

Minority Business Program
Annual Report
City of Asheville, North Carolina



July 1, 2008 – June 30, 2009



Executive Summary

The Minority Business Program has progressed over the past year with continued efforts to empower city departments to become more effective in outreach methods with women and minorities. The program is a regional resource for Western North Carolina and continues to strengthen partnerships with local area service providers. There were over 440 women and minority businesses served with the public contracting process; certification with the North Carolina Office of Historically Underutilized Businesses and referrals made for additional help with other business needs to service providers. In addition, there were over 112 inquiries regarding the program and bidding questions. In our contracting and procurement purchases, the city spent \$917,108.93 with forty-six (46) certified women and minority business firms during this fiscal year.



Fiscal Year 2009 Overview

- Assisted **440** minority businesses with the public contracting process, certification registration and made referrals for additional help with other business needs. Answered over **112** inquiries regarding the program, bidding questions, etc.
- Provided Minority Business Program monthly sessions to educate minority and women business owners about the program, contracting helps in doing business with the city and to help and ensure registration as a certified minority and woman owned business. These sessions replaced the twice annual training to support and train minority vendors more frequently.
- Attended quarterly meetings with other business support agencies in the region such as Mountain BizWorks, Small Business Administration, Self Help Credit Union, ABTECH Small Business, etc.
- Coordinated and developed partnerships with other organizations to assist in sessions for business development. The organizations include; the YMI Cultural Arts Center, UNC Asheville, Mountain BizWorks, UNC Chapel Hill School of Government, Asheville Buncombe Technical Community College, Minority Enterprise Development (MED) Week Committee and Asheville Buncombe Institute of Parity Achievement among others. This partnership has produced events such as Understanding Lawful Employment, the reconvening of the Black Business Alliance, and the AB Tech annual Jump Start Day.
- Served and attended planning and work meetings on the new Statewide Uniform Certification that took affect on July 1, 2009. Essentially, all cities and counties along with state agencies will be required to use the VendorLink System (state's vendor registration system) to certify minority businesses. The City of Asheville has been using this system since fall 2005.

- Partnered with NCDOT to outreach to commercial cleaning companies for rest sites bidding in the Western North Carolina region.
- Hosted HUBSCO (state reporting for building construction) for the region with 22 purchasers and finance staff attending across the region. City staff participated as well.
- Hosted NCDOT focus group meeting for disparity study with 15 minority and women businesses attending.
- Hosted NCDOT meeting to outreach for ARRA information on contracting with 150+ business owners attending.
- Member of the North Carolina M/WBE Coordinators' Network, Carolinas Association of Governmental Purchasers, North Carolina Economic Development Association and Carolinas Minority Supplier Development Council.
- Conducted three sessions on the 'Basics of Minority Business Outreach for city staff. These sessions are offered to help support city staff with outreach efforts and contracting practices.
- Serve as staff liaison for the Burton Street Neighborhood Association, West Asheville Business Alliance, Asheville Black Business Alliance, and a city representative with the Local and State North Carolina Economic Development Association.



Statistical Report on Minority Participation City of Asheville

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|---|--|------------------------|
| Construction | Black | \$ 50,290.73 |
| | Hispanic, Asian & Indian | \$ 0.00 |
| | Women | \$147,458.71 |
| | | \$197,749.44 |
| Procurement | Black | \$ 0.00 |
| | Hispanic, Asian & Indian | \$ 15,321.14 |
| | Women | \$221,007.86 |
| | | \$236,329.00 |
| Service | Black | \$ 44,890.45 |
| | Hispanic, Asian & Indian | \$ 12,320.00 |
| | Women | \$412,089.33 |
| | | \$469,299.78 |
| | Annual Expenditures to Minority Vendors | \$903,378.22 |
| | Procurement Card (Visa) Expenditures | \$ 13,730.71 |
| | Total Expenditures to Certified Minority Businesses | \$917,108.93 |
| | Annual Reported Expenditures by the City | \$62,631,487.48 |
| | Procurement Card Expenditures | \$ 971,899.28 |
| | Grand Total Expenditures for the City | \$63,603,386.76 |
| | Percentage with Certified Minority Businesses | 1.4% |
| <ul style="list-style-type: none"> • Monthly expenditure reports for purchasing and contracting for the City's activities are used for this reporting purpose through the ITS Department. • Reports are provided for procurement card purchases through the Finance Dept. | | |



Minority Vendors Contracting City of Asheville

CONSTRUCTION (9)

Asheville Contracting Company (W)
Asphalt Unlimited of Asheville (B)
CAT Network Systems (W)
Carolina Cornerstone Construction (W)
Green Light Electric Co. (W)
Hamilton Hauling LLC (B)
Monzon Painting & Drywall (H)
Riverside Stump Dump (W)
Thomas Painting & Staining (B)

PROCUREMENT (12)

A Stitch 'N Time (W)
Ad Promotions (W)
Asheville Chevrolet (H)
Office Environments of Asheville (W)
Patti Boo Designs Inc. (H)
Silverman Company (W)
Southern Municipal Equipment (W)
Southeastern Distributors (W)
Standard Paper Sales (W)
TEC Utilities Supply Inc. (W)
Transafe Inc. (W)
WILLCO (W)

SERVICE (25)

A.L. Odom Locksmiths Inc. (W)
Advantage Printing (W)
Alphanumeric Systems (W)
Altura Environmental, Inc. (W)
American Security Shredding Inc. (W)
Asheville Communications (H)

Asheville's Sharpest Edge (W)
Bingham Arbitrage Rebate Service (W)
Carolina Shredding Services (W)
Edible Arrangements (W)
Edwards Pitman Environmental (W)
Froehling & Robertson, Inc. (W)
Greater Diversity News (B)
Hutchison, Biggs & Associates Inc. (W)
ICI Door Control (W)
Imaging Resource Associates Inc. (I)
L & M Janitorial Service (B)
Laurey's (W)
Loretta's (W)
Mayfel's (W)
Mountain Embroidery Inc. (W)
Ontario Investments Inc. (W)
Rivertop Contracting Inc. (W)
Task Mania LLC (W)
Wright Appraisal Group (W)