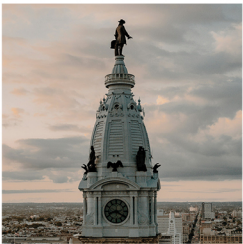


Office of Economic Opportunity
ANNUAL REPORT
Fiscal Year 2023



Promoting Economic Opportunity for Minority-, Woman-, and Disabled-Owned Businesses

OEO VISION

All people living and owning a business in the City of Philadelphia regardless of race, gender, or disability will have equitable access to economic opportunities, which not only affords them the privilege to live in safe, healthy, and thriving communities but also allows the pursuit of generational wealth.



Department of
Commerce
CITY OF PHILADELPHIA

CHERELLE L. PARKER

Mayor of Philadelphia



Dear Philadelphians,

We are pleased to release the Office of Economic Opportunity (OEO)'s Fiscal Year 2023 Annual Report. The City is committed to cultivating diversity, equity and inclusion by promoting Minority, Women and Disabled Business Enterprises (M/W/DSBE) contracting opportunities in City projects. In comparison to FY 2022, the City spent \$283,406,977 more in FY 2023, a sign of recovery from the COVID-19 pandemic's effect on the City's economy. The City of Philadelphia is committed to achieving our Administration's goal of at least 35 percent participation for City and quasi-City contracts.

The Parker Administration envisions Philadelphia as an equitable place to do business. We are bolstering the services currently provided to minority businesses by removing regulatory burdens and increasing access to procurement opportunities. The Administration is leveraging funds from the federal Bipartisan Infrastructure Law to enhance public and private partnerships aimed at supercharging wealth building initiatives in Black and brown communities. Governor Shapiro's Administration has created the first-in-the-nation Commonwealth Workforce Transformation Program investing in on-the-job training over the next five years for Bipartisan Infrastructure Law and Inflation Reduction Act projects across the Commonwealth. The City is dedicated to ensuring Philadelphia enterprises benefit from these resources.

We are leading the effort to make the City of Philadelphia a model buyer by advocating for the removal of practices that stand in the way of minority businesses thriving in Philadelphia. The Economic Opportunity Review Committee (EORC), established by City Council pursuant to 17-1607 of the Philadelphia Code, continued its quarterly meetings to review the implementation, effectiveness and enforcement of Chapter 17-1600, the Economic Opportunity Plan ordinance. In FY 2023, the EORC reviewed ongoing development projects at the Navy Yard, Philadelphia Public Services Building and the Live! Casino and Hotel, all of which were subject to Economic Opportunity Plans with robust goals for the participation of MBEs and WBEs, as well as the employment of a diverse building trades workforce. We will continue to elevate the importance of equitable opportunity in City contracting.

I am committed to building an efficient local government that is responsive to the needs of our businesses and residents. Through my Administration, we are working closely with economic development partners to strengthen meaningful partnerships that advocate for and make it easier to do business in Philadelphia. This Annual Report documents the participation efforts of over 50 City departments and agency partners and covers their for-profit contracting. Our Administration—with the support of the Mayor's Office of Minority Business Success, Department of Commerce Office of Economic Opportunity and in collaboration with all committed stakeholders including administrators, policy makers, and professional organizations—remains committed to building a stronger, more inclusive and equitable economy with opportunities for all Philadelphians.

Sincerely,

A handwritten signature in black ink that reads "Cherelle L. Parker". The signature is fluid and cursive.

Cherelle L. Parker
Mayor



MESSAGE FROM COMMERCE DIRECTOR

Alba Martinez

Dear Philadelphians,

The Department of Commerce is pleased to release our Office of Economic Opportunity's Annual Report analyzing Minority, Women and Disabled Business Enterprises (M/W/DSBE) participation in City and quasi-City contracts in Fiscal Year (FY) 2023. This Annual Report documents participation efforts of over 50 City departments and agency partners. The Department of Commerce alongside our economic development partners citywide are dedicated to helping all businesses thrive with access to economic opportunity.



The Department of Commerce is impact focused. Our results-oriented approach directs strategic investments toward initiatives, programs, and strategies with measurable outcomes that directly benefit businesses and residents. Under Mayor Parker's PHL Open for Business initiative, we are committed to making it easier to do business in Philadelphia. As businesses build more capacity, Commerce can assist them in becoming prime contractors and doing business with the City of Philadelphia.

Commerce grows equitable access to capital and contracts for people who have been historically underserved. The Office of Economic Opportunity (OEO) at the Department of Commerce is dedicated to cultivating diversity, equity and inclusion by promoting M/W/DSBE contracting opportunities in City projects and supporting capacity building efforts. In FY 2023, OEO continued to increase strategic partnerships and models that support capacity building efforts for businesses to become prime contractors. OEO hosts educational workshops on a monthly basis for business owners to learn how to take advantage of public contracting opportunities.

We encourage companies to join the OEO Registry which is the lifeline to participate in the City of Philadelphia contracting process. In the first 100 days of the Parker Administration, Commerce improved the OEO Registry to enable the search of registered companies by capacity, as demonstrated by size of contracts, number of employees, and/or types of equipment. The OEO Registry is essential in every aspect of the City contracting process, from setting project goals to outreach for upcoming opportunities and tracking participation. Contractors and professionals seeking diverse businesses as joint venture partners and subcontractors on major projects in the region can utilize the OEO Registry. In FY 23, more than 2,100 joined the Registry.

The Department of Commerce is the economic catalyst for the City of Philadelphia, with the mission to support businesses with resources that help them grow. We cultivate an environment conducive to business success at every stage of the journey, vital for driving revenue and job growth. We champion economic opportunities across all neighborhoods, aiming to address disparities in access to information, education, and resources to promote equitable growth. We are dedicated to enhancing Philadelphia as a vibrant place to live, work, shop and do business with economic opportunity for all.

Sincerely,

A handwritten signature in black ink, appearing to read 'Alba', written in a cursive style.

Alba Martinez
Commerce Director
City of Philadelphia

Table of Contents

1	Who We Are	7
1.1	The OEO Mission.....	7
1.2	How We Work	7
2	Executive Summary	8
3	OEO Outreach and Fiscal 2023 Highlights	11
3.1	2023 Minority Enterprise Development (MED) Week.....	11
3.2	Business Development series	11
3.3	Economic Opportunity Review Committee Meetings	11
3.4	Registry Report	11
4	OEO Registry Detail.....	12
4.1	Registry Report	12
5	OEO Registry Demographics	14
6	FY 2023 M/W/DSBE Results by Contract Type.....	15
7	FY 2023 M/W/DSBE Results by Department.....	16
8	FY 2023 Results for Top Prime Contractors	18
8.1	Top Ten Performance	18
9	FY 2023 Results for Top M/W/DSBE Vendors	19
9.1	Top Ten Performance	19
10	Economic Opportunity Plans.....	20
	Appendix.....	21



"When I started my company in 2018, I heard about a week called [Minority Enterprise Development] MED Week. Everybody should attend this program; it is actually developed for minority vendors like my company."

-Joe Santiago, Founder, JJS Property Services, LLC

1 WHO WE ARE

1.1 THE OEO MISSION

The Office of Economic Opportunity (OEO) is dedicated to developing bold solutions to advance justice, equity, and human dignity. Our approach seeks to identify and remove all systemic barriers for People of Color (M/W/DSBE/POCDBE) Businesses in Philadelphia—in pursuit of a sustainable future that provides them the means to develop generational wealth within their communities.

1.2 HOW WE WORK

OEO is established by and operates under Executive Order 01-21, the City’s Antidiscrimination Policy that governs the Minority Business Enterprise (MBE), Women Business Enterprise (WBE), and Disabled Business Enterprise (DSBE) Program. OEO also implements 17-1600 of The Philadelphia Code, the City’s “Economic Opportunity Plan” Ordinance.

The City of Philadelphia’s municipal government employs more than 28,000 people and spends billions of dollars each year on goods and services across all City departments. The City’s goal is to spend at least 35 percent of those dollars in the for-profit business sector with minority, women, and disabled-owned business enterprises (M/W/DSBEs).

The Office of Economic Opportunity (OEO), located within the City’s Department of Commerce, plays a lead role in ensuring the City meets its goals for equity and inclusion of M/W/DSBEs in City contracting opportunities.

OEO CARRIES THIS OUT BY

- Registering minority, women, and disabled owned businesses for inclusion in the OEO Registry of Certified Firms
- Reviewing City Bids and RFPs for potential M/W/DSBE contracting opportunities
- Evaluating Bids and Proposals for responsiveness to OEO requirements, including Commercial Usefulness
- Monitoring awarded City contracts for compliance, including assuring payment is made to committed M/W/DSBEs
- Providing Oversight guidance on large contracts and projects
- Creating alliances within the City government, stakeholders, and other organizations
- Problem solving, advocating, and supporting diverse businesses across the region including the private sector

OUR PARTNERS INCLUDE

- City of Philadelphia Departments
- Quasi-public agencies (e.g., PIDC, PHDC, PRA)
- Private sector participants (e.g., Universities and Hospitals)
- Non-profit organizations
- Third-party certification agencies
- Majority prime contractors
- Local developers

2 EXECUTIVE SUMMARY

In FY 2023, the City of Philadelphia, together with its Quasi-City partners, spent \$1,181,158,488 with for-profit businesses. This includes \$700,302,498 spent within the major City of Philadelphia contracting areas of Personal & Professional Services (PPS), Public Works (PW), Miscellaneous Purchase Orders (MPO), Small Order Purchases (SOP), and Services, Supplies & Equipment (SSE). The City’s partners, Philadelphia Industrial Development Corporation (PIDC), Philadelphia Housing Development Corporation (PHDC), and Philadelphia Redevelopment Authority (PRA) spent \$512,632,670 in contracting throughout the fiscal year. The City also contracted an additional \$208,505,751 in Federally Funded contracts but these dollars are addressed separately as OEO has no goal-setting authority over Federally Funded contracts.

In comparison to FY 2022, the City spent \$283,406,977 more in FY 2023, a sign of recovery from the COVID-19 pandemic’s effect on the City’s economy. Of \$1,181,158,488 for-profit City contracting, \$370,744,366 went to M/W/DSBE businesses. This amount represents an additional spending of \$71,959,287, up from \$298,785,079 in FY2022.

Figure 2.1: FY 2022 vs. FY 2023 M/W/DSBE Utilization in City Contracts

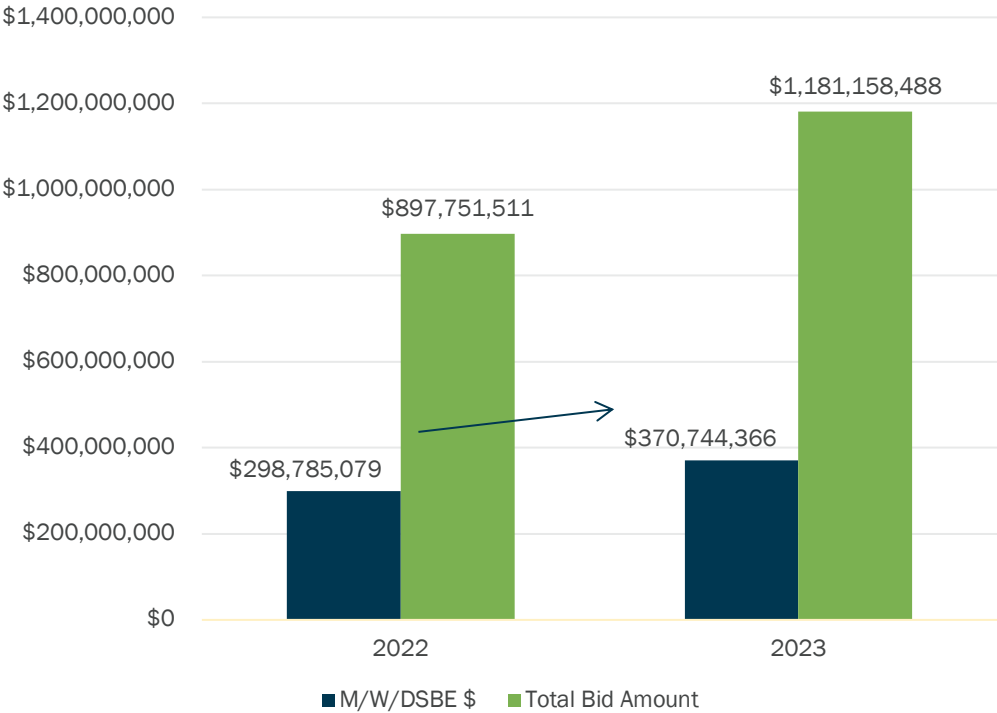
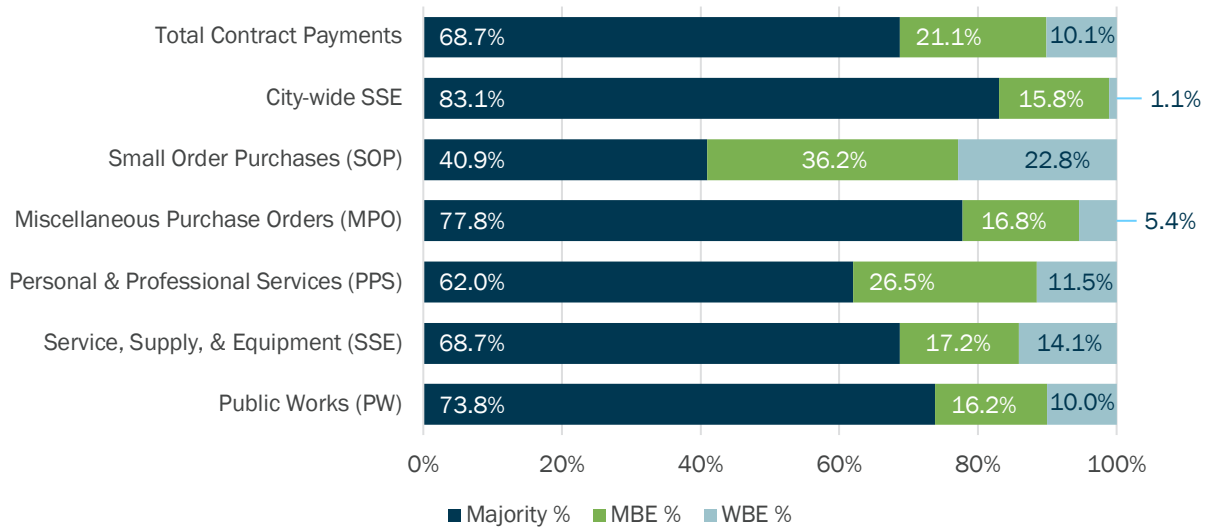


Figure 2.2: FY 2023 M/W/DSBE Utilization in City Contracts by Contract Type



It is important to see how the \$370,757,366 in M/W/DSBE participation was distributed across contracting categories. M/W/DSBEs received:

- 26.2 percent of PW contracts (\$113 million out of \$432million spent)
- 38.3 percent of PPS contracts (\$203 million out of \$530 million spent)
- 16.9 percent of SSE contracts (\$22 million out of \$127 million spent)

The largest amount of the spend categories is PPS: in FY 2023 total PPS contracting was \$530,370,510 with \$203,135,999 in M/W/DSBE contracting dollars which equates to 38.3 percent. The next largest dollar amount of total contracting was PW with \$431,672,016, of which 26.2 percent or \$113,022,604 in contracting went to M/W/DSBEs.

Figure 2.3: M/WBE Spending by Ethnicity or Gender for All City Contracts

African American	White Women	Asian	Hispanic	Other
13.5%	10.3%	4.8%	2.6%	0.1%

Figure 2.4: FY 2023 City + Quasi City Agencies Utilization of M/W/DSBE

Category	Percentage
Majority	77%
MBE	15%
WBE	7%

Quasi-City partnering agencies are responsible for programs that benefit Philadelphians. These include PHDC’s Basics Systems Repair program and Weatherization Adaptive Program, and green stormwater work PIDC oversees that improves the local environment and water quality. From these partners M/W/DSBEs received:

- 19 percent of PIDC contracts (\$2.2 million out of \$11.8 million spent)
- 1 percent of PHDC contracts (\$1.3 million out of \$88 million spent)
- 4 percent of PRA contracts (\$15.3 million out of \$412.7 million spent)

Figure 2.5a: FY 2023 City-Only Utilization of M/W/DSBE

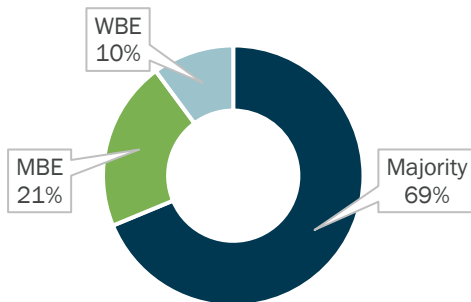
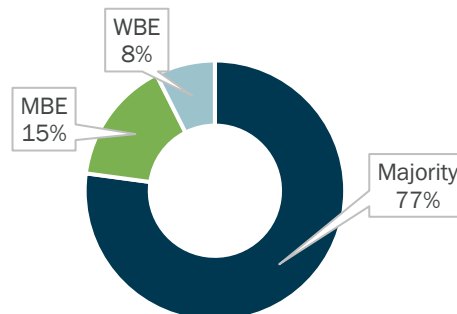


Figure 2.5b: FY 2023 City + Quasi City-Agencies Utilization of M/W/DSBE



"I put in the work. I kept going to [OEO] events. This past December I signed a contract for 21 of the [Navy Yard] buildings. Tied to that, I have been called in to do some painting, some maintenance, some sealant work. And, if I'm in, we're all in because everybody knows I network!"

-Joe Santiago, Founder, JJS Property Services, LLC



3 OEO OUTREACH AND FISCAL 2023 HIGHLIGHTS

3.1 2023 MINORITY ENTERPRISE DEVELOPMENT (MED) WEEK

The theme for the 2023 event was, “It’s an Entrepreneur Thing—Shattering Barriers, Igniting Success.”

3.2 BUSINESS DEVELOPMENT SERIES

This monthly presentation hosted by OEO remained virtual in FY 2023, allowing OEO to reach an even larger audience of MBEs and WBEs interested in learning how to do business with the City and its contracting partners. It is advancing capacity-building efforts for businesses with a series of monthly educational workshops. These presentations not only provide instruction and guidance for navigating the City’s procurement processes but also support a platform for the exploration of new business opportunities.



3.3 ECONOMIC OPPORTUNITY REVIEW COMMITTEE MEETINGS

The Economic Opportunity Review Committee (EORC) established by City Council pursuant to 17-1607 of the Philadelphia Code, continued its quarterly meetings over a virtual platform and were televised on local access television. These meetings review the implementation, effectiveness and enforcement of Chapter 17-1600, the Economic Opportunity Plan ordinance. In FY 2023, the EORC reviewed ongoing development projects at the Navy Yard, Philadelphia Public Services Building and the Live! Casino and Hotel, all of which were subject to Economic Opportunity Plans with robust goals for the participation of MBEs and WBEs, as well as the employment of a diverse building trades workforce. Mayor Parker is considering how to use this standing group and meeting to elevate the importance of equitable opportunity in City contracting.

3.4 REGISTRY REPORT

The OEO Registry is truly the lifeline of the Office of Economic Opportunity; the databank that houses all M/W/DSBE businesses that participate in City of Philadelphia contracting. The Registry plays an essential part in every aspect of the City contracting process, from setting project goals to outreach for upcoming opportunities and eventually tracking participation.

Businesses from across the city and country make up the 2,064 businesses listed in the registry. Fifty-two percent of the businesses listed in the registry are from Pennsylvania, forty-eight percent of which are from Philadelphia.

The directory is 60 percent female and about 60.4 percent non-white (including 34.4 percent African American, 15.6 percent Asian American, and 9.4 percent Hispanic).

4 OEO REGISTRY DETAIL

4.1 REGISTRY REPORT

M/W/DSBE businesses that participate in City of Philadelphia contracting. The Registry plays an essential part in every aspect of the City contracting process, from setting project goals to outreach for upcoming opportunities and eventually tracking participation.

Businesses from across the city and country make up the almost 2,064 businesses listed in the registry. Fifty-two percent of the businesses listed in the registry are from Pennsylvania, 430 of which are from Philadelphia. The directory is 60 percent female and about 60.4 percent non-white (including 34.4 percent African American, 15.6 percent Asian American, and 9.4 percent Hispanic).

Figure 4.1: OEO Registry by Location

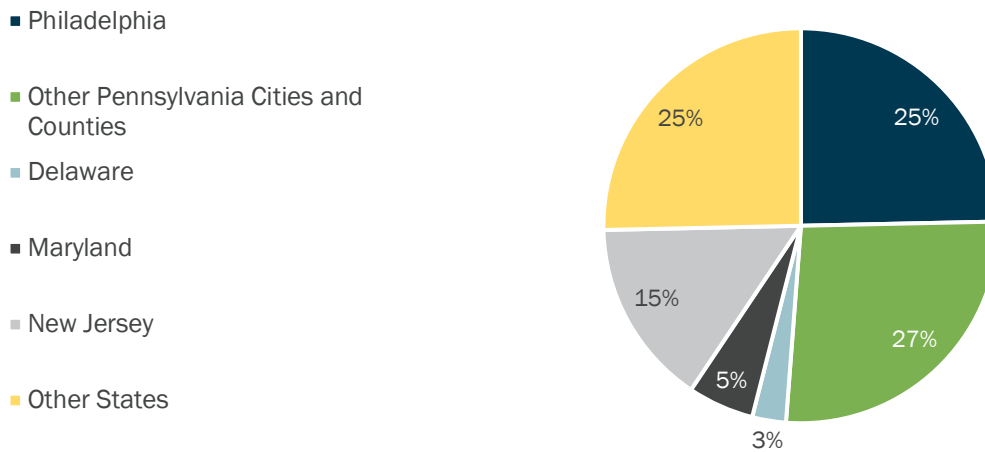
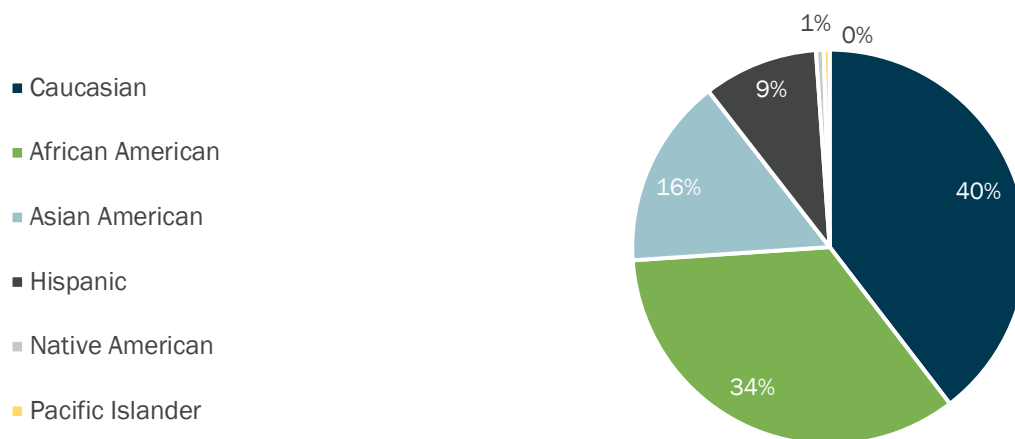


Figure 4.2: Count of Diverse Businesses



Key Benefits and Features of the OEO Registry

Notification of outreach events

Free business advertisement 365 days a year 24/7

50+ city departments, public and nonprofit industries have access to business/vendor profiles

Solicitation of quotes for Miscellaneous Purchases and Small Order Purchases by 50+ city departments

Workshops, training, seminars, technical assistance, and funding are some of the resources available to support businesses



5 OEO REGISTRY DEMOGRAPHICS

Figure 5.1: The OEO Directory Composition



Figure 5.2: Business Count Breakdown by Race/Ethnicity and Gender

Race/Ethnicity	Gender	Number of Firms	Percentage
African American	Female	248	12.0%
	Male	461	22.3%
Asian American	Female	113	5.5%
	Male	208	10.1%
Caucasian	Female	802	38.9%
	Male	15	0.7%
Hispanic American	Female	65	3.1%
	Male	129	6.3%
Native American	Female	5	0.2%
	Male	8	0.4%
Pacific Islander	Female	3	0.1%
	Male	7	0.3%
Total		2064	

These registry numbers represent a snapshot in time. Prior to the Covid 19 pandemic the registry included 2,700 businesses. The registry fluctuates continuously as businesses are certified and added to the registry and other businesses are removed due to closure, change business category, or fail to submit annual affidavits.

6 FY 2023 M/W/DSBE RESULTS BY CONTRACT TYPE

The following summary of M/W/DSBE contract participation for FY 2023 comes from contract commitments rather than payments, and they reflect dollars committed to primes and subs at the time the contract is confirmed. Change orders and amendments are captured in subsequent years when the changes are made to the contracts.

Contract award commitments provide an indication of the amount that will be paid to M/W/DSBE firms. However, actual payment data is the best measure of the City’s success in being inclusive. OEO is diligently working with all City departments—particularly the Procurement Department—to establish a system that accurately captures payments made to M/W/DSBE firms. The City’s Contract Compliance Reporting System, B2GNow, is the monitoring tool used by the City and OEO uses it to ensure proper maintenance of the City’s contracts.

Figure 6.1: FY 2023 M/W/DSBE Utilization in City Contracts by Contract Type

Contract Category	Majority %	MBE %	WBE %
Public Works (PW)	73.8%	16.2%	10.0%
Service, Supply, & Equipment (SSE)	68.7%	17.2%	14.1%
Personal & Professional Services (PPS)	62.0%	26.5%	11.5%
Miscellaneous Purchase Orders (MPO)	77.8%	16.8%	5.4%
Small Order Purchases (SOP)	40.9%	36.2%	22.8%
City-wide SSE	83.1%	15.8%	1.1%
Total Contract Payments	68.7%	21.1%	10.1%

Figure 6.2: FY 2023 City-Only M/W/DSBE Utilization by Contract Type

CONTRACT Category	TOTAL DOLLARS	TOTAL M/W/DSBE DOLLARS	TOTAL M/W/DSBE%
Public Works (PW)	\$431,672,016	\$113,022,604	26.2%
Service, Supply, & Equipment (SSE)	\$70,770,423	\$22,127,100	31.3%
Personal & Professional Services (PPS)	\$530,370,510	\$203,135,999	38.3%
Miscellaneous Purchase Orders (MPO)	\$5,141,642	\$1,205,715	31.4%
Small Order Purchases (SOP)	\$16,705,405	\$9,865,355	59.1%
City-wide SSE	\$126,498,491	\$21,400,594	16.9%
Total Contract Payments	\$1,181,158,488	\$370,757,366	31.4%

Figure 6.3: FY 2022 City-Only M/W/DSBE Utilization by Contract Type

CONTRACT CATEGORY	TOTAL DOLLARS	TOTAL M/W/DSBE DOLLARS	TOTAL M/W/DSBE%
Public Works (PW)	\$164,042,073	\$64,509,860	39.3%
Service, Supply, & Equipment (SSE)	\$101,733,265	\$32,560,344	32.0%
Personal & Professional Services (PPS)	\$558,012,275	\$191,113,430	34.2%
Miscellaneous Purchase Orders (MPO)	\$4,204,490	\$696,233	33.3%
Small Order Purchases (SOP)	\$4,988,351	\$1,009,747	20.2%
City-wide SSE	\$64,771,056	\$8,895,465	13.7%
Total Contract Payments	\$897,751,511	\$298,785,079	33.3%

7 FY 2023 M/W/DSBE RESULTS BY DEPARTMENT

In FY 2023, the top four City departments by spend represented a collective \$758.2 million in spending, of which \$235.6 million (31 percent) went to M/W/DSBEs. The Water Department had the highest spend across all City departments, at \$333.5 million, of which \$107.3 million (32 percent) went to M/W/DSBEs.

Figure 7.1: Top Four City Departments by Spending on M/W/DSBEs

Department	Contract Total	MBE \$	WBE \$	Total M/W/DSBE \$	M/W/DSBE %
Water	\$333,574,920	\$59,805,552	\$47,587,145	\$107,392,698	32%
Aviation	\$140,198,007	\$28,721,273	\$16,896,506	\$45,617,779	33%
Streets	\$175,923,717	\$27,407,143	\$16,064,027	\$43,471,170	25%
Prisons	\$108,545,933	\$35,692,129	\$3,452,747	\$39,144,876	36%
Total	\$758,242,577	\$151,626,098	\$84,000,426	\$235,626,523	31%

Figure 7.2: FY 2023 M/W/DSBE Performance Results by Top Four City Departments

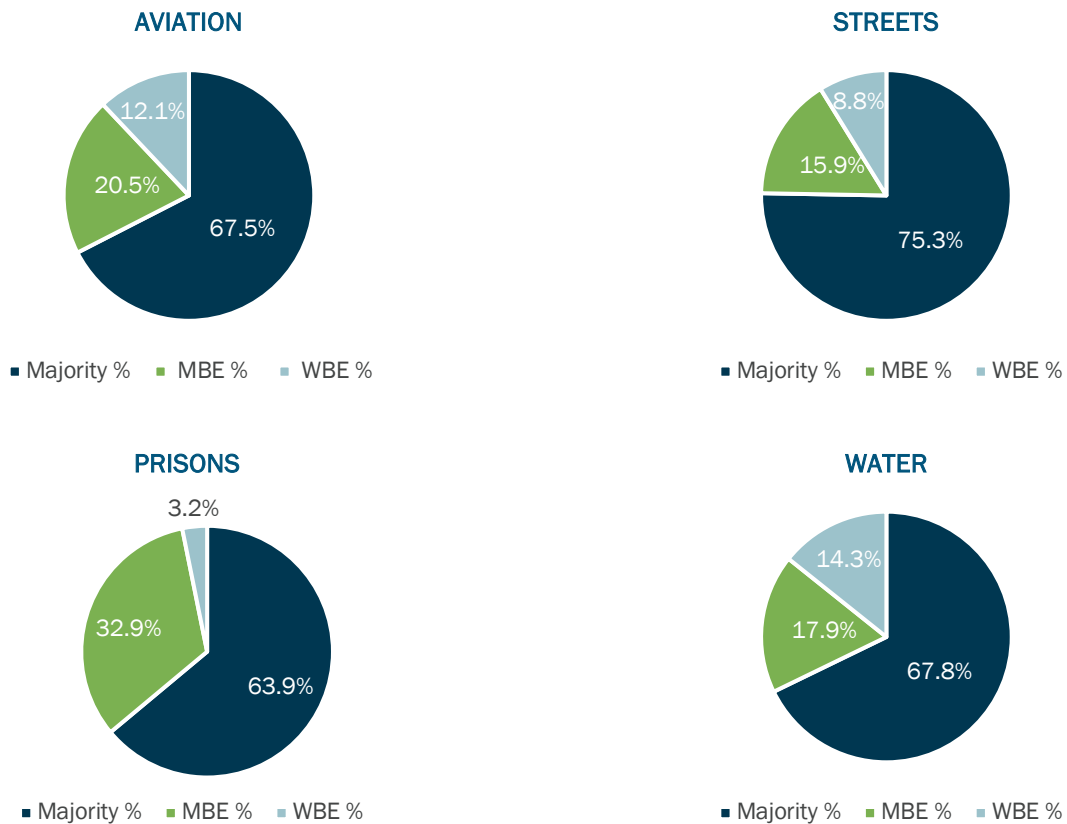


Figure 7.3: Performance Results by City Department

Department	Total Available Contract Dollars	M/W/DSBE Total Participation	M/W/DSBE Performance %
Aviation	\$140,198,007	\$45,617,779	33%
Behavioral Health	\$339,220	\$150,000	44%
City Controller's Office	\$523,135	\$103,600	20%
City Council	\$817,313	\$0	0%
City Treasurer	\$7,113,868	\$3,528,423	50%
Commerce	\$207,500	\$60,000	29%
District Attorney's Office	\$401,060	\$0	0%
Finance	\$31,733,033	\$3,689,392	12%
Fire	\$5,851,769	\$1,044,574	18%
Fleet Management	\$268,969	\$47,400	18%
Free Library	\$1,402,069	\$594,202	42%
Health	\$14,273,524	\$2,855,360	20%
Homeless Services	\$3,880,100	\$2,635,765	68%
Human Resources	\$37,574,456	\$20,204,681	54%
Inspector General	\$75,000	\$0	0%
Law	\$9,345,749	\$7,067,449	76%
Licenses and Inspections	\$10,020,816	\$4,273,547	43%
Managing Director's Office	\$56,801,044	\$22,362,967	39%
Mayor's Office	\$1,019,880	\$812,880	80%
MO Sustainability	\$1,081,000	\$45,000	4%
Office of the COA	\$1,080,000	\$448,000	41%
OIT	\$42,966,736	\$14,483,426	34%
Parks & Rec	\$3,722,098	\$3,542,300	95%
Pensions	\$7,773,089	\$7,364,341	95%
Police	\$1,610,715	\$287,806	18%
Prisons	\$108,545,933	\$39,144,876	36%
Property Assessment	\$1,326,000	\$630,150	48%
Public Property	\$33,207,218	\$6,663,461	20%
Records	\$1,172,129	\$475,000	41%
Revenue	\$20,954,931	\$10,413,026	50%
Streets	\$175,923,717	\$43,471,170	25%
Water	\$333,574,920	\$107,392,698	32%

8 FY 2023 RESULTS FOR TOP PRIME CONTRACTORS

8.1 TOP TEN PERFORMANCE

The table below depicts the top ten primes based on dollars awarded.

Figure 8.1: Top Ten Prime Vendors/Contractors—Dollars Awarded

Business Name	Total Contract Award	MBE Participation Dollars	MBE Participation %	WBE Participation Dollars	WBE Participation %
Daniel J. Keating Company	\$106,547,500	\$17,943,500	17%	\$13,452,986	13%
Chs Tx	\$73,222,680	\$9,638,377	13%	\$2,496,946	3%
Tony Depaul And Son	\$32,156,474	\$3,677,314	11%	\$1,711,202	5%
James J. Anderson Construction Inc.	\$31,926,524	\$3,269,276	10%	\$0	0%
Waste Management Disposal	\$29,667,268	\$7,298,148	25%	\$6,408,130	22%
Carusone Construction, Inc.	\$29,332,981	\$4,556,011	16%	\$4,055,499	14%
Kemira Water Solutions Inc	\$24,940,173	\$0	0%	\$0	0%
Haines & Kibblehouse, Inc.	\$21,604,382	\$838,129	4%	\$1,042,144	5%
U.S. Facilities Inc.	\$21,120,360	\$21,120,360	100%	\$0	0%
Stone Hill Contracting Co., Inc.	\$19,344,680	\$3,542,011	18%	\$2,605,728	13%

“My husband and I, owners of a small construction company, intend to join the city as a certified OEO vendor and are preparing the paperwork...This is a wonderful policy. Based on this information we will be able to make payroll and build our company to pass down to our children.”

-Inna Johnson

9 FY 2023 RESULTS FOR TOP M/W/DSBE VENDORS

9.1 TOP TEN PERFORMANCE

The tables below depict the top ten MBE and WBE firms based on cumulative prime and subcontracting participation across all contracting categories.

Figure 9.1: Top Ten Minority Business Enterprise (MBE) Firms–Dollars Awarded

Business Name	Business Classification	Total Contract Dollars (Prime and Sub)
U.S. Facilities Inc.	African American Male	\$21,120,360
Manna Supply, Inc.	Hispanic Female	\$19,687,394
Scotlandyard Security Services, Inc.	African American Male	\$11,203,128
Caribbean Operators, Inc.	African American Male	\$10,155,960
U.S. Facilities, Inc	African American Male	\$9,189,375
Timi Pharmacy	African American Female	\$6,294,195
Carr and Duff LLC	African American Male	\$5,714,566
Whitsons Meal Services, LLC	African American Male	\$5,190,095
Tri-Force Consulting, Inc.	Asian Male	\$5,155,792
Arora Engineers, LLC	Asian Male	\$4,650,008

Figure 9.2: Top Ten Women Business Enterprise (WBE)–Dollars Awarded

Business Name	Business Classification	Total Contract Dollars (Prime and Sub)
Manna Supply, Inc.	Hispanic Female	\$19,687,394
Olin Partnership Ltd	White Female	\$11,000,000
WB Services, LLC	White Female	\$7,268,130
Timi Pharmacy	African American Female	\$6,294,195
SJA Construction Inc.	White Female	\$5,419,933
Brilla Construction Supply, LLC	White Female	\$4,098,149
Labe Sales, Inc.	White Female	\$4,032,508
Hunt Engineering Co	White Female	\$3,736,122
Geppert Bros., Inc.	White Female	\$3,731,150
Resilient Business Solutions	White Female	\$2,500,000

10 ECONOMIC OPPORTUNITY PLANS

An Economic Opportunity Plan (EOP) is an agreement between the City and a prime contractor or project owner. The EOP establishes goals for meaningful participation of M/W/DSBEs on capital and construction projects throughout City government. An EOP is required for City-owned projects with a budget greater than \$100,000. In the private and non-profit sectors, projects may need an EOP if they require public funds or an action by City Council. In 2015, OEO was tasked with reporting workforce diversity on City projects, and as of 2017, the Labor Standards Unit has provided oversight and enforcement of workforce diversity on projects that require action by City Council.

As of October 2023, OEO was monitoring EOP projects totaling \$394 million in contract value. Of this aggregate amount, \$173 million met their participation goals. 39 percent of active projects (60 projects) met or exceeded their respective M/W/DSBE goals.

Figure 10.1: Total Active Economic Opportunity Plans (EOPs) and M/W/DSBE Participation

Year	Total Active Contract Dollars (\$M)	Contract dollars that met M/W/DSBE Goals (\$M)	Contract dollars that met M/W/DSBE Goals (%)	Projects that met M/W/DSBE Goals (Number)	Projects that met M/W/DSBE Goals (%)
FY 2023	\$394	\$173	44%	60	39%
FY 2022	\$516	\$175	34%	50	36%

Figure 10.2: FY2023 - Active Economic Opportunity Plans (EOPs) and M/W/DSBE Participation

Dept	Total Contract Dollars	Dollars that met MWDSBE (\$)	Dollars that met MWDSBE (%)	Projects that met MWDSBE Goals (Number)	Projects that met MWDSBE Goals (%)
Aviation	\$44	\$19	45%	10	38%
Streets	\$50	\$4	7%	2	25%
Water	\$210	\$96	46%	38	48%

Figure 10.3: FY2022 - Active Economic Opportunity Plans (EOPs) and M/W/DSBE Participation

Dept	Total Contract Dollars	Dollars that met MWDSBE (\$)	Dollars that met MWDSBE (%)	Projects that met MWDSBE Goals (Number)	Projects that met MWDSBE Goals (%)
Aviation	\$101	\$6	6%	7	28%
Streets	\$20	\$13	67%	6	67%
Water	\$242	\$91	38%	21	32%

APPENDIX

About Econsult Solutions, Inc.

This report was produced by Econsult Solutions, Inc. (“ESI”). ESI is a Philadelphia-based economic consulting firm that provides businesses and public policy makers with economic consulting services in urban economics, real estate economics, transportation, public infrastructure, development, public policy and finance, community and neighborhood development, planning, as well as expert witness services for litigation support. Its principals are nationally recognized experts in urban development, real estate, government and public policy, planning, transportation, non-profit management, business strategy and administration, as well as litigation and commercial damages. Staff members have outstanding professional and academic credentials, including active positions at the university level, wide experience at the highest levels of the public policy process and extensive consulting experience.

About Administrative Associates, LLC

Administrative Associates, LLC is a Philadelphia-based management consulting firm that provides high-quality professional services at affordable rates. The company is certified as a local business enterprise and a disadvantaged business enterprise. It is also registered with the City of Philadelphia Office of Economic Opportunity as a certified minority and women-owned business.

The company’s core competencies include:

- Administrative and Capacity Building Support;
- Community Engagement and Outreach;
- Monitoring and Evaluation;
- Program and Project Management;
- Technical Writing and Copy-Editing;
- Training and Development.

The company’s founder, Nadira Branch, MPA, is a three-time Fulbright grantee who has designed and spearheaded women’s entrepreneurship programs as a Fulbright Specialist (Cote d’Ivoire, 2021), Fulbright Public Policy Fellow (Cote d’Ivoire, 2019), and U.S. Fulbright Scholar (Haiti, 2013).

Additionally, Nadira proudly served as a Peace Corps Volunteer (Mali, 2003 - 2005), Benjamin A. Gilman Scholar (University of Ghana, 2001), and AmeriCorps VISTA alumna, and she currently serves as the vice chair of the board of directors for the Philadelphia/Delaware Valley Chapter of the U.S. Fulbright Alumni Association. Nadira holds a Master of Public Administration from the University of Pennsylvania and a Bachelor of Arts in International Politics from Pennsylvania State University.

Note: Images placed in this report were provided by the client; and sourced from Marcus Aurelius, rfstudio, for pexels.com; Chris Henry, Christina Wocintechchat, Coen Van Mourik, Erica Lewis, Kelly Kiernan, Kevin Wiegand, Mimi Thian, and Salon Agility for unsplash.com.