

CITY OF NEW YORK

**MINORITY AND WOMEN-OWNED BUSINESS ENTERPRISE
(M/WBE) PROGRAM**

Annual Report for Fiscal Year 2013

**Compliance Information covering July 1, 2012 – June 30, 2013
Pursuant to New York City Administrative Code § 6-129 (l)(1)**

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Introduction

This report details the City's efforts to ensure minority and women-owned businesses have greater access to public contracting opportunities. The reporting period covers program accomplishments for Fiscal Year 2013 (July 1, 2012– June 30, 2013). As per the New York City Administrative Code §6-129(l)1, the report is jointly submitted by the Director of the Mayor's Office of Contract Services (MOCS), as City Chief Procurement Officer, and by the Commissioner of the Department of Small Business Services (SBS).

The report summarizes program activity, prime contract and subcontract utilization data for City-certified Minority and Women-Owned Business Enterprises (M/WBE), as well as additional data specified in Local Law 129 (LL 129) of 2005¹, including agency initiatives to improve M/WBE performance (Appendix C). The current report also includes the M/WBE section and data from the [Annual Procurement Indicators Report](#) published by MOCS (Appendices A and B). The report demonstrates that in FY 2013 the City and its agencies made substantial progress towards achieving citywide goals.

The M/WBE program was signed into law in 2005 and is administered jointly by SBS and MOCS. Since its passage, SBS has worked aggressively to expand opportunities for minority and women-owned firms by connecting them to a comprehensive range of programs that provide management training, procurement technical assistance and other resources to help them navigate and compete in the public procurement marketplace. The City's collective efforts have resulted in awarding of more than \$3.4 billion in contracts to M/WBE firms to date.

State law requires that a majority of contracts be awarded to responsible vendors that submit the lowest responsive bids or the best proposal. Despite these limitations, the City continues to make great strides in contracting areas where agencies have most discretion and flexibility. These are contracts that are valued at less than \$100,000 (small purchases) and less than \$5,000 (micro purchases). During FY 2013, M/WBE vendors obtained over 24% of the City's micro purchases and over 25% of small purchases.

Local Law 129 establishes aspirational goals for the participation of certified firms on contracts below a million dollars and for contracts that fall within certain industries. In FY 2013, the LL 129 goals program covered \$328 million worth of prime contracts. Certified firms won \$59 million, or 18% of these contracts.

¹ This is the last report prepared in accordance with LL129, and it covers the last fiscal year (FY 2013) when this law was in effect. The next M/WBE report will follow the requirements of LL1 of 2013 that replaced LL129.

The LL 129 program also covered \$96 million worth of subcontracts, of which M/WBEs won \$41 million, or more than 42%. Combined, M/WBEs were awarded almost \$100 million worth of prime contracts and subcontracts below a million dollars in the covered industries.

In total, 877 M/WBE firms were awarded at least one contract or subcontract with City agencies inside and outside the LL 129 goals program, which comprised a total value of over \$439 million. Because of the limitations of the law, including the \$1 million dollar cap, over \$339 million worth of contracts and subcontracts were not counted toward the fulfillment of the LL 129 goals program.

Expanding the Base of Certified Firms

SBS continues to increase the participation of M/WBE firms in City contracting by expanding its base of certified firms. During the certification process, a company's ownership and management structure is thoroughly reviewed to ensure the applicant performs the key functions of the business. Minority-owned and women-owned firms who choose not to certify with the City are neither tracked, nor measured, in the City's performance reporting. To that end, SBS has worked hard to simplify certification without compromising review standards. Businesses can apply for M/WBE certification online and track the status of their application using the NYC Business Express website available at <http://nyc.gov/BusinessExpress>. SBS also regularly conducts classes to educate small businesses on the certification process and application requirements. During FY 2013, SBS conducted 23 certification workshops for 311 businesses.

Various community partners help extend the reach of SBS's certification outreach efforts. Businesses can rely on these organizations, including the City Council-funded community-based groups that comprise the M/WBE Leadership Association, and the SBS network of Business Solutions Centers located throughout the five boroughs, for assistance in applying for certification. These efforts ensure a higher quality application, making the submission and the certification review process easier and simpler. During FY 2013, SBS certified 551 new M/WBEs and recertified 510 M/WBEs, bringing the number of City-certified companies to 3,700. Our community partners help support the business growth of M/WBEs with marketing workshops, networking events, and business development services. During FY 2013, SBS collaborated with local development corporations, trade associations, industry membership organizations and local chambers of commerce on 98 events to spread the word about the benefits of certification and the range of capacity-building services available citywide to help businesses grow.

Emerging Business Enterprise Program

In 2005, the Council introduced legislation to create a disadvantaged business enterprise program for the City called the “Emerging Business Enterprise program” (or “EBE program”) and was signed into law by Mayor Bloomberg as Local Law 12 of 2006 (“LL12”). Although similar outreach approaches and capacity building initiatives were and continue to be undertaken by SBS to successfully implement the M/WBE and EBE Programs (SBS often targets potential M/WBE and EBE groups simultaneously), the outcomes of such measures are quite different. Consistent with the federal DBE program, eligibility for EBE certification under the City’s program requires that applicants satisfy a two prong test of economic disadvantage and social disadvantage. Where social disadvantage is presumed for M/WBEs and further evaluation of social or economic disadvantage criteria is not required for those individuals, the City’s EBE program criteria relies on individual and specific determinations of an applicant’s disadvantage.

Similar to the M/WBE program, Local Law 129 sets citywide contracting participation goals for EBE certified firms. Since inception of the program, 25 applications have been received with a total of 3 firms earning EBE certification. Unlike the M/WBE program, limited participation in the EBE Program has made it difficult for City agencies to set goals on contracts. During FY 2013, 1 firm earned EBE certification and 11 contracts were awarded to an EBE certified firm for a total of almost \$4 million.

SBS continues to strive towards increasing participation in the EBE program through a wide range of outreach efforts regularly conducted with businesses and community partners. Once increased participation in the EBE program is achieved, City agencies will have sufficient availability of certified firms needed to set feasible goals on their contracts.

Selling to Government

SBS offers M/WBEs selling to government services that help them navigate the City’s procurement system. Services are provided through a combination of workshops, courses and one-on-one assistance. To be an effective bidder on City contracts, M/WBEs need to understand the City’s procurement rules and maintain the most up-to-date information on their profile in SBS’ Online Directory of Certified Businesses (www.nyc.gov/buycertified) and other City procurement systems. In FY 2013, SBS worked with 244 certified companies to help them understand the City’s procurement process and to update their contact

information and business profiles. In addition, SBS conducted 60 one-on-one sessions with M/WBEs to provide assistance for responding to contract opportunities, and held 25 one-on-one sessions with M/WBEs to provide contract management assistance, including resolution of payments issues. For M/WBEs, it is vital to find the agencies that buy their products and services. In FY 2013, SBS informed and connected over 3,200 M/WBEs to contracting opportunities. Most notably, SBS embarked on a campaign to connect M/WBE contractors to the NYC Rapid Repairs Program, an emergency assistance program to help restore power, heat and hot water to residential property owners affected by Super Storm Sandy. The program provided a significant opportunity for the City's M/WBEs, and the City managed to achieve substantial utilization of certified companies on the emergency work even though it is not covered by LL 129 goals.

In FY 2013, 308 companies attended SBS' regularly scheduled workshops – "Selling to Government", and "I'm Certified, Now What?" The first is a monthly workshop open to the public that provides firms with the basic concepts of government contracting. The second is offered quarterly and exclusively to newly-certified firms covering topics on finding, winning and managing City contracts. Agency buyers participate in these workshops and offer insight into navigating the City's procurement process, and the products and services their agencies procure during sector-specific breakout sessions.

SBS also works with the City Council through the M/WBE Leadership Association to provide certified firms with more capacity-building services, including help applying for loans and surety bonds, preparing bids and proposals, and marketing to both the public and private sector. In FY 2013, member organizations sponsored 127 events and hosted 1,806 one-on-one technical assistance sessions.

In May 2013, SBS hosted the Seventh Annual Citywide Procurement Fair, an event that brought together nearly 500 certified M/WBEs and 300 procurement officers from 71 City and State agencies, public authorities and corporations.

In February 2012, SBS launched "**Compete to Win**", a new set of capacity building programs for Minority- and Women-Owned Business Enterprises (M/WBEs) and small businesses. This set of services is designed to help M/WBEs win more contracts with the City and consists of the following programs: Technical Assistance, Upfront Capital Loan, Bond Readiness, NYC Construction Mentorship and NYC Teaming. These initiatives made great strides in FY 2013 and are covered in detail in Appendix A, along with two other programs targeting M/WBEs, Corporate Alliance Program (CAP) and Strategic Steps for Growth.

Qualified Joint Venture Agreements

During FY 2013, there was one qualified joint venture agreement, in which the percentage of profits to the M/WBE vendor exceeded 25% of the total profit. The joint venture contract was awarded in the Professional Services industry. Fifty percent of the contract value went to the M/WBE partner, but the contract was outside the LL 129 goal categories for prime contracting because the law does not establish goals for Asian American companies in the Professional Services industry. The contract also exceeded the \$1 million cap established by LL 129.

Industry	Total Dollar Value	Number of Contracts	Ethnicity	Value to M/WBE	Percent
Professional Services (Architecture/Engineering)	\$1,458,380.00	1	Asian	\$729,190.00	50%

Improving Procurement Process and Compliance

To ensure that all agency staff that are responsible for purchasing decisions are familiar with the M/WBE program and their agency's goals, SBS held agency training sessions at the City's Procurement Training Institute. In the reporting period, 97 agencies' procurement staff attended six classes. The topics included LL 129 implementation, strategies and best practices used to identify M/WBEs for contract opportunities, enhancing M/WBE procedures for contracts under \$100,000, and an introduction to the new Local Law 1. In addition, as part of the implementation strategy for the new law, in FY 2013 MOCS delivered a series of ten LL 1 classes that were attended by 330 procurement staff from various agencies.

SBS also conducts an annual M/WBE Compliance Audit of 5% of prime contracts with target subcontracting percentages and 5% of subcontracts awarded to M/WBE firms. For the audit that covered FY 2011, 16 prime contracts that were awarded with subcontracting goals and 16 subcontracts that were awarded under these prime contracts were reviewed for LL 129 compliance. The audit showed that most agencies have sufficient procedures in place to monitor and track prime contracts to ensure compliance with LL 129. SBS is currently conducting a compliance audit on contracts awarded in FY 2012.

Under LL 129, each agency's M/WBE Officer is responsible for monitoring the agency's procurement activities to ensure compliance with its utilization plan and progress towards the participation goals as

established in such plan (NYC Administrative Code § 6-129(f)(ix)). In an effort to ensure that all prime contractors on construction and professional services contracts are aware of LL 129 subcontracting requirements, M/WBE officers or their designees are required to attend all pre-bid meetings for contracts that contain M/WBE subcontracting goals.

Efforts to Reduce or Eliminate Barriers to Competition

Since the implementation of the M/WBE program, the City has undertaken a number of efforts to reduce barriers for M/WBEs and small businesses that are competing for contracts and currently doing business with the City. As mentioned above, SBS recently launched a bond readiness program to help firms secure surety bonds for larger City construction projects, and graduated the first class of 38 firms in FY 2013.

In November 2012, SBS signed a Memorandum of Understanding with Empire State Development, solidifying joint efforts to help small businesses and M/WBEs secure surety bonds for construction projects with New York State and New York City agencies. Firms can now receive a guarantee of up to 30% of a contract's value to secure a surety bond line, bid bond, or performance and payment bond on city contracts valued up to \$2 million. This partnership provides contractors with additional security to bid and compete on larger contracts.

In July 2012, Deputy Mayor Holloway created the NYC Construction Mentorship Advisory Panel, comprised of private developers, minority and women-owned businesses, advocates, and government officials. The goal of the Panel is to ensure that the NYC Construction Mentorship program effectively addresses the needs of M/WBE construction companies who are participating in City procurement, and to help recruit more M/WBEs into the program.

To make it easier to do business with the City, agencies are required to post all solicitation materials through the City Record Online, allowing vendors to identify opportunities and download relevant materials from one convenient, online location. SBS also continues to assist companies in expediting their payment requests from prime contractors and City agencies.

In March 2013, the City rolled out a comprehensive new subcontract tracking database. The new system was praised as "an important step forward" by the Citizens Budget Commission. Leveraging the existing Payee Information Portal (PIP), prime contractors can now enter all relevant information on subcontractors

they would like to use into a convenient, online form. Agencies then provide their approval of the subcontracts electronically. Prime contractors also report their payments to subcontractors through the same system. This new process will save time and effort for both vendors and City agencies by reducing paperwork. It also provides essential transparency into the subcontracting process and more seamlessly tracks the utilization of M/WBEs as subcontractors.

Local Law 1 and the Future of the M/WBE Program

In Fiscal 2013, Mayor Michael R. Bloomberg signed into law Local Law 1 of 2013 (LL 1). LL 1 takes significant steps to strengthen and expand the City's M/WBE program. The new law also heightens oversight and reporting provisions to increase accountability to further ensure that City agencies meet M/WBE performance goals. The program changes under the new law are covered in detail in Appendix A.



Compete to Win Graduation Ceremony

Credit: Jennifer MacFarlane Photography

I. EXPANDING OPPORTUNITY FOR MINORITY- AND WOMEN-OWNED BUSINESS

The City's M/WBE program was established by Local Law 129 of 2005 (LL 129) and this year was expanded by Local Law 1 of 2013 (LL 1). The program has resulted in the awarding of more than \$3.4 billion in procurements for certified M/WBE firms to date. In Fiscal 2013, 877 M/WBE firms (almost one quarter of those certified) were awarded at least one contract or subcontract.

While the City's overall procurement volume increased by over 50% in Fiscal 2013, the sharpest increase occurred in contracts that are not subject to LL 129.

Accordingly, the portion of the Fiscal 2013 portfolio that was subject to the program (which includes prime contracts in all relevant industries valued at under \$1 million and prime contracts with M/WBE participation goals) decreased to 11%, from 15% in Fiscal 2012.¹ In Fiscal 2013, \$328 million in prime contracts were subject to LL 129, down from \$389 million in Fiscal 2012.²



Fiscal Year	Prime Contracts	Subcontracts	All Contracts
2013	\$330,286,233	\$109,044,989	\$439,331,222
2012	\$400,933,417	\$128,769,973	\$529,703,390
2011	\$376,384,185	\$186,473,196	\$562,857,381
2010	\$332,453,548	\$381,946,178	\$714,399,726
2009	\$306,969,169	\$180,378,560	\$487,347,729
2008	\$340,184,159	\$127,505,932	\$467,690,091
2007	\$194,840,881	\$59,182,856	\$254,023,737
All Years	\$2,282,051,592	\$1,173,301,684	\$3,455,353,276

¹ The program covers \$1.8 billion which includes the value of all prime contracts within the relevant industry categories valued under \$1 million (\$328 million) and all prime contracts with a TSP valued over \$1 million (\$1.5 billion).

² See Table VI-2, All Industries <= \$5K, >\$5K - \$100K, and \$100K - <\$1M. The table excludes contracts procured with federal or state goals, and those excluded from the goals program (human services, sole source and emergency contracts). For a summary of M/WBE Prime contracting over the past four fiscal years, see Appendix G.

Prime Contracting Opportunities

Table VI-2: Fiscal 2013 M/WBE Prime Contracts

Industry / Size	Total	African American		Asian American		Hispanic American		Caucasian Female		Total M/WBE	
		\$	%	\$	%	\$	%	\$	%	\$	%
Architecture/ Engineering	\$538,383,696	\$4,000,000	0.7%	\$29,956,280	5.6%	\$4,098,000	0.8%	\$30,229,042	5.6%	\$68,283,322	12.7%
<=\$5K	\$5,000	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%
>\$5K, <=\$100K	\$375,500	\$0	0.0%	\$0	0.0%	\$98,000	26.1%	\$0	0.0%	\$98,000	26.1%
>\$100K, <\$1M	\$3,407,246	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$229,042	6.7%	\$229,042	6.7%
>=\$1M	\$534,595,950	\$4,000,000	0.7%	\$29,956,280	5.6%	\$4,000,000	0.7%	\$30,000,000	5.6%	\$67,956,280	12.7%
Construction Services	\$1,570,968,731	\$12,694,096	0.8%	\$38,581,525	2.5%	\$51,584,418	3.3%	\$13,213,152	0.8%	\$116,073,191	7.4%
<=\$5K	\$5,010,236	\$457,977	9.1%	\$1,463,240	29.2%	\$40,735	0.8%	\$6,280	0.1%	\$1,968,233	39.3%
>\$5K, <=\$100K	\$8,216,286	\$653,936	8.0%	\$1,364,082	16.6%	\$315,330	3.8%	\$936,992	11.4%	\$3,270,339	39.8%
>\$100K, <\$1M	\$33,791,178	\$0	0.0%	\$5,488,128	16.2%	\$1,285,521	3.8%	\$3,308,880	9.8%	\$10,082,529	29.8%
>=\$1M	\$1,523,951,030	\$11,582,183	0.8%	\$30,266,075	2.0%	\$49,942,832	3.3%	\$8,961,000	0.6%	\$100,752,090	6.6%
Goods	\$691,517,664	\$2,861,103	0.4%	\$4,549,515	0.7%	\$3,653,186	0.5%	\$16,907,019	2.4%	\$27,970,823	4.0%
<=\$5K	\$13,385,754	\$388,220	2.9%	\$760,316	5.7%	\$486,117	3.6%	\$1,788,563	13.4%	\$3,423,216	25.6%
>\$5K, <=\$100K	\$67,890,679	\$2,343,943	3.5%	\$3,789,199	5.6%	\$2,713,169	4.0%	\$10,945,657	16.1%	\$19,791,968	29.2%
>\$100K, <\$1M	\$47,745,172	\$128,940	0.3%	\$0	0.0%	\$453,900	1.0%	\$372,290	0.8%	\$955,130	2.0%
>=\$1M	\$562,496,059	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$3,800,509	0.7%	\$3,800,509	0.7%
Professional Services	\$215,931,115	\$1,387,616	0.6%	\$3,967,382	1.8%	\$1,181,578	0.5%	\$3,546,336	1.6%	\$10,082,911	4.7%
<=\$5K	\$1,333,748	\$21,490	1.6%	\$5,000	0.4%	\$6,508	0.5%	\$33,149	2.5%	\$66,146	5.0%
>\$5K, <=\$100K	\$9,747,893	\$616,126	6.3%	\$333,798	3.4%	\$175,070	1.8%	\$347,187	3.6%	\$1,472,181	15.1%
>\$100K, <\$1M	\$19,550,136	\$750,000	3.8%	\$628,584	3.2%	\$0	0.0%	\$1,666,000	8.5%	\$3,044,584	15.6%
>=\$1M	\$185,299,339	\$0	0.0%	\$3,000,000	1.6%	\$1,000,000	0.5%	\$1,500,000	0.8%	\$5,500,000	3.0%
Standardized Services	\$2,124,521,210	\$3,026,289	0.1%	\$37,149,149	1.7%	\$3,856,089	0.2%	\$18,334,074	0.9%	\$62,365,600	2.9%
<=\$5K	\$18,850,548	\$421,906	2.2%	\$675,260	3.6%	\$537,141	2.8%	\$2,238,591	11.9%	\$3,872,897	20.5%
>\$5K, <=\$100K	\$42,168,362	\$2,152,986	5.1%	\$2,451,369	5.8%	\$1,318,948	3.1%	\$2,233,989	5.3%	\$8,157,292	19.3%
>\$100K, <\$1M	\$56,209,376	\$451,397	0.8%	\$559,584	1.0%	\$0	0.0%	\$1,427,938	2.5%	\$2,438,919	4.3%
>=\$1M	\$2,007,292,923	\$0	0.0%	\$33,462,937	1.7%	\$2,000,000	0.1%	\$12,433,555	0.6%	\$47,896,492	2.4%
All Industries	\$5,141,322,415	\$23,969,103	0.5%	\$114,203,850	2.2%	\$64,373,271	1.3%	\$82,229,623	1.6%	\$284,775,847	5.5%
<=\$5K	\$38,585,286	\$1,289,593	3.3%	\$2,903,816	7.5%	\$1,070,500	2.8%	\$4,066,583	10.5%	\$9,330,492	24.2%
>\$5K, <=\$100K	\$128,398,720	\$5,766,990	4.5%	\$7,938,447	6.2%	\$4,620,518	3.6%	\$14,463,825	11.3%	\$32,789,780	25.5%
>\$100K, <\$1M	\$160,703,109	\$1,330,337	0.8%	\$6,676,296	4.2%	\$1,739,421	1.1%	\$7,004,151	4.4%	\$16,750,205	10.4%
>=\$1M	\$4,813,635,301	\$15,582,183	0.3%	\$96,685,291	2.0%	\$56,942,832	1.2%	\$56,695,065	1.2%	\$225,905,370	4.7%

As reflected in Table VI-2, during Fiscal 2013 M/WBE vendors obtained over 24% of the City's micropurchases, a slight decrease from the almost 26% in Fiscal 2012. M/WBEs were awarded over 25% of small purchases, slightly lower than 29% in Fiscal 2012. Although there were slight decreases for both types of purchases, M/WBE awards for procurements at these levels remain robust with about a quarter of micro and small purchases being awarded to M/WBE firms.

For prime contracts between \$100,000 and one million dollars, M/WBEs also received over \$16.8 million worth of business in Fiscal 2013, which amounts to over 10% of that category, slightly lower than Fiscal 2012's 13%. Similarly, for prime contracts valued at over \$1 million (which fell outside of the City's current M/WBE goals), M/WBEs won nearly 5% of the awards, slightly lower than almost 6% in Fiscal 2012. M/WBEs also won prime contracts – another \$46 million – in areas that fell outside of the coverage of the goals programs. Thus, while results in specific categories fluctuated, M/WBEs obtained over \$439 million worth of City procurements in Fiscal 2013, including over \$330 million worth of prime contract awards.³

The number of M/WBE vendors certified by SBS increased by 5%, rising to 3,700 from 3,526 at the end of Fiscal 2012.⁴ While the City continues to strive for ever-increasing levels of participation, M/WBE procurement success rates to date demonstrate that the goals program has

substantially increased opportunities for new M/WBE firms to participate in City procurement.

SAFECO CONSTRUCTION



SAFECO employees

Credit: SAFECO Corp.

SAFECO Construction Corp. is a heavy construction company based in Staten Island and owned by Dan Pretto. SAFECO has been in business since January 2011 and certified with the City as an M/WBE firm since 2012. SAFECO had been previously awarded two sidewalk contracts by DDC, for a total of \$3.1 million, but were paying very high premiums to their surety agent. Mr. Pretto decided to participate in the City's Compete to Win Bond Readiness program. As a result of participating in the Bond Readiness program, SAFECO was bonded by a new surety agent at a much more competitive rate and received a \$4 million bond line. This new bonding line now enables SAFECO to compete on multiple City contracts at once.

³ Agency-by-agency tables for prime contracts are included in Appendix G. Year-to-year comparisons of prime contracts for the entire period of the City's M/WBE program to date (Fiscal 2007 through 2013) are included in Appendix H.

⁴ The data reported reflect City contracts won by *certified* M/WBEs, i.e., approved by SBS. Other "minority-owned" or "women-owned" companies that may qualify to be certified but have not yet sought to do so are not included in these totals.

Subcontracting Opportunities

Under the City’s program, M/WBE participation goals are set for each construction, professional services and A/E services contract that will generate subcontracts valued below \$1 million for construction, A/E or professional services work. City agencies determine the percentage of the prime contract likely to be awarded for those three types of work in respective subcontracts valued below \$1 million. That amount is termed the “target subcontracting percentage” (TSP). Agencies apply the appropriate M/WBE goals to the dollar value of the TSP, based on the estimated value of the prime contract. To set goals, agencies consider such factors as the scope of work and availability of M/WBEs able to perform the required work. M/WBE participation goals become contract terms of the prime contract. During Fiscal 2013, City agencies registered 242 prime contracts valued at about \$1.5 billion within the industries for which subcontractor goals are authorized: construction, professional services and A/E services, representing an increase from last fiscal year’s \$1.2 billion.⁵

SUBCONTRACTING ONLINE

In March 2013, the City rolled out a comprehensive new subcontract tracking database. The new system was praised as "an important step forward"⁶ by the Citizens Budget Commission. Leveraging the existing Payee Information Portal (PIP), prime contractors can now enter all relevant information on subcontractors they would like to use into a convenient, online form. Agencies then apply their approval of the subcontracts electronically. Prime contractors also report their payments to subcontractors through the same system. This new process will save time and effort for both vendors and City agencies by reducing paperwork. It will also provide essential transparency into the subcontracting process and more seamlessly track the utilization of M/WBEs as subcontractors.



Much of the dollar value of prime contracts

Table VI-3: Fiscal 2013 Primes Targeted for M/WBE Subcontractors

Primes Contracts with Target Subcontracting Percentage			Target Sub-K % Value	Goals					
Industry	Total Value	#		African American	Asian American	Hispanic American	Caucasian Women	Unspecified M/WBE	Total M/WBE
Architecture/Engineering	\$341,962,947	57	\$73,423,912	\$174,224	\$0	\$96,791	\$319,296	\$37,074,443	\$37,664,753
Construction Services	\$1,101,699,664	163	\$135,346,548	\$672,973	\$2,816,574	\$747,764	\$0	\$52,165,621	\$56,402,933
Professional Services	\$84,842,277	22	\$8,290,122	\$16,320	\$0	\$9,067	\$29,920	\$3,228,625	\$3,283,932
Total	\$1,528,504,888	242	\$217,060,582	\$863,517	\$2,816,574	\$853,622	\$349,216	\$92,468,689	\$97,351,618

⁵ The City program treats A/E as a component of professional services. MOCS tracks A/E separately, as utilization rates differ somewhat between A/E and other professional services.

⁶Press Release, Mayor Bloomberg and Comptroller Liu Announce Sweeping Reforms to City Subcontracting Requirements (March 19, 2013)

awarded during Fiscal 2013 (or any given fiscal year) is expended over a multi-year period. For this reason, the subcontracts intended to meet the goals for those prime contracts will typically be awarded incrementally over several years. As shown in Table VI-3, for the 242 Fiscal 2013 prime contracts within the universe to which M/WBE participation goals could be assigned, based on the TSPs and goals identified at the time of bid, M/WBE subcontractors are slated to receive approximately \$97 million, or about 45% of the target subcontracting amounts projected for those prime contracts. This amount is consistent with, and indeed ahead of, the citywide goals. The TSPs for these contracts average about 14% of the contract value, which falls within industry norms for how much subcontracting typically occurs, how much of that would occur in subcontracts valued below one million dollars and how much would occur in the covered industries, i.e., construction, A/E and professional services.

In Fiscal 2013, the vast majority of the \$2.2 billion value of prime contracts in industries for which participation goals could be established was, in fact, subject to participation goals either under the City's program (69%) or under applicable federal and state participation programs (23%). Of the 357 total prime contracts, some 289 fell into one of those two categories. For the 69% of the Fiscal 2013 prime contracts covered by the City goals program, the prime contractor must submit a subcontractor utilization plan to meet its goals as part of its bid or proposal, although the subcontractors to be retained need not be identified until the agency orders work to commence. Thus, most of the 242 prime contracts that were awarded with goals have not yet progressed to a point where substantial amounts of work are underway, making them too premature to generate substantial subcontracting opportunities.

Table VI-4: Fiscal 2013 Construction, Professional Services, and Architecture/Engineering Contracts >\$100,000

Industry	Total	Goals Established		No Relevant Subcontracting Anticipated		State/Federal Goals		Waiver/ Non Profit/ Other		
		#/\$	%	#/\$	%	#/\$	%	#/\$	%	
Architecture/Engineering	#	80	57	71%	3	4%	19	24%	1	1%
	\$	\$501,124,992	\$341,962,947	68%	\$10,563,178	2%	\$141,106,955	28%	\$7,491,912	1%
Construction Services	#	220	163	74%	29	13%	23	10%	5	2%
	\$	\$1,523,226,419	\$1,101,699,664	72%	\$73,092,568	5%	\$331,570,630	22%	\$16,863,556	1%
Professional Services	#	57	22	39%	20	35%	5	9%	10	18%
	\$	\$175,348,355	\$84,842,277	48%	\$23,827,215	14%	\$38,620,009	22%	\$28,058,853	16%
Total	#	357	242	68%	52	15%	47	13%	16	4%
	\$	\$2,199,699,765	\$1,528,504,888	69%	\$107,482,962	5%	\$511,297,594	23%	\$52,414,321	2%

Subcontracting Not Covered by LL 129

Many large contracts are exempt from the City's M/WBE program, as they are supported by state or federal funds, which are covered by state or federal goals programs instead. Twenty three percent of the dollar value of Fiscal 2013 construction, professional services and A/E

services contracts were exempt for this reason. State and federal programs assign goals for minority or women-owned business enterprises

Table VI-5: Federal & State Goals						
Goals	Fiscal 2013	Fiscal 2012	Fiscal 2011	Fiscal 2010	Fiscal 2009	Fiscal 2008
MBE	\$31,522,409	\$52,292,810	\$40,870,886	\$232,301,799	\$237,639,669	\$444,000,000
WBE	\$14,503,294	\$34,493,256	\$29,360,766	\$79,591,744	\$71,897,396	\$131,000,000
DBE	\$39,765,335	\$9,453,384	\$20,108,175	\$156,067,788	\$18,627,540	\$69,000,000
Total Subcontract Value	\$85,791,038	\$96,239,449	\$90,339,826	\$467,961,331	\$328,164,605	\$644,000,000
Total Prime Contract Value	\$511,297,594	\$418,428,777	\$547,081,217	\$2,603,158,839	\$1,570,900,701	\$3,340,779,736
Goals as % of Total Values	17%	23%	17%	18%	21%	19%

(MBE or WBE), and/or for “disadvantaged business enterprise” (DBE) firms. Agencies registered \$511 million of prime contracts subject to state or federal goals. These are projected to generate almost \$86 million in MBE, WBE or DBE work, about 17% of the total value.⁷ Additionally, for 52 of the contracts in the covered industries, agencies concluded there would be no relevant subcontracting.⁸ These contracts tended to be smaller in value; they amounted to only 5% of the total.

EDC also provides work for many M/WBE subcontractors. While not covered by the City’s M/WBE program directly, EDC implements similar participation goals for its contracts and also procures a significant amount of work subject to state and federal goals. In Fiscal 2013, EDC had almost \$81 million in prime contracts

subject to M/WBE subcontractor participation goals, which are projected to generate just over \$6.6 million (8.2%) in subcontract awards to City-certified M/WBEs. In addition, EDC has another \$18 million in prime contracts with DBE goals, which are projected to result in \$2 million (11%) of subcontract awards to DBEs. Like those of its City agency counterparts, EDC’s contracts will continue to generate additional subcontracts awards for M/WBEs and DBEs as work continues on projects registered in Fiscal 2013.

Subcontracting on Prime Contracts Awarded in Prior Years

Agencies continued to approve subcontractors on prime contracts that were subject to M/WBE goals established in Fiscal 2007-2013, as work under those contracts progressed. As Table VI-6 reflects, for goals-covered prime contracts that were either first awarded and/or remained open during Fiscal 2013, agencies this year approved almost \$41 million worth of subcontracts for certified M/WBE firms to perform construction, A/E or professional services work. This amounts to more than 42% of the total subcontracting dollars approved on those contracts within the

⁷ Some of the contracts shown as subject to state or federal subcontracting goals in Table VI-4 belong to categories not covered by the City’s goals program, and thus are not included in Table VI-3 above.

⁸ Types of contracts which typically do not result in subcontracting are litigation support; medical services and other specialized professional services; street lighting installation and maintenance; and tree planting. Agencies may not set M/WBE goals for anticipated subcontracts for goods or standardized services, even if the prime contract falls within the construction or professional services arena.

Table VI-6: Fiscal 2013 Subcontracting Subject to LL 129 on All Primes with TSP

Prime Ind.	Total Value of Primes	Avg. TSP	Sub. Ind.	Total Value of Subs	African American		Asian American		Hispanic American		Caucasian Female	
					\$	%	\$	%	\$	%	\$	%
A/E	\$89,154,085	23%	Const.	\$4,929,603	\$2,866,206	58%	\$224,884	5%	\$1,050,271	21%	\$782,842	16%
			Prof.	\$1,544,550	\$0	0%	\$142,847	9%	\$33,238	2%	\$870,665	56%
Const.	\$1,705,439,096	15%	A/E	\$21,500	\$0	0%	\$0	0%	\$0	0%	\$0	0%
			Const.	\$87,542,136	\$11,874,664	14%	\$10,730,959	12%	\$8,190,707	9%	\$3,063,633	3%
			Prof.	\$1,572,814	\$148,857	9%	\$35,592	2%	\$88,500	6%	\$471,400	30%
Prof.	\$18,392,074	24%	Prof.	\$870,000	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Total	\$1,812,985,255	16%	Total	\$96,480,602	\$14,889,727	15%	\$11,134,282	12%	\$9,362,715	10%	\$5,188,541	5%

Table VI-7: All Subcontracts Approved in Fiscal 2013

Subcontract Size	Prime/Sub Industry	Value	African American		Asian American		Hispanic American		Caucasian Female		All M/WBEs (%)
			\$	%	\$	%	\$	%	\$	%	
< \$1M	Goals Industry	\$161,498,410	\$19,714,004	12%	\$19,878,409	12%	\$13,126,815	8%	\$11,121,043	7%	40%
	Non-Covered	\$22,479,139	\$1,880,433	8%	\$807,215	4%	\$1,265,539	6%	\$1,739,704	8%	25%
	Subtotal	\$183,977,548	\$21,594,437	12%	\$20,685,624	11%	\$14,392,354	8%	\$12,860,747	7%	38%
\$1M & Over	Goals Industry	\$226,400,143	\$3,321,000	1%	\$21,530,773	10%	\$6,194,194	3%	\$6,580,000	3%	17%
	Non-Covered	\$87,892,327	\$0	0%	\$0	0%	\$0	0%	\$1,885,859	2%	2%
	Subtotal	\$314,292,470	\$3,321,000	1%	\$21,530,773	7%	\$6,194,194	2%	\$8,465,859	3%	13%
All Sizes	Goals Industry	\$387,898,553	\$23,035,004	6%	\$41,409,183	11%	\$19,321,009	5%	\$17,701,043	5%	26%
	Non-Covered	\$110,371,466	\$1,880,433	2%	\$807,215	1%	\$1,265,539	1%	\$3,625,563	3%	7%
	Grand Total	\$498,270,019	\$24,915,437	5%	\$42,216,398	8%	\$20,586,548	4%	\$21,326,606	4%	22%

relevant dollar range and industries.⁹ These subcontracts are detailed in Appendix I. Based on an average TSP of 16%, these prime contracts will eventually yield about \$290 million worth of subcontract work in the categories to which the M/WBE goals apply. Many of these, particularly

the large construction contracts, will generate work for as long as a decade.

Finally, to provide a more comprehensive picture of the rate of progress the City is achieving in providing procurement opportunities to certified M/WBEs, Table VI-7 presents data on subcontractors newly approved during Fiscal 2013 for all prime contracts open during Fiscal 2013. The table above includes contracts that are both covered by the City's M/WBE goals program and those that are not. It presents information on all of the subcontracts approved for certified M/WBEs for all City contracts, including those under state or federal participation goals and those that are not subject

⁹ \$12.4 million of the \$41 million in subcontracts were awarded to M/WBEs that did not have goals established in their respective gender and ethnic category and therefore cannot count toward the City's M/WBE goals. Additionally, within that universe of prime contracts, certified M/WBEs obtained over \$2 million worth of subcontracts in non-covered industries (primarily standardized services) and over \$30 million worth of subcontracts valued at or above one million dollars regardless of industry, although the City's M/WBE program does not provide for goals for those categories.

to any goals program. Certified M/WBEs were awarded 22% of all subcontracts approved during Fiscal 2013. For subcontracts below one million dollars in the construction, professional services and A/E industries targeted by the City's goals program, that proportion rose to 40% for M/WBEs.

As the table below indicates, the M/WBE share of the City's total subcontracting volume

below \$1 million has continued to represent a significant portion of all subcontract awards since the program was created. Fiscal 2013 showed a robust level of M/WBE subcontract awards (38%) valued under \$1 million. Similarly, the total subcontracting volume regardless of value has remained vigorous. In Fiscal 2013, M/WBEs received 22% of all subcontracts.

Table VI-8: M/WBE Subcontracting

Dollar Range	Fiscal 2013			Fiscal 2012			Fiscal 2011			Fiscal 2010		
	Total	M/WBE		Total	M/WBE		Total	M/WBE		Total	M/WBE	
		%	\$		%	\$		%	\$		%	\$
<\$1M	\$183,977,548	38%	\$69,533,162	\$204,921,816	42%	\$85,177,627	\$247,429,327	38%	\$93,973,366	\$268,342,772	33%	\$89,575,033
>=\$1M	\$314,292,470	13%	\$39,511,827	\$211,711,298	21%	\$43,592,346	\$796,996,083	12%	\$92,499,830	\$984,746,997	30%	\$292,371,145
Total Subs	\$498,270,019	22%	\$109,044,989	\$416,633,114	31%	\$128,769,973	\$1,044,425,411	18%	\$186,473,196	\$1,253,089,769	30%	\$381,946,178

ONLY THE BEST FOR LESS

Only The Best for Less is a wholesale electronics company based in Manhattan. Donald Williams has owned and operated the company since 2006. The company has been a certified MBE since March 2010. Though the company was successful in winning several small purchase contracts with the NYPD and the Department of Cultural Affairs (DCLA), they wanted to do more business with the City. One challenge the company faced was that it did not have the funds to purchase the supplies needed to perform on larger projects. With the help from the City's Upfront Capital Loan program, a part of the Compete to Win program administered by SBS (see page 21 for more details), Only The Best for Less received 8 mobilization loans totaling over \$300,000. The loans, which use City contracts as collateral, have all been repaid. Due to the company's receipt of the loans, Only The Best for Less has been able to do more business with the City and looks forward to doing more in the future.



Donald Williams, Owner
Only the Best for Less
Credit: Marcello Rios/MOCS

Large-Scale Contract Approvals

Local Law 129 requires City agencies to obtain MOCS approval before they solicit procurements anticipated to be valued at over \$10 million, in order to evaluate whether they are designed to maximize competition and M/WBE participation. In Fiscal 2013, there were 161 registered contracts for which MOCS conducted such large-scale procurement reviews.¹⁰ Of these, 14 were both solicited and awarded in Fiscal 2013; the other 147 were registered in Fiscal 2013 based on approvals that occurred earlier. The value of the 161 registered contracts is over \$4.7 billion. Approximately 30% of the contracts were solicited via competitive sealed bid and accelerated procurements, and 63% via competitive sealed proposal.

Table VI-9: Fiscal 2013 Large Scale Registrations

Basis for Determination	# of Contracts	Dollar Value	% of Total
Human Services	88	\$2,527,524,565	53%
Indivisible Purchase, Project or Service	22	\$667,576,093	14%
Large Scale Construction	12	\$377,433,742	8%
Multiple Site Contract	10	\$265,170,930	6%
PLA	1	\$10,000,000	0%
Requirements Contract	20	\$697,540,950	15%
Unique/unusual good or service	8	\$204,520,977	4%
Total	161	\$4,749,767,258	100%

¹⁰ A full list of these determinations is included in Appendix J. Approvals that occurred in Fiscal 2013 but have not yet resulted in the release of any solicitation are reported only after the contract is awarded, in order to protect the integrity of the bidding/proposal process.

Over half of the approvals were for human services contracts with anticipated awards to nonprofit providers, which are not covered under LL 129. About 14% of the total dollar value of large-scale approvals was for indivisible projects or services, which, due to the nature of the projects, could not be broken up into smaller contracts.

Waivers, Modifications and Complaints

A vendor that plans to submit a bid or proposal in response to a solicitation for a construction or professional services contract that contains M/WBE participation goals may seek to request a reduction in the Target Subcontracting Percentage (TSP)¹¹ by filing a waiver request with the contracting agency during the pre-bid or pre-proposal stage. The agency and MOCS then evaluate the extent to which the vendor’s business model and history of subcontracting construction and professional services is consistent with the request. In order to qualify for a waiver, a vendor must show both the capacity to execute the contract with less subcontracting than projected and legitimate business reasons to do so. A vendor that has received a full waiver has demonstrated that they will not award any qualifying subcontracts if awarded the contract. A vendor that obtains a partial waiver has demonstrated that they will subcontract at a lower amount than the TSP.

In Fiscal 2013, only 10 contracts were awarded to vendors that qualified for full waivers and 22 contracts were awarded to vendors that qualified for partial waivers. The total dollar value of contracts awarded to vendors that obtained full waivers was \$45 million while \$11 million represented the total dollar value for contracts awarded to vendors that were awarded partial waivers. Vendors filed a total of 150

¹¹ See “Subcontracting Opportunities” on page 83.

requests for waivers in Fiscal Year 2013. Of those, 14 were denied, 29 were approved as full waivers and 107 were approved as partial waivers. However, the vast majority of the vendors who received waivers did not win the contracts for which they were bidding. Additionally, some of the waivers involved repeated requests from the same firms. Of the 136 full or partial waivers that were granted, 110 waivers went to a total of 17 individual firms.¹² Waiver determinations are detailed in Appendix K.

Unlike waivers, which are granted or denied before a contract is awarded, modifications occur after a contract is already in place. A vendor may seek a modification if it finds itself unable to meet the M/WBE participation goals due to circumstances encountered during the life of the contract, such as limited M/WBE availability or elimination of work by a contracting agency. Vendors seeking modifications must show that they have made reasonable, good faith efforts to meet the goals set by agencies and must detail why those efforts have been unsuccessful.

MOCS approved one modification request during Fiscal 2013. On a FDNY contract, the prime contractor was unable to fulfill the M/WBE subcontracting requirement on an on-call asbestos abatement services contract. Initially, the contractor determined that it was able to self-perform the asbestos abatement work and in good faith identified that it would subcontract thermal insulation and carpentry work to certified M/WBEs. However, none of the work orders issued by FDNY required thermal

insulation or carpentry. As there were no opportunities to subcontract work, the contractor was unable to fulfill its M/WBE goals.

During Fiscal 2013, no complaints were made regarding compliance with LL 129 by certified M/WBE vendors. Additionally, there were no LL 129 findings of non-compliance made against prime contractors who failed to fulfill M/WBE requirements on specific contracts.

¹² Full waivers are those in which vendors provide documentation that they plan to do no subcontracting. Partial waivers allow firms to do less subcontracting than the target subcontracting percentage and thus retain partial M/WBE goals.

FACES OF PROCUREMENT

Managing M/WBE Contracts

Alicia Williams, who joined DPR in February 2012, serves as the M/WBE Program Manager for Capital Construction Projects. She is responsible for helping to ensure that prime contractors fulfill their M/WBE subcontracting participation goals. Prior to that, Alicia served as an M/WBE analyst at the Department of Design and Construction (DDC) for three and half years. Her experience at DDC prepared her for the challenge at DPR.

Before Alicia began working at DPR, management of the M/WBE program was decentralized; there was no single point of contact for vendors and other agency personnel to discuss issues related to M/WBE compliance. Now that Alicia is the M/WBE point person at DPR, she addresses all M/WBE issues directly. She helps prime contractors find M/WBE firms to fulfill their M/WBE subcontracting goals. If the agency eliminates work that was originally slated for M/WBEs, she works with prime contractors to find substitute work for them. She is able to quickly address problems that arise because she has developed a strong relationship with vendors, who contact her for guidance. Alicia says that addressing these issues at the outset often prevents larger problems from developing, such as having prime contractors fail to meet their M/WBE subcontracting goals. Alicia's hard work and efforts have yielded positive results: DPR did not receive a single M/WBE subcontracting goals modification request in Fiscal 2013.

In Fiscal 2013, Alicia also worked to educate vendors and other DPR personnel about the changes to the M/WBE program resulting from the passage of Local Law 1 (LL 1). (See page 22.) "I feel it is very important with LL 1 to educate as many people as possible," says Alicia. "The more people know about why they need to adhere to the law, the more of a success the program will be." Alicia held three internal LL 1 training sessions within DPR for construction contract directors and contract staff, as well as one training session for prime contractors. Alicia's trainings included information regarding M/WBE program requirements, how M/WBE goals are to be established and how vendors can use both the pre-contract award waiver and modification processes. Alicia's strong relationship with vendors, helped to achieve a high attendance rate at the contractor session. "Typically if I call, they show up," says Alicia.

Alicia's continued efforts to effectively communicate the requirements of the M/WBE program as well as her work with vendors are sure to promote the success of the M/WBE program at DPR.



Alicia Williams, M/WBE Program Manager, DPR
Credit: Marcello Rios/MOCS

ASSISTING M/WBES: COMPETE TO WIN

Compete to Win is a set of capacity building programs for M/WBEs and small businesses administered by SBS. This set of services is designed to help M/WBEs win more contracts with the City and consists of the following services:

Through **Technical Assistance**, firms receive assistance on submitting bids and proposals for City contracts through workshops and one-on-one assistance. Firms receive an introduction to specific industry requirements and standards for the submission of bids and proposals. One-on-one assistance provides firms with guidance on how to improve unsuccessful submissions. SBS has worked with several city agencies, including the HPD, DPR, HRA and DCAS to help M/WBEs submit stronger bids and proposals to increase certified firms' chances of winning. In Fiscal 2013, SBS assisted 617 firms.

Upfront Capital Loan helps address the challenge that small businesses have in funding initial expenses, or mobilization costs, relating to City contracts (regardless of industry), such as labor and equipment costs. Short-term working capital loans are made available to firms that are awarded City contracts through partnerships with New York Business Development Corporation and Business Outreach Center Capital. In Fiscal 2013, five M/WBE firms were pre-qualified for loans valued at \$486,292.

Bond Readiness provides construction companies with financial management skills to help them secure surety bonds necessary to compete on City contracts. The service consists of eight months of classroom training and one-on-one assistance. In June, 38 firms graduated from the first class. Four of these firms are bonded at a total of \$8 million, and 19 of these firms are bond ready for a total of \$11 million.

NYC Construction Mentorship provides certified construction firms with greater access to City construction opportunities. In June, 39 firms

graduated from the first class. These firms received a customized curriculum of classroom instruction, one-on-one assistance, and an assessment to help them grow their business. The program provided access to over \$30 million in contracting opportunities. The participating agencies in Fiscal 2013 were HPD and DPR. In Fiscal 2013, firms that participated in this program won 18 contracts with HPD valued at \$110,000 and 3 contracts with DPR valued at \$2 million.

Through **NYC Teaming**, M/WBEs and other small businesses learn how to partner with other firms to bid on larger or new markets contract opportunities. In partnership with American Express OPEN, the division of American Express that provides assistance to small business owners, SBS offers a series of workshops and webinars that cover topics such as different types of teaming arrangements, financial and legal issues, responding to RFPs and bids and marketing to potential partners. The series culminates in a matchmaking event that facilitates industry-specific networking, brings firms together with City agency procurement representatives and prime contractors, and provides open RFPs and bids for participants to review with potential partners. In Fiscal 2013, 129 participants attended four webinars, 166 participants attended four workshops, and 127 attended two business matchmaking events.

The **Corporate Alliance Program (CAP)** helps connect firms with contracting opportunities in the private sector in collaboration with eleven corporate partners. Becoming a supplier to a large corporation is a major step forward for any small

business, providing not only income but credibility, stability, and business relationships that come with experience. With its CAP partners, SBS launched a training series that addresses key issues small businesses face when trying to break into the corporate supply chain. Since the program launched, CAP has held eleven workshops on “Navigating the Corporate Supply Chain” attended by more than 300 minority and women-owned businesses. In September 2012, eleven professional service firms graduated from the Corporate Coaching pilot program, which connected each participant with an executive coach from a participating corporation. 77 firms have graduated from the CAP/Columbia University Construction Mentorship Program launched in 2008.

Strategic Steps for Growth is a nine-month executive education program designed for M/WBEs, offered in partnership with the Berkley Center for Entrepreneurship & Innovation at the NYU Stern School of Business. An industry-

specific class is also offered for business owners in the media & entertainment fields. The program provides participants with a new professional network, including business experts, university professors, and other business owners, and offers support for every aspect of business operations as well as a focus on capacity-building for City and government contract opportunities for the enrolled M/WBEs and on private-sector opportunities for the enrolled media & entertainment firms. Participants learn the strategic skills needed to run a growing company, and create a custom, three-year growth plan for their businesses. Since the program began in 2010, based on self-reported data from an annual survey conducted each calendar year, 55 M/WBE graduates of four classes have collectively reported securing \$6.4 million in new financing (including loans and lines of credit), creating over 330 new jobs and winning more than \$92 million in government contract awards (City, state and federal) as of December 31, 2012.

WELCOME LOCAL LAW 1

In Fiscal 2013, Mayor Michael R. Bloomberg signed into law Local Law 1 of 2013 (LL 1). LL 1 takes significant steps to strengthen and expand the City’s M/WBE program. The new law also heightens oversight and reporting provisions to increase accountability to further ensure that City agencies meet M/WBE performance goals.

Program Changes

LL 1 brought changes to the City’s M/WBE program.¹³ The biggest change to the program is the elimination of the \$1 million cap on contracts subject to the M/WBE program, which significantly increases the overall number and value of contracts subject to the program requirements. Accordingly, prime and subcontracts valued over \$1 million

Table VI-10: Revised M/WBE Participation Goals

Industry	Asian Americans	African Americans	Hispanic Americans	Women
Construction Services	8%	8%	4%	18%
Goods (< \$100,000)	8%	7%	5%	25%
Professional Services	No Goals	12%	8%	17%
Standardized Services	3%	12%	6%	10%

may now be counted towards the fulfillment of M/WBE participation goals.

¹³ The changes to the M/WBE program took effect the first day of Fiscal 2014 - July 1, 2013.

Additional program changes include:

- Updating the goals for ethnic and gender categories;
- Adding standardized services to the types of industries that may be subject to M/WBE participation goals;
- Eliminating M/WBE participation goals for goods valued above \$100,000;
- Changing the way participation goals are established by eliminating the TSP¹⁴ and allowing M/WBE participation goals to be established on the value of the entire contract rather than a portion of the contract;
- Allowing businesses owned by women of all racial and ethnic groups to count toward the participation goal for Women-Owned Business Enterprises (WBEs);
- Allowing certified M/WBE prime contractors to count their own work toward their M/WBE participation goals.

New Oversight Provisions

Annual Agency Procurement Plans: LL 1 requires agencies to create annual procurement plans. These plans must include: (i) procurement schedules for contracts that will be subject to the M/WBE program for the upcoming fiscal year; (ii) detailed information such as the type and scale of the services and/or goods to be procured; (iii) the term of the proposed contract; (iv) the method of solicitation; and (v) the anticipated fiscal quarter of the planned solicitation.

Designation of Director: LL 1 requires the designation of a “Director” to perform enhanced oversight functions that are further detailed

below. Deputy Mayor Caswell Holloway was designated as the Director. As such, he will work with MOCS and SBS to regularly review agency compliance reports and meet with agencies to address performance improvement and non-compliance issues.

Required Reports: LL 1 requires agencies to report more often on prime and subcontracts awarded to M/WBE firms (M/WBE Utilization Reports), changing from biannually to quarterly. The new law also requires Performance Improvement Plans for agencies that do not achieve their utilization goals. Agencies must submit their plans to the Director, MOCS, SBS and the Speaker of the City Council.

Quarterly Meetings: LL 1 requires that the Director convene agency M/WBE Officers for quarterly meetings to: (i) discuss the results of the quarterly agency M/WBE Utilization Reports; (ii) check agencies' implementation of performance improvement plans and any additional efforts undertaken to meet their goals; (iii) share the practices helpful in increasing M/WBE participation; and (iv) devise plans to improve the performance of agencies that do not meet the goals established in agency utilization plans. Agency commissioners are required to attend at least two of the quarterly meetings.

¹⁴ The Target Subcontracting Percentage (TSP) is the percentage of a contract which an agency anticipates a typical prime contractor in the relevant industry would award in subcontracts valued at less than \$1 million. M/WBE participation goals were then set on the TSP.

Improved M/WBE Directory and Certification Site Visits

As is also required under LL1, in Fiscal 2013, SBS began developing an improved online directory of certified M/WBE firms to make it easier for prime contractors to identify potential partners and subcontractors. Additional information in the directory includes bonding capacity of the business and union affiliation, if applicable. SBS will be adding information on: (i) the market sector in which the business operates; and (ii) contract price and specific tasks performed by the business for its last three contracts. SBS will also begin performing site visits when certifying M/WBE firms.

]

FACES OF PROCUREMENT-M/WBE OUTREACH

Gregorio Mayers serves as the Senior M/WBE Policy Advisor for Cas Holloway, Deputy Mayor for Operations, at City Hall. Gregorio works closely with SBS and MOCS to oversee the City's initiatives for minority and women-owned businesses.

On January 7, 2013, Mayor Michael R. Bloomberg signed Local Law 1 (LL 1) which was enacted to expand the City's M/WBE program, building on the achievements of the initial legislation, Local Law 129 of 2005. LL 1 also established the position of the City M/WBE Director. The Mayor designated Deputy Mayor Holloway as the City's M/WBE Director, who now oversees citywide program compliance. Gregorio believes that the Director helps ensure the program's success. Gregorio states, "The key is that the external community knows that City Hall is serious about M/WBEs. There is now a point person working with the agencies on a daily basis and issues are being heard on a higher level to ensure that policies are adhered to."



Gregorio Mayers, Senior M/WBE Policy Advisor, Office of the Mayor
Credit: Marcello Rios/MOCS

Gregorio played a key role in developing and passing LL 1, alongside Deputy Mayor Holloway. Among its provisions, LL 1 strengthens the City's M/WBE program through heightened oversight, new participation goals, and an increased number and scope of contracts available to firms. Gregorio worked closely with elected officials to communicate the benefits of these proposed changes. Additionally, he built a broad base coalition of interest groups, including small business leaders, clergy, key M/WBE advocates and various chambers of commerce, all of whom eagerly supported legislative reform.

One of the challenges that vendors faced, according to Gregorio, was finding the capacity or the necessary tools to compete on the larger, more complicated contracts that would be subject to M/WBE participation goals through the new legislation. To address that challenge and others, the City developed supportive services for M/WBEs and other small businesses, including Compete to Win (see page 91), a suite of capacity building programs which Gregorio helped promote through a multi-media outreach campaign, including advertisements in various newspapers, TV programs, and bus shelters. "What is important to know is that M/WBEs will have all the necessary resources from the City to ensure that they are able to compete successfully in the marketplace," says Gregorio. It has since become one of the centerpieces of the Administration's efforts to support certified firms and prepare them for new opportunities available through LL 1.

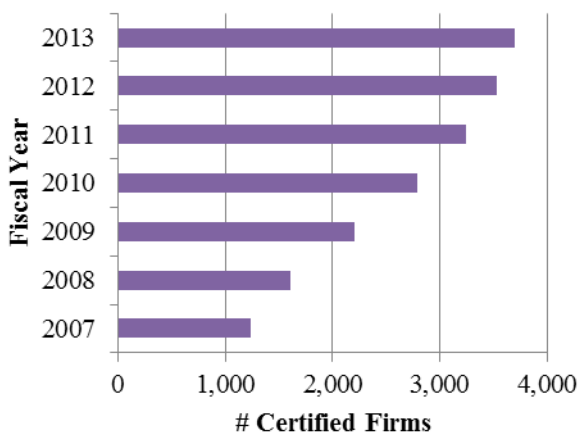
IMPACT OF LOCAL LAW 129 OF 2007

Since the M/WBE program began in Fiscal 2007, the City has been committed to ensuring the program’s success by increasing contracting opportunities for minority and women-owned businesses. As LL 1 of 2013 will significantly change the City’s M/WBE program beginning in Fiscal 2014, we take a look at LL 129’s impact on City contracting and certified firms.

Certified Firms

The City’s M/WBE program depends on the number of M/WBE firms that are certified by SBS. In order for M/WBE firms to obtain the benefits of the program, they must be certified by SBS and in order for the City and prime contractors to meet M/WBE subcontracting goals, contracts and subcontracts must be awarded to certified M/WBE firms. As shown in Chart VI-1, since LL 129 became effective, the City has seen a steady rise in the number of certified M/WBE firms. In Fiscal 2007, there were a total 1,236 certified firms, while at the end of Fiscal 2013, there were a 3,700 certified firms, a 200% increase.

Chart VI-1: Certified M/WBE Firms Over Time

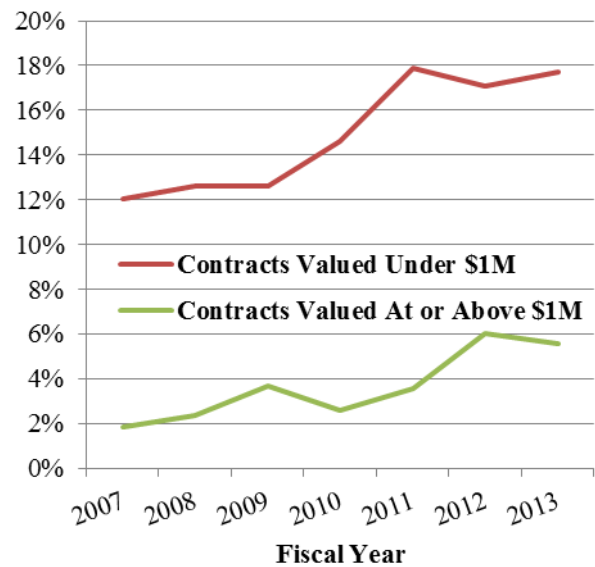


Prime Contract Awards to M/WBEs

Since Fiscal 2007, the year that LL 129 began, M/WBEs have been awarded over \$2 billion in

prime contracts from competitive solicitations under the relevant industry categories. As Chart VI-2 shows, since LL 129 became effective, the number of M/WBEs awarded prime contracts has steadily increased. The sharpest increase was in awards for contracts valued under \$1 million – the types of contract awards covered under the City’s M/WBE program. Additionally, there was also an increase in prime contract awards valued at \$1 million or more that were awarded to certified firms.

Chart VI-2: Percentage of Prime Contracts Awarded to M/WBEs by Value



Subcontract Awards to M/WBEs

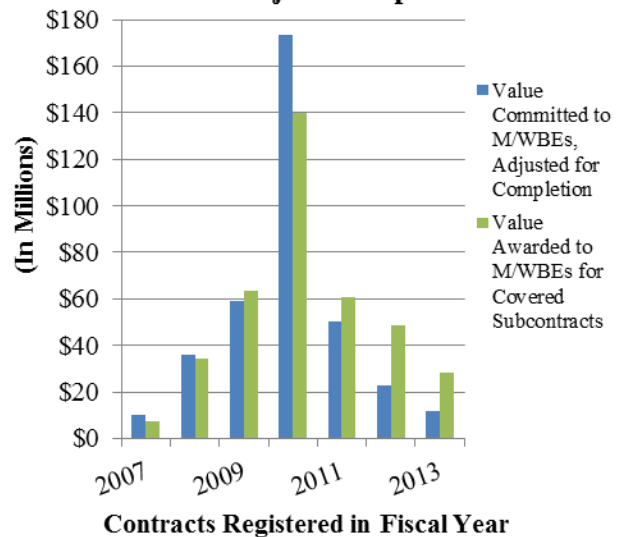
Since LL 129 became effective, over \$9.4 billion worth of prime contracts have been registered that were subject to M/WBE

subcontracting goals. Of those contracts, over \$652 million worth of subcontracts were committed to M/WBEs through goals requirements. As contracts generally take several years to complete, many of the prime contracts subject to M/WBE goals that have been awarded since Fiscal 2007 are, in fact, not yet complete. As subcontracts are awarded throughout the life of a prime contract, whether or not a prime contractor has fulfilled the M/WBE subcontracting goals will not be known until the prime contract's completion.

An analysis of the data reveals that the City is on track to meet its citywide M/WBE subcontracting goals. Payment data indicates that for all of the prime contracts subject to M/WBE participation goals since Fiscal 2007, the City has paid, to date, approximately, \$5.2 billion (or 56%) of the over \$9.4 billion worth of prime contracts subject to M/WBE subcontracting requirements. Additionally, data for the same time frame shows that a total of \$381 million (or

58%) of the over \$652 million worth of subcontracts in the covered industry categories have been awarded to M/WBEs, exceeding the pay out rate for prime contracts (see Chart VI-3 below).

Chart VI-3: Projected and Actual M/WBE Subcontracting, Adjusted for Project Completion



Appendix B - Additional Data from Fiscal Year 2013 Procurement Indicators Report

Prime Contracting Fiscal 2010-2013									
Industry/ Dollar Range	Fiscal 2013			Fiscal 2012		Fiscal 2011		Fiscal 2010	
	Total Value	All M/WBE		Total Value	% M/WBE	Total	% M/WBE	Total	% M/WBE
		\$	%						
Micro Purchase	\$38,585,286	\$9,330,492	24.2%	\$44,020,494	25.6%	\$56,077,089	19.7%	\$51,289,921	18.0%
Architecture/ Engineering	\$538,383,696	\$68,283,322	12.7%	\$414,395,254	24.9%	\$249,056,257	17.0%	\$408,793,265	10.1%
>\$5K, <=\$100K	\$375,500	\$98,000	26.1%	\$528,419	5.6%	\$878,597	26.2%	\$303,062	41.8%
>\$100K, <\$1M	\$3,407,246	\$229,042	6.7%	\$2,274,112	35.5%	\$7,080,176	54.4%	\$3,300,718	57.0%
>=\$1M	\$534,595,950	\$67,956,280	12.7%	\$411,556,980	24.9%	\$241,029,806	15.9%	\$405,115,325	9.7%
Construction Services	\$1,570,968,731	\$116,073,191	7.4%	\$1,356,378,994	7.3%	\$1,363,518,902	6.1%	\$5,152,164,039	3.2%
>\$5K, <=\$100K	\$8,216,286	\$3,270,339	39.8%	\$10,369,001	29.9%	\$1,930,482	18.8%	\$7,006,285	18.2%
>\$100K, <\$1M	\$33,791,178	\$10,082,529	29.8%	\$39,983,764	15.9%	\$36,327,386	9.6%	\$69,678,971	11.2%
>=\$1M	\$1,523,951,030	\$100,752,090	6.6%	\$1,306,012,436	6.9%	\$1,325,225,638	6.0%	\$5,075,406,542	3.0%
Goods	\$691,517,664	\$27,970,823	4.0%	\$740,982,913	5.3%	\$1,265,896,384	2.9%	\$1,171,742,701	2.0%
>\$5K, <=\$100K	\$67,890,679	\$19,791,968	29.2%	\$75,237,059	35.0%	\$59,516,283	31.1%	\$58,528,269	24.5%
>\$100K, <\$1M	\$47,745,172	\$955,130	2.0%	\$85,571,561	6.6%	\$72,411,917	5.5%	\$78,946,614	0.8%
>=\$1M	\$562,496,059	\$3,800,509	0.7%	\$561,766,910	0.3%	\$1,102,891,040	0.5%	\$1,005,631,024	0.1%
Professional Services	\$215,931,115	\$10,082,911	4.7%	\$456,127,440	8.1%	\$152,085,220	6.8%	\$215,693,274	5.6%
>\$5K, <=\$100K	\$9,747,893	\$1,472,181	15.1%	\$10,157,279	14.1%	\$11,512,338	15.2%	\$12,484,128	11.3%
>\$100K, <\$1M	\$19,550,136	\$3,044,584	15.6%	\$37,052,995	31.1%	\$14,315,780	5.3%	\$12,178,139	20.2%
>=\$1M	\$185,299,339	\$5,500,000	3.0%	\$408,013,905	5.9%	\$123,082,754	6.2%	\$187,440,994	4.3%
Standardized Services	\$2,124,521,210	\$62,365,600	2.9%	\$1,519,078,351	2.7%	\$693,664,714	2.3%	\$1,516,490,008	0.9%
>\$5K, <=\$100K	\$42,168,362	\$8,157,292	19.3%	\$35,590,813	20.8%	\$46,327,858	19.2%	\$41,059,048	12.5%
>\$100K, <\$1M	\$56,209,376	\$2,438,919	4.3%	\$48,236,230	8.8%	\$39,837,497	8.5%	\$47,544,995	6.5%
>=\$1M	\$2,007,292,923	\$47,896,492	2.4%	\$1,410,590,992	1.7%	\$585,776,834	0.3%	\$1,408,969,254	0.2%
All Industries	\$5,141,322,415	\$284,775,847	5.5%	\$4,486,962,952	7.1%	\$3,724,221,476	5.1%	\$8,464,883,288	3.0%
<=\$5K	\$38,585,286	\$9,330,492	24.2%	\$44,020,494	25.6%	\$56,077,089	19.7%	\$51,289,921	18.0%
>\$5K, <=\$100K	\$128,398,720	\$32,789,780	25.5%	\$131,882,571	29.0%	\$120,165,559	24.7%	\$119,380,792	18.7%
>\$100K, <\$1M	\$160,703,109	\$16,750,205	10.4%	\$213,118,662	13.4%	\$169,972,756	9.1%	\$211,649,437	7.5%
>=\$1M	\$4,813,635,301	\$225,905,370	4.7%	\$4,097,941,223	5.9%	\$3,378,006,072	3.9%	\$8,082,563,138	2.5%

Appendix B - Additional Data from Fiscal Year 2013 Procurement Indicators Report

Prime Contracts Disaggregated by Agency, Industry, Dollar Range, and Ethnicity/ Gender														
Agency	Industry	Size Group	Total Value		Total M/WBE		African American		Asian American		Hispanic American		Caucasian Female	
			#	Value	#	Value	#	Value	#	Value	#	Value	#	Value
ACS	Architecture/Engineering	>\$5K, <=\$100K	2	\$50,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Construction Services	>\$100K, <\$1M	5	\$1,650,185	2	\$687,260	0	\$0	2	\$687,260	0	\$0	0	\$0
	Goods	<=\$5K	65	\$129,393	7	\$10,610	1	\$1,500	1	\$5,000	0	\$0	5	\$4,110
		>\$5K, <=\$100K	43	\$727,409	23	\$414,277	5	\$87,305	6	\$98,754	1	\$8,081	11	\$220,137
	Human Services	>\$5K, <=\$100K	4	\$335,216	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$100K, <\$1M	42	\$15,322,229	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	192	\$2,015,798,835	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Professional Services	<=\$5K	30	\$116,875	1	\$5,000	0	\$0	0	\$0	0	\$0	1	\$5,000
		>\$5K, <=\$100K	20	\$682,834	5	\$189,201	2	\$119,260	1	\$24,999	0	\$0	2	\$44,942
		>\$100K, <\$1M	4	\$1,842,461	1	\$750,000	1	\$750,000	0	\$0	0	\$0	0	\$0
		>=\$1M	2	\$3,214,551	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Standardized Services	<=\$5K	410	\$1,222,436	80	\$193,126	27	\$55,889	14	\$51,041	13	\$28,364	26	\$57,832
		>\$5K, <=\$100K	83	\$2,732,984	18	\$620,707	12	\$460,855	2	\$90,000	2	\$31,112	2	\$38,740
		>\$100K, <\$1M	2	\$1,160,101	1	\$429,000	0	\$0	0	\$0	0	\$0	1	\$429,000
		>=\$1M	2	\$2,157,252	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	BIC	Goods	<=\$5K	2	\$2,053	1	\$1,038	0	\$0	0	\$0	0	\$0	1
>\$5K, <=\$100K			2	\$24,914	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
Professional Services		>\$5K, <=\$100K	1	\$22,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
Standardized Services		<=\$5K	27	\$41,077	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	7	\$103,514	1	\$9,980	0	\$0	1	\$9,980	0	\$0	0	\$0

Appendix B - Additional Data from Fiscal Year 2013 Procurement Indicators Report

Prime Contracts Disaggregated by Agency, Industry, Dollar Range, and Ethnicity/ Gender														
Agency	Industry	Size Group	Total Value		Total M/WBE		African American		Asian American		Hispanic American		Caucasian Female	
			#	Value	#	Value	#	Value	#	Value	#	Value	#	Value
CCHR	Goods	<=\$5K	65	\$69,233	6	\$4,996	0	\$0	0	\$0	3	\$3,468	3	\$1,528
		>\$5K, <=\$100K	2	\$15,910	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Professional Services	<=\$5K	2	\$1,218	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	1	\$6,030	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Standardized Services	<=\$5K	58	\$48,963	3	\$1,874	1	\$1,310	0	\$0	0	\$0	2	\$564
		>\$5K, <=\$100K	5	\$56,878	2	\$28,800	2	\$28,800	0	\$0	0	\$0	0	\$0
CCRB	Construction Services	<=\$5K	2	\$6,795	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Goods	<=\$5K	10	\$16,459	2	\$5,463	0	\$0	1	\$4,700	0	\$0	1	\$763
		>\$5K, <=\$100K	9	\$220,610	1	\$9,797	0	\$0	0	\$0	0	\$0	1	\$9,797
	Standardized Services	<=\$5K	55	\$79,216	2	\$1,304	0	\$0	0	\$0	0	\$0	2	\$1,304
		>\$5K, <=\$100K	7	\$62,201	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
CJC	Human Services	>\$5K, <=\$100K	7	\$522,938	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$100K, <\$1M	24	\$9,565,888	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	11	\$112,501,257	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Professional Services	<=\$5K	11	\$13,417	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	5	\$130,500	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Standardized Services	<=\$5K	1	\$200	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0

Appendix B - Additional Data from Fiscal Year 2013 Procurement Indicators Report

Prime Contracts Disaggregated by Agency, Industry, Dollar Range, and Ethnicity/ Gender														
Agency	Industry	Size Group	Total Value		Total M/WBE		African American		Asian American		Hispanic American		Caucasian Female	
			#	Value	#	Value	#	Value	#	Value	#	Value	#	Value
DCA	Construction Services	>\$5K, <=\$100K	4	\$173,733	2	\$91,526	0	\$0	0	\$0	2	\$91,526	0	\$0
	Goods	<=\$5K	1	\$4,520	1	\$4,520	0	\$0	0	\$0	0	\$0	1	\$4,520
		>\$5K, <=\$100K	6	\$113,188	1	\$48,820	0	\$0	0	\$0	0	\$0	1	\$48,820
	Professional Services	<=\$5K	12	\$41,883	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	4	\$124,799	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Standardized Services	<=\$5K	129	\$252,018	6	\$5,523	0	\$0	0	\$0	1	\$190	5	\$5,333
>\$5K, <=\$100K		23	\$540,278	6	\$135,395	3	\$52,341	2	\$34,550	1	\$48,504	0	\$0	
DCAS	Construction Services	<=\$5K	1	\$981	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	39	\$2,696,400	14	\$814,195	4	\$310,350	5	\$237,425	3	\$207,200	2	\$59,220
		>\$100K, <\$1M	2	\$800,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	14	\$64,861,128	3	\$6,280,183	1	\$1,582,183	1	\$2,000,000	0	\$0	1	\$2,698,000
	Goods	<=\$5K	40	\$58,987	27	\$41,245	3	\$6,876	6	\$4,988	2	\$6,216	16	\$23,164
		>\$5K, <=\$100K	174	\$5,900,137	40	\$1,101,318	6	\$145,547	12	\$372,843	6	\$145,324	16	\$437,604
		>\$100K, <\$1M	123	\$45,909,919	4	\$688,130	1	\$128,940	0	\$0	1	\$186,900	2	\$372,290
		>=\$1M	56	\$481,293,066	1	\$3,800,509	0	\$0	0	\$0	0	\$0	1	\$3,800,509
	Professional Services	<=\$5K	18	\$72,990	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	5	\$154,715	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$100K, <\$1M	3	\$1,216,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	10	\$57,368,447	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Standardized	<=\$5K	381	\$724,686	157	\$268,842	11	\$15,924	26	\$55,725	22	\$61,625	98	\$135,568

Appendix B - Additional Data from Fiscal Year 2013 Procurement Indicators Report

Prime Contracts Disaggregated by Agency, Industry, Dollar Range, and Ethnicity/ Gender														
Agency	Industry	Size Group	Total Value		Total M/WBE		African American		Asian American		Hispanic American		Caucasian Female	
			#	Value	#	Value	#	Value	#	Value	#	Value	#	Value
	Services	>\$5K, <=\$100K	76	\$2,694,053	12	\$506,434	2	\$124,000	6	\$255,880	1	\$5,800	3	\$120,754
		>\$100K, <\$1M	6	\$2,528,975	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	6	\$256,867,644	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
DCLA	Goods	<=\$5K	1	\$3,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	21	\$989,472	5	\$164,951	0	\$0	4	\$123,686	0	\$0	1	\$41,265
	Professional Services	>\$5K, <=\$100K	7	\$247,350	2	\$45,850	0	\$0	2	\$45,850	0	\$0	0	\$0
	Standardized Services	<=\$5K	38	\$123,226	8	\$30,526	1	\$5,000	1	\$4,924	3	\$8,629	3	\$11,973
DCP	Architecture/ Engineering	>\$100K, <\$1M	1	\$229,042	1	\$229,042	0	\$0	0	\$0	0	\$0	1	\$229,042
	Goods	<=\$5K	73	\$108,192	21	\$23,107	0	\$0	8	\$6,956	0	\$0	13	\$16,152
		>\$5K, <=\$100K	10	\$220,380	1	\$24,557	0	\$0	1	\$24,557	0	\$0	0	\$0
	Professional Services	<=\$5K	6	\$5,015	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Standardized Services	<=\$5K	43	\$62,485	3	\$4,031	0	\$0	0	\$0	3	\$4,031	0	\$0
		>\$5K, <=\$100K	10	\$127,626	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
DDC	Architecture/ Engineering	>\$100K, <\$1M	1	\$500,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	56	\$280,626,401	12	\$58,556,280	1	\$4,000,000	3	\$22,556,280	1	\$4,000,000	7	\$28,000,000
	Construction Services	<=\$5K	7	\$21,730	2	\$6,261	0	\$0	2	\$6,261	0	\$0	0	\$0
		>\$100K, <\$1M	6	\$4,636,839	1	\$751,000	0	\$0	1	\$751,000	0	\$0	0	\$0
		>=\$1M	79	\$997,366,490	6	\$61,600,176	0	\$0	4	\$12,823,444	2	\$48,776,732	0	\$0
	Goods	<=\$5K	97	\$197,341	19	\$58,524	2	\$5,783	6	\$15,956	1	\$638	10	\$36,147

Appendix B - Additional Data from Fiscal Year 2013 Procurement Indicators Report

Prime Contracts Disaggregated by Agency, Industry, Dollar Range, and Ethnicity/ Gender														
Agency	Industry	Size Group	Total Value		Total M/WBE		African American		Asian American		Hispanic American		Caucasian Female	
			#	Value	#	Value	#	Value	#	Value	#	Value	#	Value
	Professional Services	>\$5K, <=\$100K	14	\$306,949	6	\$59,461	0	\$0	2	\$20,746	2	\$25,089	2	\$13,626
		<=\$5K	31	\$86,083	5	\$18,349	3	\$11,350	0	\$0	0	\$0	2	\$6,999
		>\$100K, <\$1M	1	\$500,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	11	\$45,507,607	3	\$4,500,000	0	\$0	2	\$3,000,000	0	\$0	1	\$1,500,000
	Standardized Services	<=\$5K	138	\$273,391	6	\$11,682	3	\$4,150	0	\$0	0	\$0	3	\$7,532
		>\$5K, <=\$100K	24	\$544,290	5	\$49,658	0	\$0	2	\$30,270	1	\$7,920	2	\$11,468
		>\$100K, <\$1M	1	\$289,400	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	4	\$6,312,766	2	\$3,312,766	0	\$0	0	\$0	0	\$0	2	\$3,312,766
DEP	Architecture/ Engineering	>\$100K, <\$1M	2	\$802,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	19	\$204,522,973	1	\$3,400,000	0	\$0	1	\$3,400,000	0	\$0	0	\$0
	Construction Services	>\$5K, <=\$100K	2	\$70,910	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$100K, <\$1M	1	\$508,150	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	14	\$199,942,548	3	\$14,990,000	1	\$10,000,000	2	\$4,990,000	0	\$0	0	\$0
	Goods	<=\$5K	23	\$78,579	21	\$78,229	2	\$5,370	11	\$48,207	4	\$9,526	4	\$15,126
		>\$5K, <=\$100K	201	\$5,833,875	74	\$1,882,466	1	\$6,000	2	\$55,492	6	\$95,749	65	\$1,725,225
		>=\$1M	1	\$3,027,528	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Professional Services	<=\$5K	5	\$16,720	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	4	\$236,620	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0

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Prime Contracts Disaggregated by Agency, Industry, Dollar Range, and Ethnicity/ Gender															
Agency	Industry	Size Group	Total Value		Total M/WBE		African American		Asian American		Hispanic American		Caucasian Female		
			#	Value	#	Value	#	Value	#	Value	#	Value	#	Value	
		>\$100K, <\$1M	1	\$329,832	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
		>=\$1M	3	\$17,626,139	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
	Standardized Services	<=\$5K	1,487	\$4,968,276	532	\$1,923,141	25	\$72,897	96	\$309,512	52	\$177,374	359	\$1,363,357	
		>\$5K, <=\$100K	98	\$4,616,081	7	\$443,689	0	\$0	1	\$60,000	3	\$163,897	3	\$219,792	
		>\$100K, <\$1M	21	\$10,660,503	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
		>=\$1M	32	\$118,526,233	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
DFTA	Goods	<=\$5K	3	\$9,750	1	\$2,500	0	\$0	0	\$0	1	\$2,500	0	\$0	
		>=\$1M	1	\$2,294,831	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
	Human Services	>\$5K, <=\$100K	4	\$324,578	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
		>\$100K, <\$1M	163	\$78,858,666	1	\$909,908	0	\$0	0	\$0	0	\$0	1	\$909,908	
		>=\$1M	221	\$352,126,447	5	\$6,370,743	0	\$0	0	\$0	0	\$0	5	\$6,370,743	
	Professional Services	<=\$5K	29	\$135,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
		>\$5K, <=\$100K	2	\$115,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
		>\$100K, <\$1M	1	\$750,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
	Standardized Services	<=\$5K	187	\$449,927	15	\$56,531	4	\$16,000	1	\$5,000	3	\$6,360	7	\$29,171	
		>\$5K, <=\$100K	8	\$407,210	1	\$60,000	1	\$60,000	0	\$0	0	\$0	0	\$0	
		>=\$1M	1	\$2,000,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
	DHS	Architecture/ Engineering	>\$100K, <\$1M	2	\$1,326,204	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		Construction Services	<=\$5K	1	\$4,100	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
			>=\$1M	4	\$6,500,000	2	\$3,000,000	0	\$0	2	\$3,000,000	0	\$0	0	\$0
Goods		<=\$5K	20	\$62,570	5	\$13,257	1	\$1,109	2	\$2,425	0	\$0	2	\$9,722	

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Prime Contracts Disaggregated by Agency, Industry, Dollar Range, and Ethnicity/ Gender															
Agency	Industry	Size Group	Total Value		Total M/WBE		African American		Asian American		Hispanic American		Caucasian Female		
			#	Value	#	Value	#	Value	#	Value	#	Value	#	Value	
	Human Services	>\$5K, <=\$100K	67	\$899,391	33	\$408,081	7	\$70,533	1	\$12,353	2	\$30,430	23	\$294,765	
		>\$5K, <=\$100K	8	\$340,875	1	\$25,000	1	\$25,000	0	\$0	0	\$0	0	\$0	
		>\$100K, <\$1M	8	\$3,711,457	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
		>=\$1M	40	\$653,114,321	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
	Professional Services	<=\$5K	7	\$25,715	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
		>\$5K, <=\$100K	3	\$21,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
	Standardized Services	<=\$5K	75	\$153,949	7	\$12,445	2	\$780	1	\$4,995	2	\$5,500	2	\$1,171	
		>\$5K, <=\$100K	45	\$1,399,267	7	\$294,916	3	\$139,100	1	\$23,500	1	\$92,500	2	\$39,816	
		>\$100K, <\$1M	6	\$1,887,418	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
		>=\$1M	2	\$10,392,450	1	\$3,692,000	0	\$0	0	\$0	0	\$0	1	\$3,692,000	
	DOB	Goods	<=\$5K	13	\$23,643	9	\$14,131	0	\$0	1	\$4,353	1	\$2,464	7	\$7,314
			>\$5K, <=\$100K	14	\$249,640	8	\$88,998	0	\$0	2	\$18,755	1	\$19,434	5	\$50,809
>\$100K, <\$1M			1	\$137,556	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
Professional Services		<=\$5K	3	\$10,700	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
		>\$5K, <=\$100K	16	\$323,680	2	\$70,398	0	\$0	0	\$0	1	\$49,800	1	\$20,598	
		>\$100K, <\$1M	1	\$252,000	1	\$252,000	0	\$0	0	\$0	0	\$0	1	\$252,000	
		>=\$1M	1	\$2,943,119	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
Standardized Services		<=\$5K	85	\$114,664	38	\$26,030	2	\$3,350	7	\$6,808	7	\$2,418	22	\$13,455	
		>\$5K, <=\$100K	41	\$1,122,431	5	\$199,140	0	\$0	3	\$177,040	0	\$0	2	\$22,100	
		>\$100K, <\$1M	3	\$1,176,729	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	

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Prime Contracts Disaggregated by Agency, Industry, Dollar Range, and Ethnicity/ Gender														
Agency	Industry	Size Group	Total Value		Total M/WBE		African American		Asian American		Hispanic American		Caucasian Female	
			#	Value	#	Value	#	Value	#	Value	#	Value	#	Value
		>=\$1M	2	\$6,526,697	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
DOC	Architecture/Engineering	>=\$1M	2	\$2,830,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Construction Services	>=\$1M	3	\$20,489,518	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Goods	<=\$5K	217	\$548,473	67	\$184,588	5	\$17,557	14	\$33,180	11	\$30,941	37	\$102,910
		>\$5K, <=\$100K	126	\$3,342,240	63	\$1,618,353	7	\$130,483	16	\$442,359	11	\$294,001	29	\$751,510
	Human Services	>\$100K, <\$1M	2	\$639,667	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	4	\$10,534,200	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Professional Services	<=\$5K	3	\$8,625	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	5	\$180,555	2	\$50,000	0	\$0	2	\$50,000	0	\$0	0	\$0
	Standardized Services	<=\$5K	129	\$342,341	18	\$52,846	3	\$14,111	5	\$9,160	3	\$10,538	7	\$19,038
		>\$5K, <=\$100K	52	\$1,889,886	8	\$351,746	1	\$100,000	2	\$47,200	2	\$125,000	3	\$79,546
		>\$100K, <\$1M	5	\$1,146,641	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	2	\$3,058,490	1	\$1,529,690	0	\$0	0	\$0	0	\$0	1	\$1,529,690
	DOF	Goods	<=\$5K	83	\$104,765	6	\$14,817	3	\$3,543	1	\$2,840	1	\$4,961	1
>\$5K, <=\$100K			13	\$284,722	2	\$15,484	0	\$0	0	\$0	1	\$8,227	1	\$7,257
Professional Services		<=\$5K	4	\$5,190	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	4	\$171,170	1	\$100,000	0	\$0	0	\$0	0	\$0	1	\$100,000
Standardized Services		<=\$5K	124	\$237,519	1	\$2,693	0	\$0	1	\$2,693	0	\$0	0	\$0
		>\$5K, <=\$100K	48	\$1,482,455	6	\$281,638	0	\$0	2	\$115,116	3	\$66,522	1	\$100,000
	>\$100K, <\$1M	2	\$1,173,984	1	\$393,984	0	\$0	1	\$393,984	0	\$0	0	\$0	

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Prime Contracts Disaggregated by Agency, Industry, Dollar Range, and Ethnicity/ Gender														
Agency	Industry	Size Group	Total Value		Total M/WBE		African American		Asian American		Hispanic American		Caucasian Female	
			#	Value	#	Value	#	Value	#	Value	#	Value	#	Value
		>=\$1M	2	\$12,146,366	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
DOHMH	Architecture/ Engineering	>\$5K, <=\$100K	1	\$100,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Goods	<=\$5K	423	\$1,299,351	40	\$99,230	6	\$15,649	10	\$29,283	7	\$11,487	17	\$42,810
		>\$5K, <=\$100K	226	\$5,451,461	68	\$1,786,819	8	\$185,228	18	\$557,250	10	\$332,835	32	\$711,505
	Human Services	<=\$5K	4	\$3,789	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	6	\$316,838	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$100K, <\$1M	54	\$24,659,784	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	57	\$541,377,513	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Professional Services	<=\$5K	21	\$46,479	1	\$5,000	0	\$0	1	\$5,000	0	\$0	0	\$0
		>\$5K, <=\$100K	14	\$529,285	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$100K, <\$1M	1	\$500,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	6	\$14,000,000	1	\$1,000,000	0	\$0	0	\$0	1	\$1,000,000	0	\$0
	Standardized Services	<=\$5K	217	\$472,320	13	\$24,521	1	\$1,230	2	\$929	1	\$4,600	9	\$17,762
		>\$5K, <=\$100K	83	\$3,064,816	11	\$343,148	1	\$25,000	6	\$167,248	1	\$20,000	3	\$130,900
		>\$100K, <\$1M	2	\$406,144	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	1	\$1,011,274,803	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	DOI	Goods	<=\$5K	3	\$5,004	1	\$4,560	0	\$0	0	\$0	1	\$4,560	0
>\$5K, <=\$100K			9	\$110,145	1	\$5,337	0	\$0	1	\$5,337	0	\$0	0	\$0
Professional Services		>\$5K, <=\$100K	6	\$497,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0

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Prime Contracts Disaggregated by Agency, Industry, Dollar Range, and Ethnicity/ Gender														
Agency	Industry	Size Group	Total Value		Total M/WBE		African American		Asian American		Hispanic American		Caucasian Female	
			#	Value	#	Value	#	Value	#	Value	#	Value	#	Value
		>\$100K, <\$1M	1	\$400,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	1	\$1,125,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Standardized Services	<=\$5K	69	\$133,346	9	\$11,505	0	\$0	6	\$8,650	1	\$119	2	\$2,736
		>\$5K, <=\$100K	11	\$127,295	2	\$14,611	0	\$0	0	\$0	2	\$14,611	0	\$0
DOITT	Goods	<=\$5K	13	\$36,157	10	\$25,867	2	\$5,756	2	\$2,857	2	\$5,359	4	\$11,895
		>\$5K, <=\$100K	34	\$755,528	18	\$403,596	2	\$17,532	8	\$248,571	4	\$96,541	4	\$40,953
	Professional Services	<=\$5K	1	\$5,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	2	\$199,999	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$100K, <\$1M	2	\$1,087,785	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	2	\$4,408,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Standardized Services	<=\$5K	133	\$313,005	32	\$56,671	4	\$5,691	9	\$13,280	8	\$20,934	11	\$16,766
		>\$5K, <=\$100K	32	\$945,531	4	\$180,742	1	\$20,400	2	\$124,610	1	\$35,732	0	\$0
		>\$100K, <\$1M	9	\$3,252,432	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	4	\$4,000,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
DOP	Goods	<=\$5K	96	\$102,875	40	\$31,515	1	\$4,305	15	\$10,622	6	\$2,874	18	\$13,714
		>\$5K, <=\$100K	9	\$97,963	5	\$52,170	2	\$15,542	1	\$6,337	1	\$23,755	1	\$6,536
	Human Services	>\$5K, <=\$100K	2	\$125,000	1	\$40,000	0	\$0	1	\$40,000	0	\$0	0	\$0
		>\$100K, <\$1M	5	\$4,291,669	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	2	\$5,339,496	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0

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Prime Contracts Disaggregated by Agency, Industry, Dollar Range, and Ethnicity/ Gender														
Agency	Industry	Size Group	Total Value		Total M/WBE		African American		Asian American		Hispanic American		Caucasian Female	
			#	Value	#	Value	#	Value	#	Value	#	Value	#	Value
	Professional Services	<=\$5K	2	\$6,620	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	11	\$683,100	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Standardized Services	<=\$5K	53	\$84,699	4	\$6,035	1	\$3,800	1	\$1,250	0	\$0	2	\$985
		>\$5K, <=\$100K	11	\$370,036	2	\$54,692	0	\$0	0	\$0	2	\$54,692	0	\$0
DOT	Architecture/ Engineering	>\$100K, <\$1M	1	\$550,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	9	\$32,616,575	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Construction Services	>=\$1M	6	\$125,501,010	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Goods	<=\$5K	140	\$373,322	36	\$135,731	9	\$34,498	6	\$20,675	6	\$21,818	15	\$58,741
		>\$5K, <=\$100K	180	\$6,595,616	63	\$2,237,081	11	\$458,198	6	\$200,971	7	\$177,240	39	\$1,400,673
		>=\$1M	6	\$72,730,635	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Professional Services	<=\$5K	2	\$2,070	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	10	\$378,560	5	\$194,310	0	\$0	2	\$112,949	3	\$81,361	0	\$0
		>=\$1M	4	\$24,070,765	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Standardized Services	<=\$5K	177	\$543,457	15	\$52,685	3	\$7,540	2	\$10,000	2	\$2,000	8	\$33,145
		>\$5K, <=\$100K	97	\$3,496,004	15	\$641,679	2	\$125,000	7	\$424,179	2	\$20,000	4	\$72,500
		>\$100K, <\$1M	11	\$5,097,484	1	\$165,600	0	\$0	1	\$165,600	0	\$0	0	\$0
		>=\$1M	22	\$82,964,177	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
DPR	Architecture/ Engineering	>=\$1M	7	\$14,000,000	3	\$6,000,000	0	\$0	2	\$4,000,000	0	\$0	1	\$2,000,000
	Construction Services	>\$5K, <=\$100K	9	\$493,553	2	\$89,018	0	\$0	1	\$47,000	0	\$0	1	\$42,018

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Prime Contracts Disaggregated by Agency, Industry, Dollar Range, and Ethnicity/ Gender															
Agency	Industry	Size Group	Total Value		Total M/WBE		African American		Asian American		Hispanic American		Caucasian Female		
			#	Value	#	Value	#	Value	#	Value	#	Value	#	Value	
		>\$100K, <\$1M	37	\$19,792,045	11	\$5,807,092	0	\$0	5	\$2,740,805	3	\$1,285,521	3	\$1,780,766	
		>=\$1M	49	\$100,820,334	7	\$12,236,731	0	\$0	3	\$4,807,631	1	\$1,166,100	3	\$6,263,000	
	Goods	<=\$5K	1,235	\$2,993,697	362	\$950,695	27	\$66,406	73	\$199,340	62	\$136,887	200	\$548,061	
		>\$5K, <=\$100K	317	\$5,497,125	127	\$2,058,186	13	\$196,441	23	\$314,238	14	\$359,356	77	\$1,188,151	
	Professional Services	<=\$5K	7	\$22,180	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
		>\$5K, <=\$100K	3	\$113,900	1	\$40,000	0	\$0	0	\$0	0	\$0	1	\$40,000	
		>=\$1M	1	\$1,728,639	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
	Standardized Services	<=\$5K	451	\$928,720	36	\$86,853	2	\$1,510	5	\$12,200	3	\$8,755	26	\$64,388	
		>\$5K, <=\$100K	86	\$2,663,544	13	\$453,312	1	\$16,580	2	\$116,550	1	\$11,105	9	\$309,077	
		>\$100K, <\$1M	16	\$6,067,534	1	\$263,950	0	\$0	0	\$0	0	\$0	1	\$263,950	
		>=\$1M	9	\$18,625,145	1	\$2,000,000	0	\$0	0	\$0	1	\$2,000,000	0	\$0	
	DSBS	Construction Services	<=\$5K	1	\$1,440	1	\$1,440	0	\$0	1	\$1,440	0	\$0	0	\$0
			>\$5K, <=\$100K	2	\$16,078	2	\$16,078	2	\$16,078	0	\$0	0	\$0	0	\$0
		Goods	<=\$5K	23	\$32,109	11	\$18,766	3	\$1,386	3	\$6,556	2	\$4,415	3	\$6,409
>\$5K, <=\$100K			7	\$105,921	1	\$5,804	0	\$0	1	\$5,804	0	\$0	0	\$0	
>\$100K, <\$1M			1	\$216,240	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
Human Services		<=\$5K	5	\$3,930	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
		>\$5K, <=\$100K	1	\$84,824	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	
		>=\$1M	2	\$3,975,000	2	\$3,975,000	0	\$0	0	\$0	0	\$0	2	\$3,975,000	
Professional		<=\$5K	37	\$97,304	8	\$26,223	4	\$10,140	0	\$0	1	\$4,933	3	\$11,150	

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Prime Contracts Disaggregated by Agency, Industry, Dollar Range, and Ethnicity/ Gender														
Agency	Industry	Size Group	Total Value		Total M/WBE		African American		Asian American		Hispanic American		Caucasian Female	
			#	Value	#	Value	#	Value	#	Value	#	Value	#	Value
	Services	>\$5K, <=\$100K	8	\$506,590	4	\$344,590	4	\$344,590	0	\$0	0	\$0	0	\$0
		>\$100K, <\$1M	1	\$150,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Standardized Services	<=\$5K	95	\$141,552	17	\$24,769	7	\$12,658	5	\$4,693	1	\$888	4	\$6,531
		>\$5K, <=\$100K	18	\$561,106	11	\$438,256	4	\$172,795	2	\$46,300	4	\$144,301	1	\$74,860
DSNY	Architecture/ Engineering	>\$5K, <=\$100K	2	\$198,000	1	\$98,000	0	\$0	0	\$0	1	\$98,000	0	\$0
	Construction Services	>\$100K, <\$1M	1	\$514,946	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Goods	<=\$5K	4	\$10,815	2	\$5,642	0	\$0	0	\$0	0	\$0	2	\$5,642
		>\$5K, <=\$100K	88	\$4,050,540	23	\$822,131	1	\$8,448	11	\$361,726	2	\$73,730	9	\$378,228
		>\$100K, <\$1M	3	\$1,054,457	1	\$267,000	0	\$0	0	\$0	1	\$267,000	0	\$0
		>=\$1M	1	\$3,150,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Professional Services	<=\$5K	20	\$41,206	1	\$5,000	0	\$0	0	\$0	0	\$0	1	\$5,000
		>\$5K, <=\$100K	3	\$223,000	1	\$25,000	0	\$0	0	\$0	0	\$0	1	\$25,000
	Standardized Services	<=\$5K	1,248	\$2,874,263	171	\$396,210	32	\$83,673	16	\$27,927	32	\$65,581	91	\$219,029
		>\$5K, <=\$100K	44	\$2,541,808	9	\$456,244	7	\$350,934	1	\$5,310	0	\$0	1	\$100,000
		>\$100K, <\$1M	22	\$9,365,303	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	20	\$368,471,740	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
DYCD	Goods	<=\$5K	2	\$3,363	1	\$363	0	\$0	0	\$0	1	\$363	0	\$0
		>\$5K, <=\$100K	19	\$252,447	6	\$59,853	0	\$0	0	\$0	2	\$17,208	4	\$42,645
	Human Services	>\$5K, <=\$100K	251	\$16,547,629	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0

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Prime Contracts Disaggregated by Agency, Industry, Dollar Range, and Ethnicity/ Gender														
Agency	Industry	Size Group	Total Value		Total M/WBE		African American		Asian American		Hispanic American		Caucasian Female	
			#	Value	#	Value	#	Value	#	Value	#	Value	#	Value
		>\$100K, <\$1M	407	\$184,976,985	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	98	\$134,989,359	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Professional Services	>\$5K, <=\$100K	1	\$80,576	1	\$80,576	1	\$80,576	0	\$0	0	\$0	0	\$0
		>\$100K, <\$1M	4	\$1,556,325	2	\$628,584	0	\$0	2	\$628,584	0	\$0	0	\$0
	Standardized Services	<=\$5K	116	\$193,167	23	\$32,681	2	\$2,677	8	\$4,115	5	\$8,845	8	\$17,044
		>\$5K, <=\$100K	1	\$8,365	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
FDNY	Construction Services	>\$5K, <=\$100K	3	\$67,480	2	\$50,780	0	\$0	0	\$0	0	\$0	2	\$50,780
	Goods	<=\$5K	120	\$383,463	15	\$47,450	0	\$0	4	\$10,347	2	\$10,000	9	\$27,104
		>\$5K, <=\$100K	330	\$9,105,207	76	\$2,003,050	11	\$294,348	15	\$278,954	3	\$110,925	47	\$1,318,823
	Professional Services	<=\$5K	2	\$5,103	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	1	\$1,704,679	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Standardized Services	<=\$5K	43	\$135,248	2	\$6,862	0	\$0	0	\$0	1	\$4,754	1	\$2,108
		>\$5K, <=\$100K	70	\$2,367,649	14	\$786,337	1	\$16,535	1	\$22,452	2	\$43,350	10	\$704,000
		>\$100K, <\$1M	5	\$1,963,955	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
>=\$1M		6	\$63,323,481	1	\$33,462,937	0	\$0	1	\$33,462,937	0	\$0	0	\$0	
HPD	Construction Services	<=\$5K	8,621	\$4,975,191	3,066	\$1,960,532	419	\$457,977	2,591	\$1,455,539	42	\$40,735	14	\$6,280
		>\$5K, <=\$100K	242	\$4,582,683	100	\$2,188,743	26	\$327,508	59	\$1,059,657	1	\$16,604	14	\$784,974
		>\$100K, <\$1M	9	\$2,742,058	3	\$569,221	0	\$0	0	\$0	0	\$0	3	\$569,221
		>=\$1M	2	\$5,825,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Goods	<=\$5K	41	\$57,571	26	\$34,287	2	\$2,682	2	\$5,985	3	\$2,792	19	\$22,828

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Prime Contracts Disaggregated by Agency, Industry, Dollar Range, and Ethnicity/ Gender														
Agency	Industry	Size Group	Total Value		Total M/WBE		African American		Asian American		Hispanic American		Caucasian Female	
			#	Value	#	Value	#	Value	#	Value	#	Value	#	Value
		>\$5K, <=\$100K	55	\$1,229,625	42	\$973,498	8	\$258,366	7	\$108,866	15	\$337,924	12	\$268,342
	Human Services	>\$100K, <\$1M	6	\$1,770,437	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	1	\$1,736,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Professional Services	<=\$5K	1	\$5,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	8	\$411,227	3	\$64,200	3	\$64,200	0	\$0	0	\$0	0	\$0
		>\$100K, <\$1M	1	\$300,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Standardized Services	<=\$5K	383	\$480,505	162	\$137,338	15	\$11,168	70	\$53,812	11	\$21,409	66	\$50,949
		>\$5K, <=\$100K	39	\$1,504,703	13	\$491,769	1	\$97,100	4	\$262,080	4	\$84,776	4	\$47,813
		>\$100K, <\$1M	4	\$1,802,713	2	\$949,380	1	\$451,397	0	\$0	0	\$0	1	\$497,983
	HRA	Architecture/ Engineering	<=\$5K	1	\$5,000	0	\$0	0	\$0	0	\$0	0	\$0	0
Goods		<=\$5K	311	\$498,611	204	\$281,044	54	\$85,829	60	\$85,775	34	\$45,341	56	\$64,100
		>\$5K, <=\$100K	66	\$1,255,141	34	\$511,585	9	\$146,122	7	\$113,395	6	\$78,715	12	\$173,353
Human Services		<=\$5K	21	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	1	\$30,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$100K, <\$1M	33	\$14,395,569	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	49	\$513,076,040	1	\$17,807,574	0	\$0	0	\$0	0	\$0	1	\$17,807,574
Professional Services		<=\$5K	7	\$23,350	1	\$5,000	0	\$0	0	\$0	0	\$0	1	\$5,000
		>\$5K, <=\$100K	15	\$538,363	3	\$63,909	0	\$0	0	\$0	2	\$43,909	1	\$20,000
		>\$100K, <\$1M	8	\$4,533,333	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0

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Prime Contracts Disaggregated by Agency, Industry, Dollar Range, and Ethnicity/ Gender														
Agency	Industry	Size Group	Total Value		Total M/WBE		African American		Asian American		Hispanic American		Caucasian Female	
			#	Value	#	Value	#	Value	#	Value	#	Value	#	Value
	Standardized Services	>=\$1M	1	\$3,516,220	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		<=\$5K	86	\$294,662	33	\$79,999	1	\$3,928	12	\$28,233	8	\$17,829	12	\$30,010
		>\$5K, <=\$100K	71	\$2,904,305	16	\$922,378	4	\$248,059	5	\$322,919	5	\$324,904	2	\$26,497
		>\$100K, <\$1M	5	\$1,868,625	1	\$237,005	0	\$0	0	\$0	0	\$0	1	\$237,005
		>=\$1M	4	\$37,809,751	1	\$3,899,099	0	\$0	0	\$0	0	\$0	1	\$3,899,099
Law	Goods	<=\$5K	5	\$5,785	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	11	\$233,948	4	\$132,422	0	\$0	3	\$126,442	0	\$0	1	\$5,980
	Professional Services	<=\$5K	198	\$501,331	1	\$1,575	0	\$0	0	\$0	1	\$1,575	0	\$0
		>\$5K, <=\$100K	148	\$2,832,254	3	\$58,750	1	\$7,500	0	\$0	0	\$0	2	\$51,250
		>\$100K, <\$1M	12	\$6,132,400	2	\$1,414,000	0	\$0	0	\$0	0	\$0	2	\$1,414,000
		>=\$1M	4	\$4,465,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Standardized Services	<=\$5K	517	\$906,743	50	\$116,831	7	\$27,678	11	\$26,372	4	\$7,668	28	\$55,113
		>\$5K, <=\$100K	15	\$300,590	1	\$83,208	1	\$83,208	0	\$0	0	\$0	0	\$0
LPC	Construction Services	>\$5K, <=\$100K	4	\$77,000	1	\$20,000	0	\$0	1	\$20,000	0	\$0	0	\$0
	Goods	<=\$5K	3	\$7,162	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	3	\$25,297	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Standardized Services	<=\$5K	40	\$51,244	14	\$21,578	3	\$11,000	0	\$0	2	\$6,030	9	\$4,548
		>\$5K, <=\$100K	6	\$86,463	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
NYPD	Architecture/Engineering	>\$5K, <=\$100K	1	\$27,500	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0

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Prime Contracts Disaggregated by Agency, Industry, Dollar Range, and Ethnicity/ Gender														
Agency	Industry	Size Group	Total Value		Total M/WBE		African American		Asian American		Hispanic American		Caucasian Female	
			#	Value	#	Value	#	Value	#	Value	#	Value	#	Value
	Construction Services	>\$5K, <=\$100K	1	\$38,450	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$100K, <\$1M	4	\$3,146,956	3	\$2,267,956	0	\$0	2	\$1,309,063	0	\$0	1	\$958,893
		>=\$1M	1	\$2,645,000	1	\$2,645,000	0	\$0	1	\$2,645,000	0	\$0	0	\$0
	Goods	<=\$5K	2,732	\$6,064,780	613	\$1,306,946	53	\$123,037	126	\$252,116	89	\$174,523	345	\$757,270
		>\$5K, <=\$100K	599	\$12,909,193	142	\$2,575,078	14	\$262,444	9	\$108,439	19	\$447,294	100	\$1,756,901
	Professional Services	<=\$5K	9	\$31,775	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	2	\$92,500	1	\$25,000	0	\$0	0	\$0	0	\$0	1	\$25,000
		>=\$1M	2	\$3,621,173	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Standardized Services	<=\$5K	734	\$1,310,381	23	\$67,591	4	\$10,679	3	\$12,999	6	\$14,277	10	\$29,636
		>\$5K, <=\$100K	104	\$2,351,708	7	\$207,756	1	\$17,286	2	\$116,185	2	\$15,610	2	\$58,675
		>\$100K, <\$1M	10	\$5,269,918	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	1	\$1,835,929	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	OATH	Goods	<=\$5K	7	\$17,588	6	\$16,021	3	\$6,933	1	\$880	1	\$4,983	1
>\$5K, <=\$100K			12	\$148,693	10	\$135,940	3	\$61,406	4	\$56,104	1	\$5,163	2	\$13,267
Professional Services		<=\$5K	3	\$6,400	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	1	\$20,397	1	\$20,397	0	\$0	0	\$0	0	\$0	1	\$20,397
Standardized Services		<=\$5K	86	\$180,901	41	\$89,026	14	\$35,158	9	\$19,707	8	\$18,207	10	\$15,954
		>\$5K, <=\$100K	6	\$205,428	2	\$92,446	1	\$14,993	0	\$0	0	\$0	1	\$77,453
OEM	Goods	<=\$5K	26	\$72,145	3	\$8,076	0	\$0	2	\$7,276	0	\$0	1	\$800
		>\$5K, <=\$100K	15	\$372,209	5	\$127,540	0	\$0	3	\$112,625	0	\$0	2	\$14,915

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Prime Contracts Disaggregated by Agency, Industry, Dollar Range, and Ethnicity/ Gender														
Agency	Industry	Size Group	Total Value		Total M/WBE		African American		Asian American		Hispanic American		Caucasian Female	
			#	Value	#	Value	#	Value	#	Value	#	Value	#	Value
	Professional Services	>\$100K, <\$1M	1	\$427,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		<=\$5K	2	\$500	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	3	\$212,965	1	\$100,000	0	\$0	1	\$100,000	0	\$0	0	\$0
	Standardized Services	<=\$5K	62	\$159,481	4	\$9,041	0	\$0	0	\$0	0	\$0	4	\$9,041
		>\$5K, <=\$100K	10	\$593,514	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$100K, <\$1M	2	\$370,568	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>=\$1M	1	\$1,000,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
TLC	Goods	<=\$5K	1	\$5,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
		>\$5K, <=\$100K	23	\$565,784	4	\$65,314	0	\$0	1	\$14,597	2	\$26,147	1	\$24,570
	Professional Services	>\$5K, <=\$100K	1	\$11,925	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Standardized Services	<=\$5K	314	\$552,480	44	\$62,108	6	\$14,108	2	\$1,235	22	\$30,215	14	\$16,551
		>\$5K, <=\$100K	22	\$296,342	1	\$8,613	0	\$0	0	\$0	1	\$8,613	0	\$0
		>\$100K, <\$1M	1	\$720,950	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0

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Utilization by Industry: Summary FY 2007 - FY 2013						
Architecture/ Engineering						
Fiscal Year/ Dollar Range	Total Dollar Volume	African- American	Asian- American	Hispanic- American	Caucasian Women	All M/WBE
		%	%	%	%	%
Fiscal 2013	\$538,378,696	0.74%	5.56%	0.76%	5.61%	12.68%
>\$5K - \$100K	\$375,500	0.00%	0.00%	26.10%	0.00%	26.10%
>\$100K - \$1M	\$3,407,246	0.00%	0.00%	0.00%	6.72%	6.72%
>=\$1M	\$534,595,950	0.75%	5.60%	0.75%	5.61%	12.71%
Fiscal 2012	\$414,359,511	1.93%	19.59%	0.00%	3.38%	24.90%
>\$5K - \$100K	\$528,419	0.00%	5.58%	0.00%	0.00%	5.58%
>\$100K - \$1M	\$2,274,112	0.00%	35.53%	0.00%	0.00%	35.53%
>=\$1M	\$411,556,980	1.94%	19.52%	0.00%	3.40%	24.87%
Fiscal 2011	\$248,988,578	0.00%	11.55%	0.00%	5.48%	17.03%
>\$5K - \$100K	\$878,597	1.24%	24.93%	0.00%	0.00%	26.16%
>\$100K - \$1M	\$7,080,176	0.00%	31.24%	0.00%	23.16%	54.39%
>=\$1M	\$241,029,806	0.00%	10.92%	0.00%	4.98%	15.90%
Fiscal 2010	\$408,719,105	0.00%	4.44%	0.99%	4.66%	10.08%
>\$5K - \$100K	\$303,062	0.00%	0.00%	8.80%	33.00%	41.79%
>\$100K - \$1M	\$3,300,718	0.00%	28.83%	0.00%	28.14%	56.97%
>=\$1M	\$405,115,325	0.00%	4.24%	0.99%	4.44%	9.67%
Fiscal 2009	\$361,522,838	0.00%	12.00%	0.00%	1.00%	13.00%
>\$5K - \$100K	\$1,630,305	0.00%	5.40%	0.00%	7.20%	12.60%
>\$100K - \$1M	\$10,845,043	0.00%	1.10%	0.00%	0.00%	1.10%
>=\$1M	\$349,047,490	0.00%	12.40%	0.00%	1.00%	13.30%
Fiscal 2008	\$341,719,942	0.00%	2.30%	0.00%	0.00%	2.30%
>\$5K - \$100K	\$1,354,415	8.40%	13.40%	0.00%	7.40%	29.10%
>\$100K - \$1M	\$9,339,255	0.00%	0.00%	0.00%	0.00%	0.00%
>=\$1M	\$331,026,272	0.00%	2.30%	0.00%	0.00%	2.30%
Fiscal 2007	\$186,974,272	1.20%	0.00%	0.00%	8.70%	9.80%
>\$5K - \$100K	\$508,400	13.80%	0.00%	0.00%	39.30%	53.10%
>\$100K - \$1M	\$1,439,532	0.00%	0.00%	0.00%	0.00%	0.00%
>=\$1M	\$185,026,340	1.10%	0.00%	0.00%	8.60%	9.80%
All Years	\$2,500,662,942	0.57%	8.37%	0.32%	3.87%	21.45%
>\$5K - \$100K	\$5,578,698	3.48%	9.28%	2.23%	9.27%	32.68%
>\$100K - \$1M	\$37,686,082	0.00%	10.85%	0.00%	7.42%	20.02%
>=\$1M	\$2,457,398,162	0.57%	8.33%	0.33%	3.80%	21.44%

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Utilization by Industry: Summary FY 2007 - FY 2013						
Construction Services						
Fiscal Year/ Dollar Range	Total Dollar Volume	African- American	Asian- American	Hispanic- American	Caucasian Women	All M/WBE
		%	%	%	%	%
Fiscal 2013	\$1,565,958,494	0.78%	2.37%	3.29%	0.84%	7.29%
>\$5K - \$100K	\$8,216,286	7.96%	16.60%	3.84%	11.40%	39.80%
>\$100K - \$1M	\$33,791,178	0.00%	16.24%	3.80%	9.79%	29.84%
>=\$1M	\$1,523,951,030	0.76%	1.99%	3.28%	0.59%	6.61%
Fiscal 2012	\$1,356,365,201	0.27%	4.05%	0.78%	2.20%	7.29%
>\$5K - \$100K	\$10,369,001	1.02%	17.87%	3.07%	7.89%	29.85%
>\$100K - \$1M	\$39,983,764	0.00%	7.84%	1.05%	6.97%	15.86%
>=\$1M	\$1,306,012,436	0.27%	3.82%	0.75%	2.01%	6.85%
Fiscal 2011	\$1,363,483,507	0.06%	4.19%	0.28%	1.61%	6.13%
>\$5K - \$100K	\$1,930,482	3.22%	8.93%	1.45%	5.17%	18.76%
>\$100K - \$1M	\$36,327,386	2.03%	3.25%	1.39%	2.96%	9.63%
>=\$1M	\$1,325,225,638	0.00%	4.20%	0.25%	1.57%	6.02%
Fiscal 2010	\$5,152,091,798	0.02%	1.46%	0.94%	0.74%	3.16%
>\$5K - \$100K	\$7,006,285	1.94%	10.89%	2.84%	2.56%	18.22%
>\$100K - \$1M	\$69,678,971	1.50%	5.22%	3.21%	1.24%	11.17%
>=\$1M	\$5,075,406,542	0.00%	1.39%	0.90%	0.73%	3.03%
Fiscal 2009	\$2,502,111,258	0.30%	1.00%	1.20%	1.40%	3.90%
>\$5K - \$100K	\$19,763,979	1.40%	9.10%	0.80%	4.50%	15.70%
>\$100K - \$1M	\$112,300,328	0.30%	4.10%	1.90%	9.60%	15.90%
>=\$1M	\$2,370,046,951	0.30%	0.80%	1.20%	1.00%	3.20%
Fiscal 2008	\$5,399,156,535	0.00%	0.60%	0.30%	0.50%	1.50%
>\$5K - \$100K	\$14,886,190	0.60%	4.90%	0.50%	4.70%	10.70%
>\$100K - \$1M	\$77,367,843	0.00%	2.00%	1.30%	8.40%	11.60%
>=\$1M	\$5,306,902,502	0.00%	0.60%	0.30%	0.40%	1.30%
Fiscal 2007	\$1,647,625,928	1.30%	0.00%	0.30%	1.90%	3.60%
>\$5K - \$100K	\$11,270,923	3.40%	0.80%	1.00%	1.40%	6.50%
>\$100K - \$1M	\$77,126,920	11.50%	0.60%	0.20%	4.10%	16.40%
>=\$1M	\$1,559,228,085	0.80%	0.00%	0.30%	1.80%	2.90%
All Years	\$18,986,792,721	0.24%	1.49%	0.89%	1.04%	3.66%
>\$5K - \$100K	\$73,443,147	2.32%	9.09%	1.62%	5.13%	18.16%
>\$100K - \$1M	\$446,576,390	2.46%	4.44%	1.68%	6.37%	14.96%
>=\$1M	\$18,466,773,183	0.18%	1.39%	0.87%	0.90%	3.33%

Appendix B - Additional Data from Fiscal Year 2013 Procurement Indicators Report

Utilization by Industry: Summary FY 2007 - FY 2013						
Goods						
Fiscal Year/ Dollar Range	Total Dollar Volume	African- American	Asian- American	Hispanic- American	Caucasian Women	All M/WBE
		%	%	%	%	%
Fiscal 2013	\$678,131,910	0.36%	0.56%	0.47%	2.23%	3.62%
>\$5K - \$100K	\$67,890,679	3.45%	5.58%	4.00%	16.12%	29.15%
>\$100K - \$1M	\$47,745,172	0.27%	0.00%	0.95%	0.78%	2.00%
>=\$1M	\$562,496,059	0.00%	0.00%	0.00%	0.68%	0.68%
Fiscal 2012	\$722,575,531	0.67%	0.79%	1.27%	1.94%	4.67%
>\$5K - \$100K	\$75,237,059	5.36%	6.18%	6.37%	17.11%	35.02%
>\$100K - \$1M	\$85,571,561	0.92%	1.26%	3.08%	1.37%	6.63%
>=\$1M	\$561,766,910	0.00%	0.00%	0.31%	0.00%	0.31%
Fiscal 2011	\$1,234,819,240	0.36%	0.27%	0.37%	1.25%	2.24%
>\$5K - \$100K	\$59,516,283	5.78%	5.06%	3.91%	16.31%	31.06%
>\$100K - \$1M	\$72,411,917	1.32%	0.46%	0.84%	2.89%	5.51%
>=\$1M	\$1,102,891,040	0.00%	0.00%	0.15%	0.33%	0.47%
Fiscal 2010	\$1,143,105,907	0.19%	0.33%	0.23%	0.65%	1.40%
>\$5K - \$100K	\$58,528,269	3.71%	4.74%	4.47%	11.61%	24.54%
>\$100K - \$1M	\$78,946,614	0.00%	0.00%	0.00%	0.76%	0.76%
>=\$1M	\$1,005,631,024	0.00%	0.10%	0.00%	0.00%	0.10%
Fiscal 2009	\$693,908,024	0.10%	0.10%	0.20%	1.00%	1.50%
>\$5K - \$100K	\$59,902,176	1.60%	1.50%	2.30%	5.30%	10.70%
>\$100K - \$1M	\$66,735,297	0.00%	0.00%	0.20%	0.50%	0.80%
>=\$1M	\$567,270,551	0.00%	0.00%	0.00%	0.60%	0.60%
Fiscal 2008	\$740,856,029	0.20%	0.30%	0.20%	1.80%	2.50%
>\$5K - \$100K	\$67,508,084	1.70%	3.20%	2.20%	4.00%	11.10%
>\$100K - \$1M	\$90,795,597	0.00%	0.00%	0.10%	1.20%	1.30%
>=\$1M	\$582,552,348	0.00%	0.00%	0.00%	1.60%	1.60%
Fiscal 2007	\$943,470,231	0.20%	0.20%	0.30%	0.20%	0.90%
>\$5K - \$100K	\$74,354,188	2.50%	2.00%	2.10%	3.10%	9.70%
>\$100K - \$1M	\$100,603,909	0.20%	0.00%	0.90%	0.00%	1.10%
>=\$1M	\$768,512,134	0.00%	0.00%	0.00%	0.00%	0.00%
All Years	\$6,156,866,872	0.61%	3.25%	1.94%	2.98%	8.78%
>\$5K - \$100K	\$462,936,738	1.58%	2.57%	1.74%	5.58%	11.47%
>\$100K - \$1M	\$542,810,067	2.20%	2.26%	1.64%	4.40%	10.50%
>=\$1M	\$3,485,732,967	0.53%	5.04%	2.93%	3.84%	12.34%

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Utilization by Industry: Summary FY 2007 - FY 2013						
Professional Services						
Fiscal Year/ Dollar Range	Total Dollar Volume	African- American	Asian- American	Hispanic- American	Caucasian Women	All M/WBE
		%	%	%	%	%
Fiscal 2013	\$214,597,368	0.64%	1.85%	0.55%	1.64%	4.67%
>\$5K - \$100K	\$9,747,893	6.32%	3.42%	1.80%	3.56%	15.10%
>\$100K - \$1M	\$19,550,136	3.84%	3.22%	0.00%	8.52%	15.57%
>=\$1M	\$185,299,339	0.00%	1.62%	0.54%	0.81%	2.97%
Fiscal 2012	\$455,224,179	0.15%	4.77%	0.03%	3.17%	8.13%
>\$5K - \$100K	\$10,157,279	4.52%	5.52%	1.51%	2.60%	14.13%
>\$100K - \$1M	\$37,052,995	0.67%	13.81%	0.00%	16.67%	31.15%
>=\$1M	\$408,013,905	0.00%	3.93%	0.00%	1.96%	5.89%
Fiscal 2011	\$148,910,872	0.39%	4.73%	1.21%	0.51%	6.84%
>\$5K - \$100K	\$11,512,338	4.99%	5.02%	1.05%	4.14%	15.19%
>\$100K - \$1M	\$14,315,780	0.00%	3.27%	0.00%	2.00%	5.28%
>=\$1M	\$123,082,754	0.00%	4.87%	1.37%	0.00%	6.24%
Fiscal 2010	\$212,103,261	0.35%	4.50%	0.04%	0.74%	5.62%
>\$5K - \$100K	\$12,484,128	2.44%	4.11%	0.67%	4.13%	11.35%
>\$100K - \$1M	\$12,178,139	3.60%	16.62%	0.00%	0.00%	20.22%
>=\$1M	\$187,440,994	0.00%	3.73%	0.00%	0.56%	4.29%
Fiscal 2009	\$440,683,467	0.90%	0.30%	0.30%	0.30%	1.70%
>\$5K - \$100K	\$17,692,282	0.60%	2.60%	0.60%	2.40%	6.30%
>\$100K - \$1M	\$25,491,546	2.80%	2.90%	0.00%	2.90%	8.70%
>=\$1M	\$397,499,639	0.70%	0.00%	0.30%	0.00%	1.00%
Fiscal 2008	\$737,938,837	0.10%	0.30%	0.00%	0.70%	1.20%
>\$5K - \$100K	\$16,363,109	2.80%	1.80%	0.20%	1.10%	6.00%
>\$100K - \$1M	\$19,070,381	2.40%	0.00%	0.00%	5.00%	7.40%
>=\$1M	\$702,505,347	0.00%	0.30%	0.00%	0.60%	0.90%
Fiscal 2007	\$2,565,470,223	0.20%	0.00%	0.00%	0.20%	0.50%
>\$5K - \$100K	\$15,770,861	3.80%	1.10%	0.60%	2.50%	8.10%
>\$100K - \$1M	\$28,447,914	0.00%	3.20%	0.90%	3.30%	7.50%
>=\$1M	\$2,521,251,448	0.20%	0.00%	0.00%	0.20%	0.30%
All Years	\$4,774,928,207	0.28%	0.98%	0.10%	0.67%	2.03%
>\$5K - \$100K	\$93,727,890	3.33%	3.10%	0.83%	2.79%	10.06%
>\$100K - \$1M	\$156,106,891	1.67%	6.35%	0.17%	6.90%	15.09%
>=\$1M	\$4,525,093,426	0.16%	0.76%	0.08%	0.41%	1.41%

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Utilization by Industry: Summary FY 2007 - FY 2013						
Standardized Services						
Fiscal Year/ Dollar Range	Total Dollar Volume	African- American	Asian- American	Hispanic- American	Caucasian Women	All M/WBE
		%	%	%	%	%
Fiscal 2013	\$2,105,670,662	0.12%	1.73%	0.16%	0.76%	2.78%
>\$5K - \$100K	\$42,168,362	5.11%	5.81%	3.13%	5.30%	19.34%
>\$100K - \$1M	\$56,209,376	0.80%	1.00%	0.00%	2.54%	4.34%
>=\$1M	\$2,007,292,923	0.00%	1.67%	0.10%	0.62%	2.39%
Fiscal 2012	\$1,494,418,036	0.87%	0.25%	0.64%	0.64%	2.40%
>\$5K - \$100K	\$35,590,813	2.59%	4.84%	4.53%	8.79%	20.75%
>\$100K - \$1M	\$48,236,230	0.40%	1.86%	1.36%	5.21%	8.83%
>=\$1M	\$1,410,590,992	0.84%	0.08%	0.51%	0.28%	1.71%
Fiscal 2011	\$671,942,189	0.65%	0.68%	0.24%	0.50%	2.08%
>\$5K - \$100K	\$46,327,858	3.95%	7.09%	3.50%	4.63%	19.16%
>\$100K - \$1M	\$39,837,497	2.11%	3.30%	0.00%	3.06%	8.47%
>=\$1M	\$585,776,834	0.29%	0.00%	0.00%	0.00%	0.29%
Fiscal 2010	\$1,497,573,297	0.35%	0.24%	0.05%	0.13%	0.78%
>\$5K - \$100K	\$41,059,048	4.08%	3.76%	1.98%	2.68%	12.50%
>\$100K - \$1M	\$47,544,995	0.31%	4.36%	0.00%	1.82%	6.50%
>=\$1M	\$1,408,969,254	0.24%	0.00%	0.00%	0.00%	0.24%
Fiscal 2009	\$1,115,082,463	2.60%	2.60%	0.60%	0.30%	6.10%
>\$5K - \$100K	\$40,461,822	1.90%	2.00%	1.10%	3.20%	8.30%
>\$100K - \$1M	\$68,804,319	0.70%	3.60%	2.50%	1.60%	8.40%
>=\$1M	\$1,005,816,322	2.70%	2.60%	0.50%	0.10%	5.80%
Fiscal 2008	\$5,118,338,992	0.20%	0.20%	0.00%	1.90%	2.30%
>\$5K - \$100K	\$33,869,865	2.10%	2.30%	1.10%	3.00%	8.40%
>\$100K - \$1M	\$45,946,968	2.00%	3.10%	0.00%	1.80%	6.90%
>=\$1M	\$5,038,522,159	0.20%	0.20%	0.00%	1.90%	2.20%
Fiscal 2007	\$2,568,270,809	0.70%	0.30%	0.10%	0.10%	1.10%
>\$5K - \$100K	\$36,101,990	2.20%	2.30%	1.60%	2.60%	8.70%
>\$100K - \$1M	\$57,267,967	1.90%	3.90%	0.00%	1.70%	7.50%
>=\$1M	\$2,474,900,852	0.60%	0.20%	0.10%	0.00%	0.80%
All Years	\$14,571,296,447	0.55%	0.65%	0.17%	0.90%	2.28%
>\$5K - \$100K	\$275,579,759	3.21%	4.14%	2.46%	4.31%	14.11%
>\$100K - \$1M	\$363,847,352	1.13%	3.03%	0.65%	2.45%	7.26%
>=\$1M	\$13,931,869,336	0.48%	0.52%	0.12%	0.80%	1.91%

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Micropurchase Utilization: Summary FY 2007 - FY 2013						
Fiscal Year/ Dollar Range	Total Dollar Volume	African- American	Asian- American	Hispanic- American	Caucasian Women	All M/WBE
		%	%	%	%	%
Fiscal 2013	\$38,585,286	3.34%	7.53%	2.77%	10.54%	24.18%
Fiscal 2012	\$44,093,044	2.77%	7.50%	3.47%	11.83%	25.57%
Fiscal 2011	\$56,077,089	2.76%	4.94%	2.92%	9.11%	19.74%
Fiscal 2010	\$51,289,921	2.77%	4.43%	2.87%	7.92%	17.99%
Fiscal 2009	\$53,711,252	2.60%	3.50%	2.60%	6.10%	14.80%
Fiscal 2008	\$58,609,206	2.60%	1.80%	2.40%	5.10%	11.80%
Fiscal 2007	\$57,766,706	2.30%	2.00%	1.80%	3.50%	9.60%
All Years	\$360,132,504	2.71%	4.25%	2.65%	7.43%	17.03%

Subcontracting Utilization: Summary FY 2007 - FY 2013						
Fiscal Year/ Dollar Range	Total Dollar Volume	African- American	Asian- American	Hispanic- American	Caucasian Women	All M/WBE
		%	%	%	%	%
Fiscal 2013	\$498,270,019	5.00%	8.47%	4.13%	4.28%	21.88%
<\$1M	\$183,977,548	11.7%	11.2%	7.8%	7.0%	37.8%
>=\$1M	\$314,292,470	1.1%	6.9%	2.0%	2.7%	12.6%
Fiscal 2012	\$416,633,114	8.44%	9.50%	5.77%	7.19%	22.46%
<\$1M	\$204,921,816	12.7%	11.8%	7.1%	10.0%	28.9%
>=\$1M	\$211,711,298	4.4%	7.3%	4.5%	4.4%	16.2%
Fiscal 2011	\$1,044,425,411	3.60%	5.10%	5.60%	3.50%	17.90%
<\$1M	\$247,429,327	10.8%	9.7%	10.5%	7.1%	38.0%
>=\$1M	\$796,996,083	1.4%	3.6%	4.1%	2.4%	11.6%
Fiscal 2010	\$1,253,089,769	6.02%	5.74%	9.03%	9.69%	30.48%
<\$1M	\$268,342,772	11.0%	9.2%	6.4%	6.7%	33.4%
>=\$1M	\$984,746,997	4.7%	4.8%	9.7%	10.5%	29.7%
Fiscal 2009	\$943,282,520	3.80%	4.00%	7.60%	3.70%	19.10%
<\$1M	\$283,525,634	7.5%	9.1%	5.2%	6.0%	27.8%
>=\$1M	\$659,756,886	2.2%	1.8%	8.7%	2.7%	15.4%
Fiscal 2008	\$782,041,418	1.30%	3.00%	2.60%	9.40%	16.30%
<\$1M	\$162,516,337	6.1%	6.5%	3.5%	6.1%	22.2%
>=\$1M	\$619,525,082	0.0%	2.1%	2.4%	10.2%	14.8%
Fiscal 2007	\$905,762,607	0.60%	2.10%	0.80%	3.00%	6.50%
<\$1M	\$230,492,558	1.5%	5.2%	1.3%	4.3%	12.2%
>=\$1M	\$675,270,049	0.3%	1.0%	0.7%	2.6%	4.6%
All Years	\$5,843,504,857	5.67%	6.14%	6.40%	5.75%	23.35%
<\$1M	\$1,581,205,993	9.2%	8.4%	6.3%	6.4%	28.6%
>=\$1M	\$4,262,298,866	4.4%	5.3%	6.4%	5.5%	21.4%

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Count and Value of Contracts for Which Participation Goals Were Set, Disaggregated by Agency and Industry			
Agency	Industry	Count	Value
DCP	Architecture/Engineering	1	\$229,042
DDC	Architecture/Engineering	44	\$238,346,346
DEP	Architecture/Engineering	4	\$86,199,833
DOT	Architecture/Engineering	4	\$9,187,725
DPR	Architecture/Engineering	4	\$8,000,000
ACS	Construction Services	5	\$1,650,185
DCAS	Construction Services	10	\$48,261,128
DDC	Construction Services	74	\$829,978,788
DEP	Construction Services	7	\$126,107,515
DOC	Construction Services	3	\$20,489,518
DOT	Construction Services	3	\$14,490,000
DPR	Construction Services	49	\$57,102,595
DSNY	Construction Services	1	\$514,946
HPD	Construction Services	8	\$7,167,058
NYPD	Construction Services	5	\$5,791,956
DCAS	Professional Services	8	\$51,731,790
DDC	Professional Services	9	\$43,307,607
DEP	Professional Services	1	\$329,832
DOB	Professional Services	1	\$2,943,119
DOITT	Professional Services	1	\$2,500,000
FDNY	Professional Services	1	\$1,704,679
HRA	Professional Services	3	\$1,700,000
Total		246	\$1,557,733,663

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Count and Value of Subcontracts for Which Participation Goals Were Set, Disaggregated by Agency and Industry													
Agency	Industry	Total Subcontracts		African American		Asian American		Hispanic American		Caucasian Female		All M/WBE	
DCAS	Construction	27	\$3,520,447	2	\$59,000	4	\$631,985	0	\$0	3	\$303,000	9	\$993,985
	Professional Services	4	\$133,000	0	\$0	0	\$0	0	\$0	3	\$93,000	3	\$93,000
DDC	Construction	329	\$55,266,763	53	\$10,840,931	29	\$8,301,745	30	\$5,249,852	11	\$1,027,693	123	\$25,420,222
DEP	Arch and Enginrng	1	\$3,500	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Construction	28	\$3,784,971	4	\$162,264	2	\$483,512	3	\$140,571	1	\$488,117	10	\$1,274,464
	Professional Services	33	\$2,932,947	2	\$83,857	5	\$168,439	1	\$88,500	6	\$706,182	14	\$1,046,977
DOC	Construction	5	\$1,068,000	0	\$0	2	\$58,000	0	\$0	1	\$10,000	3	\$68,000
	Professional Services	1	\$10,545	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
DOT	Construction	5	\$1,118,750	0	\$0	0	\$0	0	\$0	1	\$67,000	1	\$67,000
	Professional Services	2	\$206,121	0	\$0	0	\$0	1	\$33,238	1	\$172,884	2	\$206,121
DPR	Construction	348	\$16,951,402	51	\$2,917,675	20	\$1,015,602	27	\$1,652,005	13	\$582,165	111	\$6,167,446
	Professional Services	2	\$22,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
DSNY	Construction	18	\$4,174,802	4	\$726,500	1	\$250,000	2	\$374,150	0	\$0	7	\$1,350,650
	Professional Services	6	\$562,750	2	\$65,000	0	\$0	0	\$0	1	\$370,000	3	\$435,000
FDNY	Construction	20	\$3,324,804	0	\$0	1	\$175,000	3	\$495,100	3	\$23,500	7	\$693,600
	Professional Services	1	\$10,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
HPD	Arch and Enginrng	2	\$18,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
	Construction	29	\$3,091,000	1	\$34,500	0	\$0	8	\$1,323,300	2	\$1,345,000	11	\$2,702,800
	Professional Services	4	\$110,000	0	\$0	2	\$10,000	0	\$0	0	\$0	2	\$10,000
NYPD	Construction	7	\$550,800	0	\$0	1	\$40,000	1	\$6,000	0	\$0	2	\$46,000
Total		872	\$96,860,602	119	\$14,889,727	67	\$11,134,282	76	\$9,362,715	46	\$5,188,541	308	\$40,575,265

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Fiscal 2013 Large Scale Registrations Approved in Fiscal 2013						
Agency	RegDate	Type	Vendor	Contract Description	Basis of Determination	ContractValue
DEP	2/12/2013	CSB	Andritz Separation Inc	Reconstruction Of Centrifuges	Indivisible Purchase, Project or Service	\$12,590,163
DDC	2/4/2013	CSB	Rockmore Contracting Corp	Community Center Code Renovation	Indivisible Purchase, Project or Service	\$18,684,000
DDC	4/11/2013	CSB	Weeks Marine Inc	Scales & Intersection Repair	Indivisible Purchase, Project or Service	\$11,050,000
DDC	4/16/2013	CSB	Tully Construction Co. Inc.	Reconstruction Of Times Square	Indivisible Purchase, Project or Service	\$46,390,416
DDC	5/28/2013	CSB	Ew Howell Co Llc	Reconstruction Of The Museum Of The City Of New York	Indivisible Purchase, Project or Service	\$17,543,390
DDC	5/28/2013	CSB	Halcyon Construction Corp	Install Wm & Appurt.	Indivisible Purchase, Project or Service	\$19,816,000
Indivisible Purchase, Project or Service						\$126,073,969
DDC	3/5/2013	CSB	Delaney Associates Lp	Recon Of Collapsed Def. Storm, San. Sewers, Force Mains	Multiple Site Contract	\$16,500,000
DDC	4/24/2013	CSB	Mongiowe Associates, Ltd	Renovations To Existing Bldgs In BK & SI	Multiple Site Contract	\$10,245,012
DDC	4/29/2013	CSB	Padilla Construction Services, Inc.. Pcs	Reconstruction Of Rockaway Beach Entry Islands	Multiple Site Contract	\$45,109,500
DDC	4/29/2013	CSB	Triton Structural Concrete Inc	New Prefabricated Modular Building Units	Multiple Site Contract	\$105,003,443
Multiple Site Contract						\$176,857,955
DCAS	5/21/2013	ACC	Kuehne Chemical Company, Inc.	Liquid Caustic Soda (Sodium Hydroxide)	Requirements Contract	\$24,634,300
DCAS	5/30/2013	ACC	Bhs Marketing Llc	Hydrofluorosilicic Acid	Requirements Contract	\$11,178,793
DCAS	9/28/2012	ACC	Castle Oil Corporation	Oil, Bioblend And Bioheat, Bulk Delivery	Requirements Contract	\$193,647,188
Requirements Contract						\$229,460,281
DOT	6/5/2013	CSB	Colonnas Shipyard Inc	Drydocking and Maintenance of Small Passenger Ferries	Unique/unusual good or service	\$19,481,100
Unique/unusual good or service						\$19,481,100
Total						\$551,873,305

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Fiscal 2013 Registered Contracts Based on Prior Year Large Scale Approvals (>\$10M)						
Agency	RegDate	Type	Vendor	Contract Description	Basis of Determination	Contract Value
ACS	1/10/2013	RFP	Inner Force Tots	Earlylearn - Inner Force Tots Earlylearn Services	Human Services	\$19,900,253
ACS	1/15/2013	RFP	Labor And Industry For Educa- Tion Inc	Earlylearn - Labor And Industry Earlylearn Services	Human Services	\$21,844,108
ACS	1/17/2013	RFP	1332 Fulton Ave.Day Care Ctr Inc./ Iola Jordan Day Care	Earlylearn - 1332 Fulton Avenue Earlylearn Services	Human Services	\$14,447,351
ACS	1/17/2013	RFP	Episcopal Social Services Of New York Inc.	Earlylearn - Episcopal Social Services Earlylearn Services	Human Services	\$55,457,876
ACS	1/18/2013	RFP	West Harlem Community Organiz- Ation Inc	Earlylearn - West Harlem Community Earlylearn Services	Human Services	\$14,656,913
HRA	1/18/2013	RFP	Federation Employment And Guidance Services Inc	Provision Of Back To Work Services	Human Services	\$22,642,182
ACS	1/23/2013	RFP	Bushwick United Housing Development Fund Corp	Earlylearn -Bushwick United Housing Earlylearn Services	Human Services	\$34,906,129
ACS	1/28/2013	RFP	Kingsbridge Heights Community Center	Earlylearn - Kingsbridge Heights Earlylearn Services	Human Services	\$10,870,253
ACS	1/29/2013	RFP	B'Above Worldwide Institu. Inc	Earlylearn - Babove Worldwide Earlylearn Services	Human Services	\$46,622,626
ACS	1/8/2013	RFP	Community Life Center Arthur Eugene & Thekma Adair	Earlylearn - Community Life Center Earlylearn Services	Human Services	\$15,349,475

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Fiscal 2013 Registered Contracts Based on Prior Year Large Scale Approvals (>\$10M)						
Agency	RegDate	Type	Vendor	Contract Description	Basis of Determination	Contract Value
ACS	10/16/2012	RFP	Saint Marks Family Services Council	Earlylearn - St. Marks Family Earlylearn Services	Human Services	\$14,524,235
ACS	10/16/2012	RFP	Marc Academy And Family Center Inc	Earlylearn - Marc Academy Earlylearn Services	Human Services	\$11,138,640
ACS	10/16/2012	RFP	University Settlement Society Of New York	Earlylearn - University Settlement Earlylearn Services	Human Services	\$24,864,453
ACS	10/18/2012	RFP	National Association Of Family Development Centers, Inc.	Earlylearn - National Association Earlylearn Services	Human Services	\$24,547,808
ACS	10/22/2012	RFP	Strong Place Day Care Center Inc	Earlylearn - Strong Place Earlylearn Services	Human Services	\$12,469,495
ACS	10/26/2012	RFP	Cardinal Mccloskey School & Home For Children Inc	Earlylearn -Cardinal Mccloskey Earlylearn Services	Human Services	\$33,763,559
ACS	10/26/2012	RFP	East Side House Inc	Earlylearn - East Side House Earlylearn Services	Human Services	\$11,705,700
ACS	10/26/2012	RFP	Escuela Hispana Montessori Inc	Earlylearn - Escuela Hispana Earlylearn Services	Human Services	\$10,982,029
ACS	10/26/2012	RFP	Sco Family Of Services	Earlylearn - Sco Family Earlylearn Services	Human Services	\$29,991,498
ACS	10/26/2012	RFP	Sharon Baptist Board Of Direc- Tors Inc	Earlylearn - Sharon Baptist Earlylearn Services	Human Services	\$15,421,454

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Fiscal 2013 Registered Contracts Based on Prior Year Large Scale Approvals (>\$10M)						
Agency	RegDate	Type	Vendor	Contract Description	Basis of Determination	Contract Value
ACS	10/26/2012	RFP	Shirley Chisolm Day Care Center, Inc.	Earlylearn - Shirley Chisholm Earlylearn Services	Human Services	\$33,480,570
ACS	10/26/2012	RFP	Staten Island Mental Health Society Inc	Earlylearn - Staten Island Mental Health Earlylearn Services	Human Services	\$15,248,884
ACS	10/30/2012	RFP	Child Development Center Of The Mosholu-Montifiore C.C.	Earlylearn - Child Development Center Earlylearn Services	Human Services	\$10,736,014
ACS	10/30/2012	RFP	Nuestros Ninos Day Care Center, Inc.	Earlylearn - Nuestros Ninos Earlylearn Services	Human Services	\$18,310,042
ACS	10/30/2012	RFP	Philip H. Michaels Ccc, Inc	Earlylearn - Philip H. Michaels Earlylearn Services	Human Services	\$13,260,150
ACS	10/30/2012	RFP	Southeast Bronx Neighborhood Centers Inc	Earlylearn - Southeast Bronx Neighborhood Earlylearn Services	Human Services	\$11,469,320
ACS	10/30/2012	RFP	Urban Strategies Inc	Earlylearn - Urban Strategies Earlylearn Services	Human Services	\$16,138,672
ACS	10/30/2012	RFP	Ym & Ywha Of Williamsburg Inc	Earlylearn - Y.M. & Y.W.H.A. Of Williamsburg Earlylearn Services	Human Services	\$10,728,128
ACS	11/15/2012	RFP	Highbridge Advisory Council Family Services Incorporated	Earlylearn - Highbridge Advisory Earlylearn Services	Human Services	\$33,571,124
ACS	11/15/2012	RFP	Police Athletic League New	Earlylearn - Police Athletic League Earlylearn Services	Human Services	\$25,950,380

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Fiscal 2013 Registered Contracts Based on Prior Year Large Scale Approvals (>\$10M)						
Agency	RegDate	Type	Vendor	Contract Description	Basis of Determination	Contract Value
ACS	11/16/2012	RFP	The Educational Alliance Inc	Earlylearn - Educational Alliance Earlylearn Services	Human Services	\$11,184,205
ACS	11/16/2012	RFP	Sholom Day Care Inc.	Earlylearn - Sholom Day Earlylearn Services	Human Services	\$12,409,171
ACS	11/19/2012	NA	Good Shepherd Services	Non-Secure Placement Services	Human Services	\$12,345,504
ACS	11/19/2012	NA	New York Foundling Hospital	Non-Secure Placement Services	Human Services	\$11,977,576
ACS	11/19/2012	RFP	Brooklyn Bureau Of Community Service	Earlylearn - Brooklyn Bureau Earlylearn Services	Human Services	\$10,249,907
ACS	11/2/2012	NA	Episcopal Social Services Of New York Inc.	Non-Secure Placement Services	Human Services	\$18,837,073
ACS	11/2/2012	NA	Sco Family Of Services	Non-Secure Placement Services	Human Services	\$18,518,256
ACS	11/20/2012	RFP	The Child Center Of Ny	Earlylearn - The Child Center Earlylearn Services	Human Services	\$11,775,301
ACS	11/23/2012	RFP	Little Angels Head Start Of The Archdiocese Of Ny	Earlylearn - Little Angels Earlylearn Services	Human Services	\$44,717,229
ACS	11/26/2012	NA	Boys Town New York Inc	Non-Secure Placement Services	Human Services	\$19,061,691

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Fiscal 2013 Registered Contracts Based on Prior Year Large Scale Approvals (>\$10M)						
Agency	RegDate	Type	Vendor	Contract Description	Basis of Determination	Contract Value
ACS	11/26/2012	RFP	Addie Mae Collins Community Service Inc	Earlylearn - Addie Mae Collins Earlylearn Services	Human Services	\$10,525,241
ACS	11/26/2012	RFP	Beth Jacob Day Care Center, Inc.	Earlylearn - Beth Jacob Earlylearn Services	Human Services	\$11,725,365
ACS	11/27/2012	RFP	Trabajamos Community Inc	Earlylearn - Trabajamos Earlylearn Services	Human Services	\$22,613,147
ACS	11/29/2012	RFP	New Life Child Development Center Inc.	Earlylearn - New Life Child Earlylearn Services	Human Services	\$31,896,883
ACS	11/29/2012	RFP	United Academy Inc	Earlylearn - United Academy Earlylearn Services	Human Services	\$11,632,465
ACS	11/7/2012	RFP	Committee For Early Childhood Dev D C Inc	Earlylearn - Committee For Early Childhood Development Earlylearn Services	Human Services	\$11,883,465
ACS	11/8/2012	RFP	Alpha Kappa Alpha Sorority Epsilon Pi Omega Chapter Day	Earlylearn - Alpha Kappa Alpha Earlylearn Services	Human Services	\$11,480,197
ACS	12/10/2012	RFP	Blanche Community Progress Dcc, Inc.	Earlylearn - Blanche Community Progress Earlylearn Services	Human Services	\$19,171,355
ACS	12/10/2012	RFP	Brightside Academy, Inc.	Earlylearn - Brightside Academy Earlylearn Services	Human Services	\$15,386,674
ACS	12/10/2012	RFP	The Children'S Aid Society	Earlylearn - Children'S Aid Society Earlylearn Services	Human Services	\$31,319,344

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Fiscal 2013 Registered Contracts Based on Prior Year Large Scale Approvals (>\$10M)						
Agency	RegDate	Type	Vendor	Contract Description	Basis of Determination	Contract Value
ACS	12/10/2012	RFP	East Harlem Council For Human Services Inc	Earlylearn - East Harlem Council Earlylearn Services	Human Services	\$13,203,850
ACS	12/14/2012	RFP	La Peninsula Community Organization Inc	Earlylearn - La Peninsula Earlylearn Services	Human Services	\$13,588,962
HRA	12/17/2012	RFP	Db Grant Associates, Inc	Provision Of Back To Work Services	Human Services	\$17,807,574
ACS	12/19/2012	RFP	Bedford Stuyvesant Early Childhood Dev Ctr Inc	Earlylearn - Bedford Stuyversant Earlylearn Services	Human Services	\$17,880,213
ACS	12/20/2012	RFP	The Salvation Army	Earlylearn - The Salvation Army Earlylearn Services	Human Services	\$12,341,557
HRA	12/20/2012	RFP	America Works Of New York Inc	Provision Of Back To Work Services	Human Services	\$23,585,112
HRA	12/20/2012	RFP	Federation Employment And Guidance Services Inc	Provision Of Back To Work Services	Human Services	\$18,257,574
HRA	12/20/2012	RFP	America Works Of New York Inc	Provision Of Back To Work Services	Human Services	\$11,469,393
ACS	12/21/2012	RFP	Ft. George Community Enrichment Center, Inc.	Earlylearn - Ft. George Earlylearn Services	Human Services	\$10,021,975
ACS	12/21/2012	RFP	Tremont Crotona Day Care Center	Earlylearn - Tremont Crotona Earlylearn Services	Human Services	\$13,165,710

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Fiscal 2013 Registered Contracts Based on Prior Year Large Scale Approvals (>\$10M)						
Agency	RegDate	Type	Vendor	Contract Description	Basis of Determination	Contract Value
HRA	12/21/2012	RFP	Federation Employment And Guidance Services Inc	Provision Of Back To Work Services	Human Services	\$23,585,112
HRA	12/21/2012	RFP	Fedcap Rehabilitation Services Inc	Provision Of Back To Work Services	Human Services	\$10,144,656
DOHMH	12/24/2012	NA	Corizon Health Inc	Comprehensive Medical & Mental Health Services	Human Services	\$126,649,964
DOHMH	12/24/2012	NA	Correctional Medical Associates Of New York Pc	Comprehensive Medical & Mental Health Services	Human Services	\$270,656,452
ACS	12/26/2012	RFP	Catholic Charities Neighborhood Services Inc	Earlylearn - Catholic Charities Earlylearn Services	Human Services	\$78,773,587
ACS	12/26/2012	RFP	Mid Bronx Ccrp Early Childhood Center Inc	Earlylearn - Mid Bronx Ccrp Earlylearn Services	Human Services	\$20,168,005
ACS	12/28/2012	RFP	Yeled V'Yalda Early Childhood Center Inc	Earlylearn - Yeled V' Yalda Earlylearn Services	Human Services	\$39,947,940
ACS	12/4/2012	RFP	Friends Of Crown Heights Ed Center	Earlylearn - Friends Of Crown Heights Earlylearn Services	Human Services	\$32,593,305
ACS	12/4/2012	RFP	Union Settlement Association	Earlylearn - Union Settlement Earlylearn Services	Human Services	\$39,925,634
ACS	12/6/2012	RFP	Womens Housing & Economic Development Corp	Earlylearn -Womens Housing Earlylearn Services	Human Services	\$13,309,594

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Fiscal 2013 Registered Contracts Based on Prior Year Large Scale Approvals (>\$10M)						
Agency	RegDate	Type	Vendor	Contract Description	Basis of Determination	Contract Value
HRA	12/6/2012	RFP	Goodwill Industries Of Greater Ny & Northern New Jersey Inc	Provision Of Back To Work Services	Human Services	\$11,469,393
ACS	12/7/2012	RFP	East Tremont Alumni Day Care Center Inc	Earlylearn - East Tremont Head Start Earlylearn Services	Human Services	\$10,618,096
ACS	12/7/2012	RFP	Lutheran Social Services Of Metropolitan Ny	Earlylearn - Lutheran Social Services Earlylearn Services	Human Services	\$72,685,439
ACS	2/21/2013	RFP	Rena Day Care Center Inc	Earlylearn - Rena Day Care Earlylearn Services	Human Services	\$30,571,974
ACS	2/28/2013	NA	St Vincent'S Services Inc	Non-Secure Placement Services	Human Services	\$11,316,712
ACS	2/7/2013	RFP	Yeshivath Kehilath Yakov, Inc.	Earlylearn - Yeshiva Kehilath Yakov Earlylearn Services	Human Services	\$26,218,744
DHS	2/7/2013	RFP	Women In Need, Inc.	Shelter Services For Homeless Families	Human Services	\$32,507,516
DHS	2/8/2013	RFP	Camba Inc	Stand Alone Transitional Residence for Homeless Adults	Human Services	\$57,360,180
HRA	2/8/2013	RFP	Maximus Human Services, Inc.	Provision Of Back To Work Services	Human Services	\$22,642,182
DHS	3/13/2013	RFP	Samaritan Village Inc	Shelter Services For Homeless Families	Human Services	\$14,629,113

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Fiscal 2013 Registered Contracts Based on Prior Year Large Scale Approvals (>\$10M)						
Agency	RegDate	Type	Vendor	Contract Description	Basis of Determination	Contract Value
DHS	3/21/2013	RFP	Doe Fund Inc.	Shelter Services For Homeless Adults	Human Services	\$91,265,300
ACS	4/2/2013	RFP	All My Children Daycare And Nursery School	Earlylearn Upk - All My Children Daycare And Nursery School Earlylearn Child Care Upk Services	Human Services	\$63,581,192
ACS	5/20/2013	RFP	Hamilton-Madison House	Earlylearn - Hamilton-Madison House Earlylearn Services	Human Services	\$14,536,399
DHS	7/24/2012	RFP	H.E.L.P. Social Service Corporation	Stand Alone Transitional Residence for Homeless Adults	Human Services	\$24,130,380
HRA	8/21/2012	RFP	Federation Employment And Guidance Services Inc	Federation Employment Guidance Services Wecare Program	Human Services	\$99,093,089
HRA	8/22/2012	RFP	Fedcap Rehabilitation Services Inc	Wellness, Comprehensive Assessment, Rehabilitation And Fedcap Rehabilitation Services	Human Services	\$84,417,701
DHS	9/25/2012	RFP	Women In Need, Inc.	Shelter Services For Homeless Families	Human Services	\$37,792,456
DHS	9/5/2012	RFP	Sus-Urgent Housing Programs Inc	Stand Alone Transitional Residence for Homeless Adults	Human Services	\$31,903,161
Human Services						\$2,527,524,565
DDC	1/15/2013	CSB	Petrillo Contracting, Inc.	Grinding Existing Asphaltic Concrete	Indivisible Purchase, Project or Service	\$10,650,000

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Fiscal 2013 Registered Contracts Based on Prior Year Large Scale Approvals (>\$10M)						
Agency	RegDate	Type	Vendor	Contract Description	Basis of Determination	Contract Value
DDC	11/14/2012	CSB	Cac Industries Inc	Construction Of Storm & San. Sewer	Indivisible Purchase, Project or Service	\$27,721,964
DDC	11/26/2012	CSB	P&T li Contracting Corp	Water Main Replacement In Various Locations	Indivisible Purchase, Project or Service	\$28,785,278
DDC	11/5/2012	CSB	Difazio Industries Inc	Reconstruction Of Storm & San Sewer	Indivisible Purchase, Project or Service	\$14,710,017
DDC	11/9/2012	CSB	Cac Industries Inc	Reconstruction Of Select Bus Service	Indivisible Purchase, Project or Service	\$14,945,699
DEP	12/28/2012	CSB	Schiavone Construction Co Llc	Bypass Tunnel Delaware Aqueduct	Indivisible Purchase, Project or Service	\$101,666,665
DEP	12/28/2012	RFP	Parsons Main Of Ne York Inc	Rondout-West Branch Tunnel And Delaware Aqueduct	Indivisible Purchase, Project or Service	\$70,445,624
DOT	2/13/2013	CSB	Cca Civil Inc	Construction Of Belt Pkwy Bridges	Indivisible Purchase, Project or Service	\$104,227,630
DEP	3/25/2013	CSB	Halmar International Llc	Catskills Delaware Shaft 4 Interconnection	Indivisible Purchase, Project or Service	\$21,228,000
DEP	4/18/2013	RFP	Greeley & Hansen Llc	Design Preliminary Treatment Reliability Improvement	Indivisible Purchase, Project or Service	\$12,773,260
DEP	4/29/2013	CSB	Wittman Plumbing Associates	Reconstruction & Improvement To The Throgs Neck Pumping Contract	Indivisible Purchase, Project or Service	\$27,916,143

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Fiscal 2013 Registered Contracts Based on Prior Year Large Scale Approvals (>\$10M)						
Agency	RegDate	Type	Vendor	Contract Description	Basis of Determination	Contract Value
DEP	6/25/2013	RFP	Black & Veatch New York Llp	Design For North River Wwtp Cogeneration & Electrification	Indivisible Purchase, Project or Service	\$16,999,000
DOT	7/11/2012	RFP	Hardesty & Hanover, Llp	Design & Csb For Replc. Bruckner Expwy Over Westchester Cr.	Indivisible Purchase, Project or Service	\$12,278,850
DDC	7/20/2012	CSB	Schiavone Construction Co Llc	Rehabilitation Of The High Bridge Over The Harlem River	Indivisible Purchase, Project or Service	\$40,165,140
DEP	7/9/2012	RFP	Holzmacher, Mclendon And Murrell Pc	Queens Groundwater Rehabilitation	Indivisible Purchase, Project or Service	\$26,488,854
DDC	8/1/2012	CSB	John Picone Inc	Reconstruction & Replacement Of Broken Water Mains, Citywide	Indivisible Purchase, Project or Service	\$10,500,000
Indivisible Purchase, Project or Service						\$541,502,124
DDC	10/22/2012	CSB	Power Concrete Co., Inc.	Resurfacing Roadway At Various Locations	Large Scale Construction	\$12,598,792
DDC	10/26/2012	CSB	C&L Contracting Corp	Ocean Breeze Athletic Center	Large Scale Construction	\$45,086,203
DDC	10/31/2012	CSB	Restani Construction Corp	Grinding Existing Asphaltic Concrete	Large Scale Construction	\$15,549,750
DDC	11/19/2012	CSB	Jlj Iv Enterprises Inc.	Install Trunk Water Main & Appurt.	Large Scale Construction	\$22,577,178

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Fiscal 2013 Registered Contracts Based on Prior Year Large Scale Approvals (>\$10M)						
Agency	RegDate	Type	Vendor	Contract Description	Basis of Determination	Contract Value
DDC	11/26/2012	CSB	Cac Industries Inc	Reconstruction Of Gateway Estates Area	Large Scale Construction	\$12,787,622
DCAS	11/27/2012	RFP	Tangent Energy Solutions, Inc.	Solar Electricity On Public Buildings	Large Scale Construction	\$17,276,268
DDC	11/30/2012	RFP	Liro Engineers Inc	Cm/Design/Build For Removal/Upgrade/Replacement Of Oil Tanks	Large Scale Construction	\$15,000,000
DDC	12/12/2012	CSB	Skanska-Trevcon Jv	E. 91St Street Marine Transfer Station	Large Scale Construction	\$181,640,000
DDC	7/27/2012	CSB	John Picone Inc	Citywide Emergency Sewer Reconstruction	Large Scale Construction	\$14,500,000
DPR	7/6/2012	CSB	Professional Pavers Corp	Construction Of Battery Bikeway	Large Scale Construction	\$12,419,929
DDC	8/8/2012	CSB	Admiral Construction Llc	Ny Hall Of Science Great Hall Upgrade	Large Scale Construction	\$12,998,000
DDC	9/13/2012	RFP	Urs Corporation-New York	Cm/Design/Build For Removal/Upgrade/Replacement Of Oil Tanks	Large Scale Construction	\$15,000,000
Large Scale Construction						\$377,433,742
DOT	1/24/2013	CSB	Hellman Electric Corp	Furnish, Install Or Removal Elec.Signal Equip Citywide	Multiple Site Contract	\$12,703,459

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Fiscal 2013 Registered Contracts Based on Prior Year Large Scale Approvals (>\$10M)						
Agency	RegDate	Type	Vendor	Contract Description	Basis of Determination	Contract Value
DOT	1/4/2013	CSB	Welsbach Electric Corp	Traffic Signal Maintenance Boro. Queens	Multiple Site Contract	\$14,214,759
DOT	1/4/2013	CSB	Hellman Electric Corp	Traffic Signal Maintenance Boro. Manhattan	Multiple Site Contract	\$14,753,153
DOT	1/8/2013	CSB	Hellman Electric Corp	Traffic Signal Maintenance, Bronx (Area #2)	Multiple Site Contract	\$12,877,884
DOT	1/9/2013	CSB	Welsbach Electric Corp	Traffic Signal Maintenance In The Borough Of Brooklyn	Multiple Site Contract	\$17,549,880
DDC	4/29/2013	CSB	Triton Structural Concrete Inc	Reconstruction Of Coney Island Steeplechase Pier	Multiple Site Contract	\$16,213,841
Multiple Site Contract						\$88,312,975
DEP	8/14/2012	CSB	Fervent Electrical Corp.	Electrical Job Order Contract For East Region	PLA	\$10,000,000
PLA						\$10,000,000
DDC	1/31/2013	RFP	Ennead Architects Llp	Architectural &Engineering Design Requirement Contract	Requirements Contract	\$10,000,000
FDNY	10/12/2012	CSB	Adil Business Systems Inc	Provision Of Temporary Personnel In Various Titles	Requirements Contract	\$33,462,937
DDC	10/5/2012	RFP	Liro Program & Construction Management, Pc	Requirement Contract For Construction Management Services	Requirements Contract	\$10,000,000

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Fiscal 2013 Registered Contracts Based on Prior Year Large Scale Approvals (>\$10M)						
Agency	RegDate	Type	Vendor	Contract Description	Basis of Determination	Contract Value
DCAS	12/20/2012	CSB	Tilcon New York Inc	Procure Hot Asphalt To Be Delivered Into City Trucks	Requirements Contract	\$22,041,962
DDC	12/24/2012	RFP	Turner Construction Co.	Requirement Contract For Construction Management Services	Requirements Contract	\$10,000,000
DCAS	12/3/2012	CSB	Kovatch Mobile Equipment	Procure Rear Akle, 2000 Gpm Pumper Apparatus For FDNY Truck	Requirements Contract	\$55,809,445
DDC	2/11/2013	RFP	Studio Gang Architects, Ltd.	Architectural &Engineering Design Requirement Contract	Requirements Contract	\$10,000,000
DDC	2/21/2013	RFP	Steven Holl Architects	Architectural &Engineering Design Requirement Contract	Requirements Contract	\$10,000,000
FDNY	2/6/2013	RFP	Scott Technologies Inc	Inspect/Rebuild/ Test/Maintain Self-Contained Breathing Appa	Requirements Contract	\$11,291,326
DDC	3/13/2013	RFP	Big Architecture P.C.	Architectural &Engineering Design Requirement Contract	Requirements Contract	\$10,000,000
DCAS	3/14/2013	RFP	Genuine Parts Company	Provide Automotive Parts & Room Operation	Requirements Contract	\$225,000,000
DDC	3/14/2013	RFP	Enrique Norten Architecture Pc	Architectural &Engineering Design Requirement Contract	Requirements Contract	\$10,000,000
DDC	3/27/2013	RFP	Allied Works Architecture Inc Allied Works	Architectural &Engineering Design Requirement Contract	Requirements Contract	\$10,000,000

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Fiscal 2013 Registered Contracts Based on Prior Year Large Scale Approvals (>\$10M)						
Agency	RegDate	Type	Vendor	Contract Description	Basis of Determination	Contract Value
DCAS	5/21/2013	RFP	Language Line Services, Inc.	Transation Services Language Services	Requirements Contract	\$10,475,000
DDC	7/19/2012	RFP	Haks Engineers Architects And Landsurveyors Pc	Requirement Contract For Construction Management Services	Requirements Contract	\$10,000,000
DDC	7/27/2012	RFP	Hill International Inc	Requirement Contract For Construction Management Services	Requirements Contract	\$10,000,000
DDC	9/4/2012	RFP	Jacobs Project Management Co.	Requirement Contract For Construction Management Services	Requirements Contract	\$10,000,000
Requirements Contract						\$468,080,670
DSNY	10/26/2012	CSB	Iws Transfers Systems Of Nj,	Export Municipal Solid Waste	Unique/unusual good or service	\$58,355,882
DSNY	10/26/2012	CSB	Waste Management Of New York, Llc	Export Solid Waste From The Borough Of Manhattan	Unique/unusual good or service	\$24,684,408
DSNY	10/26/2012	CSB	Waste Management Of New York, Llc	Export Solid Waste From The Borough Of Manhattan	Unique/unusual good or service	\$17,283,420
DSNY	10/26/2012	CSB	Waste Management Of New York, Llc	Export Solid Waste From The Borough Of Manhattan	Unique/unusual good or service	\$34,566,840
DSNY	10/26/2012	CSB	Advanced Enterprises Recycling, Inc.	Export Solid Waste From The Borough Of Manhattan	Unique/unusual good or service	\$19,307,720

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Fiscal 2013 Registered Contracts Based on Prior Year Large Scale Approvals (>\$10M)						
Agency	RegDate	Type	Vendor	Contract Description	Basis of Determination	Contract Value
DCAS	2/1/2013	CSB	Seagrave Fire Apparatus Llc	75' Aerial Platform Fire Trucks	Unique/unusual good or service	\$16,962,407
DEP	6/7/2013	CSB	Tully Environmental Inc Ans Environmental Co	Removal, Transportation And Disposal Of Residuals	Unique/unusual good or service	\$13,879,200
Unique/unusual good or service						\$185,039,877
Total						\$4,197,893,953

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M/WBE Waivers Decided in FY 2013							
Agency	Decision Date	Vendor	Bid Release Date	Agency TSP	Waiver Request	Waiver Determination	If Partial, % Granted
DOT	7/2/2012	Tectonic Engineering & Surveying Consultants P.C.	7/9/2012	5.00%	0.00%	Full	
DDC	7/2/2012	Laws Construction Corp.	7/10/2012	6.00%	3.00%	Partial	3.00%
DPR	7/9/2012	JCC Construction Corp.	7/17/2012	16.00%	5.00%	Partial	6.00%
DPR	7/9/2012	JCC Construction Corp.	7/24/2012	30.00%	5.00%	Partial	15.00%
DPR	7/9/2012	JCC Construction Corp.	7/26/2012	50.00%	5.00%	Partial	14.00%
DDC	7/10/2012	JH Electric of New York, Inc.	6/29/2012	20.00%	0.00%	Full	
DPR	7/11/2012	Vernon Hills Contracting Corp.	7/24/2012	30.00%	5.00%	Partial	21.00%
DPR	7/16/2012	Vernon Hills Contracting Corp.	7/25/2012	26.00%	5.00%	Partial	17.00%
DPR	7/16/2012	Vernon Hills Contracting Corp.	8/2/2012	28.00%	3.00%	Partial	18.00%
DPR	7/18/2012	VIF Corp.	8/16/2012	10.00%	4.00%	Partial	9.00%
DPR	7/24/2012	LaPoma Sitework & Structure Inc.	7/25/2012	26.00%	0.00%	Partial	4.00%
DPR	7/24/2012	LaPoma Sitework & Structure Inc.	7/26/2012	50.00%	22.00%	Partial	21.00%
DPR	7/24/2012	LaPoma Sitework & Structure Inc.	7/31/2012	30.00%	10.00%	Partial	26.00%
DPR	7/25/2012	VIF Corp.	8/8/2012	28.00%	9.00%	Partial	15.00%
DPR	7/25/2012	VIF Corp.	8/16/2012	29.00%	6.00%	Partial	15.00%
DOT	7/31/2012	Advance Testing Co.	8/1/2012	5.00%	0.00%	Full	
DOT	8/6/2012	EJ Electric Installation Co.	8/8/2012	10.00%	0.00%	Full	
DOT	8/8/2012	Hellman Electric Corp.	8/12/2012	10.00%	0.00%	Full	
HPD	8/9/2012	Gateway Demolition Corp.	8/10/2012	41.00%	23.00%	Partial	38.00%
DPR	8/14/2012	JCC Construction Corp.	8/30/2012	38.00%	5.00%	Partial	15.00%
DPR	8/14/2012	JCC Construction Corp.	9/11/2012	14.00%	5.00%	Partial	7.00%
DPR	8/27/2012	LaPoma Sitework & Structure Inc.	8/30/2012	38.00%	20.00%	Partial	23.00%
HPD	9/6/2012	A. Russo Wrecking, Inc.	9/12/2012	28.00%	8.00%	Partial	21.00%
DCAS	9/17/2012	A.T.J. Electrical Co., Inc.	9/18/2012	23.00%	12.00%	Partial	21.00%
HPD	9/17/2012	A. Russo Wrecking, Inc.	9/29/2012	5.00%	0.50%	Partial	4.00%
DPR	9/20/2012	Vernon Hills Contracting Corp.	10/15/2012	30.00%	10.00%	Partial	24.00%
HRA	9/24/2012	Amtex Systems Inc.	10/12/2012	10.00%	0.00%	Denied	
HRA	9/25/2012	G.D. Shaw Consulting, Inc.	9/18/2012	10.00%	0.00%	Denied	
HPD	9/25/2012	A. Russo Wrecking, Inc.	9/29/2012	5.00%	0.50%	Partial	4.50%
DPR	9/25/2012	JCC Construction Corp.	10/15/2012	30.00%	5.00%	Partial	9.00%
HRA	10/1/2012	Enherent Corp.	10/10/2012	10.00%	0.00%	Denied	
HPD	10/9/2012	A. Russo Wrecking, Inc.	10/3/2012	26.00%	6.00%	Partial	21.00%
HPD	10/9/2012	Gateway Demolition Corp.	10/15/2012	40.00%	33.00%	Partial	37.00%
HPD	10/9/2012	A. Russo Wrecking, Inc.	10/17/2012	40.00%	5.00%	Partial	31.00%
HPD	10/9/2012	Gateway Demolition Corp.	10/24/2012	39.00%	28.00%	Partial	37.00%
DPR	10/10/2012	Primer Constr. Corp.	10/15/2012	30.00%	10.00%	Partial	19.00%
DPR	10/10/2012	F.A. Bartlett Tree Expert Company	10/16/2012	10.00%	5.00%	Partial	5.00%
DPR	10/10/2012	Laws Construction Corp.	10/23/2012	18.00%	15.00%	Partial	15.00%
HRA	10/12/2012	Align Communications, Inc.	7/3/2012	10.00%	0.00%	Denied	
HPD	10/12/2012	Gateway Demolition Corp.	11/30/2012	16.00%	13.00%	Partial	15.00%
HRA	10/16/2012	CSI Tech., Inc. (A Division of the CSI Companies, Inc.	10/24/2012	10.00%	0.00%	Denied	
DDC	10/16/2012	En-Tech Corp.	10/18/2012	3.00%	0.00%	Full	
DDC	10/16/2012	En-Tech Corp.	10/23/2012	5.00%	0.00%	Full	
HRA	10/19/2012	Rangam Consultants, Inc.	7/3/2012	10.00%	10.00%	Denied	

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Agency	Decision Date	Vendor	Bid Release Date	Agency TSP	Waiver Request	Waiver Determination	If Partial, % Granted
HRA	10/19/2012	Instructional Systems Inc.	10/24/2012	10.00%	0.00%	Denied	
HRA	10/19/2012	Param Consulting Services, Inc.	10/24/2012	10.00%	0.00%	Denied	
HRA	10/19/2012	Systems Application Information Networks	10/24/2012	10.00%	0.00%	Denied	
HRA	10/19/2012	Mason Technologies, Inc.	10/24/2012	10.00%	0.00%	Full	
HRA	10/19/2012	Vinoleo-ACS-DPNS-TPNY JV	10/24/2012	10.00%	0.00%	Full	
DCAS	10/23/2012	B&N&K Restoration Co., Inc.	10/11/2012	2.00%	0.00%	Full	
DCAS	10/23/2012	B&N&K Restoration Co., Inc.	10/11/2012	2.00%	0.00%	Full	
DPR	11/5/2012	JCC Construction Corp.	11/7/2012	12.00%	5.00%	Partial	9.00%
DCAS	11/9/2012	JBH Environmental, Inc.	10/10/2012	2.00%	0.00%	Full	
DCAS	11/9/2012	JBH Environmental, Inc.	10/10/2012	2.00%	0.00%	Full	
DDC	11/13/2012	MEGA Engineering and Land Surveying. P.C.	11/21/2012	21.00%	0.00%	Full	
DOF	11/14/2012	Vision Government Solutions, Inc.	11/13/2012	0.00%	0.00%	Full	
DOF	11/14/2012	Manatron, Inc.	11/16/2012	3.00%	0.00%	Full	
DDC	11/28/2012	C.A.C. Industries, Inc.	12/7/2012	25.00%	5.00%	Partial	5.00%
DDC	11/28/2012	Tully Construction Co Inc.	12/7/2012	25.00%	8.00%	Partial	8.00%
DCAS	12/10/2012	C.D.E. Air Conditioning Co., Inc.	12/12/2012	48.00%	20.00%	Partial	20.00%
DDC	12/10/2012	JLJ IV Enterprises, Inc.	12/14/2012	25.00%	6.00%	Partial	6.00%
DDC	12/14/2012	AECOM USA	11/27/2012	15.00%	0.00%	Full	
DDC	12/18/2012	Laws Construction Corp.	12/20/2012	7.00%	3.00%	Partial	3.00%
DDC	12/18/2012	Tully Construction Co Inc.	12/20/2012	7.00%	2.00%	Partial	2.00%
DPR	12/19/2012	Vernon Hills Contracting Corp.	1/17/2012	31.00%	5.00%	Partial	17.00%
DDC	12/19/2012	JLJ IV Enterprises, Inc.	12/20/2012	7.00%	4.00%	Partial	4.00%
HPD	12/21/2012	A. Russo Wrecking, Inc.	12/26/2012	46.00%	5.00%	Partial	19.00%
HPD	12/21/2012	Gateway Demolition Corp.	12/26/2012	46.00%	33.00%	Partial	42.00%
HPD	12/21/2012	A. Russo Wrecking, Inc.	12/28/2012	15.00%	2.00%	Partial	5.00%
HPD	12/21/2012	Gateway Demolition Corp.	12/28/2012	15.00%	12.00%	Partial	13.00%
HPD	12/21/2012	A. Russo Wrecking, Inc.	1/4/2013	16.00%	6.00%	Partial	9.00%
HPD	12/31/2012	Gateway Demolition Corp.	1/3/2013	18.00%	15.00%	Partial	16.00%
HPD	12/31/2012	A. Russo Wrecking, Inc.	1/10/2013	18.00%	4.00%	Partial	12.00%
HPD	12/31/2012	Gateway Demolition Corp.	1/10/2013	25.00%	16.00%	Partial	22.00%
HPD	12/31/2012	A. Russo Wrecking, Inc.	1/11/2013	26.00%	4.00%	Partial	18.00%
HPD	12/31/2012	A. Russo Wrecking, Inc.	1/11/2013	16.00%	6.00%	Partial	11.00%
HPD	12/31/2012	A. Russo Wrecking, Inc.	1/11/2013	33.00%	6.00%	Partial	24.00%
HPD	12/31/2012	A. Russo Wrecking, Inc.	1/11/2013	7.00%	2.00%	Partial	3.00%
HPD	12/31/2012	Gateway Demolition Corp.	1/11/2013	26.00%	15.00%	Partial	23.00%
HPD	1/3/2013	A. Russo Wrecking, Inc.	1/4/2013	25.00%	3.50%	Partial	10.00%
DCAS	1/3/2013	Midtown HVAC Enterprises, Inc.	1/7/2013	48.00%	30.00%	Partial	30.00%
HPD	1/4/2013	Gateway Demolition Corp.	1/11/2013	16.00%	13.00%	Partial	14.00%
DPR	1/7/2013	Vernon Hills Contracting Corp.	1/24/2013	20.00%	5.00%	Denied	
HPD	1/14/2013	A. Russo Wrecking, Inc.	1/29/2013	18.00%	0.00%	Full	
HPD	1/14/2013	Gateway Demolition Corp.	12/18/2012	33.00%	19.00%	Partial	30.00%
HPD	1/14/2013	A. Russo Wrecking, Inc.	1/24/2013	20.00%	7.00%	Partial	12.00%
HPD	1/14/2013	A. Russo Wrecking, Inc.	1/24/2013	20.00%	7.00%	Partial	12.00%
HPD	1/14/2013	A. Russo Wrecking, Inc.	1/24/2013	20.00%	7.00%	Partial	12.00%

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Agency	Decision Date	Vendor	Bid Release Date	Agency TSP	Waiver Request	Waiver Determination	If Partial, % Granted
HPD	1/14/2013	A. Russo Wrecking, Inc.	1/24/2013	20.00%	7.00%	Partial	12.00%
HPD	1/14/2013	A. Russo Wrecking, Inc.	1/24/2013	20.00%	7.00%	Partial	12.00%
DPR	1/15/2013	Vernon Hills Contracting Corp.	1/22/2013	26.00%	5.00%	Partial	9.00%
DPR	1/16/2013	Vernon Hills Contracting Corp.	1/24/2013	20.00%	5.00%	Partial	18.00%
HPD	1/18/2013	A. Russo Wrecking, Inc.	2/6/2013	16.00%	0.00%	Full	
NYPD	1/18/2013	Midtown HVAC Enterprises, Inc.	12/18/2012	20.00%	10.00%	Partial	18.00%
HPD	1/18/2013	Tucci Equipment Rental Corp.	1/10/2013	20.00%	10.00%	Partial	14.00%
HPD	1/18/2013	Tucci Equipment Rental Corp.	1/10/2013	20.00%	10.00%	Partial	14.00%
HPD	1/18/2013	Tucci Equipment Rental Corp.	1/10/2013	20.00%	10.00%	Partial	14.00%
HPD	1/18/2013	Tucci Equipment Rental Corp.	1/10/2013	20.00%	10.00%	Partial	14.00%
HPD	1/18/2013	Tucci Equipment Rental Corp.	1/10/2013	20.00%	10.00%	Partial	14.00%
HPD	1/18/2013	A. Russo Wrecking, Inc.	2/6/2013	33.00%	8.00%	Partial	21.00%
HPD	1/18/2013	A. Russo Wrecking, Inc.	2/6/2013	22.00%	2.00%	Partial	4.00%
HPD	1/18/2013	Gateway Demolition Corp.	2/6/2013	33.00%	19.00%	Partial	29.00%
DPR	1/23/2013	2 SAAB Construction Inc.	1/22/2013	26.00%	10.00%	Partial	10.00%
DEP	1/25/2013	Wittmann Plumbing Associates, Inc.	8/25/2011	15.00%	0.00%	Denied	
HPD	2/4/2013	A. Russo Wrecking, Inc.	2/21/2013	16.00%	0.50%	Partial	2.00%
HPD	2/4/2013	Gateway Demolition Corp.	2/21/2013	16.00%	13.00%	Partial	15.00%
HPD	2/4/2013	A. Russo Wrecking, Inc.	2/22/2013	10.00%	2.00%	Partial	4.00%
DPR	2/6/2013	Arista Plumbing, Heating, and Piping Corp.	10/4/2012	18.00%	0.00%	Full	
DOT	2/8/2013	Corpro Companies Inc.	2/11/2013	20.00%	0.00%	Full	
DPR	2/14/2013	VIF Corp.	3/7/2013	10.00%	8.00%	Partial	23.00%
DEP	2/26/2013	Wittmann Plumbing Associates, Inc.	2/28/2013	15.00%	0.00%	Denied	
DEP	2/26/2013	Arcadia Electrical Company, Inc.	2/27/2013	20.00%	0.00%	Partial	2.00%
HPD	2/27/2013	A. Russo Wrecking, Inc.	3/7/2013	26.00%	1.25%	Partial	9.00%
HPD	2/27/2013	Gateway Demolition Corp.	3/7/2013	26.00%	17.00%	Partial	22.00%
HPD	2/27/2013	A. Russo Wrecking, Inc.	3/8/2013	26.00%	6.00%	Partial	16.00%
HPD	2/27/2013	A. Russo Wrecking, Inc.	3/19/2013	10.00%	2.00%	Partial	3.00%
DPR	3/12/2013	Octagon Painting Inc.	10/26/2013	32.00%	0.00%	Full	
HPD	3/20/2013	Gateway Demolition Corp.	3/19/2013	10.00%	6.00%	Full	
DSNY	3/21/2013	City Suburb Inc	3/28/2013			Denied	
DDC	3/25/2013	MEGA Engineering and Land Surveying. P.C.	3/26/2013	21.00%	0.00%	Full	
DDC	3/25/2013	En-Tech Corp.	4/3/2013	2.00%	0.00%	Full	
DDC	3/26/2013	Allstate Power Vac, Inc.	4/3/2013	2.00%	0.00%	Full	
HRA	4/3/2013	Arcadia Electrical Company, Inc.	4/11/2013	20.00%	0.00%	Full	
DPR	4/4/2013	Vernon Hills Contracting Corp.	4/1/2013	30.00%	8.00%	Partial	26.00%
HPD	4/4/2013	A. Russo Wrecking, Inc.	4/19/2013	39.00%	20.00%	Partial	30.00%
HPD	4/4/2013	Gateway Demolition Corp.	4/19/2013	39.00%	23.00%	Partial	37.00%
HPD	4/15/2013	A. Russo Wrecking, Inc.	5/8/2013	14.00%	2.00%	Partial	7.00%
HPD	4/16/2013	A. Russo Wrecking, Inc.	5/1/2013	26.00%	5.00%	Partial	18.00%
DDC	4/18/2013	En-Tech Corp.	4/25/2013	3.00%	0.00%	Full	
DPR	4/22/2013	Halyon Contruction Corp	4/23/2013	30.00%	12.00%	Partial	12.00%

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Agency	Decision Date	Vendor	Bid Release Date	Agency TSP	Waiver Request	Waiver Determination	If Partial, % Granted
DPR	4/22/2013	JCC Construction Corp.	4/23/2013	30.00%	5.00%	Partial	20.00%
DSNY	5/3/2013	Tully Construction Co Inc.	5/14/2013	10.00%	2.00%	Partial	2.00%
DDC	5/6/2013	C.A.C. Industries, Inc.	5/9/2013	4.00%	2.00%	Partial	2.00%
HPD	5/8/2013	Gateway Demolition Corp.	5/8/2013	14.00%	11.00%	Partial	13.00%
HPD	5/8/2013	Gateway Demolition Corp.	5/9/2013	27.00%	23.00%	Partial	25.00%
DSNY	5/8/2013	Laws Construction Corp.	5/14/2013	10.00%	5.00%	Partial	5.00%
DOT	5/8/2013	Atlas Painting and Sheeting Corp.	5/15/2013	20.00%	1.00%	Partial	1.00%
FDNY	5/10/2013	Nederman, LLC	4/30/2013	10.00%	5.00%	Partial	5.00%
DOT	5/13/2013	Limnes Corporation	5/15/2013	20.00%	0.00%	Full	
HPD	5/22/2013	A. Russo Wrecking, Inc.	5/16/2013	26.00%	3.50%	Partial	22.00%
HPD	5/22/2013	A. Russo Wrecking, Inc.	5/24/2013	27.00%	6.00%	Partial	22.00%
HPD	5/22/2013	Gateway Demolition Corp.	5/24/2013	26.00%	17.00%	Partial	24.00%
DOC	6/3/2013	Merritt Engineering Consultants, P.C	6/3/2012	20.00%	10.00%	Partial	10.00%
DOC	6/3/2013	SUPERSTRUCTURES Engineering + Architechure, PLLC	6/3/2013	20.00%	10.00%	Partial	10.00%
HPD	6/19/2013	A. Russo Wrecking, Inc.	6/26/2013	9.00%	0.50%	Partial	1.50%
DPR	6/20/2013	Arista Plumbing, Heating, and Piping Corp.	6/25/2013	8.00%	3.50%	Denied	
FDNY	6/24/2013	Arcadia Electrical Company, Inc.	6/25/2013	20.00%	0.00%	Partial	15.00%
FDNY	6/24/2013	Eldor Electric, LLC	6/25/2013	20.00%	10.00%	Partial	15.00%
HPD	10/9/2013	A. Russo Wrecking, Inc.	10/24/2012	39.00%	6.00%	Partial	30.00%
HPD	11/29/2013	A. Russo Wrecking, Inc.	12/6/2012	23.00%	5.00%	Partial	18.00%

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Contracts Awarded to Vendors with M/WBE Waivers								
Agency	Decision Date	Vendor	Bid Release Date	Registration Date	Agency TSP	Waiver Request	Waiver Determination	Contract Value
HRA	7/18/2011	Westat	7/21/2011	8/2/2012	15%	5%	Denied	\$566,667
NYPD	10/31/2011	MST General Contracting & Restoration	11/2/2011	5/20/2013	20%	10%	Denied	\$2,645,000
DCAS	12/27/2011	Interpreters Unlimited	12/29/2011	4/19/2013	10%	0%	Denied	\$2,450,000
DPR	3/6/2012	Professional Pavers Corp.	3/6/2012	9/21/2012	20%	9%	Denied	\$750,000
HRA	7/25/2011	Fund for the City of New York/ Center for Court Innovation	8/2/2011	8/9/2012	15%	0%	Full	\$566,667
HRA	7/25/2011	Vera Institute of Justice, Inc.	8/2/2011	8/9/2012	15%	0%	Full	\$566,667
DCAS	12/13/2011	Language Line Services, Inc.	12/29/2011	5/21/2013	10%	0%	Full	\$9,375,000
DPR	3/6/2012	Arista Plumbing, Heating and Piping Corp.	3/6/2012	7/11/2012	30%	0%	Full	\$639,000
DDC	10/16/2012	En-Tech Corp.	10/23/2012	2/20/2013	5%	0%	Full	\$3,531,200
DDC	10/16/2012	En-Tech Corp.	10/18/2012	2/26/2013	3%	0%	Full	\$6,322,825
DDC	12/14/2012	AECOM USA	11/27/2012	1/14/2013	15%	0%	Full	\$7,491,912
HPD	1/14/2013	A. Russo Wrecking, Inc.	1/29/2013	4/12/2013	18%	0%	Full	\$15,222
DCAS	12/20/2011	Voiance Language Services	12/24/2012	5/21/2013	10%	0%	Full	\$9,999,750
DDC	3/25/2013	En-Tech Corp.	4/3/2013	6/28/2013	2%	0%	Full	\$6,355,309
HPD	11/18/2011	A. Russo Wrecking, Inc.	11/23/2011	8/3/2012	23%	6%	Partial	\$75,222
HPD	1/19/2012	A. Russo Wrecking, Inc.	1/30/2012	8/13/2012	15%	6%	Partial	\$71,555
HPD	1/20/2012	A. Russo Wrecking, Inc.	2/2/2012	8/27/2012	14%	6%	Partial	\$74,222
HPD	2/27/2012	A. Russo Wrecking, Inc.	2/22/2012	9/27/2012	19%	4%	Partial	\$186,555
HPD	5/1/2012	A. Russo Wrecking, Inc.	5/11/2012	12/27/2012	41%	20%	Partial	\$234,222
DPR	5/17/2012	V.I.F. Corp.	5/23/2012	11/21/2012	20%	8%	Partial	\$595,775
FDNY	6/12/2012	Franco Belli Plumbing and Heating and Sons, Inc.	6/14/2012	3/29/2013	20%	2%	Partial	\$2,794,500

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Contracts Awarded to Vendors with M/WBE Waivers								
Agency	Decision Date	Vendor	Bid Release Date	Registration Date	Agency TSP	Waiver Request	Waiver Determination	Contract Value
DPR	7/9/2012	JCC Construction Corp.	7/26/2012	10/1/2012	50%	5%	Partial	\$1,453,660
DPR	7/11/2012	Vernon Hills Contracting Corp.	7/24/2012	9/19/2012	30%	5%	Partial	\$935,041
DPR	7/25/2012	VIF Corp.	8/8/2012	12/19/2012	28%	9%	Partial	\$283,367
HPD	10/9/2012	Gateway Demolition Corp.	10/15/2012	12/7/2012	40%	33%	Partial	\$71,969
DPR	10/10/2012	Primer Constr. Corp.	10/15/2012	3/14/2013	30%	10%	Partial	\$3,083,297
HPD	12/21/2012	A. Russo Wrecking, Inc.	1/4/2013	2/12/2013	16%	6%	Partial	\$77,111
HPD	12/21/2012	A. Russo Wrecking, Inc.	12/28/2012	6/5/2013	15%	2%	Partial	\$48,444
HPD	12/21/2012	Gateway Demolition Corp.	12/26/2012	1/11/2013	46%	33%	Partial	\$41,969
HPD	12/31/2012	A. Russo Wrecking, Inc.	1/11/2013	4/15/2013	33%	6%	Partial	\$92,222
HPD	12/31/2012	A. Russo Wrecking, Inc.	1/11/2013	4/25/2013	7%	2%	Partial	\$84,222
HPD	1/18/2013	Gateway Demolition Corp.	2/6/2013	3/13/2013	33%	19%	Partial	\$78,869
HPD	2/4/2013	A. Russo Wrecking, Inc.	2/21/2013	5/8/2013	16%	1%	Partial	\$18,222
HPD	2/4/2013	A. Russo Wrecking, Inc.	2/22/2013	6/15/2013	10%	2%	Partial	\$97,555
HPD	2/27/2013	A. Russo Wrecking, Inc.	3/8/2013	5/9/2013	26%	6%	Partial	\$29,555
HPD	11/29/2013	A. Russo Wrecking, Inc.	12/6/2012	1/29/2013	23%	5%	Partial	\$148,444

Appendix B - Additional Data from Fiscal Year 2013 Procurement Indicators Report

Requests for Modification of M/WBE Subcontracting Goals									
Agency	Industry	Procurement Method	Vendor Name	Contract Description	Registration Date	Value of Contract	Original M/WBE Goal	Determination	Modified Goal
FDNY	Standardized Services	CSB	New York Environmental Systems Inc.	To provide asbestos abatement services throughout the five boroughs of New York City	1/20/2009	\$4,624,500	31.6%	Approved	0%

Appendix C - Agency Initiatives to Improve M/WBE Performance

AGENCY	INITIATIVES
Administration for Children's Services (ACS)	<ul style="list-style-type: none"> • Attended trainings on the new Local Law 1 and trained line staff on M/WBE Program updates • Increased its notification to vendors and perspective bidders about M/WBE Program • ACS Procurement Analyst worked one-on-one with vendors to assist with recertification and updates in Vendex • Staff attended the FY'2013 Procurement Fair and followed up with vendors who attended • M/WBE Coordinator attended invitation only SBS "Meet and Greet" sessions and discussed specific opportunities for M/WBEs • Compiled M/WBE listings containing various vendors who provide various services • M/WBE Coordinator provided all P-card users with necessary portals to access M/WBE vendors by category • Added M/WBE Portal to the computers of all Contract Analyst • Monitored M/WBE performance through consistent communication with SBS
Department for the Aging (DFTA)	<ul style="list-style-type: none"> • Conducted meetings with DFTA programmatic staff to encourage contracting with M/WBE vendors • Increased solicitation of M/WBEs for micro and small purchases • Posted MWBE program information on agency website • Staff attended Procurement Training Institute sessions sponsored by SBS and MOCS • Included M/WBE Utilization updates in all procurement team meetings • Encouraged all inquirers seeking contract opportunities to register with SBS or partner with an M/WBE • Designated specific staff to oversee M/WBE program activities • Continued quarterly reviews of M/WBE Utilization
Department of Buildings (DOB)	<ul style="list-style-type: none"> • Encouraged firms already doing business with agency to get certified • Conducted one-on-one meetings with M/WBE vendors when requested • Attended SBS Annual Procurement Fair • Hosted M/WBE training for agency P-Card Holders • Solicited quotes from M/WBE vendors listed on NYS OGS and GSA contracts • Encouraged Procurement staff to increase solicitations of M/WBEs for micro and small purchases

Appendix C - Agency Initiatives to Improve M/WBE Performance

AGENCY	INITIATIVES
<p>Department of Citywide Administrative Services (DCAS)</p>	<ul style="list-style-type: none"> • Participated in outreach events for M/WBEs including the Citywide Procurement Fair, Annual Queens Small Business & Procurement Fair, Asian Women In Business Fair, and the NYS M/WBE Forum • Hosted a "Doing Business with DCAS" workshop for the Women President's Educational Organization (WPEO) and the LaGuardia Community College Procurement Technical Assistance Center • Served as a panelist on the SBS "I'm Certified, Now What?" workshop • Partnered with SBS to offer a Technical Assistance Workshop for the Citywide Back-up Office Cleaning Contract • Provided information to vendors on various M/WBE related activities such as OCP bid openings, viewing of bid results, recent awards, current solicitations with subcontracting goals, Plan holders list, and most frequently asked questions • Held pre-bid/proposal conferences for all contracts with M/WBE subcontractor utilization goals, which includes an explanation of the program, how to complete the Schedule B, and consultation on how to find certified M/WBE firms
<p>Department of Correction (DOC)</p>	<ul style="list-style-type: none"> • Encouraged vendors already doing business with the agency to certify • Increased solicitation of M/WBEs for small and micro purchases and reached out to non-responsive M/WBEs • Referred prime contractors to SBS for assistance in locating M/WBE subcontractors • Solicited quotes from M/WBE vendors listed on NYS OGS and GSA contracts • Participated in events with targeted outreach to M/WBEs, including the Citywide Procurement Fair, Queens Business & Procurement Expo. • Participated in workshops to inform M/WBEs about City procurement policies, including one session of "I'm Certified, Now What" • Staff attended Procurement Training Institute sessions sponsored by SBS and MOCS • Continued posting M/WBE program information and link to SBS info on agency website • Provided additional contract information online, including preliminary bid results and the list of vendors that downloaded the solicitation package • Increased solicitation of M/WBEs for small purchases • Conducted staff training and one-on-one meetings on M/WBE initiatives • Held Pre-bid meetings for all contracts with M/WBE Subcontractor Utilization goals which included an explanation of the program and how to complete Schedule B • Provided on-going training for agency procurement and other unit personnel • Informed SBS of situations where an M/WBE wins a contract and then fails to deliver • Conducted face-to-face pre-award meetings with all prime vendors that had contracts with subcontractor utilization plans established to discuss M/WBE subcontractor requirements

Appendix C - Agency Initiatives to Improve M/WBE Performance

AGENCY	INITIATIVES
Department of Design and Construction (DDC)	<ul style="list-style-type: none"> • Attended pre-bid proposal conferences for all contracts with M/WBE Participation goals which included an explanation of the new Local Law 1 and how to complete Schedule B • Reached out to M/WBE firms for potential prime opportunities on upcoming contracts under \$1 million dollars. • Participated in workshops to inform M/WBE firms about City procurement policies, including one session of "I'm Certified, Now What" • This loan program will assist small and minority firms with credit assessment and loan package preparation. • Continued to reach out to state-certified firms and encourage dual certification by the City in an effort to increase the number of M/WBE firms. • Provided feedback on proposals submitted by M/WBEs and responded to questions about DDC's policies and procedures. • Continued to meet face-to-face with new MWBE firms about how to do business with DDC, DDC procedures and the local laws. • Highlighted M/WBE Participation Goals in solicitations and Schedule B forms in order for MWBE firms to know if their certification applies to that contract and also provides contact information for the plan holders.
Department of Environmental Protection (DEP)	<ul style="list-style-type: none"> • Increased solicitation of micro and small purchases • Participated in events with Targeted outreach to M/WBEs • Participated in SBS sponsored events • Encouraged prime and sub-contractors/vendors already doing business with the agency to get certified • Conducted pre-bid meetings for contracts with MBE/WBE requirements • Conducted meeting sessions with Resident Engineers to discuss M//WBE program requirements • Assisted with the development of new initiatives with an M/WBE advisory committee • Conducted small group sessions with M/WBEs • Participated in a session with a DEP Bureau to discuss future opportunities with M/WBE consultants • Conducted a workshop at the annual Procurement Fair to encourage M/WBE participation on specific construction contracts
Department of Finance (DOF)	<ul style="list-style-type: none"> • Increased solicitation of M/WBEs for small purchases • Encouraged certification by including M/WBE links to applications in all IFB and RFP books • Trained contracting officers and buyers in LL129 requirements and forms • Instructed approximately half a dozen firms to register as NYC M/WBEs • Encouraged prime contractors to search/hire M/WBE subcontractors • Staff attended Procurement Training Institute Sessions sponsored by SBS and MOCS • Continued to target M/WBE firms for all micro-purchases • Referred M/WBE firms directly to the DOF units that utilize their services • Distributed materials, forms, memos, and legislative updates regarding M/WBE compliance to contracts staff • Trained internal customers using P-Cards for micro purchases to apply M/WBE goals, rules, and tools • Discussed the goals and legislative requirements with internal customers • Monitored agency performance with quarterly reports provided by SBS

Appendix C - Agency Initiatives to Improve M/WBE Performance

AGENCY	INITIATIVES
<p>Department of Health and Mental Hygiene (DHMH)</p>	<ul style="list-style-type: none"> • Engaged in outreach activities • Added M/WBEs to competitive purchase bids to expand opportunities; • Awarded micro purchases to M/WBEs when available and cost effective • Sent key staff to training; ACCO staff attended training on Local Law 1 prior to July 1, 2013 • Encouraged eligible firms to apply for certification • Required P-card holders to use M/WBEs • Participated in networking events, meetings and workshops for certified M/WBE firms • Included language in solicitations encouraging certified firms to consult with SBS for technical assistance preparing bids/proposals; Participated in the Citywide M/WBE Procurement Fair on May 16, 2013. Purchasing staff maintained a table for the agency. Director of Competitive Purchasing recognized as an "Agency MW/BE Champion" • Included language in solicitations encouraging bidders/proposers to consult directories of certified M/WBEs; this is a FY14 initiative for the agency. Would include standard language in contracts with participation goals to encourage proposers to consult directories of certified firms
<p>Department of Homeless Services (DHS)</p>	<ul style="list-style-type: none"> • Encouraged vendors already doing business with the agency to certify as a M/WBE firm including firms on the NYS OGS IT services contract. • Participated in events with targeted outreach to M/WBEs including SBS Annual Citywide Procurement Fair where several staff participated in the networking sessions. • Increased solicitation of M/WBEs for micro and small purchases • Assisted contractors in identifying certified M/WBE subcontractors at pre-bid conferences. • Assisted prime contractors in understanding the LL1 program requirements and offer assistance at Pre-Bid Conferences. • Held Pre-bid meetings for all contracts with M/WBE Subcontractor Utilization goals and provided an explanation of the M/WBE program requirements. • Increased solicitation of M/WBEs for P-Card purchases • Held internal meetings with program and procurement staff to reinforce the M/WBE program and its procedural requirements • Continued monitoring of program implementation within the agency by ACCO/DACCO and the Deputy Commissioner of Fiscal and Procurement Operations • Partnered with agency ACCO, Deputy ACCO, Deputy Commissioner, SBS, and purchasing staff to review current procedures, status of new initiatives and any issues • Created M/WBE Policy and Procedure Manual

Appendix C - Agency Initiatives to Improve M/WBE Performance

AGENCY	INITIATIVES
Department of Information Technology and Tele-communications (DOITT)	<ul style="list-style-type: none"> • Encouraged firms already doing business with the agency to get certified, especially firms on the NYS OGS IT Services contract • Participated in the Citywide Procurement Fair, an event with targeted outreach to M/WBEs, where several staff participated in the networking sessions • Staff attended Procurement Training Institute sessions with SBS and MOCS • Conducted M/WBE presentations at meetings for executive staff • Increased solicitation of M/WBEs for micro and small purchases • Scheduled debriefings with losing bidders to help identify issues in proposed bid documents • Included links on agency website to SBS website and utilization information • Utilized the Online Directory to create mailing list for outreach to M/WBE vendors • Conducted Pre-Proposal Conferences and Kick-Off Meetings where information on the M/WBE program and Utilization goals were provided • Participated in the NYC Teaming Business Matching Event, where staff served as discussion panelists • Participated in Steps for Growth – M/WBE Program where staff served as expert panelists and interviewers
Department of Parks and Recreation (DPR)	<ul style="list-style-type: none"> • Conducted information sessions regarding Local Law 1 for GCs and MWBE's • Send M/WBE's notices of procurement opportunities in Parks and other entities • Participated in "Compete to Win" sessions with SBS • Continued outreach for applications to be included on the PQL list • Participated in SOBRO Procurement Event in January and March 2013 • Attended Asian Women In Business (AWIB) event in June 2013 • Participated in the Citywide Procurement Fair • Assisted General Contractors with solicitations to M/WBE firms regarding subcontracting opportunities • Worked with General Contractors and MBE resolving issues related to active contract • Met with M/WBE's regarding performance issues on jobs • Placed notifications regarding PQL, Mentorship Program, Loan and Bonding at public DPR locations
Department of Sanitation (DSNY)	<ul style="list-style-type: none"> • Participated in networking events sponsored by various M/WBE stakeholders • Contacted M/WBEs from various events to schedule one on one meetings • Contacted winning bidders to encourage them to certify and/or work with M/WBE suppliers and subcontractors • Conducted networking events for M/WBEs • Provided M/WBE Officer contact information for all vendors • Encouraged M/WBE's to attend bid openings to ascertain the name of the apparent low bidder

Appendix C - Agency Initiatives to Improve M/WBE Performance

AGENCY	INITIATIVES
<p>Department of Transportation (DOT)</p>	<ul style="list-style-type: none"> • Participated in events with targeted outreach to M/WBEs, including the Citywide Procurement Fair (sent several buyers for the networking sessions), Professional Women in Construction, US Dept. of Commerce Minority Business Development forum, Asian Women in Business Procurement Conference, Annual Queens Business & Procurement Expo, General Services Administration (GSA) seminar, Brooklyn Small Business & Procurement Expo, Staten Island Business Development Conference and project-specific events with DBE goals • Encouraged small purchase buyers to reach out to SBS to identify M/WBE vendors • Encouraged DBE vendors to certify with the City as M/WBEs and vice versa • Encourage M/WBE vendors to enroll in the P-Card program and tell them about the benefits of accepting P-Cards • Encouraged firms already doing business with the agency to certify as a M/WBE • Participated in workshops to inform M/WBEs about City procurement policies, including 1 session of "I'm Certified, Now What" • Participated in workshops to inform M/WBEs about City procurement policies, including General Construction Association • Participated in Architectural Engineers workshop • Helped M/WBE firms to be more competitive by conducting losing bidder/proposer debriefings • Worked with SBS to help develop and implement the new Construction Loan Mobilization program • Awarded over \$39 million dollars in subcontracts required on capital and expense funded projects with M/WBE and DBE goals to firms that are also certified with the City as M/WBEs • Increased solicitation of M/WBEs for micro and small purchases • Advertised solicitations in minority publications, including the Amsterdam News, Minority Commerce Weekly, and El Diario • Informed SBS of situations where an M/WBE wins a contract and then fails to deliver • Continued distributing the Vendor's Guide to doing business with the agency at events and agency locations • Conducted face-to-face Pre-award meetings with all prime vendors that had contracts with Subcontractor Utilization Plans established to discuss M/WBE Subcontractor requirements • Held Pre-bid meetings for all contracts with M/WBE Utilization goals which included an explanation of the program requirements and how to complete Schedule B • Staff attended Procurement Training Institute sessions sponsored by SBS and MOCS

Appendix C - Agency Initiatives to Improve M/WBE Performance

AGENCY	INITIATIVES
Fire Department (FDNY)	<ul style="list-style-type: none"> • Encouraged eligible vendors to apply for certification, and join pre-qualified bidders list • Provided opportunities to vendors through the FDNY website, solicitations, and participation at various networking events • Included language in RFPs and invitations to bid requiring potential bidders/proposers to consult directories of certified M/WBE firms • Established formal means of tracking M/WBE utilization and sharing information within agency • Submitted contracts valued over \$10 million to City Chief Procurement Officer to determine if they can be divided into smaller contracts • Conducted quarterly meetings with procurement staff to monitor M/WBE utilization • Designated staff to focus on the M/WBE program, including an M/WBE liaison that reports directly to the agency head • Conducted quarterly meetings with M/WBEs to discuss FDNY's requirements for bids/proposals • Participated in events with targeted outreach to M/WBEs • Trained agency staff on M/WBE initiatives • Required buyers and P-card users to reach out to SBS for assistance identifying M/WBE firms for upcoming solicitations and other procurement opportunities • Encouraged prime contractors to enter into joint ventures with certified M/WBEs • Sponsored networking events between prime contractors and certified M/WBE subcontractor firms • Advertised solicitations in minority publications • Encouraged community organizations to provide a link to the FDNY Contracting Opportunities website
Housing Preservation and Development (HPD)	<ul style="list-style-type: none"> • Encouraged firms already doing business with the agency to certify, especially those pre-qualified with the Division of Maintenance • Contacted M/WBE certified firms to inform them about opportunities via phone and email • Hosted HPD workshops for certified M/WBE firms every other month, including Lead Law 101 Certification, Safe Work Practices and Upcoming HPD Opportunities • Utilized a list of all City- certified M/WBEs that are on the OGS IT Services “backdrop” contract for use in the IT division when soliciting for services • Increased solicitation of M/WBEs for micro and small purchases • Participated in workshops to inform M/WBEs about City procurement policies • Participated in the following events: Commerce MBDA Procurement Matchmaker, Regional Alliance of New York’s Contractor Networking event, Citywide Procurement Fair, NYSAFAH Conference, Woman Builders’ Forum, The Competitive Edge Conference • Debriefed unsuccessful applicants for the Division of Maintenance prequalified panels • Expanded preview of the Construction Mentorship Program • Worked with SBS to expand loans to HPD vendors

Appendix C - Agency Initiatives to Improve M/WBE Performance

AGENCY	INITIATIVES
Human Resources Administration (HRA)	<ul style="list-style-type: none"> • Advertised all formal solicitations in publications directed at M/WBE businesses • Encouraged vendors already doing business with the agency to get certified • Increased solicitation of M/WBEs for micro and small purchases • Participated in events with targeted outreach to M/WBEs, including the Annual Citywide Procurement, National Minority Supplier Development Council's conference, and The Competitive Edge • Contacted SBS when conducting solicitations to request additional M/WBEs for inclusion • Held Pre-bid meetings for all contracts with M/WBE Subcontractor Utilization goals which included an explanation of the program and how to complete Schedule B • Staff attended Procurement Training Institute sessions sponsored by SBS and MOCS • Conducted debriefings for losing bidders and proposers • Provided bid results on HRA website
Law Department	<ul style="list-style-type: none"> • Posted M/WBE Program information on the agency's website • M/WBE officer refers M/WBEs to additional City agencies • Used City Vendor Source procurement notification system to ensure that M/WBEs in appropriate categories are solicited for procurements • ACCO and procurement staff attended 7th Annual Citywide Procurement Fair • Attended reception of Nat'l Association of Minority and Women Owned Law Firms • Technical control to ensure that M/WBE's have been considered • Information about certified firms accessible via Law Department intranet • Initiated regular meetings with Managing Attorney, ACCO, M/WBE Officer, and Deputy Chief of Administration to discuss plans for M/WBE program
Department of Youth and Community Development (DYCD)	<ul style="list-style-type: none"> • Encouraged firms to apply for M/WBE certification • Encouraged vendors to join M/WBE bidders list • Participated in events with targeted outreach to M/WBEs, including the Citywide Procurement Fair • Held Pre-bid meetings for all contracts with M/WBE Subcontractor Utilization goals, which included an explanation of the program and Schedule B • Conducted face to face pre-award meetings with prime vendors that had contracts with subcontractors • Met with vendors to discuss how they can be utilized by DYCD in the procurement of services and goods areas

Appendix C - Agency Initiatives to Improve M/WBE Performance

AGENCY	INITIATIVES
Police Department (NYPD)	<ul style="list-style-type: none"> • Increased solicitation of M/WBEs for small and micro purchases • Continued monitoring of micro and small purchases and the bidding and awards to certified firms • Encouraged vendors already doing business with the agency to certify • Held debriefings with losing bidders, and provided instructions on how to request, through FOIL, to get copies of winning bids or proposals • Advertised in minority publications • Participated in events with targeted outreach to M/WBEs, including the Citywide Procurement Fair • Worked with M/WBEs that requested assistance with the procurement process, and assisted prime contractors in identifying M/WBEs through one-on-one sessions • Trained prime contractors on the M/WBE program and instructed them on subcontracting goals at all pre-bid and pre-proposal conferences • Continued disseminating an agency brochure describing the contracting opportunities at the NYPD and how to go about identifying opportunities with the Department • Staff attended Procurement Training Institute sessions sponsored by SBS and MOCS • Participated in workshops to inform M/WBEs about City procurement policies, including 2 sessions of Strategic Steps for Growth
Small Business Services (SBS)	<ul style="list-style-type: none"> • Encouraged vendors doing business with the Agency to certify and invited M/WBE staff to assist • Procurement staff notified vendors of expiration of M/WBE status and encouraged recertification • Informed M/WBE staff of M/WBE vendors who had incorrect/invalid contact information in Vendor Source and Online Directory • Participated in workshops to inform M/WBEs about City procurement policies, including the annual Procurement Fair, Competitive Edge, and Strategic Steps for Growth (City Council/SBS/NYU program) • Staff attended Procurement Training Institute sessions sponsored by SBS and MOCS • Held Unsuccessful Bidder/Proposer debriefing sessions • Encouraged Vendors to obtain publicly available information regarding award to understand the selected bid / proposal • Made it easier for M/WBEs and small businesses to do business with the City by posting solicitations on Agency website • Held Pre-bid/proposal meetings for all contracts with M/WBE Subcontractor Utilization goals which included an explanation of the program and how to complete Schedule B • Encouraged Prime Contractors to include M/WBE vendors in their solicitations for services/goods • Increased solicitation of M/WBEs for micro and small purchases • Monitored Agency performance with quarterly contract reports provided by SBS