

COOK COUNTY



ANNUAL DIVERSITY REPORT

FISCAL YEAR 2024

Toni Preckwinkle

President

Cook County

Board of Commissioners

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MISSION STATEMENT

The mission of the Business Enterprise Development (BED) unit of the Office of the Chief Procurement Officer (previously the Office of Contract Compliance) is to increase the representation of qualified firms eligible to participate in Cook County contracting opportunities.

BED monitors and regulates all contracts, ensuring compliance with minority and women-owned business enterprises (MWBE), as stipulated in Chapter 34, Finance, Article IV. Procurement Code, [*Division 8. Minority-And Woman-Owned Business Enterprises Subdivision*](#) I thereby advocating for racial parity, contract diversity and continued transparency with industry best practices.

LETTER FROM THE PRESIDENT

Cook County is pleased to present the twelfth Annual Diversity Report (ADR). The ADR reflects the County's unwavering commitment to providing equitable and transparent opportunities for local and small business enterprises seeking to do business with the second largest county in the United States.

The FY2024 ADR includes quantitative data tracking the year-to-date status of MWBE goals and implementation impact. From quarterly workshops and networking events to technical and supportive services, the County remains steadfast in its efforts to expand the infrastructure required for small business enterprises to develop and succeed.



Leveraging our success from FY2023, we aim to both improve and increase services for existing and aspiring local vendors. That said, FY2025 presents unique and unprecedented financial restrictions from the federal government's reduction in support for efforts to rectify systemic inequalities. Despite these challenges, Cook County will continue upholding racial parity by providing contract opportunities and critical resources for qualified small business owners.

While recognizing the progress achieved, we remain focused on the work ahead. We look forward to another year of growth and success as we continue building a more inclusive and equitable business environment for all.

Sincerely,

A handwritten signature in blue ink that reads 'Toni Preckwinkle'. The signature is fluid and cursive, with the first name 'Toni' and last name 'Preckwinkle' clearly legible.

Toni Preckwinkle
Cook County Board President

EXECUTIVE SUMMARY

Cook County, the second most populous county in the United States, serves as a vibrant and dynamic economic center, providing support to businesses of all sizes and sectors. With an annual investment exceeding \$1.3 billion in a wide variety of goods and services, the County plays a vital role in driving local and regional economic activity. From the procurement of essential office supplies to large-scale construction projects and complex infrastructure rehabilitations, Cook County is committed to expanding contract opportunities and fostering sustained economic growth.

The Annual Diversity Report (ADR) for Fiscal Year 2024 highlights the work of the Business Enterprise Development (BED) Unit of the Office of the Chief Procurement Officer. This report presents a new and expanded overview of the entire operation of BED.

In FY2024, 349 small business owners were awarded contracts with the County. Of this amount, 142 represent Cook County Government contracts with 207 representing Cook County Health and Hospital System contracts, which by Code, pertain to the following demographics:

- African Americans
- Asian Americans
- Hispanic Americans
- Native Americans
- Veterans
- Disabled Americans

BED provides essential guidance and equitable support to all eligible business owners seeking to do business with the County.

The FY2024 ADR substantiates all findings through quantitative data including:

- Certification requirements
- Purpose of contract goal setting and utilization data
- Aggregate value of awarded contracts
- Total value of MWBE payments

These figures are the barometer by which the County measures the impact of programs and initiatives created for small and local business owners.

In 2025, Cook County and municipalities nationwide with established programs designed for an inclusive marketplace risk losing critical funding from the federal government. However, under the leadership of President Preckwinkle, small and diverse business owners alike, will continue receiving access to critical programs and services to thrive in today's precarious and evolving economy.

Cook County Government, including the Cook County Health and Hospital Systems, aspires to achieve the following annual goals:

Contract Type Goals		
	MBE	WBE
Goods and Services	25%	10%
Construction	24%	10%
Professional Services	35% Overall	

NEW REPORTING METRICS FOR FY24

The FY 2024 ADR features detailed MWBE insights from three distinct categories, as defined by the North American Industry Classification System (NAICS) codes: 1) Construction, 2) Goods and Services, and 3) Professional Services. Isolating data from these sectors yields a more comprehensive analysis identifying areas required for further growth and advancement of future MWBE initiatives.

The FY24 ADR affirms Cook County Government's and Cook County Health's contract award and disbursements to MWBE, MWBE sub and prime contractors from December 2023 through November 2024.

- This past year, Cook County made great strides in supporting minority-owned and women-owned businesses. In FY2023, commitments to MBE/WBE/DBE certified vendors totaled \$78,464,490.41, while in FY2024, the commitments increased to \$103,375,272.63. This represents a 31.7% increase in commitments to MBE/WBE/DBE certified vendors from FY2023 to FY2024.
- Payments to MBE/WBE/DBE certified vendors amounted to \$60,614,225.13 in FY2023, compared to \$111,774,340.79 in FY 2024. This reflects an 84.4% increase in payments made to MBE/WBE/DBE certified vendors from FY2023 to FY2024.
- We're especially proud that we now partner with 660 MWBE firms.
- Cook County Health spent \$83,871,138.11 (total spent with MWBE) with these vendors, which makes up 5% of our total CCHHS spend (\$1, 570,057,537.34).

The background image shows a classical building facade with large windows and stone carvings. Two flags are flying: the Illinois state flag on the left and the United Kingdom flag on the right. A statue of a seated figure is visible on the building's facade. The number '118' is visible on the left side of the building. The entire image has a blue tint.

SECTION 1

KEY FACTORS FOR SUCCESS

SUCCESS FACTORS

Strong Collaboration with Community Stakeholders

Success in advancing MWBE opportunities hinge on robust partnerships with local business associations, advocacy groups and other government entities. Collaborative efforts with these stakeholders ensure a more inclusive approach to policy development, program implementation and resource allocation, helping to identify and address barriers to MWBE participation.

Streamlined Procurement Processes

Simplifying and standardizing the procurement process has proven to be a critical factor in increasing MWBE participation. By removing unnecessary administrative hurdles and offering clear, accessible guidelines, Cook County has made it easier for MWBEs to navigate opportunities and compete effectively in the procurement process.

Ongoing Education and Training

Providing targeted education and training opportunities for MWBEs is essential to their long-term success. Cook County's workshops, webinars and peer mentoring programs help MWBEs develop the skills, knowledge and tools they need to succeed in a competitive marketplace. These programs focus on key areas such as business development, financial management and effective bid preparation.

Data-Driven Decision Making

The use of data and analytics plays a pivotal role in tracking progress and identifying areas of improvement. By continuously analyzing MWBE participation rates, contract awards and program outcomes, Cook County can make informed decisions, adjust strategies and target resources where they are most needed, ensuring greater impact and accountability.

Commitment to Inclusive Procurement and Equitable Practices

A core factor in the success of the MWBE program is the County's unwavering commitment to creating an environment where businesses owned by minorities and women are provided with equitable access to opportunities.

Access to Capital and Financial Support

Providing access to financial resources is crucial for MWBE success. By connecting businesses to funding opportunities, loans and other financial support services, Cook County helps MWBEs build capacity and compete on larger contracts. Partnerships with financial institutions and community organizations that offer capital and business financing play a vital role in supporting MWBEs' financial growth.

Dedicated Outreach and Strategic Engagement

A cornerstone of Cook County's efforts to foster a thriving MWBE community is the commitment to intentional and ongoing outreach and engagement. Our dedicated strategic engagement and outreach initiatives are designed to bridge the gap between MWBEs/small businesses and key opportunities, ensuring that minority- and women-owned businesses are not only aware of available contracts but also equipped to pursue and win them.

Accountability and Transparency

Tracking and reporting the progress of the MWBE program helps build trust and accountability. By providing reports on program outcomes, goals and performance metrics, Cook County ensures that its MWBE program remains focused, effective and aligned with its diversity objectives.

Supportive Leadership and Advocacy

A successful MWBE program requires strong leadership championing, diversity and inclusion within and outside of the county's operations. Continued advocacy for MWBE participation, both as the policy level and in community, strengthens the county's commitment to minority and women-owned businesses and ensures that these businesses are a priority in all County contracting efforts.

Diversity Management System

President Preckwinkle has made achieving full MWBE participation in County procurement a key goal of her administration. Business Enterprise Development (BED) continues to utilize the web-based Diversity Management System, which was fully implemented in FY2013. As part of its mission and mandate, the Diversity Management System continues to capture, monitor and report contract performance based on actual spending.

The key benefits of the Diversity Management System include:

- Transparency and accountability measures for all stakeholders
- Service improvement to local small businesses
- Streamlined process – Certification applications including supporting documentation will be submitted electronically
- Promotion of the County/City Collaborative reciprocal certification process.
- Sharing of information with the City of Chicago and the State of Illinois' Commission on Equity and Inclusion

Reciprocal Certification

Cook County and the City of Chicago continue their reciprocal Minority and Women Business Enterprise initiative. This initiative allows MWBEs to be certified by either the County or City, and have that certification apply to goals set by both governmental bodies. This combined effort by the County and City reduces the time commitment and financial burden to MWBEs and streamlines the certification process by providing a "one-stop shop" for MWBEs interested in participating in County and City procurement opportunities.

Phased Graduation

In FY2017, the County Code was amended to allow firms exceeding the Small Business Administration Size Standard criteria to be able to participate in the MWBE Program through phased graduation at a lesser level of credit toward the MWBE goal over the course of three years. This allows a firm to gradually transition from the MWBE Program and ensure greater competitive entry into the general marketplace.

Increasing M/WBE Participation

We continue to seek opportunities to increase participation of Cook County's minority and women-owned businesses on County procurements. In FY2023, BED stood up efforts that included strategic outreach and engagement as well as developing and offering solicitations that limited the competitive pool to only minority and women-owned businesses.

BED is proud to report that in FY2023 there were \$78,464,490.41 in commitments toward MBE/WBE/DBE certified firms and \$103,375,272.63 in commitments toward MBE/WBE/DBE certified firms in FY2024. This was an increase of 31.7% between FY23 and FY24 in commitments to MBE/WBE/DBE certified firms.

In FY 2023 there were \$60,614,225.13 in payments to MBE/WBE/DBE certified firms, and \$111,774,340.79 in payments made to certified MBE/WBE/DBE firms in FY 2024. This was an increase of 84.4% from FY 2023 to FY 2024 to MBE/WBE/DBE certified firms.



SECTION 2

BUSINESS ENTERPRISE DEVELOPMENT: WHAT WE DO

BUSINESS ENTERPRISE DEVELOPMENT:

Program Administration

Business Enterprise Development administers Cook County's MWBE Program as set forth in the [*County Ordinance under Division 8 of Article IV of the Procurement Code*](#). The responsibilities of the Chief Procurement Officer include:

1. Formulating, proposing, and implementing rules and regulations for the development, implementation and monitoring of the Program, certification process, recertification process, and no-change affidavits, including time limitations for the submission of documents and information regarding certification applications and contract participation. BED is authorized to collect certification and recertification processing fees in the amount of \$250.00 per Application; the collection of said processing fees shall be transacted by the BED through the Department of Revenue.
2. Providing information and assistance to businesses relating to the Program and serving as a liaison to community, contractor, professional and supplier organizations.
3. Establishing contract specific goals based upon the availability of MWBEs to provide the supplies, materials and equipment or services required by the contract.
4. Monitoring contracts to evaluate compliance with Contract Specific Goals and commitments.
5. Cooperating with and aiding user agencies to facilitate participation by MWBEs in Procurements.
6. Reviewing, approving, or rejecting utilization plans for achievement of contract specific goals, and evaluating the extent to which goals were achieved.
7. Monitoring contracts to ensure compliance with Section 34-388, Prompt Payment of MWBEs.
8. Evaluating the effectiveness and utility of the program.
9. Monitoring the program and the County's progress towards program goals..
10. Reporting to the Contract Compliance Committee, at its request, information regarding the administration of the program and its progress toward achieving program goals.

The Business Enterprise Development (BED) Unit is dedicated to promoting the inclusion of MWBEs in county contracts, ensuring that minority and women-owned businesses have access to opportunities, resources and support that help them grow and succeed. Below are the key functions and responsibilities of the BED.

The unit achieves this through three key teams: **Certification, Compliance, and Strategic Initiatives (Outreach and Engagement).**

Certification Team

The Certification Team is responsible for managing the process through which businesses are officially recognized as minority- or women-owned. This team reviews applications, verifies ownership and ensures that businesses meet the necessary criteria as outlined by Cook County. By certifying eligible businesses, the team ensures that MWBEs are recognized in the county's procurement system, allowing them to access contracting opportunities designed to support their growth. The team also provides guidance and assistance to businesses throughout the certification process, helping them navigate requirements and overcome challenges.

Compliance Team

The Compliance Team monitors the performance of MWBE contractors to ensure that county contracts are executed in alignment with established diversity goals. This team tracks MWBE participation on awarded contracts, ensuring that businesses adhere to agreed-upon goals for both participation and actual payments. By collecting and analyzing data on contract awards and payments, the Compliance Team ensures transparency and accountability, providing the county with the necessary information to evaluate the success of the MWBE program. The team also works closely with county departments and contractors to address any discrepancies or issues regarding MWBE participation.

Strategic Outreach and Engagement Team

The Strategic Outreach and Engagement Team is integral to the success of the MWBE program, focusing on creating pathways for minority- and women-owned businesses to thrive within Cook County's contracting ecosystem. This team provides education, upskilling opportunities, and targeted engagement strategies to ensure MWBEs have the knowledge, resources and support necessary to navigate and succeed in the procurement process.

A key focus of the team is the development and implementation of educational programs that empower business owners with the tools to grow and compete effectively. By equipping businesses with practical skills and insights, the team helps improve the capacity of MWBEs to successfully manage government contracts and expand operations.

In addition to education, the team places a strong emphasis on upskilling businesses to meet the evolving demands of the marketplace. Through specialized training and capacity-building initiatives, the team ensures MWBEs are betterpositioned to handle larger and more complex contracts. This focus on upskilling helps strengthen the competitiveness of MWBEs, enabling them to scale their businesses and secure long-term success in the public sector.

The team also engages in targeted outreach to connect with underrepresented businesses and ensure that opportunities are accessible to all. By focusing on specific communities and sectors, the team identifies businesses that may benefit from additional support and work to bridge any gaps in access or resources. Collaborative partnerships with local chambers, business associations and advocacy groups further enhance these efforts, helping to create a robust network supporting MWBE growth.

Through its comprehensive approach to education, upskilling and targeted engagement, the Strategic Outreach and Engagement Team plays a vital role in fostering a more inclusive and dynamic business environment. Their efforts ensure that MWBEs not only have access to opportunities but are also equipped to succeed and grow within Cook County's procurement system.

Together, these three teams work collaboratively to ensure that Cook County's MWBE program remains transparent, inclusive and responsive to the needs of the community. BED's multifaceted approach helps drive sustainable economic growth, supports business diversity and promotes equity in the county's procurement processes.

COMPLIANCE: MWBE PROGRAM

Compliance Team Responsibilities

Compliance Officers play a key role in ensuring that Cook County and Cook County Health meet their diversity and inclusion goals for contracting. For contracts valued at \$25,000 or more, they are responsible for setting specific contract goals for Minority Business Enterprises (MBEs), Women Business Enterprises (WBEs), and Disadvantaged Business Enterprises (DBEs).

Their main responsibilities include:

1. Setting MWBE & DBE Goals

Compliance officers set participation goals for MBEs, WBEs and DBEs on qualifying contracts. These goals are designed to promote diversity and ensure that minority- and women-owned businesses have opportunities to engage in county contracts.

2. Monitoring Contract Compliance

The team closely monitors contracts to ensure that MWBE and DBE participation goals are met in accordance with the MWBE ordinance. This includes verifying that certified MWBE vendors are being used as outlined in the contract and that they are paid fairly and on time.

3. Reviewing Utilization Plans

Compliance Officers review utilization plans submitted by contractors to ensure they meet the established MWBE goals. If a contractor cannot meet the goals, the Compliance Officer evaluates whether a waiver of those goals is appropriate.

4. Waiver Review Process

The team participates in a waiver process to review requests from vendors seeking to demonstrate their "Good Faith Efforts" to meet MWBE goals. Compliance officers evaluate these waiver requests to determine whether they should be approved or denied.

5. Promoting the MWBE Program

Compliance officers work closely with county departments to promote the MWBE program, helping to raise awareness and ensure that qualified MWBE, MBE, WBE and DBE firms relate to contracting opportunities. This proactive engagement helps facilitate greater participation from diverse businesses in county contracts.

CERTIFICATION

Certification Team Responsibilities

The Certification Team in BED is dedicated to upholding the highest standards of diversity, equity and transparency. They manage the certification process for small businesses across Cook, Kane, DuPage, McHenry, Will and Lake counties. This includes businesses that are minority-owned, women-owned, veteran-owned, service-disabled veteran-owned, and those owned or operated by individuals with disabilities. The goal is to help these businesses access contracting opportunities with Cook County by ensuring they meet the necessary criteria and are recognized in the county's procurement system.

Certification Descriptions	
Certification Type	Description
MBE	Minority-Owned Business Enterprise
WBE	Women-Owned Business Enterprise
VBE	Veteran-Owned Business Enterprise
SDVBE	Service-Disabled Veteran-Owned Business Enterprise
PDBE	Persons with Disabilities Business Enterprise

Businesses must meet the following key criteria to be eligible for certification as an MBE, WBE, VBE, SDVBE, or PDBE:

Eligibility Criteria for Certification	
Criteria	Description
1. Ownership	At least 51% ownership by women or individuals from minority groups.
2. Independence	The business must operate independently, with no control or influence from another firm or ineligible group.
3. Control	Eligible owner(s) must have at least 51% authority over management and operations and possess relevant technical expertise.
4. Expertise	Demonstrated experience or qualifications, including training, licenses, certifications, and academic credentials.
5. Location	Principal office (HQ) must be located in specific Illinois counties: Cook, DuPage, Kane, Will, Lake, McHenry.
6. Business Size	Gross receipts must not exceed 1.5 times the SBA's industry-specific threshold for size standards.
7. Personal Net Worth	Owner's personal net worth must not exceed \$2.8 million (indexed annually).

STRATEGIC INITIATIVES

Strategic Initiatives is a division within BED, focused on the growth and success of vendors and small businesses. The main outcome of Strategic Initiatives is to enhance the ability of vendors to understand and navigate the contract compliance process, ensuring they are well-prepared to compete for and succeed in county government contracts.

Key Outcomes:

- **Vendor Education:** A centralized, on-demand learning platform that improves vendor knowledge, preparing them for successful contract bidding and compliance.
- **Increased Vendor Engagement:** A strategic plan that boosts current vendor participation and attracts new, qualified vendors to county opportunities.
- **Enhanced Community Collaboration:** Strengthened partnerships between agencies and vendors, fostering growth and creating more opportunities for small businesses.

The background image shows a classical building facade with large windows and stone carvings. Two flags are flying: the Illinois state flag on the left and the Cook County flag on the right. A statue of a seated figure is visible on the building's facade. The entire image has a blue tint.

SECTION 3

CURRENT STATE: COOK COUNTY

CURRENT STATE: COOK COUNTY

BED utilizes the North American Industry Classification System (NAICS) codes to categorize certified businesses. An assigned NAICS code with the most applicable description reflects the scope of work undertaken by a certified firm on a specific contract.

The following classifications are used to identify and categorize certified firms:

CONSTRUCTION	Includes firms in the field of new construction, renovation and/or maintenance of buildings, facilities, underground utilities and non-building structures (commercial and residential).
GOODS	Includes firms that can provide products, equipment, office supplies, art, furniture and other tangible personal property. May include wholesalers, retailers, regular dealers, manufacturers, suppliers and distributors.
SERVICES	Includes firms that can provide services such as maintenance, printing, non-construction repairs, janitorial, training seminars, workshops. Computer and information systems security related services, shipping, courier, mailing, document copy, retention or destruction, consulting and other non-processional services. (excluding Professional Services, as defined below)
PROFESSIONAL SERVICES	Includes firms that can provide professional, scientific, and technical services for others. Requiring a high degree of training or expertise, possibly requires a license, certification or registration. May include services such as, legal advice and representation, accounting, bookkeeping, and payroll services, architectural, engineering, and specialized design services, computer services, and consulting services.

OPERATIONAL FLOW OF BED

To fully understand the data being provided in this section it is important to understand the operational process within BED. The information below provides brief insight to the flow of BED operations from certification to payment.

Steps	Description
Step 1: Certification	Firms apply for certification. BED reviews and approves.
Step 2: Goal Setting	When using agencies to request a new contract, MWBE goals are assigned to solicitations based on the scope or specifications requested.
Step 3: Participation and Award Commitment	Vendors responding to solicitation submit a Utilization Plan (UP) with their response outlining whether they can meet the MWBE goal. BED reviews the UP and approves the vendor commitment. This commitment is included in the awarded contract.
Step 4: Payment	After services have been rendered on the contract, payment is made.

CERTIFICATION

BED certifies businesses that are at least 51% owned, operated, and controlled by one or more individuals who are socially and economically disadvantaged as set forth in the provisions of the County code. BED thoroughly examines and periodically reviews all applications to ensure certification eligibility.

Of significant note, in FY2024, the certification team cleared a backlog of over 200 certification applications through a combination of removing process inefficiencies and setting process standardizations. In addition to clearing this backlog: productivity as it relates to reviewing certification applications has improved by nearly 20% from FY2023 to FY 2024. No applications are waiting to be assigned to a Certification Officer, and no applications are waiting for the certification officer's initial review. Lastly, communications with applicants have improved through measures including automated notices and increased frequency of communications.

During FY 2024, BED's directory of certified firms included 654 firms as outlined below. The chart below provides insight into the gender diversity of certified vendors participating in Cook County's MWBE program.

Certified MWBE Firms		
Gender	Number of Firms	Percent of Total
Female	357	55%
Male	297	45%

The chart below shows a breakdown of these 654 certified firms by ethnicity.

Certified MWBE Firms by Ethnicity		
Ethnicity	Number of Firms	Percent of Total
African American	271	41%
Asian Indian	12	1.8%
Asian-Pacific American	68	10.4%
Caucasian	161	24.6%
Hispanic American	141	21.6%
Native American	1	0.15%

Certified Firms by Category and Certification Types		
NAICS Category	Number of Firms	Percent of Total
MBE Firms	314 Overall	48%
Construction	133	42%
Goods and Services	81	26%
Professional Services	100	32%
WBE Firms	162 overall	25%
Construction	51	31%
Goods and Services	45	28%
Professional Services	66	41%
MBE+WBE Firms	178 overall	27%
Construction	40	22%
Goods and Services	58	33%
Professional Services	80	45%

This table above provides a breakdown of certified firms by NAICS category, distinguishing between MBE, WBE and firms with both MBE and WBE certifications.

Firms Newly Certified in FY 2024 by Category		
NAICS Category	Number of Firms	Percent of Total
MBE Vendors	28 overall	52%
Construction	17	61%
Goods and Services	2	7%
Professional Services	9	32%
WBE Vendors	10 overall	19%
Construction	1	10%
Goods and Services	3	30%
Professional Services	6	60%
MBE + WBE, or VBE	16 overall	30%
Construction	8	50%
Goods and Services	6	38%
Professional Services	2	13%

This table above shows the breakdown of the NAICS category breakdown of the 54 new firms certified by BED in FY24.

GOAL SETTING AND PARTICIPATION

The table below represents the number of solicitations advertised with the MWBE goal levels outlined. Although the County strives to meet 25% MBE/10% WBE on goods and services contracts, 24% MBE/10% WBE on Construction contracts, and 35% overall on professional services contracts goals are assigned on a per solicitation basis and vary depending on the nature of the scope of work or specifications requested. BED reviews each request to determine the actual MWBE goal that vendors must agree to to be considered for the award.

Full goals are assigned to solicitations when there is availability to meet the goal.

A partial goal is established after a prime vendor demonstrates good faith efforts and shows that it cannot meet the full goal advertised on the solicitation.

No goals are assigned to contracts when there is no availability, or it is economically infeasible to divide the contract.

MWBE Goal Assignments by NAICS Category for FY24 Solicitations	
Goal Assignment	Number of Solicitations Advertised
Full Goals	24 Overall
Construction	6
Goods and Services	4
Professional Services	14
Partial Goals	6 overall
Construction	0
Goods and Services	2
Professional Services	4
No Goals	99 overall
Construction	0
Goods and Services	69
Professional Services	30
Total Goals 129	

The table referenced above details the goal assignments for 129 solicitations, categorized as Full Goals, Partial Goals, or No Goals, and further broken down by industry (Construction, Goods and Services, Professional Services).

Full Goals (24): Primarily assigned to professional services (14), followed by construction (6) and Goods and services (4).

Partial Goals (6): Split between Goods and Services (2) and Professional Services (4) with none in construction

No Goals (99): Predominantly in Goods and Services (69) and Professional Services (30) with none in construction.

Key Takeaway: A significant majority of solicitations (99 out of 129) had no MWBE goals assigned, largely concentrated on Goods and Services. Full goals were most often assigned in the Professional Services sector. Construction was notable for having no solicitations with either partial or zero goals.

MWBE PARTICIPATION BREAKDOWN

This section shows the number of contracts awarded in FY2024 at each MWBE participation level. The approved MWBE participation is determined by the awarded vendor's MWBE Utilization Plan (UP). The UP is submitted with the vendor's response to a solicitation and outlines either how the vendor will meet the goal or why they are unable to meet the goal. BED reviews each UP to determine and approve the level of participation as described below.

Full participation is awarded to vendors with utilization plans demonstrating an ability to fully meet the MWBE goal set for the solicitation.

A partial waiver is granted to vendors with a UP showing they have made a valid Good Faith Effort (GFE) to meet the goal but can only fulfill part of the assigned MWBE target.

A full waiver is provided to vendors where the UP demonstrates they have made a valid GFE but are unable to meet the MWBE goal in its entirety.

This chart below outlines MWBE participation across different contract types and levels.

Participation by NAICS Category	
Participation Level	No. of Contracts
Full Participation	49 overall
Construction	10
Goods and Services	14
Professional Services	25
Partial Participation	9 overall
Construction	0
Goods and Services	2
Professional Services	7
No Participation	84 overall
Construction	1
Goods and Services	42
Professional Services	41
Prime is an MBE/WBE	12 overall
MBE	12
WBE	0

Category Type	MBE Award	WBE Award	DBE Award	Total MBE/WBE/DBE Award	Non-MWBE Award	Total Award
Goods and Services	\$9,774,348.07	\$1,924,542.67	0	\$11,698,890.74	\$143,380,987.56	\$155,079,878.30
Construction	\$32,971,163.23	\$7,494,877.87	\$23,380,560.08	\$63,846,601.18	\$86,146,183.03	\$149,992,784.21
Professional Services	\$21,762,867.79	\$5,179,546.38	\$887,467.54	\$27,829,881.72	\$91,758,021.98	\$119,587,903.70
Total	\$64,508,379.09	\$14,598,966.92	\$24,268,027.62	\$103,375,373.64	\$321,285,192.57	\$445,371,456

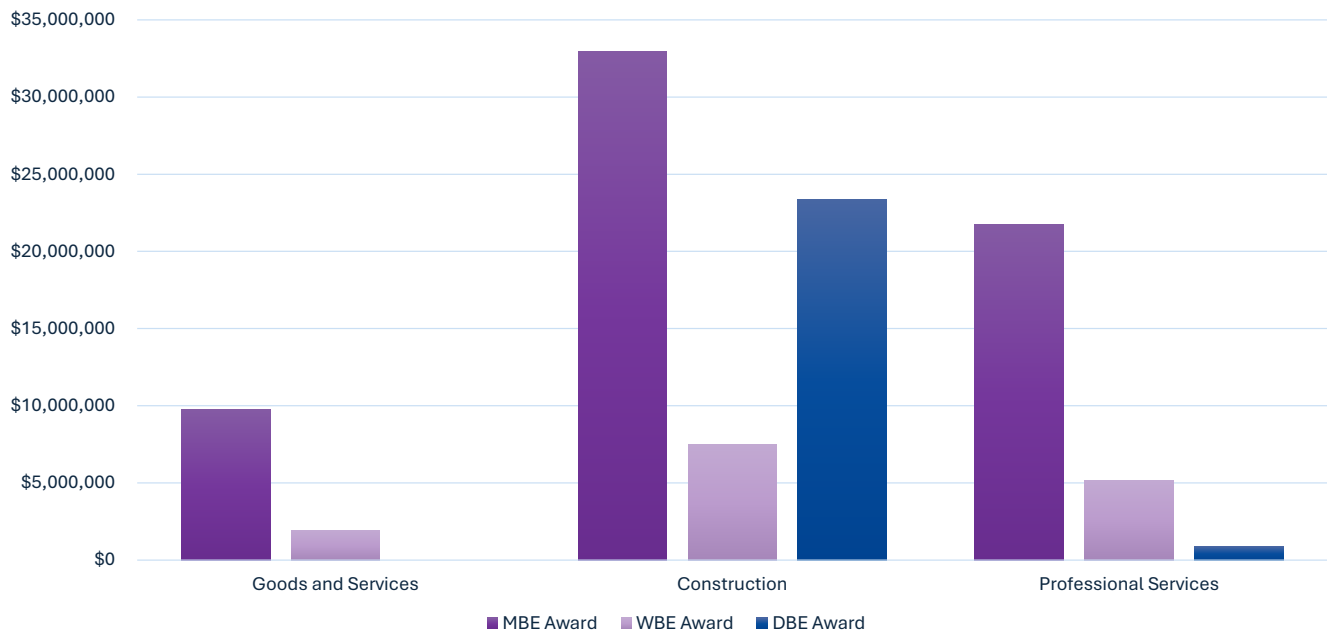
MBE/WBE/DBE AWARD COMMITMENT SUMMARY

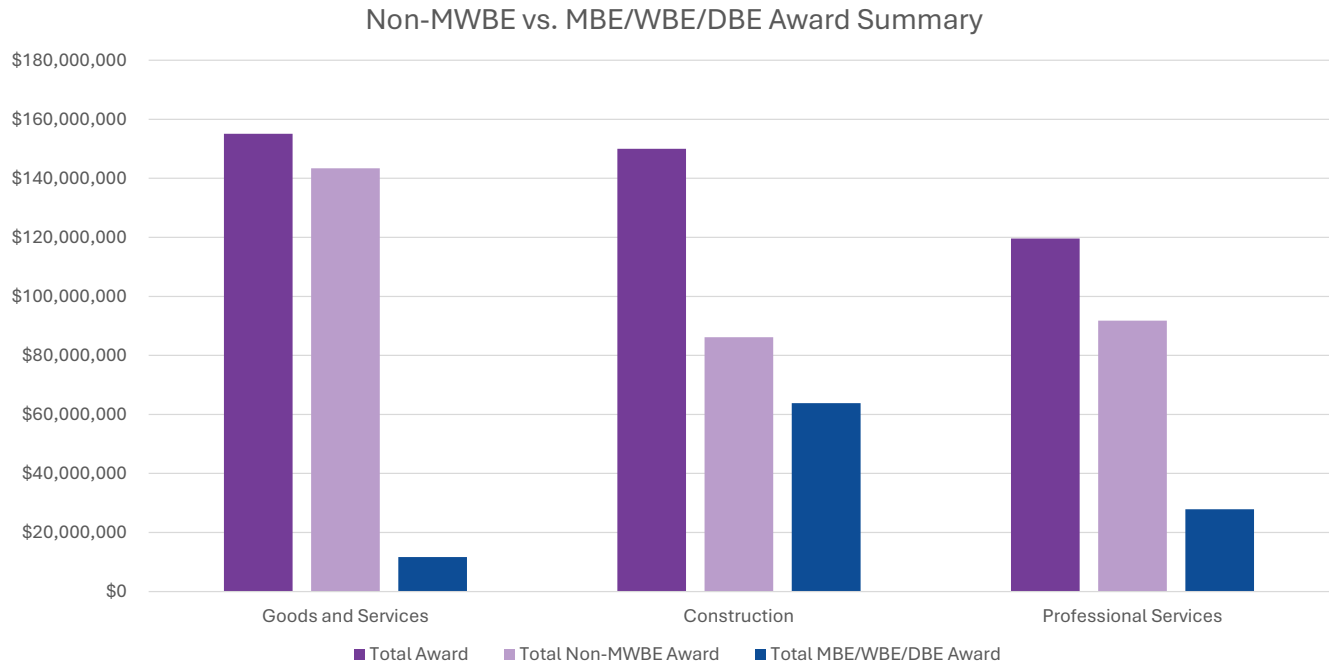
This section reflects data pertaining to award commitment based on BED's review of the UP. Commitment is determined by availability within each industry, and the firm's capacity and capability to fulfil the contract. For example, certain industries have low availability of certified firms to perform the services requested. Other industries have the availability of certified firms, however due to the size and scope of the request firms in the certified vendor list may not have the capacity to fulfill the contract.

The data below breaks down the commitment by industry to each goal type.

Category Type	MBE Award	WBE Award	DBE Award	Total MBE/WBE/DBE Award
Goods and Services	\$9,774,348.07	\$1,924,542.67	\$0	\$11,698,890.74
Construction	\$32,971,163.23	\$7,494,877.87	\$23,380,560.08	\$63,846,601.18
Professional Services	\$21,762,867.79	\$5,179,546.38	\$887,467.54	\$27,829,881.72
Total	\$64,508,379.09	\$14,598,966.92	\$24,268,027.62	\$103,375,373.64

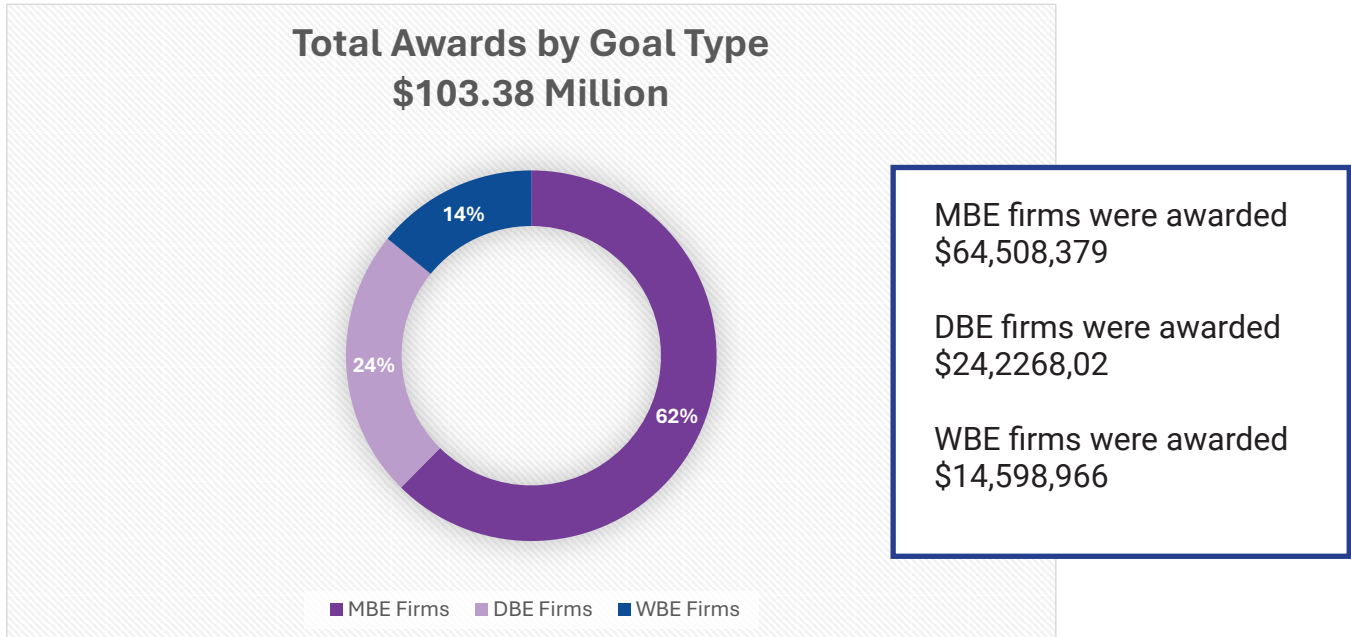
MBE/WBE/DBE Award Commitment Summary





The graph above compares the total amount awarded, total non-MWBE awards, and total MBE/WBE/DBE awards by category. The total award for the Goods and Services category was \$155,079,878. Of that amount, \$143,380,987 was awarded to non-MWBE firms and \$11,698,890 was awarded to MBE/WBE/DBE firms. The total award in the Construction category was \$149,992,784. Of that amount, \$86,146,183 was awarded to non-MWBE firms and \$63,846,601 was awarded to MBE/WBE/DBE firms. Finally, the total award for the Professional Services category was \$119,587,903. Of that amount \$91,758,021 was awarded to non-MWBE firms and \$27,829,881 was awarded to MBE/WBE/DBE firms.

TOTAL AWARDS BY GOAL TYPE



MBE/WBE AWARD COMMITMENT BY ETHNICITY

This overview provides data regarding total awards to minority and women-owned business enterprises that have performed work for Cook County Government for FY2024. During this time frame the County awarded \$79,107,346.02 in commitments. The DBE commitment total was \$48,536,055.24 and total commitment was \$127,643,401,26.

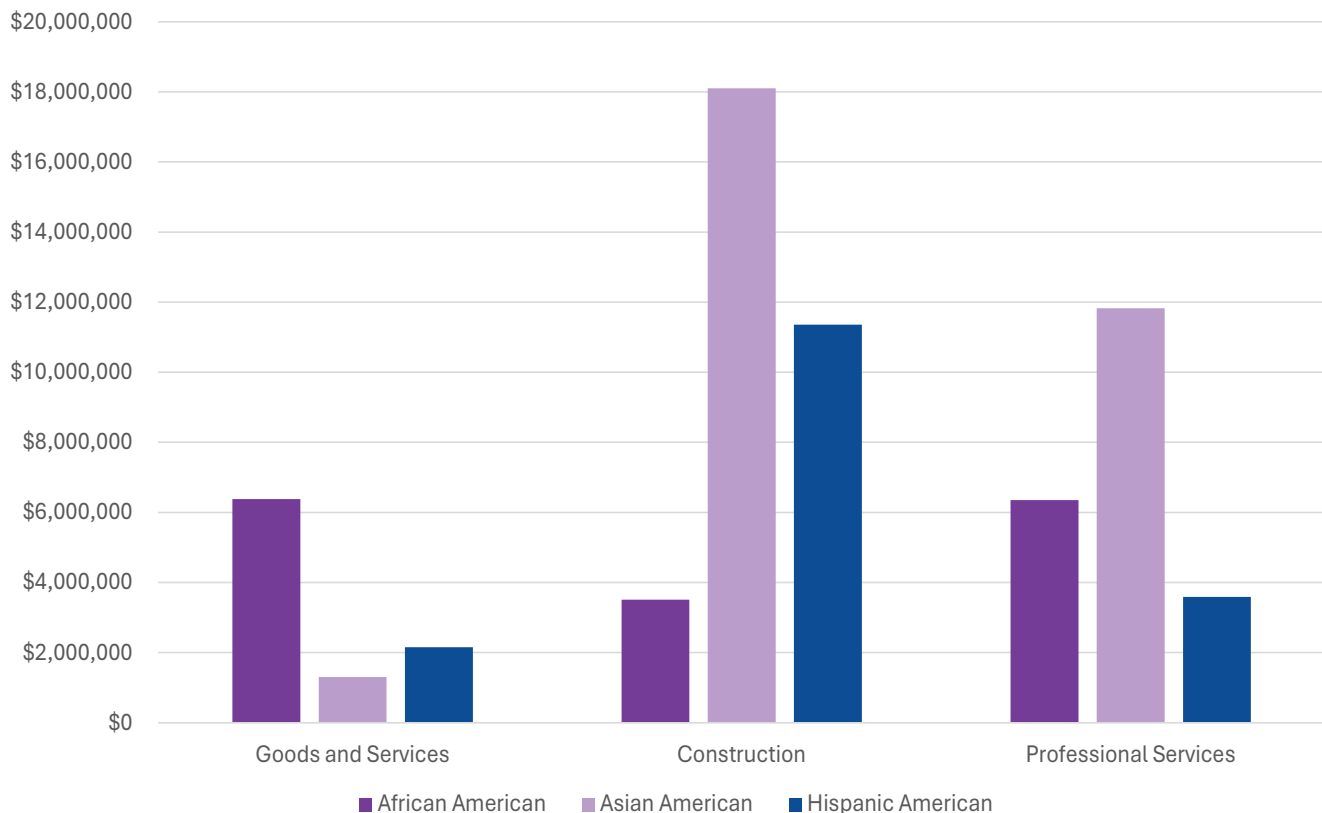
The data below identifies the amount awarded to MBE and WBE firms by ethnicity and category.

Category Type	Minority-Owned Business (MBE)				Women-Owned Business (WBE)				
	African American	Asian American	Hispanic American	Total MBE Awards	African American	Asian American	Hispanic American	Caucasian	Total WBE Awards
Goods and Services	\$6,318,483	\$1,301,850	\$2,154,014	\$9,774,348	\$181,720	\$0	\$1,498,585	\$244,237	\$1,924,542
Construction	\$3,507,779	\$18,102,599	\$11,356,403	\$32,966,783	\$50,000	\$0	\$2,008,181	\$5,423,716	\$7,494,877
Professional Services	\$6,349,232	\$11,828,075	\$3,585,559	\$21,762,867	\$1,650,000	\$3,127,078	\$0	\$402,468	\$5,179,546
Total	\$16,175,495	\$31,232,525	\$17,095,977	\$64,503,999	\$1,881,720	\$3,127,078	\$3,506,766	\$6,070,422	\$14,598,966

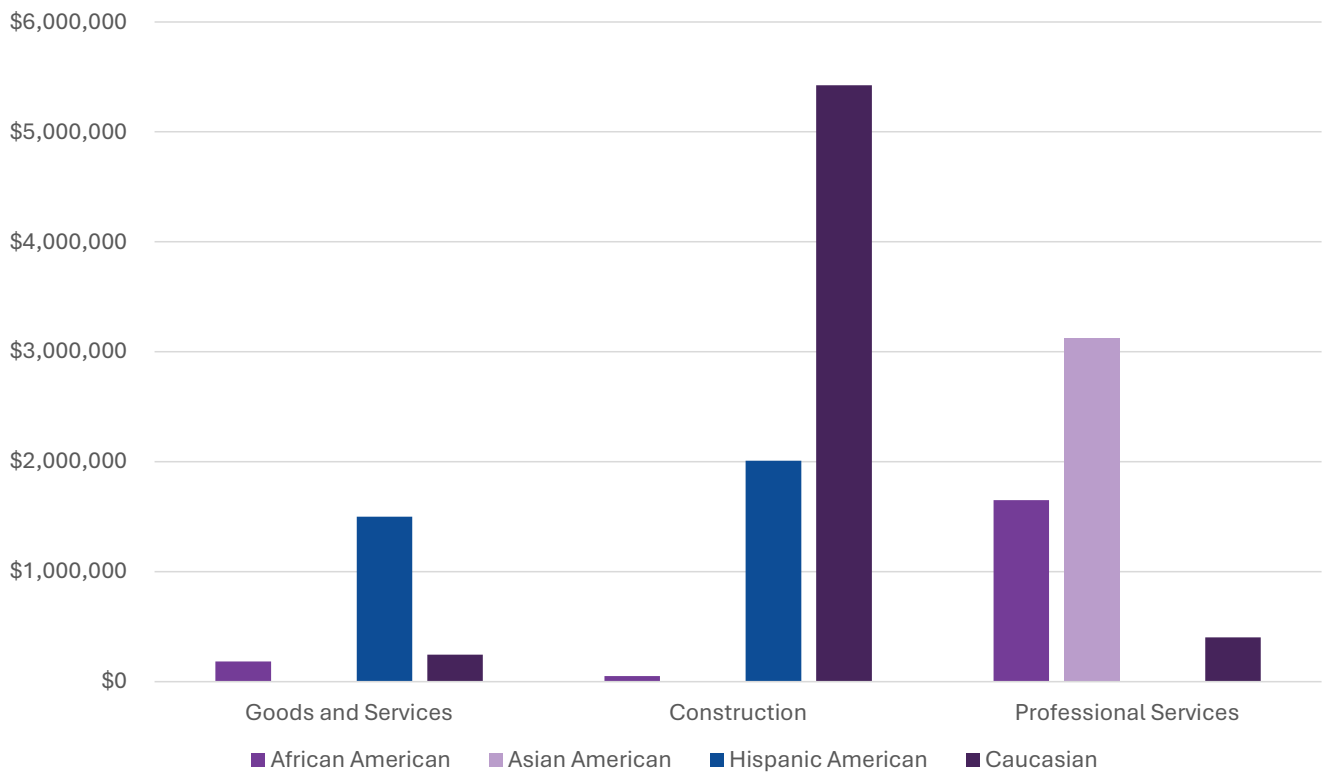
Regarding MBE firms, in the Professional Services category African American firms were awarded \$6,349,232, Hispanic American firms were awarded \$3,585,559 and Asian American firms were awarded \$11,828,075. In the Goods and Services category, African American firms were awarded \$6,318,483, Hispanic American firms \$2,154,014, and Asian American firms were awarded \$1,301,850. Lastly, in the Construction category, African American firms were awarded \$3,507,779, Hispanic American firms \$11,356,403, and Asian American firms were awarded \$18,102,599.

Regarding WBE Firms, in the Professional Services category WBE African American firms were awarded \$1,650,000, WBE Hispanic American firms did not receive awards, WBE Caucasian firms were awarded \$402,468, and WBE Asian American firms were awarded \$3,127,078. In the Goods and Services category African American firms were awarded \$191,720, WBE Hispanic American firms were awarded \$1,498,585, WBE Caucasian firms were awarded \$244,237, and WBE Asian American firms did not have any awards. In the Construction category WBE African Americans firms were awarded \$50,000, WBE Hispanic American firms were awarded \$2,008,181, WBE Caucasian firms were awarded \$5,423,716, and WBE Asian American firms did not receive any awards.

MBE Award Summary by Ethnicity

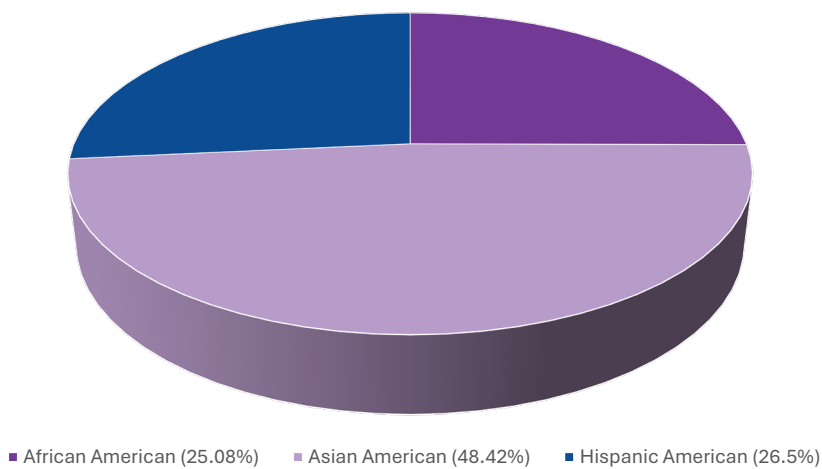


WBE Award Summary by Ethnicity



The graphs below show the amount awarded to MBE and WBE firms by Ethnicity, regardless of the category.

Total MBE Awards by Ethnicity \$64.5 Million



The total award to MBE firms was the following:

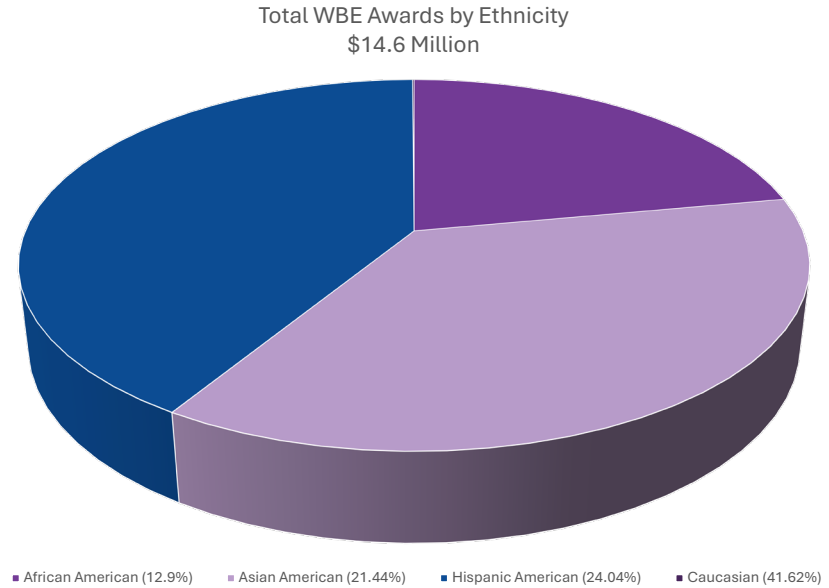
- African American firms \$16,175,495
- Asian American firms \$31,232,525
- Hispanic American firms \$17,095,977

The total amount awarded to all MBE firms was \$64,503,999.

The total awards to WBE firms was the following:

- African Americans firms \$1,181,720
- Asian Americans firms \$3,127,078
- Caucasian firms \$6,070,422
- Hispanic American firms \$3,506,766

The total amount awarded to all WBE firms by ethnicities was \$14,598,966.



MBE/WBE/DBE PAYMENT SUMMARY

In addition to analyzing MWBE goals and commitments, this report also summarizes data relating to the County's actual payments to MWBE firms in FY 2024.

Please note, actual payments may not align with award commitments within a fiscal year as each may occur at a different time in the contract cycle. Award commitments are determined prior to contract execution and are determined by the availability and capacity of certified firms in the industry. Payments are made only after services are rendered, which may occur in a different fiscal year. For example, a firm may be awarded \$30,000 participation on a three (3) year contract in FY2024. However, services were not rendered until FY2025 and therefore actual payments are made in FY2025.

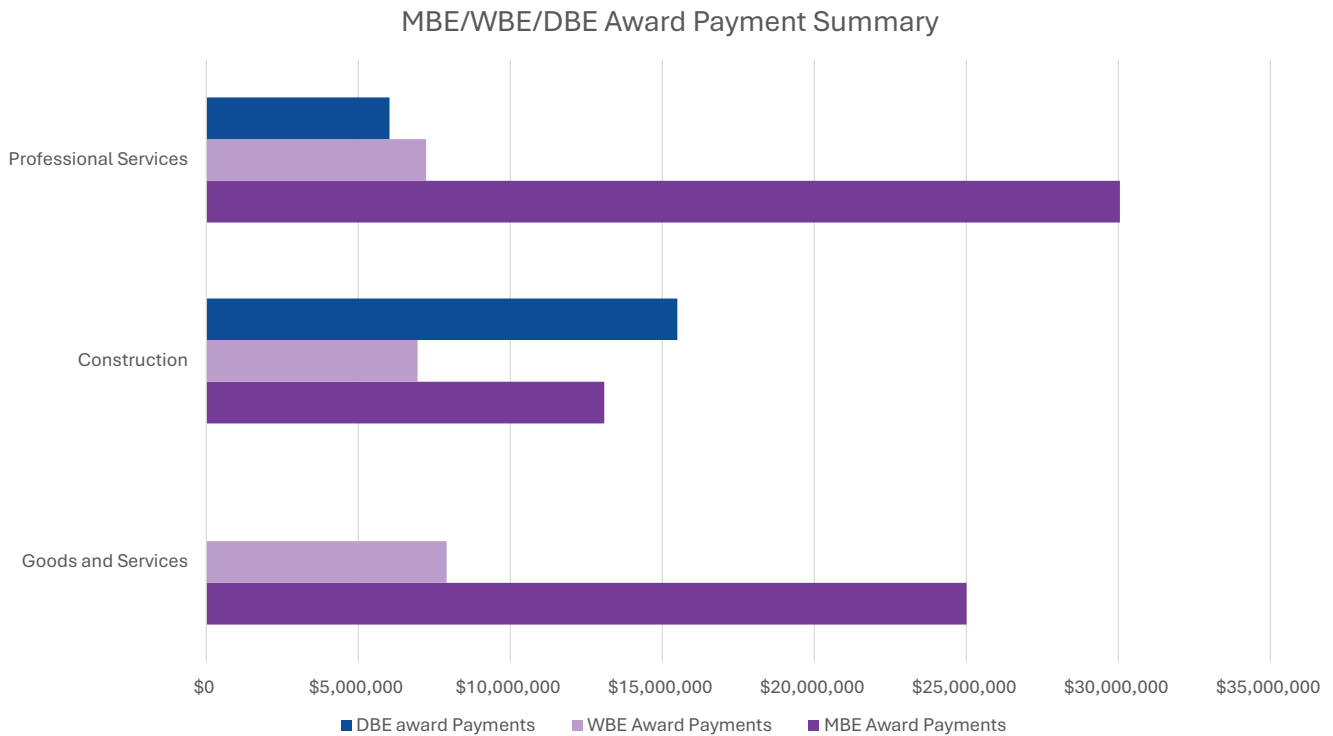
The data below represents the total actual payments to MBE, WBE, DBE, and Non-MWDBE firms. Total amount of payments made to M/W/DBE firms were \$472,395,523.09.

Category Type	MBE Award	WBE Award	DBE Award	Total MBE/WBE/DBE Award	Non-MBE/WBE/DBE Award	Total Award
Goods and Services	\$25,010,139.94	\$7,905,391.74	\$0	\$32,915,531.68	\$165,218,708.90	\$198,134,240.58
Construction	\$13,094,777.86	\$6,952,981.60	\$15,494,704.18	\$35,542,463.64	\$33,647,621.61	\$69,190,085.25
Professional Services	\$30,053,048.63	\$7,234,678.57	\$6,028,618.27	\$43,316,345.47	\$161,754,851.79	\$205,071,197.26
Total	\$68,157,966.43	\$22,093,051.91	\$21,523,322.45	\$111,774,340.79	\$360,621,182.30	\$472,395,523.09

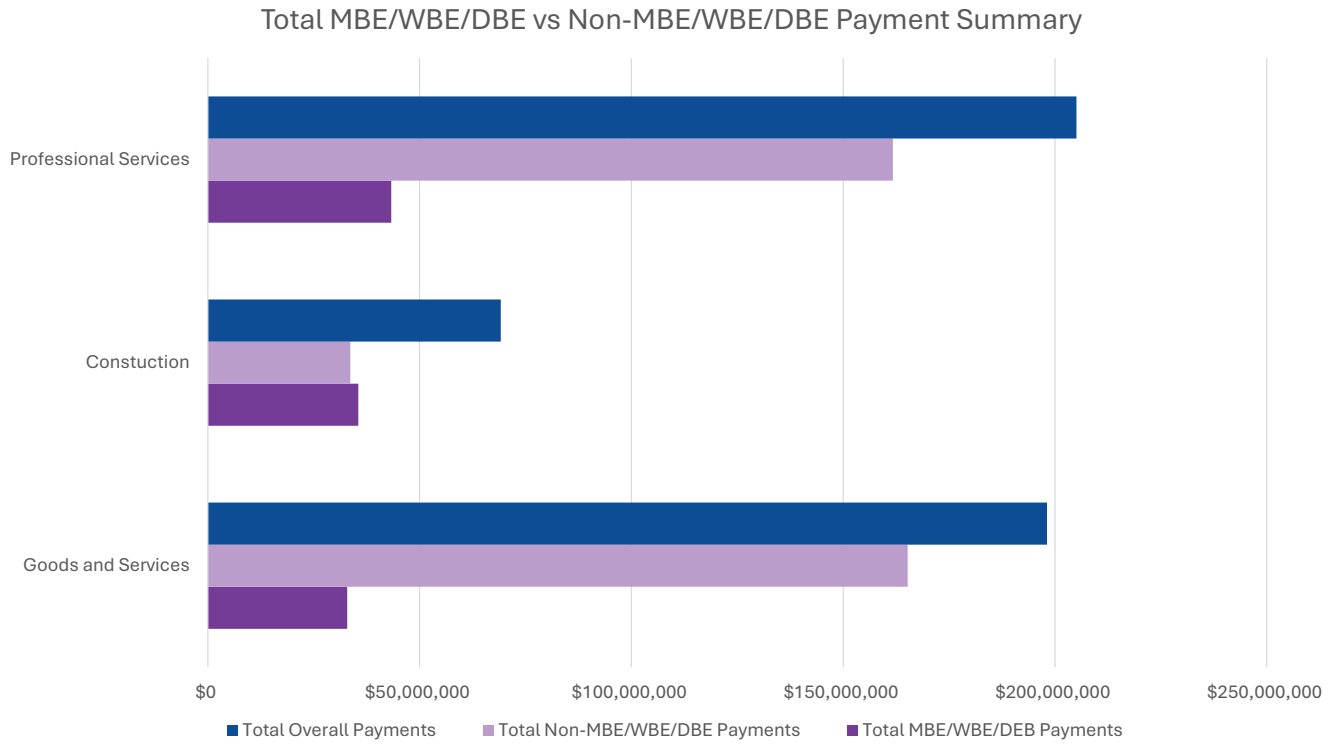
In the Construction category DBE firms were paid \$15,494,704, MBE firms were paid \$13,094,777, and WBE firms were paid \$6,952,981. In the Professional Services category DBE firms were paid \$6,028,618, MBE firms were paid \$30,053,048, and WBE firms were paid \$7,234,678. In the Goods and Services category DBE firms did not receive any payments, MBE firms were paid \$25,010,139, and WBE firms were paid \$7,905,391.

In the Professional Services category, the total overall \$161,754,851 and MWDBE firms were paid \$43,316,345. In the Goods and Services category, the total overall payments were \$198,134,240. Of that amount non-MWDBE firms were paid \$165,218,708, and MWDBE firms were paid \$32,915,531. Lastly in the Construction category the total overall payment was \$69,190,085. Of that amount non-MWDBE firms were paid \$33,647,621, and MWDBE firms were paid \$35,542,463.

The following graphs show a comparison of the data in the table above.



This graph reflects the payments per goal type broken down by category.



This graph reflects total overall payments, total payments to Non-MWDBE firms, and total payments to MWDBE firms by category type.

MBE/WBE/DBE PAYMENT SUMMARY

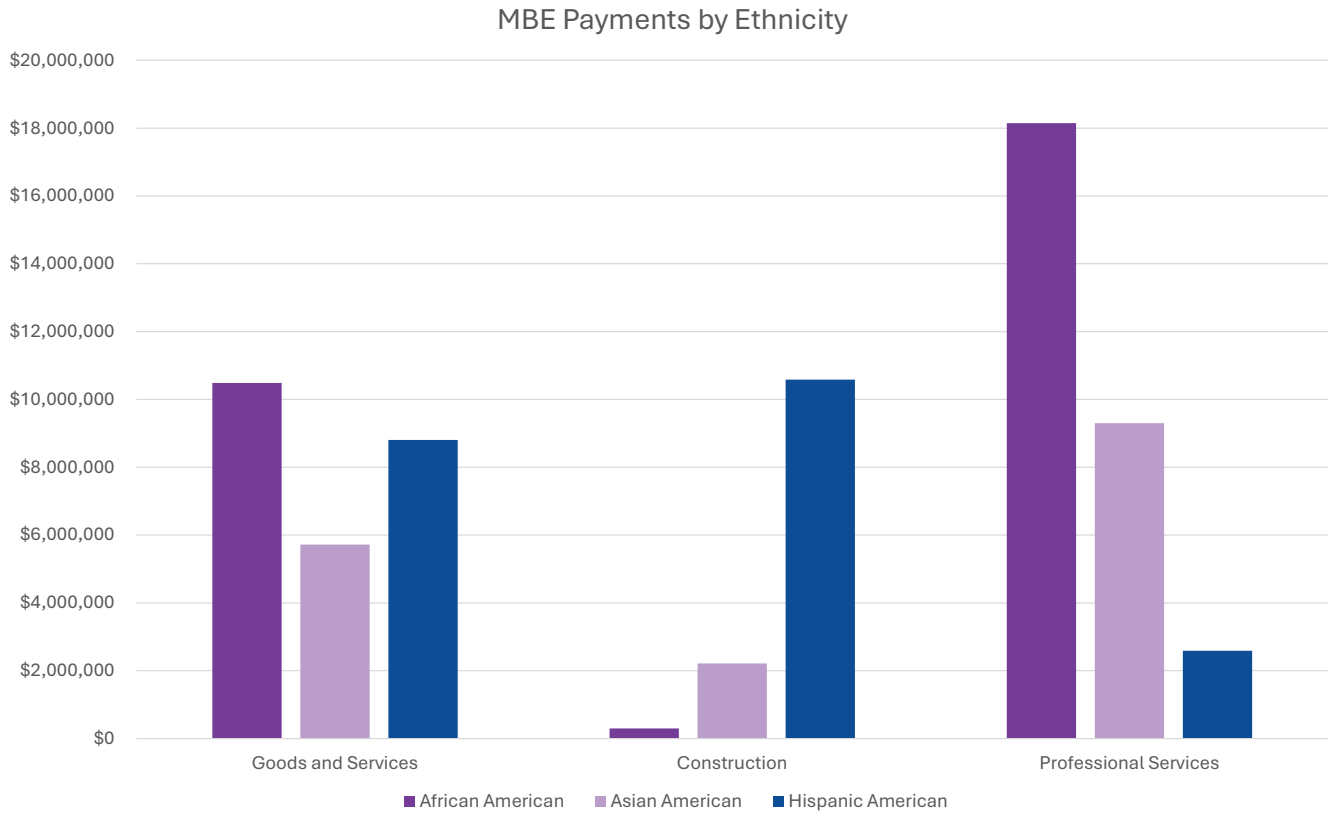
The data below represents actual payments made to MBE and WBE firms by Ethnicity per contract category.

Category Type	Minority-Owned Business (MBE)				Women-Owned Business (WBE)				
	African American	Asian American	Hispanic American	Total MBE Awards	African American	Asian American	Hispanic American	Caucasian	Total WBE Awards
Goods and Services	\$10,485,851	\$5,717,041	\$8,807,246	\$25,010,139	\$3,586,005	\$0	\$569,529	\$3,709,383	\$7,905,391
Construction	\$295,287	\$2,214,320	\$10,585,169	\$13,094,777	\$14,192	\$40,472	\$1,574,589	\$5,364,199	\$6,952,981
Professional Services	\$18,148,746	\$9,301,425	\$2,590,633	\$30,053,048	\$369,873	\$62,038	\$71,256	\$6,731,511	\$7,234,678
Total	\$28,929,885	\$17,232,788	\$21,983,049	\$68,157,966	\$3,970,070	\$102,511	\$2,215,374	\$15,805,094	\$22,093,051

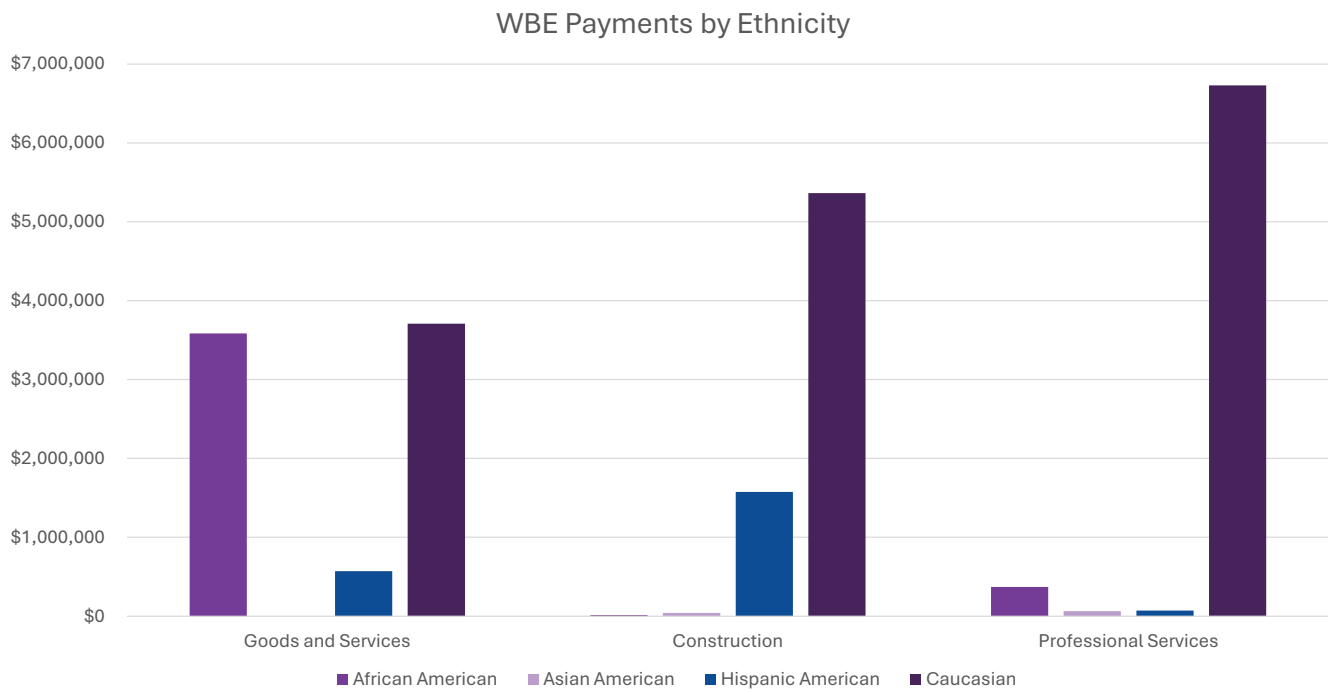
Regarding payments to MBE firms, in the Professional Services category African American firms were paid \$18,148,746, Asian American firms were paid \$9,301,425 and Hispanic American firms were paid \$2,590,633. In the Goods and Services category African American firms were paid \$10,485,851, Asian American firms were paid \$5,717,041 and Hispanic American firms were paid \$8,807,246. In the Construction category, African American firms were paid \$295,287, Asian American firms were paid \$2,214,320 and Hispanic American firms were paid \$10,585,169.

Regarding payments to WBE firms, in the Professional Services category Caucasian firms were paid \$6,731,511, African American firms were paid \$369,873, Hispanic American firms were paid \$71,256 and Asian American firms were paid \$62,038. In the Construction category Caucasian firms were paid \$5,364,199, African American firms were paid \$14,192, Hispanic American firms were paid \$1,574,589 and Asian American firms were paid \$40,472. Lastly in the Goods and Services category Caucasian firms were paid \$3,709,383, African American firms were paid \$3,586,005, Hispanic American were paid \$569,529 and Asian American firms received no payments.

The graphs on the following pages show a comparison of the data in the table above.

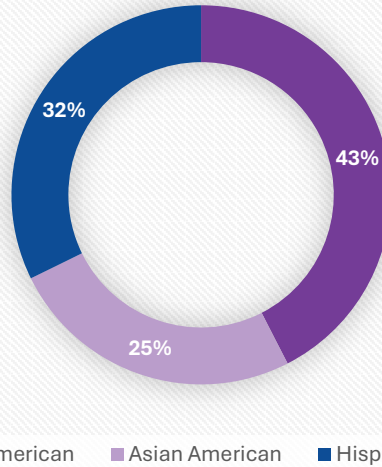


The graph reflects the total payments made to MBE firms by ethnicity per category type.



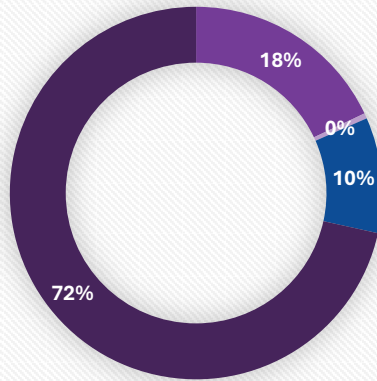
This graph reflects the total payments made to WBE firms by ethnicity per category type.

Total MBE Payments \$68.2 Million



This graph reflects the total payments to MBE firms by ethnicity. African American firms were paid \$28,929,885, Asian American firms were paid \$17,232,788, and Hispanic American firms were paid \$21,983,049. The total paid to all MBE firms was \$68,157,966.

Total WBE Payments \$22.1 Million



This graph reflects the total payments to WBE firms by ethnicity. Caucasian firms were paid \$15,805,094, African American firms were paid \$3,970,070, Hispanic American firms were paid \$2,215,374, and Asian American firms were paid \$102,511.

The background image shows a classical building facade with large windows and stone carvings. Two flags are flying: the Illinois state flag on the left and the Cook County flag on the right. The entire image is covered with a semi-transparent blue overlay.

SECTION 4

CURRENT STATE:

COOK COUNTY HEALTH AND HOSPITAL SYSTEMS

COOK COUNTY HEALTH AND HOSPITAL SYSTEMS

BED also administers the Cook County Health MWBE program. BED participates in the Hospital's Finance Committee and Board Meetings and works with CCHHS to achieve MBE/WBE participation goals. BED works closely with the hospital's Supply Chain Management Department, which functions as the procurement arm by strategically sourcing goods and services across major spend categories throughout the health system.

This section includes information on contracts awarded by CCHHS during FY2024 and actual payments made to minority and women-owned businesses. Actual payments are based on data reported by the vendors. BED tracks CCHHS's MWBE participation in the following three (3) NAICS categories:

- Construction
- Goods and Services
- Professional Services

Overall, in FY2024, CCHHS awarded 9% of contracts to minority-owned and women-owned businesses. Additionally, 5% of contract payments were made to minority and women-owned businesses.

GOAL SETTING AND PARTICIPATION

The information below represents the number of CCHHS solicitations advertised with the MWBE goal levels outlined. As mentioned in the above section outlining the current state for Cook County, goals are assigned on a per solicitation basis and vary depending on the nature of the scope or specifications requested. BED reviews each request to determine the actual MWBE goal that vendors must agree to be considered for award.

Full goals are assigned to solicitations when there is availability to meet the goal.

A partial goal is established after a prime vendor demonstrates good faith efforts and shows that it cannot meet the full goal advertised on the solicitation.

No goals are assigned to contracts when there is no availability, or it is economically infeasible to divide the contract.

MWBE Goal Assignments by NAICS Category for CCHHS Solicitations	
Goal Assignment	Number of Solicitations Advertised
Full Goals	29 Overall
Construction	1
Goods and Services	16
Professional Services	12
Partial Goals	6 overall
Construction	0
Goods and Services	1
Professional Services	5
No Goals	2 overall
Construction	0
Goods and Services	2
Professional Services	0

The following graphs compare the data in the table above.

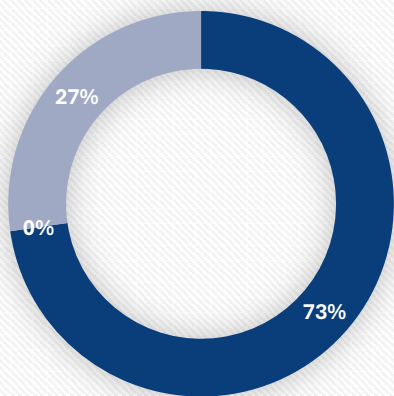
MWBE PARTICIPATION BREAKDOWN

This section demonstrates the number of CCHHS contracts awarded in FY2024 at each MWBE participation level. As mentioned in the above section outlining the current state of Cook County, the approved MWBE participation is determined by the vendor's MWBE Utilization Plan (UP).

Participation by Industry Category	
Participation Level	No. of Contracts
Full/Partial Participation	33 Overall
Construction	0
Goods and Services	24
Professional Services	9
No Participation	174 overall
Construction	0
Goods and Services	157
Professional Services	17

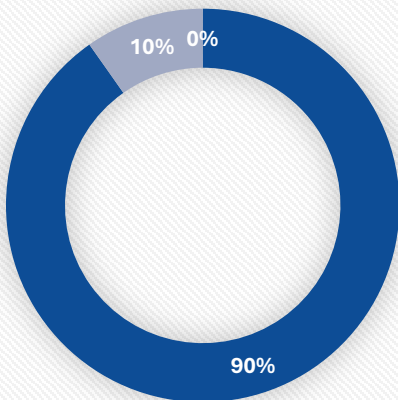
The graphs on the following page show a comparison of the data in the table above.

Full/Partial Participation Breakdown
33 Overall



■ Goods and Services ■ Construction ■ Professional Services

No Participation
174



■ Construction ■ Goods and Services ■ Professional Services

MBE, WBE, AND DBE AWARD COMMITMENT SUMMARY

This section reflects data pertaining to award commitment for CCHHS. As mentioned in the section above outlining the current state of Cook County, commitment is determined by availability within each industry, and the firm's capacity and capability to fulfil the contract.

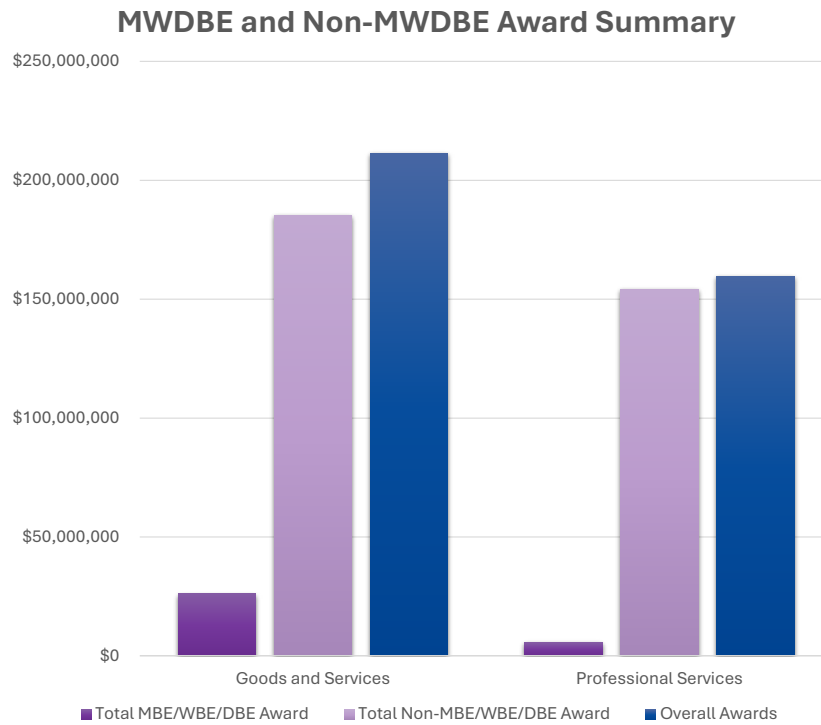
The data below breaks down the commitment by industry to each goal type.

Category Type	MBE Award	WBE Award	DBE Award	Total MBE/WBE/DBE Award	Non-MBE/WBE/DBE Award	Total Award
Goods and Services	\$18,446,337.44	\$7,711,147.60	0	\$26,157,485.04	\$185,195,372.77	\$211,352,857.81
Construction	\$0	\$0	\$0	\$0	\$0	\$0
Professional Services	\$4,155,412.22	\$1,476,037.50	\$0	\$5,631,449.72	\$154,157,182.37	\$159,788,632.09
Total	\$22,601,749.66	\$9,187,185.10	\$0	\$31,788,934.76	\$339,352,555.14	\$371,141,489.90

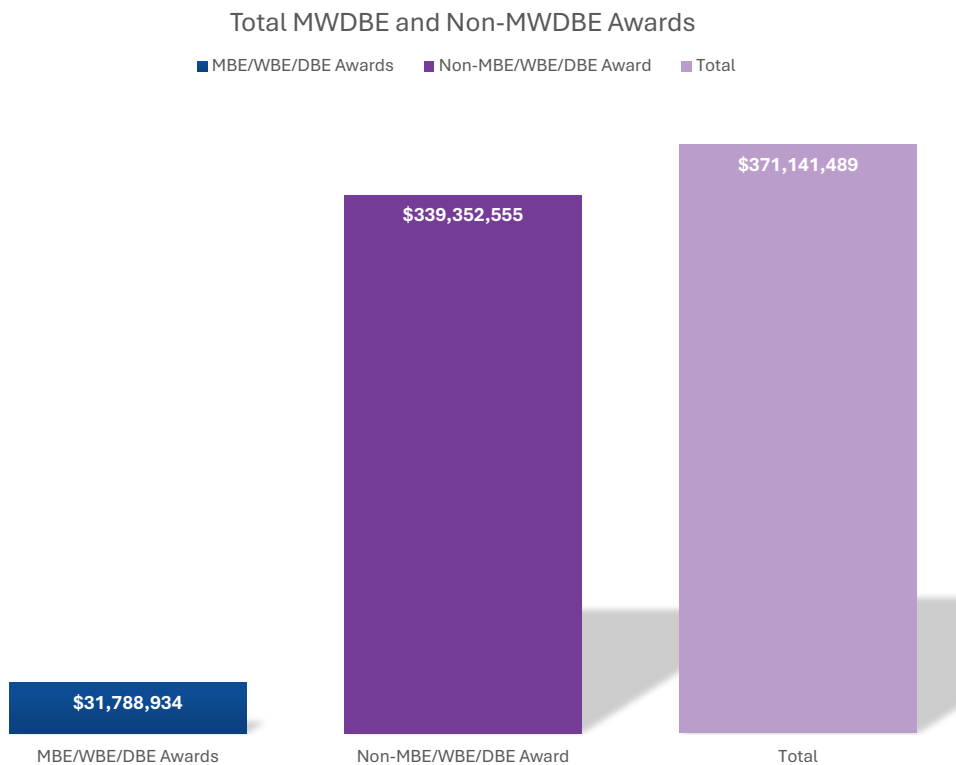
In the Goods and Services category, the total awards were \$211,352,857. Of that amount non-MWBE firms were awarded \$185,195,372 and MBE/WBE/DBE firms were awarded \$26,157,485. In the Professional Services category, the total awards were \$159,788,632. Of that amount non-MWBE firms were awarded \$154,157,182, and MBE/WBE/DBE firms were awarded \$5,631,449.

The overall total awarded was \$371,141,489. Of that amount non-MWBE firms were awarded \$339,352,555, and MBE/WBE/DBE firms were awarded \$31,799,934.

The graphs on the following page show a comparison of the data in the table above.



This graph compares the total overall awards, the total amount awarded to non-MWBE firms and the total awarded to MBE/WBE/DBE firms by category type.



MBE AND WBE AWARD COMMITMENT BY ETHNICITY

This overview provides data regarding total award commitments to minority and women-owned business enterprises (MWBE) that have performed work for CCHHS for FY2024.

Category Type	Minority-Owned Business (MBE)				Women-Owned Business (WBE)				
	African American	Asian American	Hispanic American	Total MBE	African American	Asian American	Hispanic American	Caucasian	Total WBE
Goods and Services	\$17,328,201	\$913,838	\$36,450	\$18,446,337	\$14,580	\$0	\$0	\$7,696,567	\$7,711,147
Construction	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Professional Services	\$2,656,036	\$1,058,471	\$440,905	\$4,155,412	\$494,037	\$0	\$0	\$982,000	\$1,476,037
Total	\$19,984,237	\$1,972,309	\$477,355	\$22,601,749	\$508,617	\$0	\$0	\$8,678,568	\$9,187,185

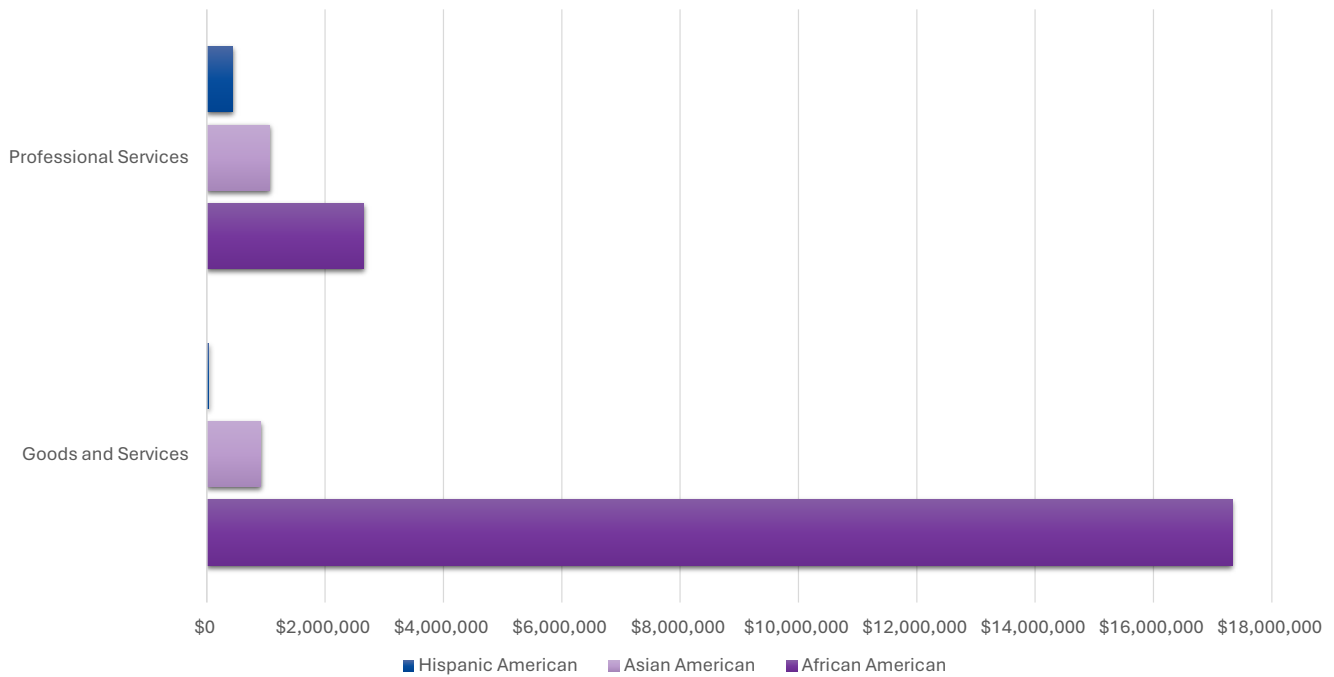
Regarding MBE firms, in the Goods and Services category African American firms were awarded \$17,328,201.35, Asian American firms were awarded \$913,838.09 and Hispanic American firms were awarded \$36,450.00. In the Professional Services category African American firms were awarded \$2,656,036.00, Asian American firms were awarded \$1,058,471.22, and Hispanic American firms were awarded \$440,905.

Regarding WBE firms, in the Good and Services category African American firms were awarded \$14,580.00, and Caucasian firms were awarded \$7,696,567. In the Professional Services category African American firms were awarded \$494,037.00 and Caucasian firms were awarded \$982,000.50.

Regarding total awards to all MBE and WBE firms, in the Goods and services category MBE firms were awarded \$18,446,337 and WBE firms were awarded \$7,711,147. In the Professional services category MBE firms were awarded \$4,155,412 and WBE firms were awarded \$1,476,037.

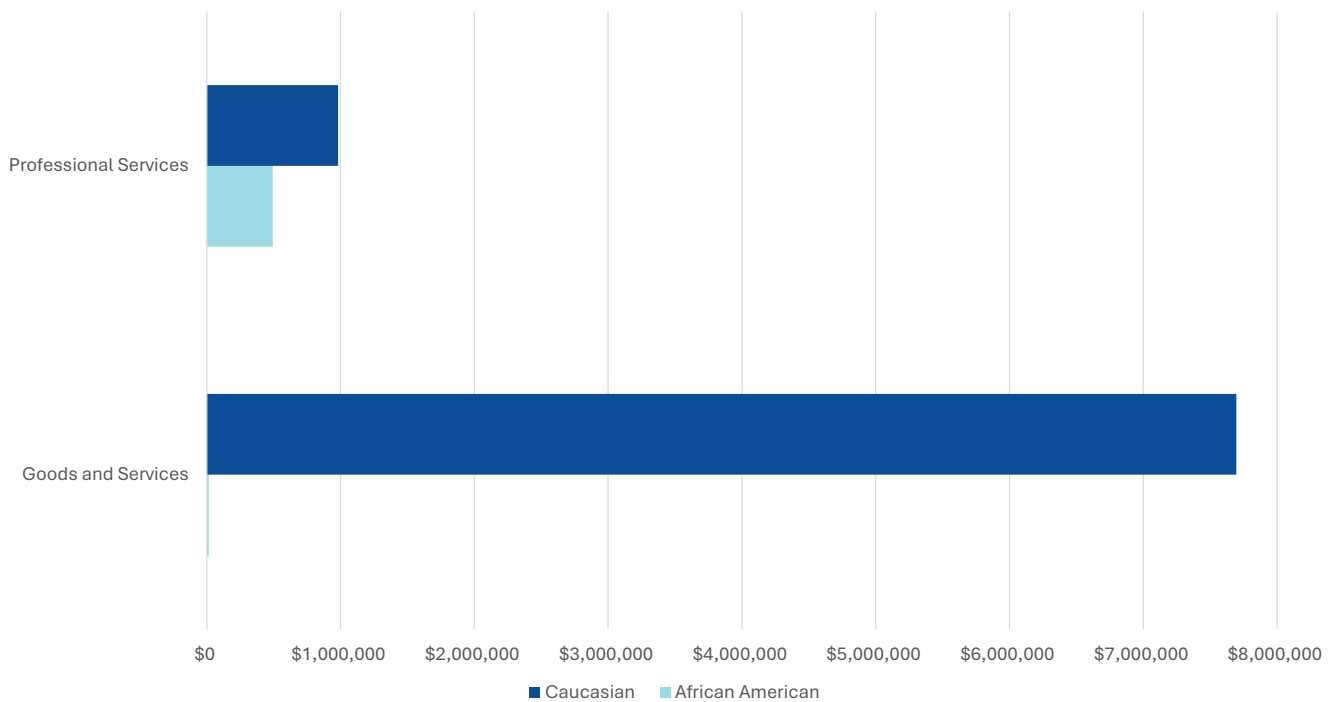
The graphs on the following pages show a comparison of the data in the table above.

MBE Award Summary



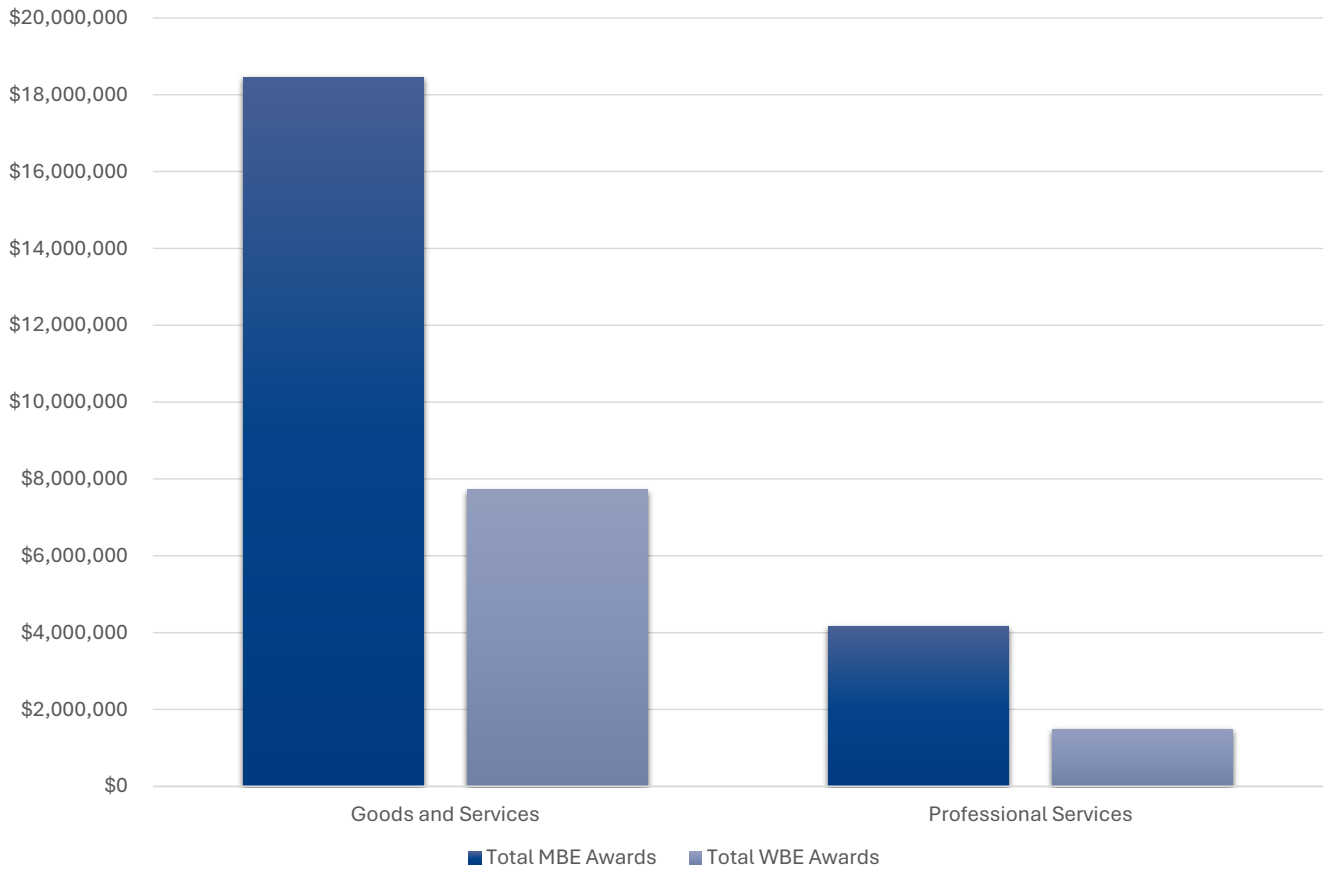
This graph shows the amount of awards to MBE firms by ethnicity per category type.

WBE Award Summary



This graph represents the amount awarded to WBE firms by ethnicity per category.

Total MBE and WBE Award Breakdown



This graph reflects the overall total awards to MBE and WBE firms by category type.

MBE, WBE, AND DBE PAYMENT SUMMARY

In addition to analyzing the MWDBE goals and commitments, this report also summarizes data relating to CCHHS's actual payments to MWDBE firms in FY2024.

As mentioned in the section above outlining the current state of Cook County, actual payments may not align with award commitments within a fiscal year as each may occur at a different time in the contract cycle. Award commitments are determined prior to contract execution and are determined by the availability and capacity of certified firms in the industry. Payments are made only after services are rendered, which may occur in a different fiscal year.

The data below represents the total actual payments to MBE, WBE, DBE, and Non-MWDBE firms. The total amount of payments made to M/W/DBE firms was \$472,395,523.09.

Category Type	MBE Payment	WBE Payment	DBE Payment	Total MWDBE Payments	Non-MWDBE Payments	Total Payments
Goods and Services	\$25,010,139.94	\$7,905,391.74	0	\$32,915,531.68	\$165,218,708.90	\$198,134,240.58
Construction	\$13,094,777.86	\$6,952,981.60	\$15,494,704.18	\$35,542,463.64	\$33,647,621.61	\$69,190,085.25
Professional Services	\$30,053,048.63	\$7,234,678.57	\$6,028,618.27	\$43,316,345.47	\$161,754,851.79	\$205,071,197.26
Total	\$68,157,966.43	\$22,093,051.91	\$21,523,322.45	\$111,774,340.79	\$360,621,182.30	\$472,395,523.09

Regarding actual payments made to MBE, WBE and DBE firms, in the Professional Services category \$53,107,247 was paid to MBE firms, \$11,390,713 was paid to WBE firms and \$6,028,618.27 was paid to DBE firms. In the Goods and Services category MBE firms were paid \$25,010,139.94, WBE firms were paid \$7,905,391.74, and DBE received no payments. In the construction category MBE firms were paid \$13,094,777.86, WBE firms were paid \$6,952,981.60, and DBE firms were paid \$15,494,704.18.

Payments to M/W/DBE firms totaled \$111,774,340.70 and total payments to non-M/W/DBE firms were \$360,621,182.30.

MBE AND WBE PAYMENTS BY ETHNICITY

The data below represents actual payments made to MBE and WBE firms by ethnicity per contract category.

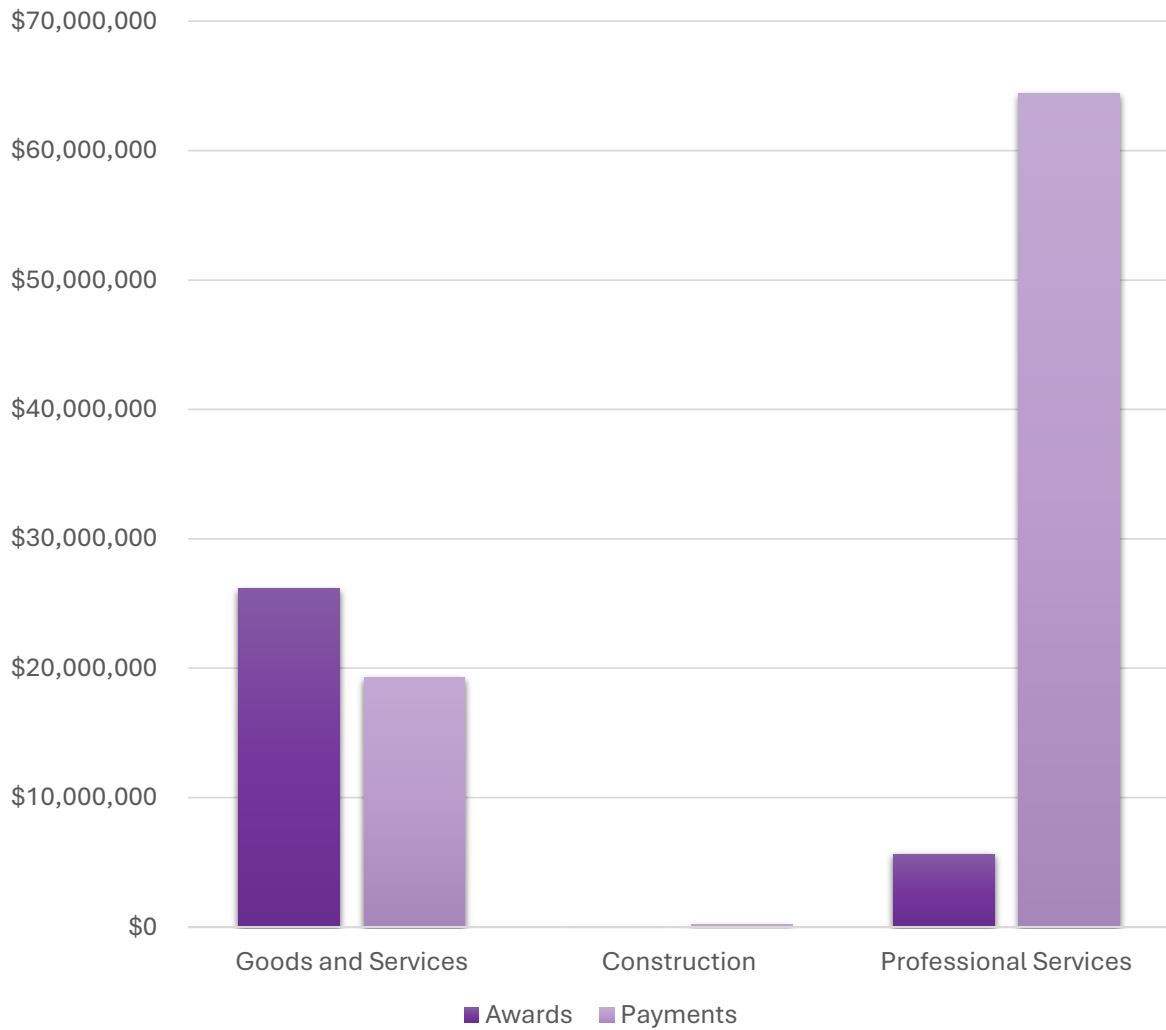
Category Type	Minority-Owned Business (MBE)				Women-Owned Business (WBE)				
	African American	Asian American	Hispanic American	Total MBE	African American	Asian American	Hispanic American	Caucasian	Total WBE
Goods and Services	\$6,318,483	\$1,301,850	\$2,154,014	\$9,774,348	\$181,720	\$0	\$1,498,585	\$244,237	\$1,924,542
Construction	\$3,507,779	\$18,102,599	\$11,356,403	\$32,966,783	\$50,000	\$0	\$2,008,181	\$5,423,716	\$7,494,877
Professional Services	\$6,349,232	\$11,828,075	\$3,585,559	\$21,762,867	\$1,650,000	\$3,127,078	\$0	\$402,468	\$5,179,546
Total	\$16,175,495	\$31,232,525	\$17,095,977	\$64,503,999	\$1,881,720	\$3,127,078	\$3,506,766	\$6,070,422	\$14,598,966

Regarding MBE firms, in the Goods and Services category African American firms were paid \$6,318,483.72, Asian American firms were paid \$1,301,850.00 and Hispanic American firms were paid \$2,154,014.35. In the Professional Services category African American firms were paid \$6,349,232.53, Asian American firms were paid \$11,828,075.90 and Hispanic American firms were paid \$3,585,559.36. In the Construction category African American firms were paid \$3,507,779.35, Asian American firms were paid \$18,102,599.02 and Hispanic American firms were paid \$11,356,403.06.

Regarding WBE firms, in the Good and Services category African American firms were paid \$181,720.64, Asian American firms did not receive any payments, Hispanic American firms were paid \$1,498,585.00 and Caucasian firms were paid \$244,237.03. In the Professional Services category African American firms were paid \$1,650,000.00, Asian American firms were paid \$3,127,078.23, Hispanic American did not receive any payments, and Caucasian firms were paid \$402,468.15. In the Construction category African American firms were paid \$50,000, Asian American firms did not receive any payments, Hispanic American firms were paid \$2,008,181.00 and Caucasian firms were paid \$5,423,716.87.

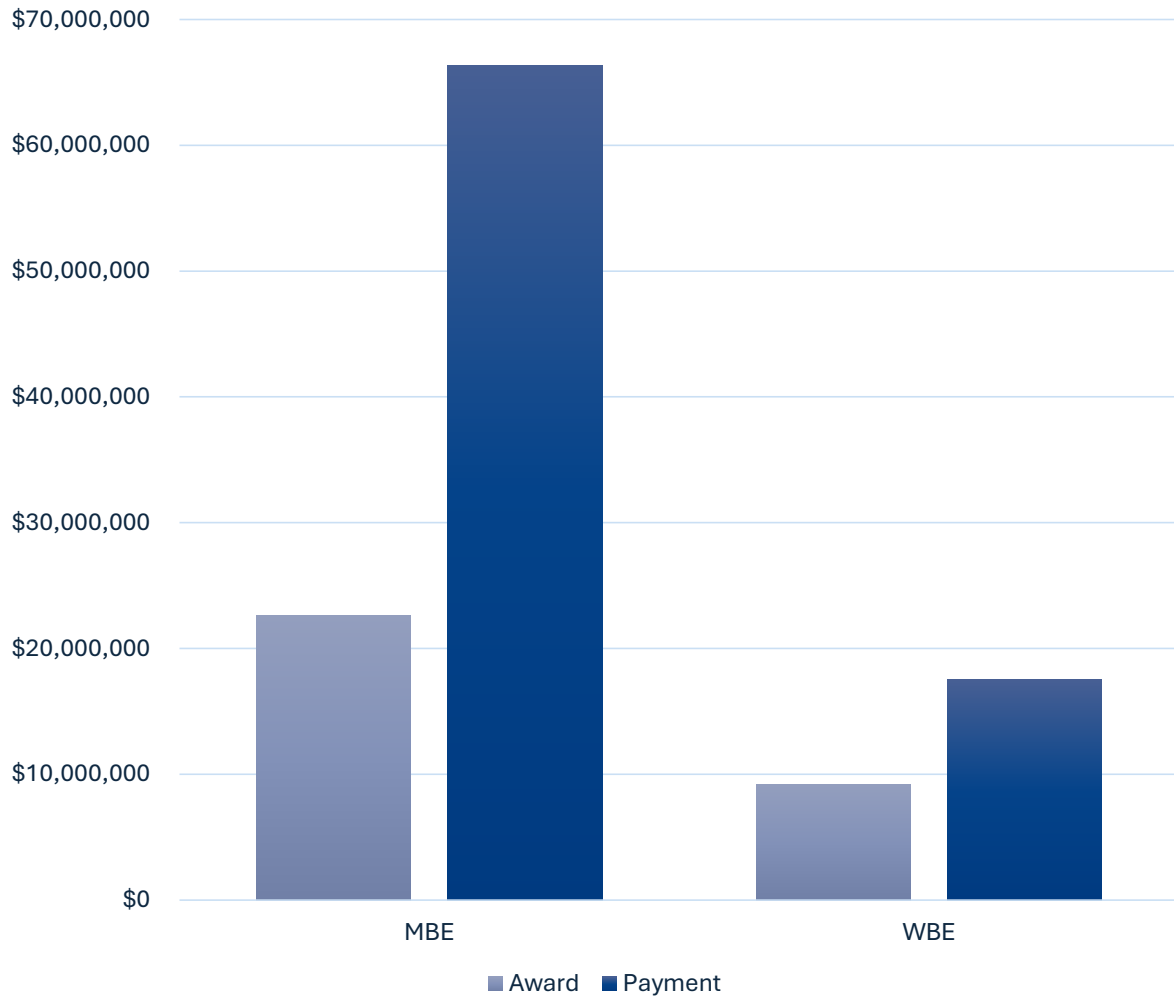
The graphs on the following pages compare the award commitments and the actual payments.

Total Awards vs. Total Payments



This chart reflects the comparison of the value of awards made versus the actual payments made by category type. In the Goods and Services category \$26,157,485 was awarded and \$19,293,162 was paid. In the Professional Services category \$5,631,449 was awarded and \$64,380,588 was paid. Lastly, in the Construction category \$197,386 is from an active contract awarded in 2020. Awards and payments may not appear to align due to when the action occurred within the fiscal year. For example, an award may be made at one time, but services may not be rendered until later. Payments are made after services are rendered.

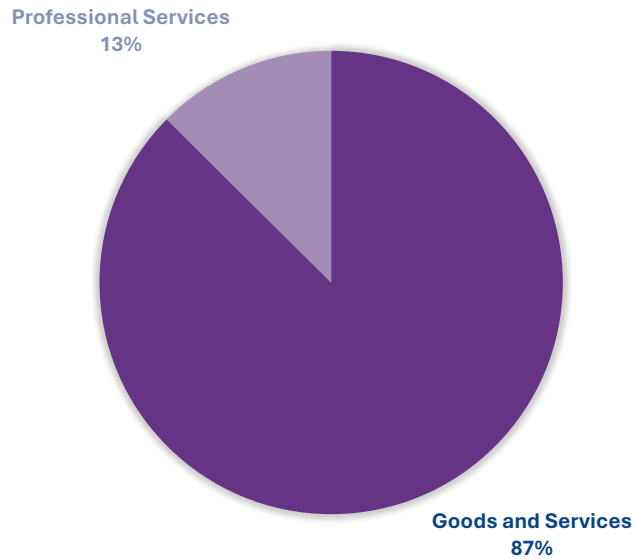
MBE and WBE Awards vs. Payments



This graph shows the difference between the amount awarded to MBE and WBE firms and the amount paid to MBE and WBE firms: MBE firms were awarded \$22,601,749 and paid \$66,361,843; and WBE firms were awarded \$9,187,185 and paid \$17,509,294.

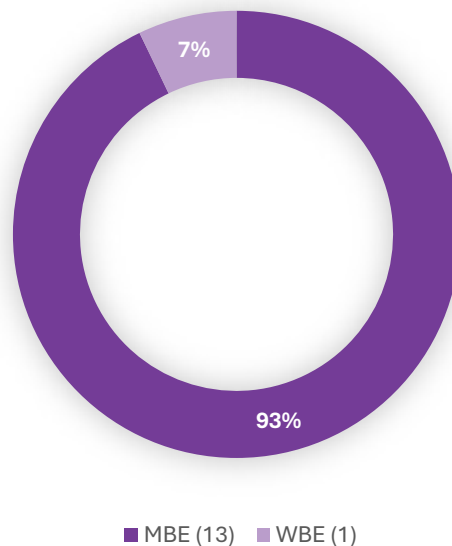
CCHHS ACTIVE CONTRACT SUMMARY

ACTIVE CONTRACT SUMMARY 207 OVERALL



This chart reflects the number of active contracts for CCHHS by category type. There were 181 contracts in the Goods and Services category and 26 in the Professional Services category.

Total MBE/WBE Prime Contractors



The graph reflects the number of CCHHS contracts where the prime member was an MBE or WBE firm. There were 13 contracts where the prime was an MBE firm and 1 contract where the prime was a WBE firm.

The background image shows a classical building facade with large windows and stone carvings. Two flags are flying: the Illinois state flag on the left and the Finnish flag on the right. A statue of a seated figure is visible on the building's facade. The number '118' is visible on a door to the left. The entire image has a blue tint.

SECTION 5

FINDINGS

FINDINGS

Increase in Certification

Overall, there was a 5.8% increase in certified vendors from FY2023 to FY2024 with the greatest increases occurring among vendors certified as African American and Hispanic American. The number of vendors certified as African American increased by 12% and the number of vendors certified as Hispanic American increased by 22.5% in FY2024. BED believes that the increase in the certified vendor pool was due to the efforts of the Strategic Initiatives unit and their continued dedication to outreach and training.

Ethnicity Distribution

Data from the certified vendor pool ethnicity summary shows that the number of vendors certified across each ethnicity is disproportionate. Certified firms that identified as African American contribute to 41.3% (271 vendors) of the overall certified vendor pool followed by 22.5% identifying as Hispanic American. The data shows there are multiple ethnicities that are underrepresented such as Asian Indian, Asian Pacific American and Native American. These three ethnicities made up 12% of the overall certified vendor pool.

Gender Distribution

Additionally, in FY24 there was a 5.6% increase in vendors certified as female and a 6.07% increase in vendors certified as male. Overall, vendors certified as female accounted for 54.6% of the certified vendor pool. The male to female ratio of certified vendors is almost evenly distributed.

NAICS Category Distribution

Utilizing the NAICS categories, in FY 2024 34.3% of certified firms are in the Construction industry, 28% are in the Goods and Services industry, and 37.6% are in the Professional Services industry. Overall, the number of certified firms is almost evenly distributed across the industry categories. The Professional Services industry accounted for the highest number of certified vendors.

Contract Specific Goal Setting

Zero Goal Prevalent: Most contracts in FY24 had zero MWBE goals, often due to vendor availability constraints, project scope or sole-source contracts. Construction had the fewest full or partial participation goals, while professional services had the most. This could be due to seasonal contract timing and the inclusion of construction components in many professional services contracts (e.g. architecture and engineering).

Vendor Awareness Initiative

To boost vendor awareness of contract opportunities, OCPO launched a weekly email blast in FY24 to vendors registered in Bonfire. This initiative included the Certified Vendor Pool in Q4, addressing a historical lack of notification for this group. MWBE vendors were encouraged to register on the Bonfire Vendor Portal and select the UPSPSC commodity code used in County contracts.

Access to Bonfire provides MWBE firms with valuable information on doing business with Cook County, including submission document details and examples. Firms can also list their certifications and certifying agencies, making it easier to connect with prime vendors seeking subcontractors. The overall goal was to increase resources and contract readiness for MWBE firms. Since the initiative's implementation, MWBE contract participation has increased.

MWBE Program Outreach and Training Initiatives Drive Vendor Pool Growth

Cook County's MWBE program expanded its vendor pool by 5.8% in FY24 through dedicated outreach and training initiatives. These efforts connected with thousands of businesses, providing valuable resources and knowledge to increase participation in County contracting. This growth reflects Cook County's ongoing commitment to fostering an inclusive and equitable vendor landscape.

Key highlights of training included:

- Empowered small businesses with knowledge and skills through **21 training webinars**.
- Facilitated **1,574 minutes** of training designed to enhance the capabilities of small businesses.
- Reached **1,334 participants** through a series of workshops and webinars focused on access to capital, branding, certification, subcontracting, financial readiness, marketing, and solicitations.
- Engaged more than **5,000+ vendor** monthly via Contract Connections newsletter.
- **752,101** newsletters delivered.



In FY2024, outreach efforts were focused on building stronger relationships with business owners and educating the business community on the benefits of certification with Cook County. We took a multi-pronged approach, recognizing the importance of both personal connection and broader digital reach.

Our in-person presence at outreach events provided opportunities to network and share information with over 600 attendees and build strategic partnerships with local business chambers of commerce, local municipalities and other government organizations.

To complement our in-person efforts, we also leveraged digital platforms. A series of webinars are available on our YouTube channel where we address key topics such as navigating our procurement process, understanding our supplier requirements, and accessing available resources. These webinars broadened our reach, allowing vendors from across Cook County to participate, regardless of location. Recordings of the webinars were made available on our website for on-demand viewing, maximizing accessibility.

The monthly newsletter also serves as a valuable communication channel for sharing updates and promoting upcoming events. Through this combination of in-person engagement, informative webinars, and consistent communication, we significantly expanded our outreach efforts in FY24, laying a solid foundation for continued growth and partnership in the upcoming year.

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SECTION 6

RECOMMENDATIONS

RECOMMENDATIONS

Recommendation #1: Continued Targeted Outreach and Engagement for MWBE Certification.

The County must maintain and expand its targeted outreach efforts to engage firms interested in MWBE certification. This will include informational webinars, and community-based workshops to help businesses understand the benefits and process of certification.

Recommendation #2: Maintain enhanced capacity building for MWBEs.

Firms require tailored training programs and workshops designed to strengthen business operations, enhance financial management, and improve overall organizational effectiveness. By focusing on developing the internal capabilities of MWBEs, we aim to equip these businesses with the skills and resources necessary to sustain growth, increase competitiveness, and successfully navigate both public and private sector opportunities.

Recommendation #3: Enhanced MWBE participation through contract-readiness and vendor development.

will help to increase participation by ensuring that more vendors are contract-ready and capable of successfully engaging in contracting opportunities. This will include providing targeted resources and training to help MWBEs understand the intricacies of government contracting,

Recommendation #4: Establish a Prime–MWBE vendor connection program.

To significantly enhance MWBE vendor integration and foster robust, sustainable partnerships, we recommend the implementation of a Prime-MWBE Connection Program. The program will create a structured and supportive environment for primes and MWBE vendors to build meaningful relationships, leading

Recommendation #5: Strengthen contract-specific goal setting and establish a goal setting methodology that is legally defensible.

The County must establish a sound goal setting methodology where availability data is updated annually. Annually update goal setting availability data to align with current market conditions and set realistic contract specific goals. This will involve analyzing past performance and industry trends, with regular reviews to ensure goals remain achievable and responsive to changes. This approach will improve accountability and improve MWBE participation in contracting opportunities.

Recommendation #6: Improve statements of work.

To improve diversity outcomes, its recommend that user departments create clear measurable statements of work. This will also help the County to set specific, achievable diversity goals for outgoing solicitation and track progress.

Recommendation #7: Expand access and support to increase MWBE participation.

To increase participation, the County will continue to expand its outreach and support initiatives aimed at expanding access to contracting opportunities. This will include strengthening partnerships with local business networks, hosting informational sessions, and providing resources to help MWBEs navigate the certification and bidding processes. Our goal is to ensure MWBEs have the tools, knowledge and opportunities to thrive.

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SECTION 7

AGENCY HIGHLIGHTS

HIGHLIGHTS

Pathways to Cook County Summit

The Pathways to Cook County Summit highlighted our commitment to the small business community and MWBEs by fostering meaningful connections, facilitating knowledge transfer and driving economic impact through inclusive and equitable opportunities. Through this annual event, Cook County breaks down barriers for the small business community, empowering them to engage effectively and access the services and opportunities provided by the County.

Certified Vendor Growth

Achieved a 5.8% increase in the certified vendor pool, underscoring our effective outreach and engagement strategies.

Robust Outreach via Newsletters

Engaged over 5,000 business owners monthly through targeted newsletters, ensuring consistent communication and awareness of MWBE initiatives and opportunities.

Extensive Educational and Readiness Programming

Reached 1,334 participants through workshops, educational programming, vendor engagement and contract readiness sessions, enhancing MWBE capacity and competitiveness.

Increased Contracting Opportunities

Proactively promoted contract unbundling and carving out of smaller scopes of work to create more accessible contracting opportunities. This approach lowers barriers for MWBEs to participate in contracting opportunities.

Strengthened Strategic Partnerships

Built and deepened relationships with local business associations, industry associations and community organizations, facilitating increased MWBE participation in procurement opportunities.

Enhanced Participation through Vendor Registration Growth

Proactive communication encouraged vendor registration that has led to an increase in participation, expanding our diverse supplier base and driving increased engagement in procurement opportunities.

The background image shows a classical building facade with large windows and stone carvings. Two flags are flying: the Illinois state flag on the left and the United Kingdom flag on the right. The entire image is covered with a semi-transparent blue overlay.

SECTION 8

PROCUREMENT AND BUSINESS ENTERPRISE DEVELOPMENT: THE EQUATION FOR SUCCESS

OVERVIEW

This section of the report will highlight key components of the County's contracting processes that impact MWBE utilization across Offices Under the President and Elected Officials. Agencies submit a request for a contract to OCPO and the solicitation method is determined based on the scope of services or specifications and the supporting documentation. OCPO works collaboratively with each agency to ensure the scope of work or specifications are appropriate and have a legitimate business purpose. MWBE goals are assigned based on the scope/specifications for each request. The various procurement methods utilized by OCPO are as follows.

PROCUREMENT METHODS

Competitive Solicitations

The solicitation types below are advertised to the public via the Bonfire Vendor Portal. Opportunities on the Portal are open to all vendors to submit a response.

Invitation for Bids

A procurement method used when specifications or the scope of work are well defined and typically used to solicit commodities or work services. An award is given to the lowest responsive and responsible bidder whose response follows submittal requirements. Price is the determining factor for an award. MWBE vendor participation may include those categorized in goods and services or construction.

Request for Proposals

Procurement method used when the scope is not well defined or complex in nature. The agency will have an end goal in mind, but vendors are relied on as subject matter experts to provide a roadmap to achieve the goal. Vendors can submit proposals that include the approach and work plan, methodology, qualifications, and experience needed to fulfill the contract. Proposals are evaluated to determine the vendor(s) that best meets the needs of the agency. Price is considered but not the determining factor for the award. MWBE vendor participation may include those categorized in professional services.

Request for Qualifications

The procurement method is used to obtain statements of qualifications from potential suppliers typically as a screening step to establish a pool of vendors that are qualified to submit a response for services on future projects. Responses to an RFQ are like a resume and used to compare the expertise of potential vendors and are typically used for construction or architect and engineering services. Responses and qualifications are evaluated. Pricing is not a factor. MWBE vendor participation may include those categorized in construction and services. Responses and qualifications are evaluated. Pricing is not a factor. MWBE vendor participation may include those categorized in construction and services.

Non-Competitive Solicitations

The solicitation types below are not advertised to the public. A specific vendor is contacted directly for a contract.

Sole Source

A contract entered without a competitive process based on justification that only one source exists or only one supplier can fulfil the requirements or needs. One supplier possesses the unique ability and capability to fulfill the contract. Justifications include:

- Proprietary restrictions
- Copyright restrictions
- Equipment compatibility
- Patented product, or
- Unique or specialized skill, experience, or ability.

Reference Agreement/Piggyback

A form of intergovernmental purchasing in which an entity will extend the pricing and terms of contract entered by another agency. The master agreement included language allowing other entities to utilize the contract to take advantage of scope, terms and pricing. The goal is for the County to obtain better pricing by utilizing the contract of another agency rather than doing a solicitation.

Emergency

A purchase due to an unexpected and urgent request where health and safety or the conservation of public resources are at risk. The urgent need does not allow for the completion of a competitive process and must be justified. Justifications include:

- a threat to public health or safety,
- to repair County property in order to prevent further loss or damage,
- to prevent or minimize serious disruption to County services,
- to ensure the integrity of county records, or
- it is the reasonable opinion of the CPO for the best interest of the County.

Cooperative

A type of purchasing conducted by, or on behalf of, one or more public procurement units. Like a piggyback, the County may utilize a ready-to-use, competitively solicited contract to obtain better pricing.

Amendment

Used to formalize any change to the original contract. An amendment is required when the contract is up for renewal or the term must be extended, additional funds are required to continue services, the scope or specifications of the original contract has changed, additional users must be added to the contract, or the contract has been reassigned.

DOING BUSINESS WITH COOK COUNTY

Interested in becoming certified with Cook County?

Benefits of Certification

- Provides visibility - once certified your firm is listed in a directory which is accessible to the public. cookcounty.diversitycompliance.com
- There are minority, women and disadvantaged business participation goals and/or incentives on Cook County projects and through sister agencies
- There are businesses in the private sector that seek out certified firms for products and/or services. Cook County has reciprocity with the City of Chicago for a One-Stop-Shop

Firm who want to become certified with Cook County should visit the Business Enterprise Development website. cookcounty.diversitycompliance.com

OCPO Contract Opportunities

The Bonfire Vendor Portal is an online procurement module which allows OCPO to post contract opportunities for the public and to receive their responses electronically. Key information regarding due dates, specifications, submittal requirements, and a copy of the solicitation document are made available in Bonfire. To view key information, vendors must be registered in Bonfire. Upon registration, and the selection of applicable commodity codes vendors will automatically be notified via email of opportunities in their selected area of interest.

Please keep in mind that the B2G Now system utilized by BED is separate from Bonfire. B2G Now is used for monitoring MWBE utilization and payments on contracts. Bonfire is used for post solicitations and receiving responses from the vendor community. Being a certified MWBE firm in B2G Now does not grant access or visibility into Bonfire to receive notices of contract opportunities. Therefore, vendors are encouraged to be registered in both.

To register in Bonfire please visit <https://cookcountyil.bonfirehub.com/portal/?tab=openOpportunities>. Vendors will be prompted to create a username, password, and select all commodity codes in the area of interest.

Websites and Resources

The OCPO website provides resources and guides on doing business with Cook County, including previously awarded contracts and amendments, bid tabulations, and the interactive resource guide (formerly the Buying Plan).

To view our website and all the resources we make available please visit <https://www.cookcountyil.gov/procurement>

ACKNOWLEDGEMENTS

First and foremost, I wish to thank Chief Financial Officer Tanya Anthony for her leadership and support during the entire process and preparation of the FY2024 Annual Diversity Report (ADR).

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