

Meeting #2 Topic:	M/WBE Inclusion	February 28, 2013
Overarching Goal:	<i>Overarching goal to facilitate opportunities for minority and women owned businesses to participate in the ownership, development, design, construction, operation, and management of the redevelopment of the Site.</i>	

Additional Collaborating Partners	Partner's Specific Abilities		
Urban Innovations 21	Small Business Development/Training		
Community College of Allegheny County (CCAC)	Small Business Development/Training		
Duquesne University Small Business Development Center (SBDC)	Small Business Development/Training		
University of Pittsburgh - Katz Graduate School of Business	Small Business Development/Training, Research (Specify Department?)		
Connelly	Small Business Development/Training		
Hill District Credit Union	Line of Credit, Financing, A/R Factoring		
Carlow University	Small Business Development/Training		
Pittsburgh Today	Research		

Additional Resources	Utility of Resource		
Pennsylvania Unified Certification Program	Approved Certifying Agency for M/WBE		
Western Pennsylvania Minority Purchasing Council	Approved Certifying Agency for M/WBE	PDGS Directing to WPMPC	
Pennsylvania Department of Transportation	Approved Certifying Agency for M/WBE		
Federal Government Small Business Administration 8a Program	Approved Certifying Agency for M/WBE		
Allegheny County	Approved Certifying Agency for M/WBE		
Community Banks/Financial Institution	Line of Credit, Financing, A/R Factoring		
Insurance	General Liability, Professional Liability, Work Compensation, Bonding		
Legal Services	Contracts, Incorporation, Certification		
Accounting	Bookkeeping, Payroll, Tax Preparation		
Equal Opportunity Review Commission (EORC)	Removing Contracting Obstacles for M/WBE, Good Faith Effort and Monitoring, Contract Compliance		
Clarence F. Curry Jr. (M/WBE Coordinator for Sports & Exhibition Authority)	Local M/WBE Firm Database, M/WBE Implementation Strategy		
Chuck Powell (Director of Diversity Affairs and Community Outreach - Urban Redeve	Local M/WBE Database, M/WBE Implementation Strategy		
Doris Carson Williams (President of African American Chamber of Commerce of Western Pennsylvania)	Local M/WBE Firm Database (for Pittsburgh & Greater Western Pennsylvania)		

National Association of Minority Contractors (NAMC)	Local M/WBE Firm Database, Developing M/WBE Capacity		
Pittsburgh SCORE	Small Business Development/Training		
The Diversity Business Resource Center	Small Business Development/Training		
Surdna Foundation	Incentivizing and Supporting M/WBE Inclusion		
Foundations	Incentivizing and Supporting M/WBE Inclusion		
Mon Valley Initiative	Small Business Development/Training		

Possible Implementation Strategies of the Development Team, Partners, and Community Stakeholders

<i>Assessment</i>			
Implementation Action	Lead Partner	Assisting Partner	Implementation Timing
Assess market capacity for M/WBE firms and specifically M/WBE firms based in Hill District (Create Questionnaire, Conduct Interviews, Get Work History, Financial Capacity) - Hill, City, Western PA (Granular List)	Marimba Millones (Hill CDC)	Collaboration - Mark Little (MWELA), Clarence Curry (SEA), William Generett (Urban Innovations 21), New Hill District Business Association, Abass B. Kamara (Pens), Kimberly L. Slater-Wood (Pens), ABC Consulting	
Create Database of all qualified M/WBE firms including firms based in Hill District	Marimba Millones (Hill CDC)	Collaboration - Mark Little (MWELA), Clarence Curry (SEA), William Generett (Urban Innovations 21), New Hill District Business Association, Abass B. Kamara (Pens), Kimberly L. Slater-Wood (Pens), ABC Consulting	
Determine post-development M/WBE participation opportunities (leasing, operations, management, ownership)	Penguins		
Determine all M/WBE potential business opportunities (construction, planning, etc.) to post on a project website and estimated timing of when these services will be needed (e.g. pre / post construction)	Penguins		
Researching M/WBE Goals/Strategy on Other Major Pittsburgh Projects	ABC Consulting		
Identify Projects (Local/National) that were able to position M/WBE participation in post development activities with private developers and private ownership	The Dawson Company, ABC Consulting		
Delineate M/WBE from DBE, and the advantages to fulfilling overarching goal			
Delineate opportunities managed by Penguins, SEA, and URA (Possible Different Goals)			
<i>Capacity Building</i>			
Implementation Action	Lead Partner	Assisting Partner	Implementation Timing
Create structure to support for M/WBE firms and develop their capacity in bonding, line of credit financing, and insurance	Mark Little (MWELA), William Generett (Urban Innovations 21)		

Create structure and support for post-development M/WBE participation (leasing, operations, management, ownership)	David Hopkins (Urban Innovations 21)	Jason Matthews (Equal Opportunity Review Commission)	
Create partnerships and designate local small business programs to development M/WBE capacity	Marimba Millones (Hill CDC), William Generett (Urban Innovations 21)		
Conduct an M/WBE training conference & workshops focused on certification and opportunities	Marimba Millones (Hill CDC)		
Create Partnerships with Franchises that have a interest in expanding Diversity Ownership (Future Retail Tenancy)	David Hopkins (Urban Innovations 21)		

Contracting (RFP Language)

Implementation Action	Lead Partner	Assisting Partner	Implementation Timing
Require contractors to document best efforts to obtain M/WBE subcontractor participation.	Penguins	Jason Matthews (Equal Opportunity Review Commission)	
Create waiver process for zero penetration trades (driven by market assessment)	Penguins		
Create Termination Clause in RFP for contractor's failure to compile with procurement process	Penguins		
Require Appropriate Questions and Reporting to ensure integrity of M/WBE (Work History, Ownership History, Work plan, Resumes, Key Personnel)			
Create Incentive for Local Hiring in RFP Scoring for Contractors			

Procurement

Implementation Action	Lead Partner	Assisting Partner	Implementation Timing
Create defined sourcing process (bidding, review, and selection process)	Penguins	Jason Matthews (Equal Opportunity Review Commission)	
Require consultants to have M/WBE Certification	Penguins		
Invite firms outside of Western PA to participate in the bid process			
Include M/WBE firms in mailing lists for opportunities and direct solicitation			
Divide larger contractor requirements, when economically feasible, into smaller tasks or quantities to permit maximum participation by M/WBE firms	Penguins		
Create a listing of all M/WBE potential business opportunities (construction, planning, etc.) - posted on a project website and estimated timing of when these services will be needed (e.g. pre / post construction)	Penguins		

Success Metrics	Data Collection by:	Report Compilation by:	Submitted to:
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