

## Westchester County Minority, Women Business Enterprises [MWBEs] Expenditure and Utilization Report, Fiscal Year 2022

Recognizing the important role that minority and women-owned businesses play in local economies, laws have been established to provide a policy framework for their development. This annual report provides Westchester County's overall 2022 MWBE expenditure and participation statistics, including analysis by industry, by department and historical trends.

New York State (NYS) Executive Law Article 15-A (§§ 310-318) governs the requirements for the participation of minority and women-owned business enterprises ("MWBEs") in NYS contracting. The purpose of Article 15-A is to promote equality of economic opportunities for MWBEs and to eliminate barriers to their participation in state contracting. It also establishes the Division of Minority and Women's Business Development ("DMWBD) to oversee the statewide MWBE program, manage the certification of MWBEs and to maintain a directory of those certified with NYS.

By extension, Chapter 308 of the Westchester County Charter codifies the County's goal to encourage, promote and increase the participation of minority and women-owned businesses in contracts and projects solicited by all County departments. To promote the development of MWBEs and to achieve increased participation by MWBEs in the procurement process, Chapter 308 establishes the following requirements:

- (1) all County departments are to keep accurate records of MWBE participation in the awarding of contracts and procurements;
- (2) an annual report identifying the extent of MWBE participation in County procurements by all departments is prepared and filed with the County Executive and the Board of Legislators;
- (3) the Office of Economic Development oversees the County's MWBE program, manages the County certification process and maintains a directory of those certified with Westchester County;
- (4) establishes a Technical Assistance Plan Committee charged with providing educational, technical and informational assistance to MWBEs on the public bidding and purchasing procurement process. Support is also provided to all County Departments in their efforts to promote MWBE participation in their procurement process.

Early 2020, the Office of Economic Development announced important changes to the MWBE program. In particular, percentage goals for MWBE participation by industry category were established as follows: 20% each for construction and contractual/professional services and 10% for commodities. Information about the County's MWBE program, including the certification application and directory of certified businesses can be found on the Office of Economic Development website: <http://www.westchestercatalyst.com/programs-incentives/minority-and-women-owned-business-program/>.

Office of the County Executive

## 2022 MWBE Expenditure and Utilization Statistics

Westchester County’s Office of Economic Development, the Bureau of Purchase & Supplies and the individual departments have been working collaboratively to advance Chapter 308’s goals to promote equality in economic opportunities and eliminate barriers to MWBE participation in County procurement and contracting. This has resulted in significant increases towards the County’s MWBE utilization goals. For the first time, we are proud to announce that Westchester County (‘WC’) has exceeded County Executive Latimer’s overall 20% MWBE participation goal, and brought the County closer to NYS’s aspirational 30% goal.

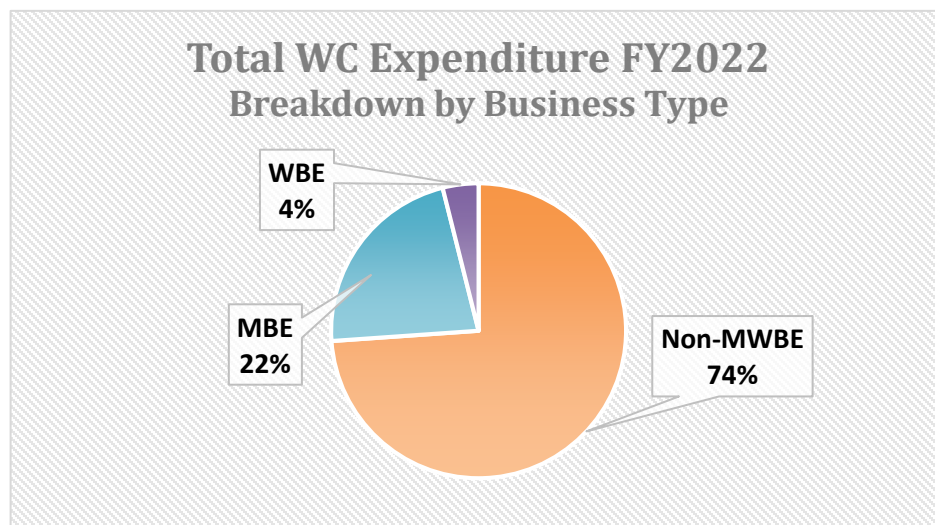
### *Westchester County MWBE Utilization and Expenditure*

Of all awarded contracts in 2022, eligible expenditures countywide totaled \$365,071,149.82. Eligible contracts are those that are available to the public-at-large for such contracts under bids, RFPs, RFIs and RFQs. Total expenditures do not include earmarked contracts that are not put out for public solicitation, including but not limited to funds for designated recipients, sole source, IMAs, and federal pass-through monies.

Fiscal Year 2022, WC’s overall MWBE utilization rate was 26.11%, exceeding the goal set by the County Executive of 20%. The total MWBE expenditures totaled \$95,320,254.66, with minority-owned businesses taking the lion share at 22% utilization rate, and women-owned businesses at 4%. Please note the MBE data includes businesses that are both minority and women-owned businesses.

<b>Fiscal Year 2022</b>		
<b>T</b>	<b>Countywide MWBE Utilization</b>	<b>26.11%</b>
<b>O</b>	Eligible Expenditure	\$365,071,149.82
<b>T</b>	MWBE Utilization	\$ 95,320,254.66
<b>A</b>	Minority Business Enterprise (MBE) Utilization	\$ 80,992,721.34
<b>L</b>	Women Business Enterprise (WBE) Utilization	\$ 14,327,533.32
<b>S</b>		

### **2022 Westchester County MWBE Utilization and Expenditure Breakdown**



**WC MWBE Utilization and Expenditure by Industry**

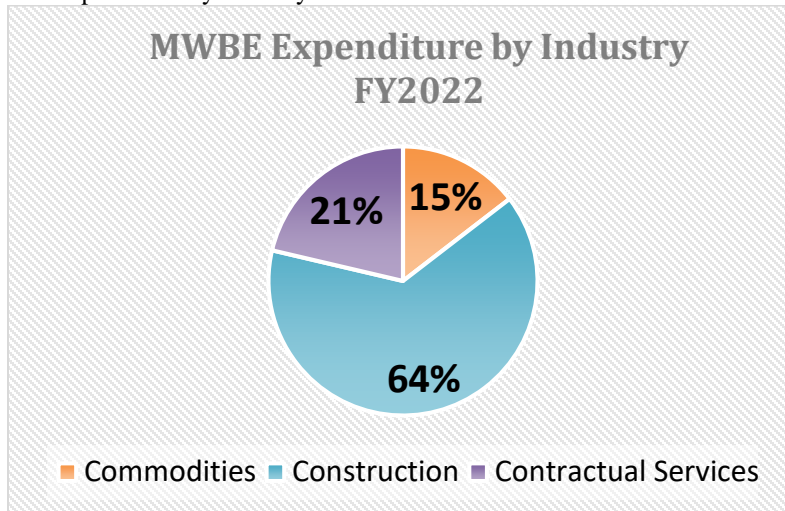
Westchester County expenditures continue to be impacted by ongoing supply chain disruptions and rising inflation, making the procurement process very challenging at times. During FY22, overall County expenditure was down by 13% from \$418M in FY2021. Despite the reduction in expenditure and existing constraints, Westchester County surpassed its collective MWBE goal of 20%. The MWBE participation rates by industry category are: Commodities 24.11% (goal 10%), Construction 41.21% (goal 20%), and Contractual Services 12.77% (goal 20%). This strong performance is a testament to the resilient nature of MWBEs and the role they are playing in the economic recovery of the County, as well as the ongoing commitment of Westchester County to support a diverse supplier base.

The 3 industry categories are: Commodities (consisting of supplies, materials, equipment and services related thereto), Construction and Contractual (Professional) Services.

	MBE	WBE	Total MWBE Utilization	Total Expenditure	MWBE Utilization Rate
Commodities	\$ 11,773,651.50	\$ 2,105,854.32	\$ 13,879,505.82	\$ 57,571,730.17	24.11%
Construction	\$ 56,112,740.45	\$ 4,987,945.00	\$ 61,100,685.45	\$ 148,281,293.86	41.21%
Contractual Services	\$ 13,106,329.39	\$ 7,233,734.00	\$ 20,340,063.39	\$ 159,218,126.06	12.77%
<b>Totals</b>	<b>\$ 80,992,721.34</b>	<b>\$14,327,533.32</b>	<b>\$ 95,320,254.66</b>	<b>\$ 365,071,150.09</b>	<b>26.11%</b>

**WC MWBE Expenditure by Industry**

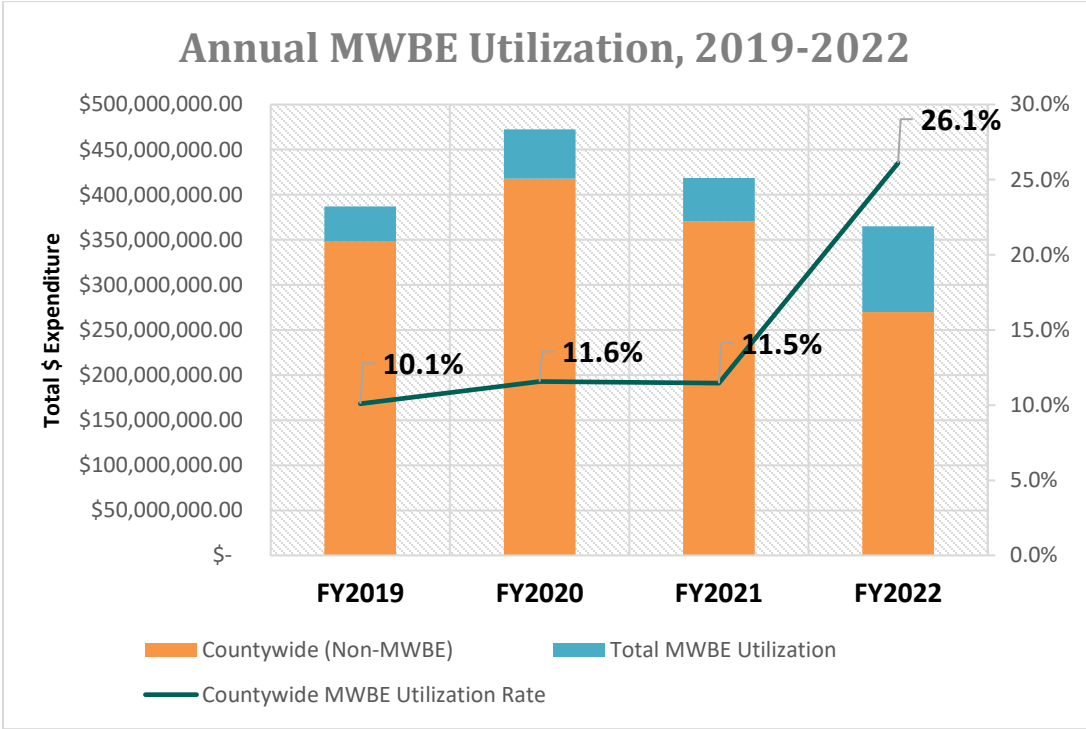
The construction industry represents the majority of the total MWBE Expenditure of \$95,320,254.66. This chart shows the breakdown of the total MWBE expenditure by industry.



	MWBE Expenditures	MWBE By Industry
<b>Commodities</b>	\$ 13,879,505.82	15%
<b>Construction</b>	\$ 61,100,685.45	64%
<b>Contractual Services</b>	\$ 20,340,063.39	21%
<b>Total</b>	\$ 95,320,254.66	

# Historical Trends: Annual Westchester County MWBE Utilization and Expenditure 2019-2022

		FY2019	FY2020	FY2021	FY2022
<b>T O T A L S</b>	<b>Countywide MWBE Utilization Rate</b>	10.1%	11.6%	11.5%	26.1%
	<b>Total MWBE Utilization</b>	\$ 39,046,929.33	\$ 54,625,577.00	\$ 47,930,458.46	\$ 95,320,254.66
	<b>Total County Expenditure</b>	\$386,896,023.60	\$472,385,848.00	\$418,388,801.70	\$365,071,149.82



This table lists each department in alphabetical order, and includes the department's total eligible expenditures and the MWBE utilization expenditure and rate. Regardless of the department's utilization levels, every department is encouraged to reach out to the Office of Economic Development and the Bureau of Purchase & Supplies and explore creative ways to continue supporting the MWBE community. This is an on-going effort.

<b>Department Name</b>	<b>Total Eligible Expenditure</b>	<b>MBE Utilization</b>	<b>WBE Utilization</b>	<b>Total MWBE Utilization</b>	<b>MWBE %</b>
Community Mental Health	\$ 5,114,651.50	\$ 1,325.00	\$ 1,025.00	\$ 2,350.00	0.05%
Consumer Protection	\$ 5,000.00	\$ -	\$ -	\$ -	0%
Corrections	\$ 18,433,478.00	\$ 27,318.00	\$ 70,000.00	\$ 97,318.00	0.53%
County Executive's Office	\$ 35,000.00	\$ 35,000.00	\$ -	\$ 35,000.00	100.00%
Economic Development	\$ 3,504,230.00	\$ 112,000.00	\$ -	\$ 112,000.00	3.20%
Emergency Services	\$ 9,992,647.00	\$ -	\$ 20,000.00	\$ 20,000.00	0.20%
Environmental Facilities	\$ 17,492,556.58	\$ 782,700.00	\$ 370,086.00	\$ 1,152,786.00	6.59%
Finance	\$ 10,100,392.00	\$ 672,735.00	\$ -	\$ 672,735.00	6.66%
Finance - BPS	\$ 57,571,730.17	\$ 11,773,651.50	\$ 2,105,854.32	\$ 13,879,505.82	24.11%
Health - General Contracts	\$ 4,709,671.00	\$ 2,227,163.00	\$ 1,330,699.00	\$ 3,557,862.00	75.54%
Human Resources	\$ 5,085.00	\$ -	\$ -	\$ -	0.00%
Human Rights Commission	\$ 168,500.00	\$ 81,000.00	\$ 40,000.00	\$ 121,000.00	71.81%
Information Technology	\$ 7,585,790.00	\$ 1,638,167.00	\$ 1,432,133.00	\$ 3,070,300.00	40.47%
Labs and Research	\$ 125,000.00	\$ -	\$ -	\$ -	0.00%
Law	\$ 852,437.39	\$ -	\$ 15,000.00	\$ 15,000.00	1.76%
Office For Women	\$ 2,516,440.75	\$ -	\$ -	\$ -	0.00%
Office For People w Disabilities	\$ -	\$ -	\$ -	\$ -	0.00%
Parks, Recreation & Conservation	\$ 923,951.65	\$ -	\$ 140,950.00	\$ 140,950.00	15.26%
Planning	\$ 4,445,830.67	\$ 302,015.25	\$ -	\$ 302,015.25	6.79%
Probation	\$ 25,000.00	\$ -	\$ 25,000.00	\$ 25,000.00	100.00%
Public Safety	\$ 536,176.95	\$ 123,553.34	\$ -	\$ 123,553.34	23.04%
Public Works & Transportation	\$ 208,828,523.16	\$ 63,095,689.25	\$ 8,416,211.00	\$ 71,511,900.25	34.24%
Senior Programs	\$ 1,387,636.00	\$ 5,864.00	\$ -	\$ 5,864.00	0.42%
Social Services	\$ 10,021,687.00	\$ 41,690.00	\$ 253,690.00	\$ 295,380.00	2.95%
Tourism	\$ 610,000.00	\$ -	\$ 100,000.00	\$ 100,000.00	16.39%
Youth Bureau	\$ 79,735.00	\$ 72,850.00	\$ 6,885.00	\$ 79,735.00	100.00%
<b>Totals</b>	<b>\$ 365,071,149.82</b>	<b>\$ 80,992,721.34</b>	<b>\$ 14,327,533.32</b>	<b>\$ 95,320,254.66</b>	<b>26.11%</b>