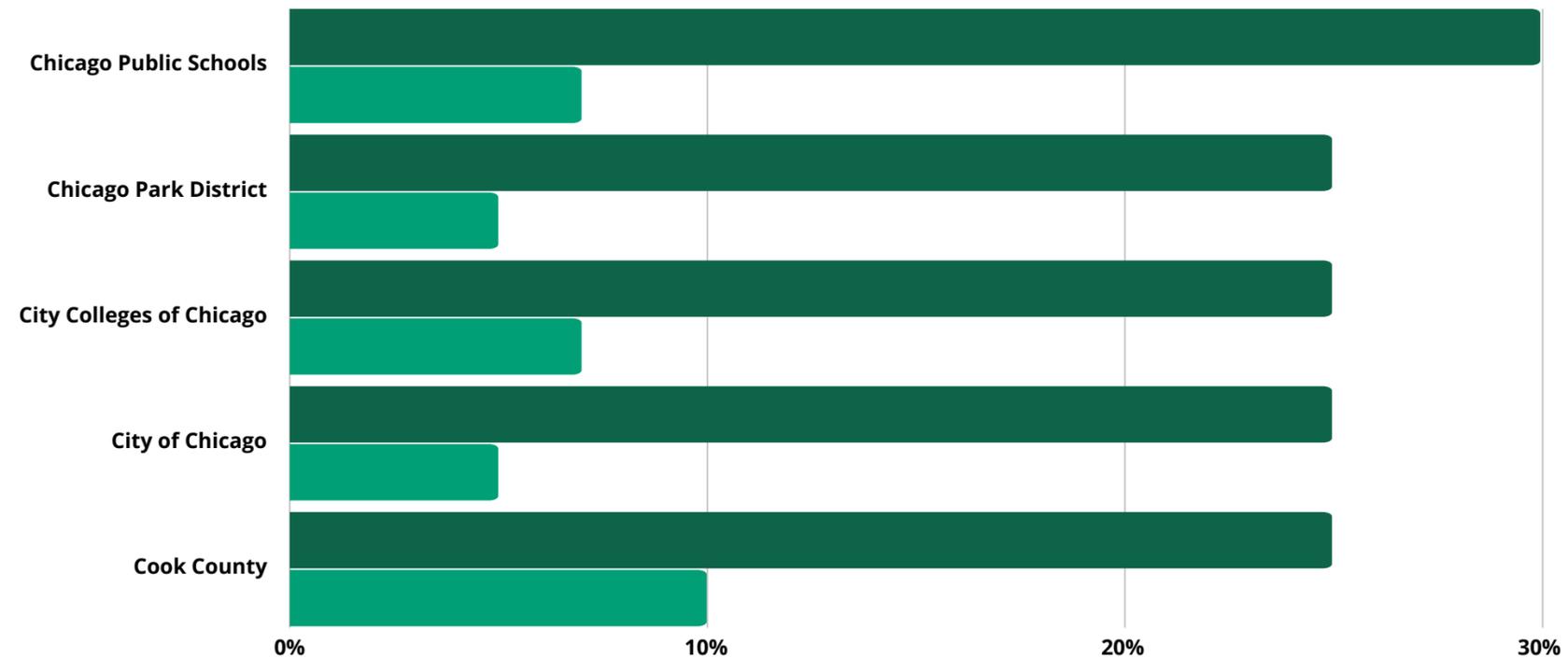
OBD Total Spend FY'21

| 2021 - Total | | | 2021 - Goods and Services | | | 2021 - Capital | | |
|------------------|---------------------|-----|---------------------------|---------------------|-----|------------------|---------------------|-----|
| Total Paid | \$988,323,935 | | Total Paid | \$723,399,467 | | Total Paid | \$264,924,468 | |
| Total For Credit | \$419,860,940 | 42% | Total For Credit | \$277,754,139 | 38% | Total For Credit | \$142,106,802 | 54% |
| Goal Type | Payments For Credit | | Goal Type | Payments For Credit | | Goal Type | Payments For Credit | |
| MBE | \$333,194,252 | 34% | MBE | \$232,546,754 | 32% | MBE | \$100,647,498 | 38% |
| WBE | \$86,666,688 | 9% | WBE | \$45,207,384 | 6% | WBE | \$41,459,304 | 16% |
| Goal Type | Payments For Credit | | Ethnicity | Payments For Credit | | Ethnicity | Payments For Credit | |
| African American | \$137,394,465 | 14% | African American | \$110,221,085 | 15% | African American | \$27,173,380 | 10% |
| Asian (Summary)* | \$35,237,267 | 4% | Asian (Summary)* | \$22,588,896 | 3% | Asian (Summary)* | \$12,648,371 | 1% |
| Native American | \$354,727 | 0% | Native American | \$354,727 | 0% | Native American | \$0 | 0% |
| Hispanic | \$160,207,793 | 16% | Hispanic | \$99,382,046 | 14% | Hispanic | \$60,825,747 | 23% |

Sister Agencies

MBE % Goals
 WBE % Goals

*CPS has established above average MWBE goals amongst other sister agencies.



OUTREACH SUMMARY



- Q1**
- Capital & Facilities Outreach
 - 160 Attended/1.1K Targeted
 - 15% Attendance Response
 - Summer Leadership Institute
 - 78 Attended

- Q3**
- How to do Business with CPS
 - 56 Attended
 - Sneak Peak
 - 170 Attended/2.3K Targeted
 - 7% Attendance Response

- Q2**
- Capital & Facilities Outreach
 - 160 Attended/1.2K Targeted
 - 13% Attendance Response
 - City of Chicago Vendor Fair
 - 2.5K Attended
 - City of Chicago Procurement Virtual Vendor Fair
 - Building Success Stories

- Q4**
- "So you want to be a CPS Vendor" Series
 - 257 Attended
 - Grow your business with Google
 - 50 Attended
 - Transportation
 - 21 Attended

11 Total
Outreach
Events

4.6 K
Vendors
Targeted

21% Vendor
Attendance

3 Monthly CAC
Meetings

FY'22 INITIATIVES



Vendor Development

- Hosting a series of workshops aimed at improving vendors capabilities in the following areas:
 - Understanding solicitations
 - Submitting a strong proposal
 - What's expected during an Oral Presentation
 - Once pre-qualified, what's next?
- In partnership with Capital, launch MWBE Capacity Building Initiative

Compliance & Accountability

- System enhancement to provide more customization of reporting to better align with the needs of the department and Senior management
- Better usage of pre-qualified vendor pools to increase equity in assigned work/projects
- Disparity study implementation by January-2022

School-Based Purchasing

- Develop system to categorize, monitor and analyze current school-based spending trends
- Leverage e-marketplace to increase diverse vendor visibility
- Partner with the PPAC & ONS to drive greater awareness of MWBE vendor engagement

PROCUREMENT WORKSHOPS

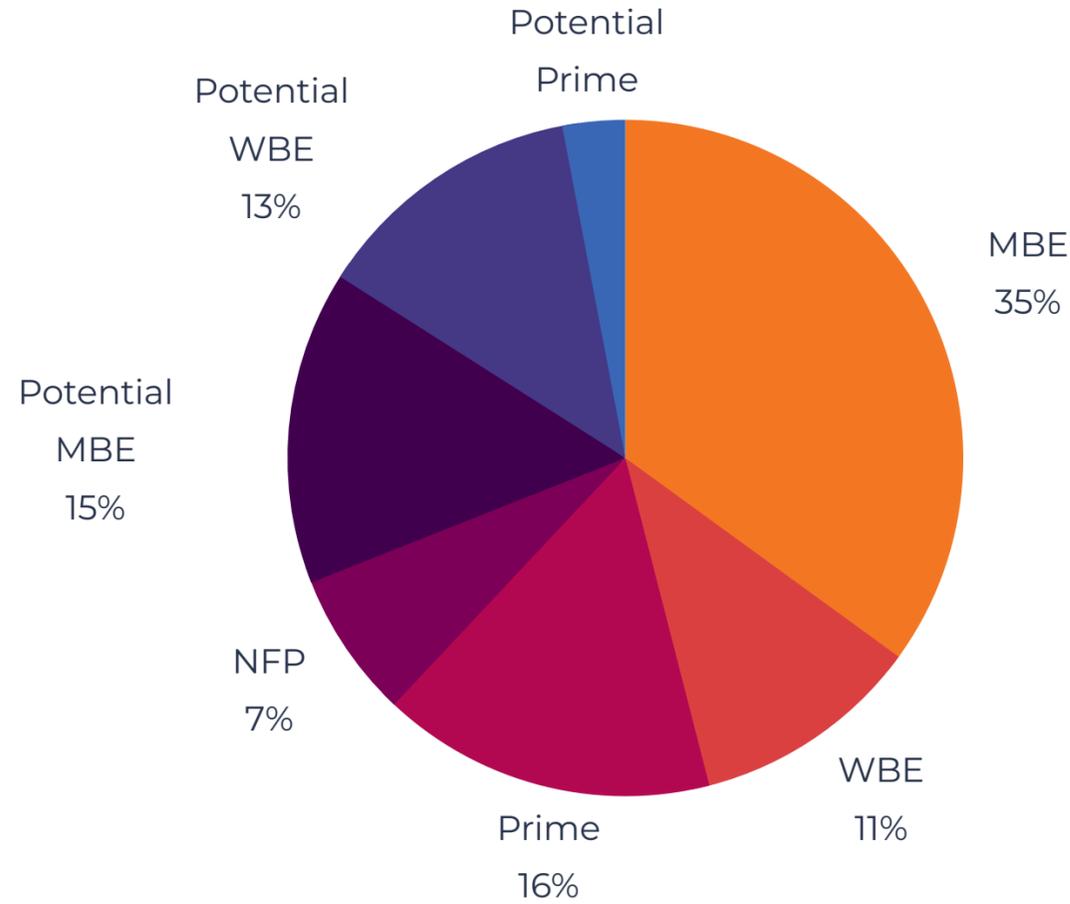
66%

More vendors are definitely seeking to respond to CPS solicitations.

10/10

Overall workshop rated from 44% of total feedback.

ATTENDEE SUMMARY



42%

Outstanding rated presentation visuals by attendees.

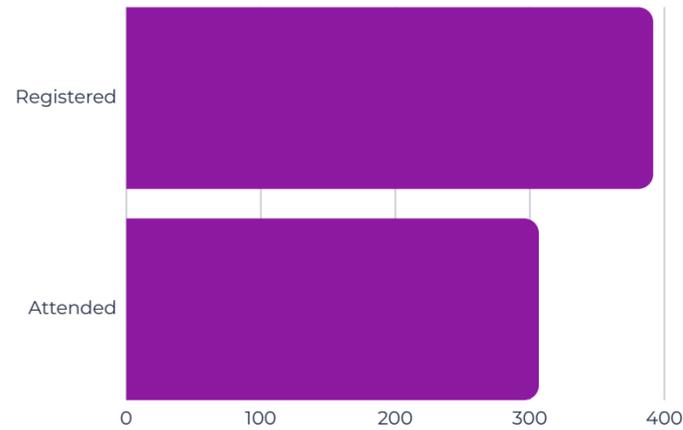
45%

Outstanding overall workshop communications rated by attendees.

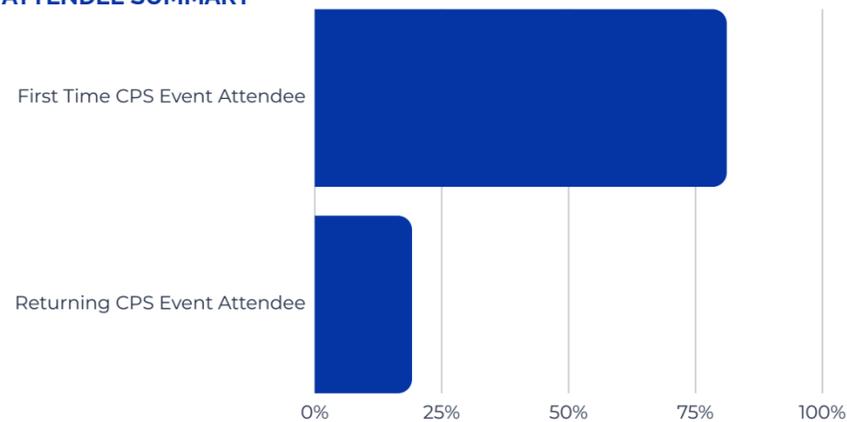
55%

Outstanding workshop presenters rated by attendees.

REGISTRATION SUMMARY

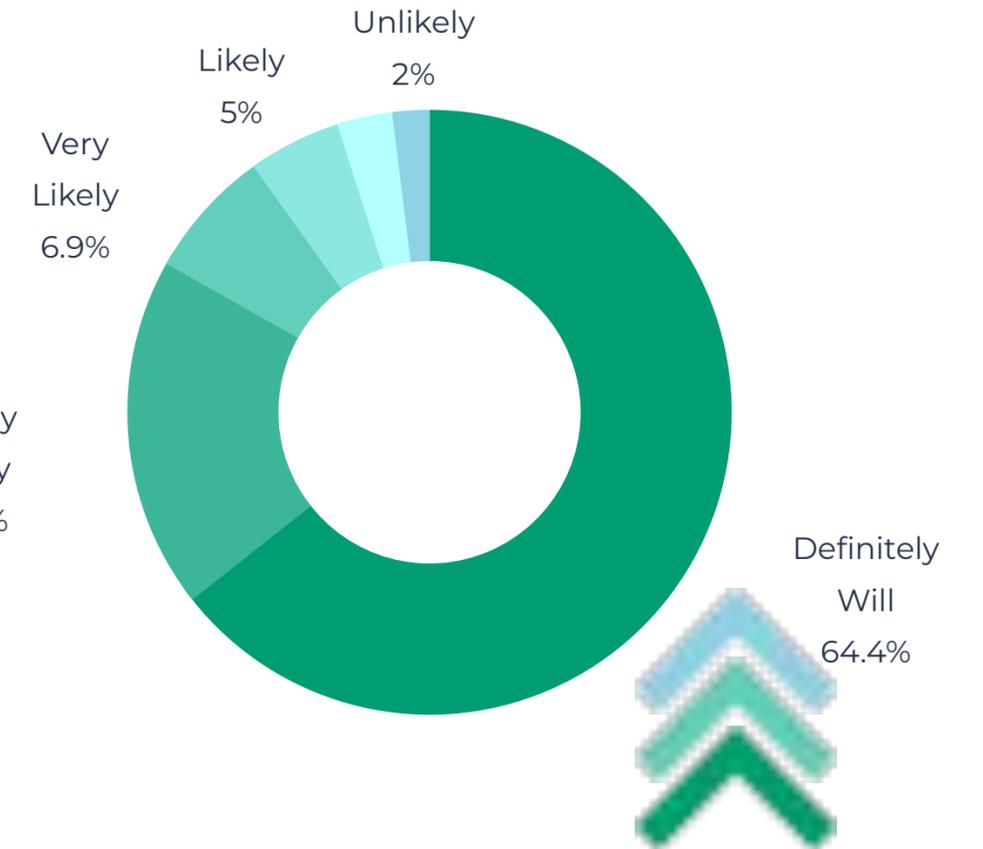


ATTENDEE SUMMARY



*EXIT SURVEY FEEDBACK

ATTENDEES LIKENESS TO RESPOND TO CPS SOLICITATIONS?



1K

Total marketing material engagement clicks.

#01

First CPS virtual Procurement Workshop series to date.

78%

Webinar attendance succession. Most registered vendors attended the webinar.

PLANNED OUTREACH

- Procurement Workshop Series
- Community Advisory Councils
- Assist Agencies
- Various Trades Sneak Peak
- General Solicitation Publications



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For additional M/WBE program information, visit us online or contact us directly. Stay informed by following all of our social media platforms for upcoming solicitations & outreach events.

