

SMALL BUSINESS ENTERPRISE UTILIZATION REPORT

2nd Quarter FY2008



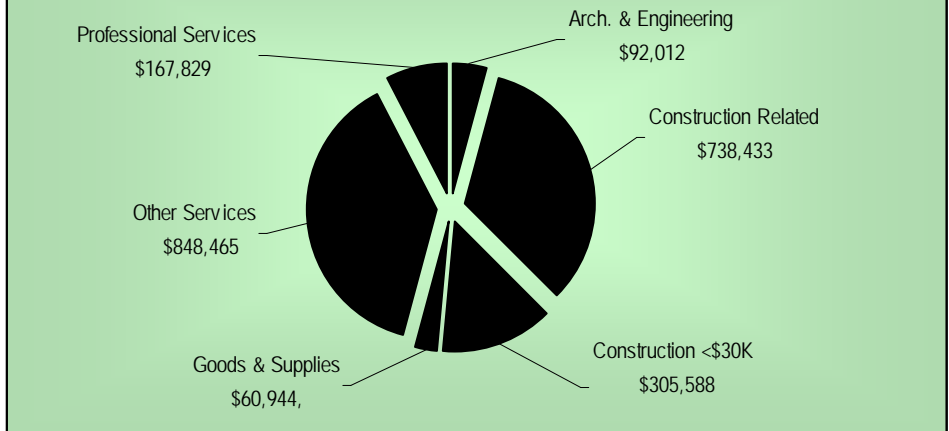
Business Works In Charlotte

SBE Utilization

Citywide Informal Purchases

- \$18.65 million dollars in informal purchases (contracts under \$100,000) were analyzed during the second quarter of FY2008.
- \$2.21 million in informal purchases was spent with SBE firms during this quarter, a 1.8% Increase from the previous quarter.
- The City spent a total of \$11.05 million with SBE firms throughout Calendar Year 2007.

Citywide SBE Utilization by Work Category
2nd Quarter FY08 - Informal Purchases



SBE Utilization

KBU Breakdown of Informal Purchases (contracts less than \$100,000)

KBU	SBE Goal (%)	2Q SBE Utilization (%)	2Q SBE Utilization (\$\$)	FY08 Utilization to Date (%)	FY08 Utilization to Date (\$\$)
Aviation	11.00 %	14.75 %	225,058	12.79 %	301,301
Budget & Evaluation	7.00 %	25.46 %	662	11.25 %	662
Business Support Services	4.00 %	0.46 %	8,852	0.48 %	20,252
Charlotte Area Transit System	4.00 %	4.95 %	44,083	4.02 %	62,814
Charlotte Dept. of Transportation	5.00 %	9.24 %	114,107	15.69 %	406,786
Charlotte-Mecklenburg Police Department	9.00 %	8.47 %	77,164	9.92 %	174,136
Charlotte-Mecklenburg Utilities	9.00 %	16.41 %	1,039,397	17.48 %	2,105,442
City Attorney	1.00 %	2.36 %	2,506	1.67 %	2,852
City Clerk	1.00 %	0.00 %	-	0.00 %	-
City Manager's Office	10.00 %	5.73 %	872	4.73 %	1,051
Corporate Communications	3.00 %	0.65 %	630	0.48 %	862
Community Relations Committee	3.00 %	0.00 %	-	0.00 %	-
Customer Service / 311 Call Center	3.00 %	1.12 %	824	4.84 %	6,317
Economic Development	10.00 %	42.76 %	42,042	29.11 %	49,284
Internal Audit	21.00 %	30.53 %	38,334	38.03 %	69,930
Engineering & Property Management	12.00 %	12.48 %	342,943	12.81 %	682,851
Finance	7.00 %	25.59 %	63,532	25.44 %	101,064
Fire	5.00 %	4.18 %	33,351	4.47 %	74,730
Human Resources	4.00 %	3.19 %	3,300	2.03 %	3,300
Mayor/Council	10.00 %	33.67 %	3,597	11.05 %	4,912
Neighborhood Development	5.00 %	6.33 %	67,117	6.16 %	132,348
Planning	8.00 %	15.34 %	12,895	14.21 %	12,895
Solid Waste Services	7.00 %	41.31 %	92,005	39.86 %	195,018
Total		11.87 %	\$ 2,213,271	12.31 %	\$ 4,408,805

Citywide M/WBE Participation

Informal and Formal Purchases

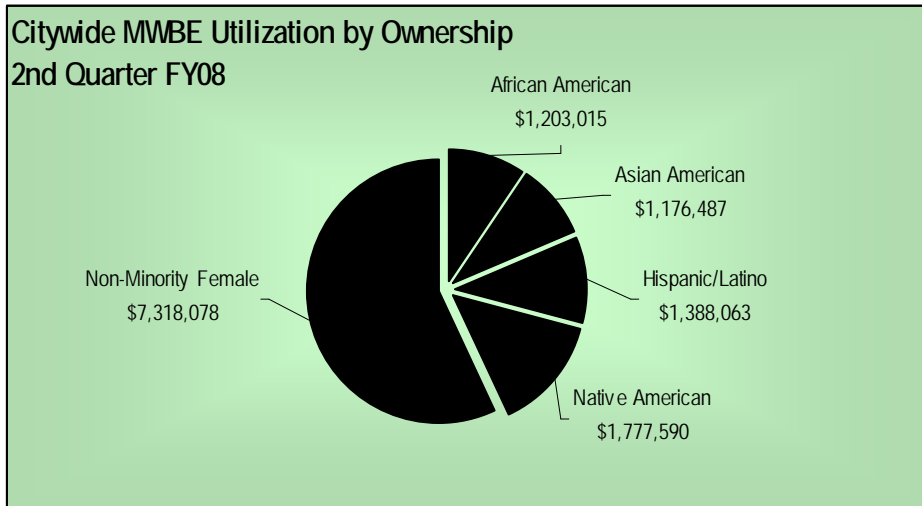
\$84.06 million in informal and formal purchases were reviewed for the second quarter of FY08. Of this amount, \$12.86 million was spent with minority- and/or women-owned firms as "prime contractors". The FY08 M/WBE Citywide goal is to achieve the 80% availability percentage for each work category. The City met the Citywide MWBE goals in five of the six categories analyzed.

Work Category	2Q Utilization (\$)	Utilization (%)	Availability ¹	Disparity Index ²	Met Goal
Architectural & Engineering	\$ 762,544	9.19%	12.82 %	71.68	
Construction Less than \$30K	238,823	23.80 %	15.13 %	157.30	✓
Construction Greater than \$30K	6,809,241	16.59 %	15.41 %	107.66	✓
Goods & Supplies	1,505,290	11.35 %	6.70 %	169.40	✓
Other Services	2,836,175	16.76 %	9.14 %	183.37	✓
Professional Services	711,159	20.20 %	17.67 %	114.32	✓
Total³	\$12,863,233				

¹Based on MGT availability analysis from 1998-2002 Disparity Analysis

²The disparity index is a calculated ratio of utilization to availability

³Figures are rounded



Of the \$12.86 million spent with MWBE firms during the second quarter of FY2008, the City spent 57% with Non-Minority Females, 9% with African Americans, 9% with Asian Americans, 11% with Hispanic Americans, and 14% with Native Americans for informal and formal purchases.

FY08 Construction Subcontractor Utilization

For the second quarter of FY08, all five MWBE Ownership groups surpassed the goals for subcontractor utilization.

Ownership	2Q Utilization (\$)	2Q Utilization (%)	Availability ¹	Disparity Index	Met Goal	Utilization to date (\$)
African American	\$ 943,113	4.35 %	2.91 %	149.50	✓	\$ 2,341,288
Asian American	83,522	0.39 %	0.23 %	169.57	✓	147,335
Hispanic American	275,273	1.27 %	0.50 %	254.01	✓	422,569
Native American	33,275	0.15 %	0.15 %	102.35	✓	51,634
Non-Minority Female	2,032,600	9.38 %	2.02 %	464.26	✓	3,550,496

¹Based on MGT availability analysis from 1998-2002 Disparity Analysis

SBE Utilization for all Formal Projects (Contracts over \$100,000)

By Work Category	FY08 2Q (\$)	YTD
<i>Architectural & Engineering</i>	\$ 365,792	\$ 447,392
<i>Construction Related</i>	279,324	526,290
<i>Goods & Supplies</i>	—	—
<i>Other Services</i>	19,650	377,555
<i>Professional Services</i>	139,585	211,850
Total Utilization	804,352	\$ 1,563,088

By Ethnicity	FY08 2Q (\$)	YTD
<i>African American</i>	\$ 239,825	\$ 258,788
<i>Asian American</i>	60,402	97,865
<i>Hispanic American</i>	10,091	268,627
<i>Non-Minority Female</i>	145,221	448,965
<i>Non-Minority Male</i>	348,812	488,842
Total Utilization	804,352	\$ 1,563,088

Small Business Enterprise (SBE) Participation — Private-Public Development Projects

During the course of FY2008, the Small Business Development Program has continued its scope of encouraging small, minority and women business participation on Private-Public projects. With the continuous pace of development in the Charlotte area, the City leveraged relationships with private developers on several high-profile projects including: EpiCentre, Wachovia First Street, Metropolitan and others. The City has an investment in these projects, and has thus established S/M/WBE (Small / Minority / Woman-Owned Business Enterprise) goals. Through December 31, 2007, these private developers have committed over \$36.6 million to S/M/WBEs, and have utilized over \$4.0 million with SBEs thus far.

Private-Public Development Projects SBE / MWBE Utilization

Project Name	S/MBE Goal	<u>S / MWBEs</u>				<u>SBEs only</u>				Cumulative Participation ³
		Committed Amount (\$) ¹	%of Total Project	Paid to date Amount (\$)	%Utilized to date ²	Committed Amount (\$) ¹	%of Total Project	Paid to date Amount (\$)	%Utilized to date ²	
EpiCentre	10 %	\$2,788,159	8.27%	\$ 1,936,217	6.73%	\$1,474,765	5.13%	\$ 1,182,042	4.11%	N/A
Metropolitan ⁴	10 %	— ⁵	—	5,123,741	9.97%	— ⁵	—	835,972	1.63%	N/A
Wachovia First Street	20 %	— ⁵	—	22,299,514	17.91%	— ⁵	—	638,947	0.50%	N/A
NASCAR Office Tower	12.5 %	— ⁵	—	811,043	6.62%	—	—	192,705	1.57%	0.39%
NASCAR Hall of Fame	16 % ⁶	—	—	—	—	\$5,594,576	4.25%	1,192,900	2.93%	0.91%

¹ Committed Amounts provided represent dollars committed to date for each respective project.

² Utilized to date % is a calculation of (Amount paid to date just to S/MBEs) divided by (Total amount paid to all contractors to date)

³ Cumulative Participation reflects a "running-tally" percentage of entire project value

⁴ Amounts listed are for the period ending June 30, 2007

⁵ Numbers provided to the City for the Metropolitan, Wachovia & NASCAR Office Tower projects represent only payments to date, not committed totals

⁶ The NASCAR Hall of Fame Project has an SBE goal only.



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