



Cook County Government Annual Business Diversity Report - FY 2017

Toni Preckwinkle, President
Cook County Board of Commissioners

Jacqueline Gomez, Director
Office of Contract Compliance

*Message from Toni Preckwinkle
Board President of Cook County*

To the residents of Cook County:

I am pleased to present our fifth annual Cook County Business Diversity Report. Since taking office nearly seven years ago, I have been committed to making it easier for minority and women-owned businesses (M/WBEs) to do business in and with Cook County. This report is a testament to that commitment. Notably, for the fourth year, we are reporting actual payments to minority and women-owned businesses along with commitments. These payments are also shared in a transparent manner with both prime contractors and sub-contractors.

This report allows residents and businesses to see the goals we have set for ourselves and includes actual payments as well as contract dollars awarded. Overall in 2017, Cook County awarded 29% of its contracts to minority and women-owned businesses, while 24% of contract payments were made to minority and women-owned businesses.

We continuously seek ways in which we can enhance and improve our M/WBE Program. In FY2017, we amended the County Code to allow for firms exceeding the Small Business size standard criteria to be able to still participate in the M/WBE Program through a phased-out approach over the course of three years. This allows firms to gradually transition from the M/WBE Program and ensure a smoother entry into the general marketplace.

We continue to invest in the necessary tools to better monitor participation of minority and women-owned businesses on county contracts. We utilize a web-based system to capture payment data and allow for a more efficient process to track and monitor actual subcontractor payments. Historically, the County's reporting has relied on the *commitment* in contracts for M/WBE businesses.

We will continue to strive to make the county a more effective, attractive business partner for minority and women-owned businesses. We are serious about engaging in these efforts moving forward and look forward to continuing our work with all residents of Cook County.



Toni Preckwinkle

President, Cook County Board of Commissioners

COMMITMENT TO SMALL BUSINESSES

Cook County Board President Toni Preckwinkle is committed to the inclusion and expansion of opportunities for small, local, minority and woman-owned businesses. Cook County is at the heart of a dynamic metropolitan region, where we make up more than half of its population, jobs, and businesses. President Preckwinkle knows that small businesses are the engine of the economy. When we create accountable, transparent and responsive government, we help the economy grow.

Cook County's Office of Contract Compliance is pleased to present its Annual Business Diversity Report covering the period of Fiscal Year 2017 under President Preckwinkle. Historically, minority- and woman-owned businesses have been awarded government contracts in dollar amounts disproportionately lower than the availability of such businesses that are willing and able to perform these contracts. Many local governments, including Cook County, were passive participants in discriminatory practices that adversely affected the growth and full participation of minority and woman-owned businesses ("M/WBEs") in the government marketplace.

In an effort to remedy historic inequity and to facilitate greater inclusion, Cook County established goals for the participation of minority and woman-owned businesses in County contracts as set forth under the ordinances that comprise the County Procurement Code. The Cook County Health and Hospitals System also strives to achieve the following goals.

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

About this Report Transparency is a key mandate of President Preckwinkle and under her leadership, the County began publishing annual diversity reports for the first time to make this information available to the public. This report is the County's fourth annual report to include actual payments to M/WBEs. This report includes contract dollars awarded and contract payments by Cook County Government as reported by vendors. The second section includes contracts awarded and payments on Cook County Health and Hospitals System ("CCHHS") contracts as reported by vendors. This report continues to serve as a benchmarking tool in assessing M/WBE participation and identifying areas for greater inclusion. The Office of Contract Compliance tracks M/WBE participation in the following three categories (1) Goods and Services, (2) Construction, and (3) Professional Services. Data reported is based on actual payments reported by vendors.

Small Business Initiatives President Preckwinkle has made it a top priority of her administration to foster greater participation and meet M/WBE goals to the greatest extent possible. Ultimately, greater participation will allow small businesses to create jobs and stimulate growth in the regional economy. These efforts are described below:

Disparity Study. Since President Preckwinkle took office, the County has made strategic investments to lower the barriers to entry for minority and women-owned businesses, including taking measures to ensure full participation at all levels of Cook County Government. In the second half of Fiscal 2013, the Cook County Board of Commissioners retained the services of Colette Holt & Associates to conduct a Disparity Study of the County's M/WBE Program.

A Disparity Study is a periodic evaluation of a municipality's M/WBE efforts. The term "disparity" refers to the difference between the number of M/WBEs who are able to provide the services a municipality is procuring and the number of firms who are actually working with the municipality. The study looks at whether the organization is meeting its goals with regards to access to procurement opportunities and provides recommendations to improve its efforts. Disparity studies also provide a legal defense of an M/WBE program if that program is challenged in the courts.

Nationally, it's considered best practice to conduct regular Disparity Studies. Other local agencies that have done this include the City of Chicago and the Illinois Department of Transportation. However, this effort represented Cook County's first Disparity Study.

The Study includes a comprehensive statistical analysis based on the County's procurement history. The consultant will collect, sort, research, and analyze data and will use Custom Census methodology recommended in the National Disparity Study Guidelines to accurately estimate M/WBE availability estimates. The consultant will also calculate a Disparity index using regression analysis.

The County's first Disparity Study was completed in FY 2016 and provided recommendations for program enhancements to ensure we continue to maintain a strong and defensible program. As a result, we amended the County Code to further strength and enhance our M/WBE Program. Specifically, we amended the Code to require the use of current data to set contract-specific goals. This measure will ensure we continue to implement a narrowly-tailored M/WBE Program. Additionally, we extended the M/WBE Program to sunset in 2021.

Diversity Management System. President Preckwinkle has made achieving full M/WBE participation in County procurement a key goal of her administration. During FY 2013, the Office of Contract Compliance implemented a new web-based contract compliance and Minority-owned Business Enterprise (MBE), Woman-owned Business Enterprise (WBE), Veteran-owned Business Enterprise (VBE), and Service Disabled Veteran Business Enterprise (SDVBE) certification system. As part of its mission and mandate, it seeks to capture, monitor and report contract performance based on actual spends. Historically, M/WBE participation was tracked solely on commitments. The key benefits of implementing the Diversity Management System include:

- Transparency and accountability measures for all stakeholders
- Service improvement to local small businesses

- Streamlined process - Certifications including supporting documentation will be submitted electronically
- Promotes the County/City Collaborative reciprocal certification process
- Sharing of information with sister agencies including City of Chicago and the State of Illinois' Central Management System

Reciprocal Certification. Cook County and the City of Chicago continue their reciprocal Minority and Women Business Enterprise initiative. This initiative allows Minority and Women-owned Businesses ("M/WBEs") to be certified by either the County or City, and have that certification apply to both agencies. This combined effort by the County and City lessens the financial burden and streamlines the certification process by providing a "one-stop shop" for MBE/WBEs interested in participating in County and City procurement opportunities.

Phased Graduation. In FY2017, we amended the County Code to allow for firms exceeding the Small Business size standard criteria to be able to participate in the M/WBE Program through phased graduation at a lesser level of credit towards to M/WBE goal over the course of three years. This allows a firm to gradually transition from the M/WBE Program and ensure a smoother entry into the general marketplace.

Increasing Small Business Participation. We continue to seek opportunities to increase participation of Cook County's small, minority and women owned businesses on County procurements. In Fiscal Year 2014, these efforts included developing and offering solicitations that limited the competitive pool to only small, minority and women owned businesses. Our work began internally in fiscal year 2014 and came to fruition in fiscal year 2015 with our first solicitations where small, minority and women owned businesses had the opportunity to bid as primes directly with the County.

Office of Contract Compliance

The Office of Contract Compliance (OCC) supports minority and women-owned business by offering an MBE and WBE certification program, ensuring M/WBE inclusion in the County's contracting processes, participates in outreach events, and reports on supplier diversity participation to the President and Board of commissioners.

OCC hosts monthly certification workshops to help small businesses navigate through the certification process. To learn more about the workshops or to register for one, please visit www.cookcountyil.gov/agency/contract-compliance or call (312) 603-5502.

Program Administration. The Office of Contract Compliance administers Cook County's M/WBE Program as set forth in the County Ordinance under Division 8 of Article IV of the Procurement Code. The Ordinance can be found online at www.cookcountyil.gov/agency/contract-compliance. The responsibilities of the Office of Contract Compliance 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. The Contract Compliance Director ("CCD") 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 CCD through the Department of Revenue.
- (2) Providing information and assistance to Small Businesses relating to the Program, and serving as a liaison to community, contractor, professional and supplier groups, as well as associations and organizations.
- (3) Establishing uniform procedures and criteria for certifying, recertifying and decertifying M/WBEs, accepting certifications by other agencies, and maintaining a directory of Certified M/WBEs. Such procedures and criteria shall include non-certification or decertification for the willful submission of false or inaccurate material information and the failure to submit complete and accurate information to the CCD regarding certification or a procurement on a timely basis, and shall relate to both PCEs and PCE owners.
- (4) Establishing contract specific goals based upon the availability of M/WBEs to provide the supplies, materials and equipment or services required by the Contract.
- (5) Monitoring contracts to evaluate compliance with Contract Specific Goals and commitments.
- (6) Cooperating with and providing assistance to Using Agencies to facilitate participation by M/WBEs in Procurements.
- (7) Reviewing, approving or rejecting utilization plans for achievement of contract specific goals, and evaluating the extent to which goals were achieved.
- (8) Monitoring contracts to ensure compliance with Section 34-388, Prompt Payment of M/WBEs.
- (9) Receiving, reviewing, and acting upon complaints and suggestions concerning the program.
- (10) Evaluating the effectiveness and utility of the program.
- (11) Monitoring the program and the County's progress towards program goals.
- (12) Reporting to the Contract Compliance Committee, at its request, information regarding the administration of the program and its progress toward achieving program goals.

The Office of the Chief Procurement Officer

The Mission of the Cook County Office of the Chief Procurement Officer (OCPO) is to acquire quality goods and services for Cook County agencies at the best price by promoting competition and implementing best practices.

To achieve this goal, OCPO is committed to implementing open and transparent procurement methods to promote vendor participation while lowering costs to taxpayers. As the contracting authority for Cook County, the OCPO encourages all vendors to participate in the open and competitive bidding process. In addition, OCPO works closely with the Office of Contract Compliance to ensure that M/WBE firms have tools and resources to be successful in bidding on Cook County contract opportunities.

How to do Business with Cook County

Businesses wishing to download bid documentation for all current listed opportunities are encouraged to enroll in Procurement's eProcurement system

By enrolling online, you will be able to download the procurement documents for each opportunity posted and receive regular email alerts when new opportunities are posted.

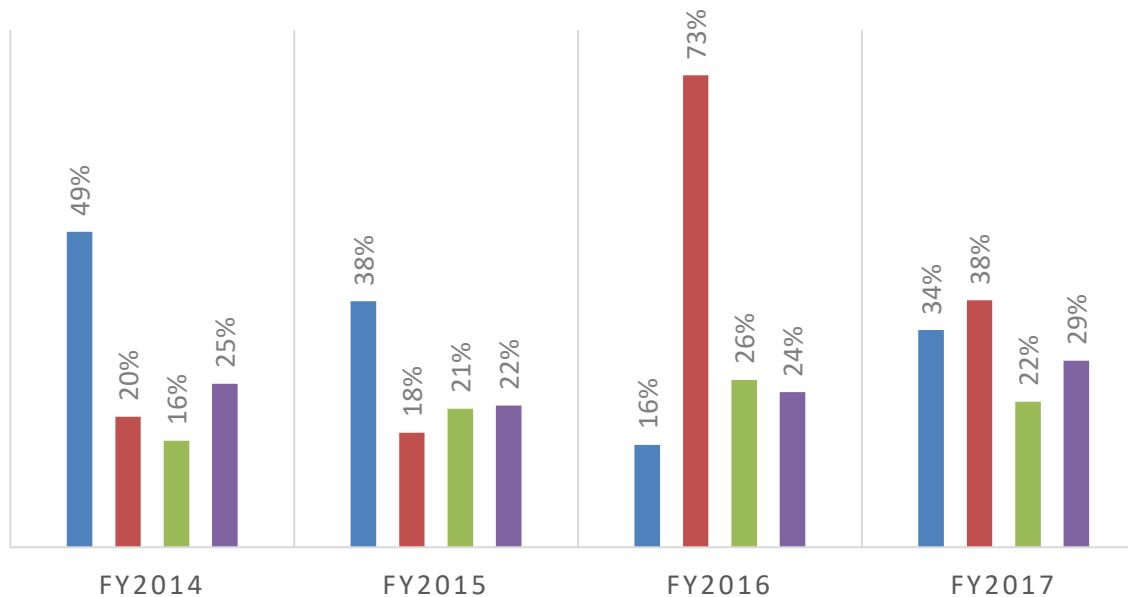
Once enrolled you will be able to:

- Receive notices regarding updates and addenda issued for postings you have downloaded
- View all current and historical downloads you have made in the system
- Maintain your account information
- Update your notification preferences

For more information on this and the OCPO or to learn about free workshops, please visit www.cookcountyil.gov/procurement or call 312.603.5790.

COOK COUNTY MBE/WBE AWARD (COMMITMENTS) COMPARISON BY FISCAL YEAR & CATEGORY

■ Goods and Services ■ Construction ■ Professional Services ■ Overall



Overall, M/WBE participation represented 29% of all contracts awarded in FY17. The chart above represents the committed utilization of MBEs and WBEs on County contracts awarded over the last four fiscal years.

M/WBE participation continues to increase over the years. Most notably, in FY17 M/WBE participation in the goods and services category increased by 18% over the past year. Mainly, as a result of direct awards to minority owned businesses. While in the construction and professional services category, M/WBE participation dropped from the previous year due to larger contract value awarded to a non-M/WBE vendor, whereas in FY16 there were larger contract value awards made directly to M/WBEs.

M/WBE Participation by Contract Commitments

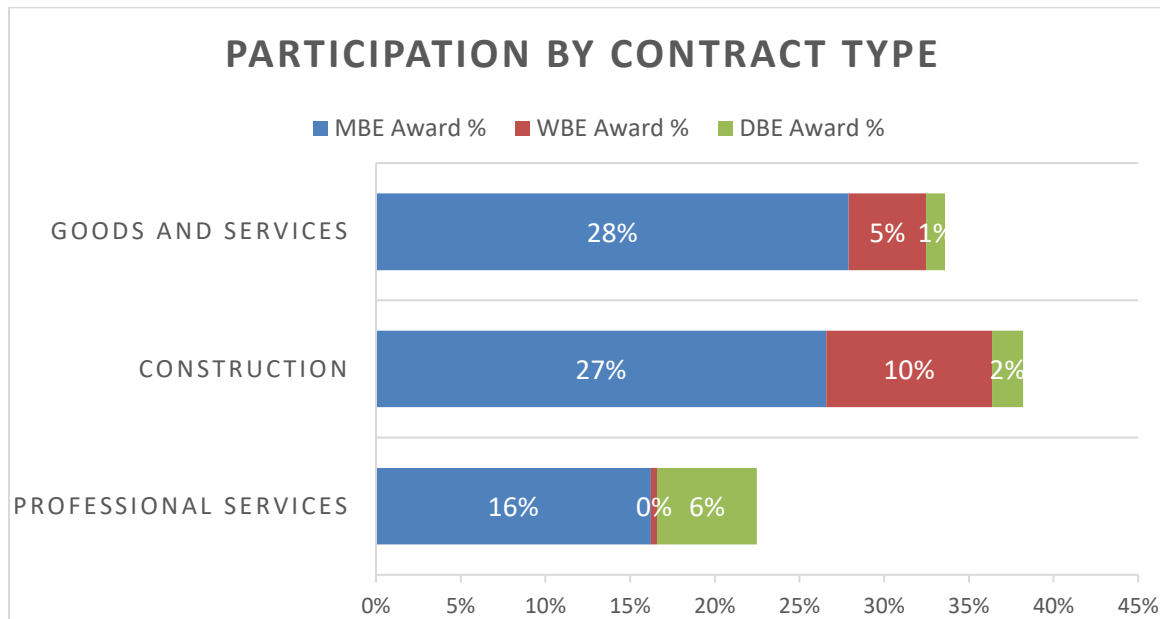
*M/WBE awards
increased by approx. 5%
over last year, which
represented 29% or
approx. \$72M of all
contracts awarded.*

Cook County Government FY 2017 MBE/WBE/DBE Award (Commitments) Summary*

| | <i>MBE Award</i> | <i>WBE Award</i> | <i>DBE Award**</i> | <i>Non-M/WBE Award</i> | <i>Total Award</i> |
|-----------------------|-------------------------|-------------------------|---------------------------|-------------------------------|---------------------------|
| Goods and Services | \$30,135,097 | \$4,947,954 | \$1,200,000 | \$71,722,025 | \$108,005,076 |
| Construction | \$6,363,354 | \$2,337,497 | \$440,896 | \$14,788,578 | \$23,930,325 |
| Professional Services | \$18,862,686 | \$419,936 | \$6,849,124 | \$90,092,440 | \$116,224,186 |
| Total | \$55,361,137 | \$7,705,387 | \$8,490,020 | \$176,603,043 | \$248,159,587 |

*Award amounts exclude Sole Source Contracts and pass-through claims

**DBE participation applies to federally-funded contracts



In FY 2017, the County awarded:

34% M/WBE participation on Goods and Services

38% M/W/DBE participation on Construction Projects

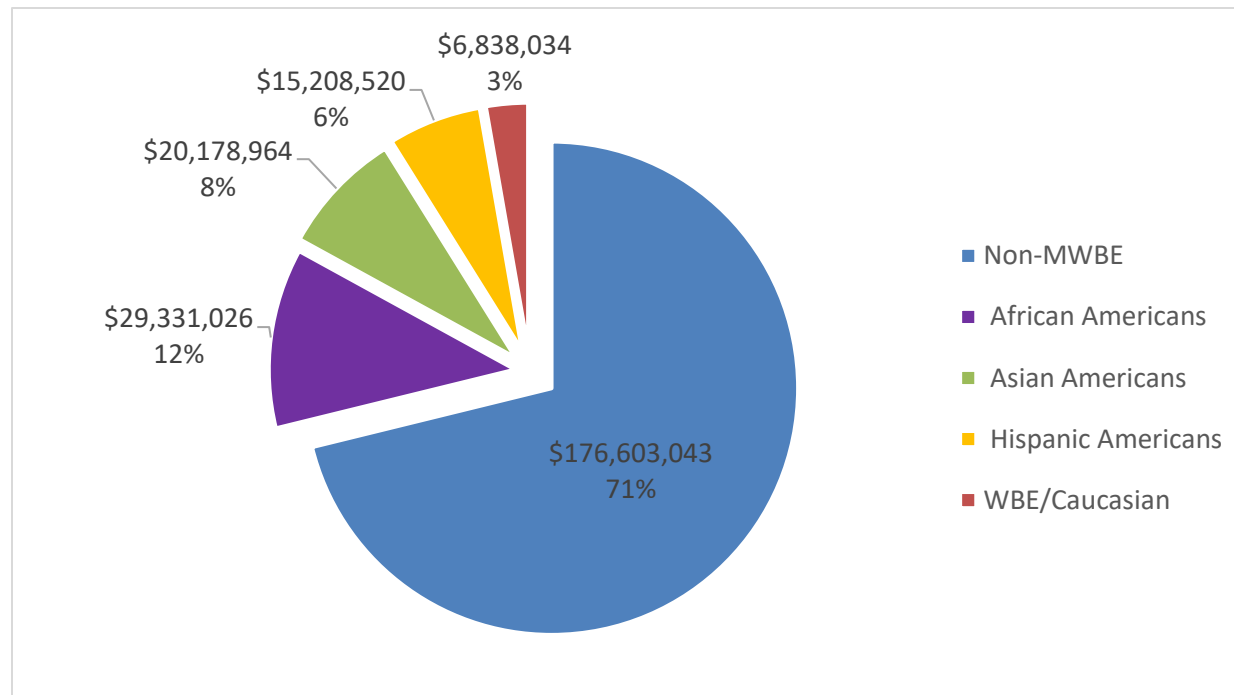
22% M/WBE participation on Professional Contracts

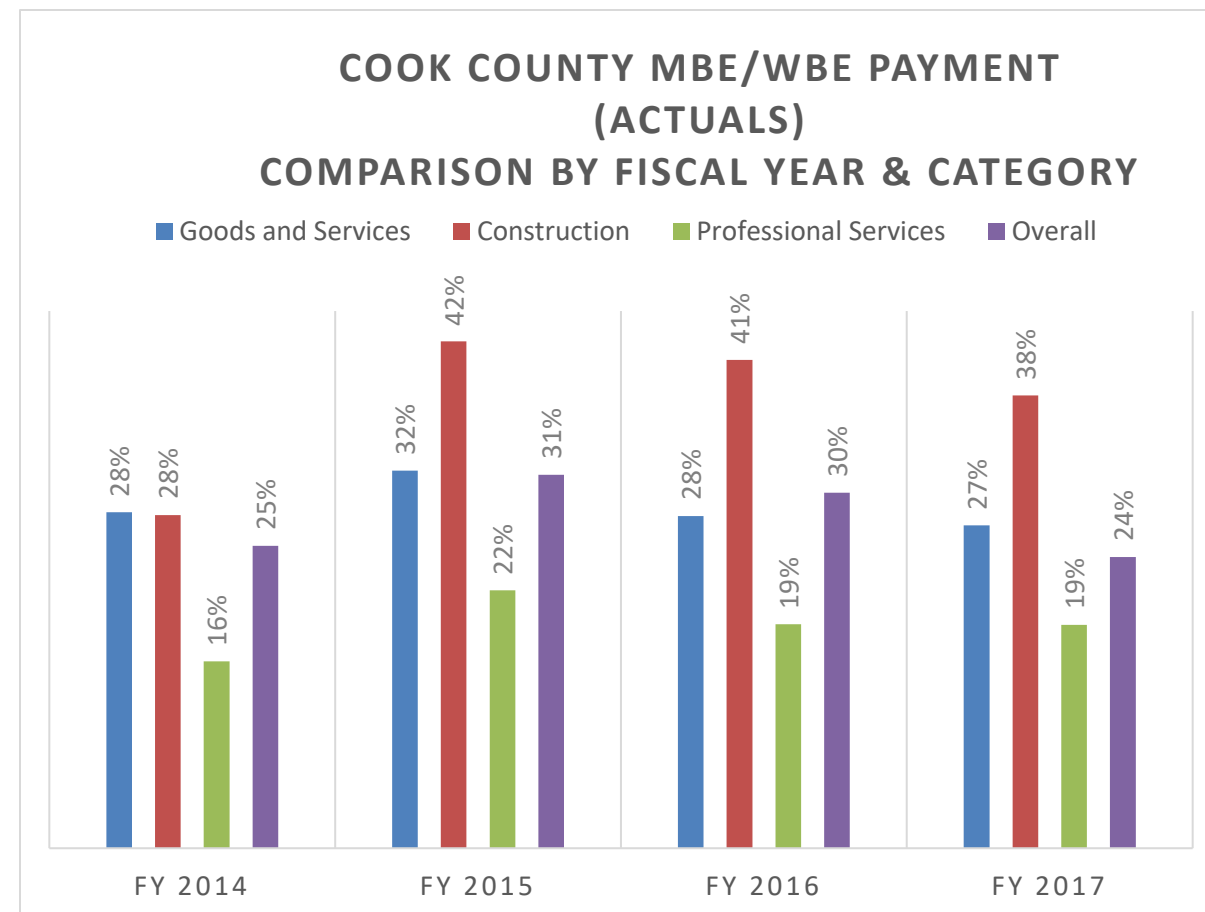
Overall, M/WBE participation represented **29%** of contracts

Cook County Government FY 2017 Committed* Participation by Ethnicity

| | Non-MWBE | African Americans | Asian Americans | Hispanic Americans | WBE/Caucasian | Total Awards |
|-----------------------|---------------|-------------------|-----------------|--------------------|---------------|---------------|
| Goods and Services | \$71,722,025 | \$16,540,016 | \$9,594,829 | \$7,195,353 | \$2,952,853 | \$108,005,076 |
| Construction | \$14,788,578 | \$678,473 | \$750,000 | \$5,525,529 | \$2,187,745 | \$23,930,325 |
| Professional Services | \$90,092,440 | \$12,112,537 | \$9,834,135 | \$2,487,638 | \$1,697,436 | \$116,224,186 |
| Total | \$176,603,043 | \$29,331,026 | \$20,178,964 | \$15,208,520 | \$6,838,034 | \$248,159,587 |

*Excludes sole source contracts and pass-through claim dollars.





Overall, M/WBE participation represented 24% of all contracts payments made in FY17. The chart above represents the percentage of MBE and WBE participation based on contract payments by fiscal year and contract category. Most notably, the impact to the drop in the overall participation for FY17 was due to larger payments made to non-M/WBE firms in the area of IT-related services.

M/WBE participation by contract payment has remained relatively steady over last three years. As noted in the graph above, participation in construction has seen the most impact and greatest inclusion of M/WBEs over the years.

M/WBE Participation by Contract Payment

*In FY 2017, 24% of
contract payments
were made to M/WBEs.*

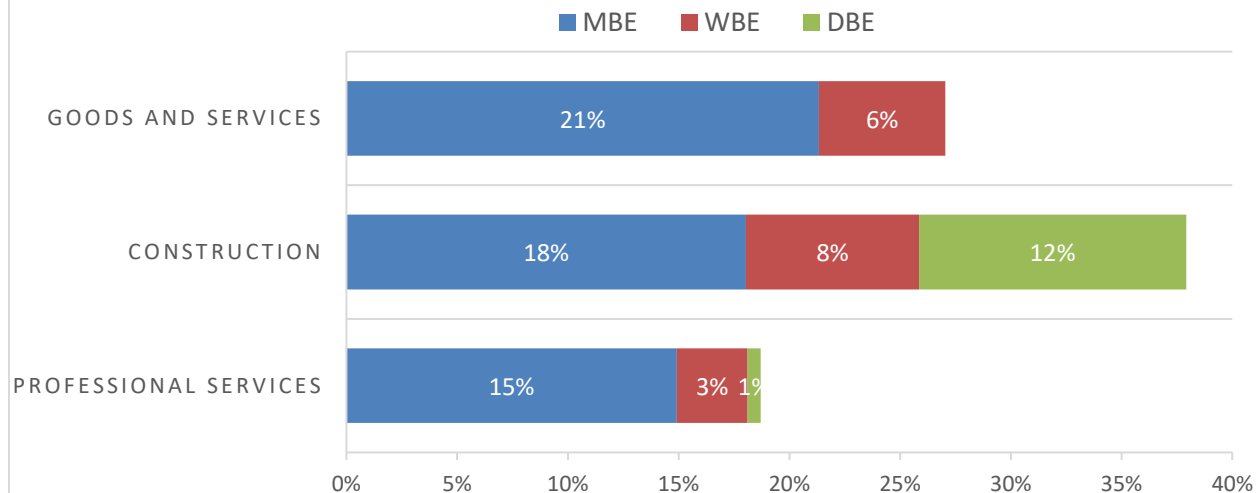
Cook County Government MBE/WBE/DBE Payment Summary (Actuals)*

| | MBE Payment | WBE Payment | DBE Payment** | Non-M/W/DBE Payment | Total Payments |
|-----------------------|---------------------|---------------------|--------------------|----------------------|----------------------|
| Goods and Services | \$16,859,769 | \$4,509,709 | \$0 | \$57,636,574 | \$79,006,052 |
| Construction | \$7,782,773 | \$3,347,743 | \$5,172,673 | \$26,578,185 | \$42,881,374 |
| Professional Services | \$20,631,057 | \$4,418,003 | \$819,380 | \$112,429,206 | \$138,297,647 |
| Total | \$45,273,599 | \$12,275,455 | \$5,992,053 | \$196,643,965 | \$260,185,073 |

**Participation is based on payments reported by vendors (Primes and Subcontractors). Contract payments made in FY2017 include contracts awarded in previous years as well as a portion of those awarded during FY2017. Amounts excludes Sole Source Contracts and pass-through claim dollars.*

*** Applies to federally-funded contracts*

FY 2017 PARTICIPATION BY CONTRACT TYPE



In FY 2017, payments made on County contracts represented:

27% M/WBE participation on Goods and Services

38% M/W/DBE participation on Construction Projects

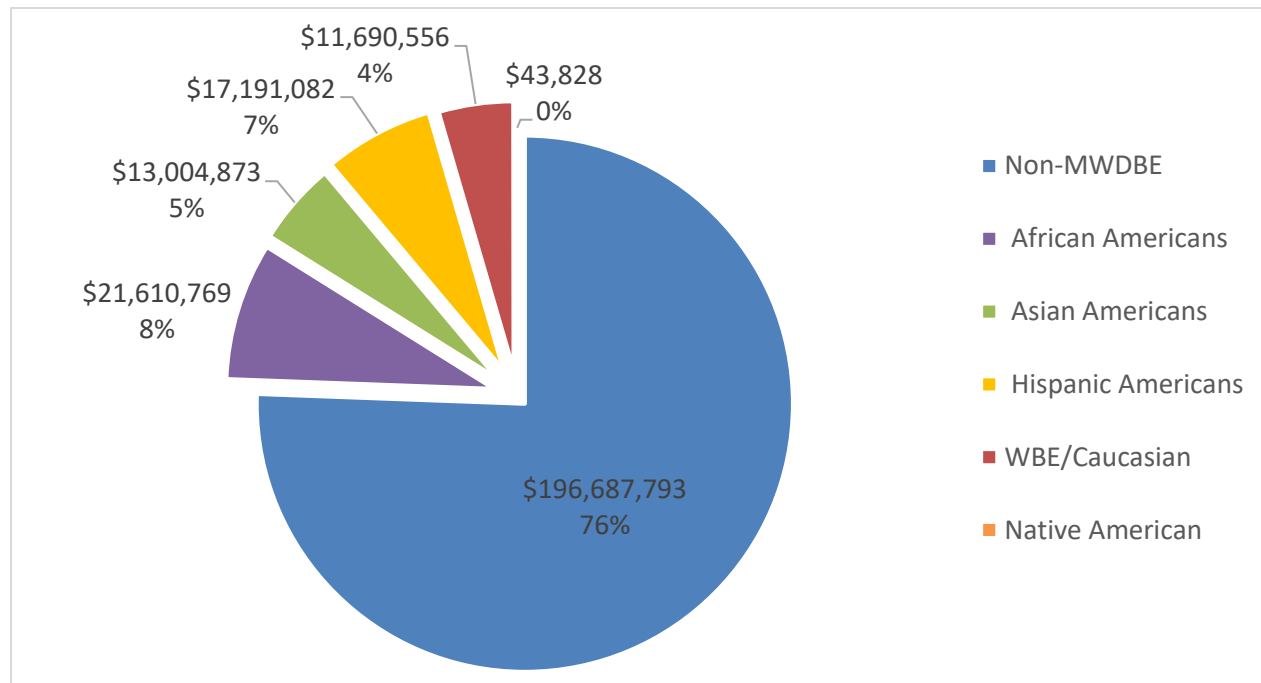
19% M/WBE participation on Professional Contracts

Overall, participation of M/WBEs represented **24%** of all contract payments

Cook County Government FY 2017 Actual* Participation by Ethnicity

| | Non-MWDBE | African Americans | Asian Americans | Hispanic Americans | WBE/Caucasian | Native American | Total Payments |
|-----------------------|---------------|-------------------|-----------------|--------------------|---------------|-----------------|----------------|
| Goods and Services | \$57,636,574 | \$7,623,415 | \$5,874,987 | \$3,988,317 | \$3,882,759 | \$0 | \$79,006,052 |
| Construction | \$26,622,013 | \$4,164,433 | \$1,189,391 | \$7,066,382 | \$3,839,155 | \$43,828 | \$42,925,202 |
| Professional Services | \$112,429,206 | \$9,822,921 | \$5,940,495 | \$6,136,382 | \$3,968,642 | \$0 | \$138,297,647 |
| Total | \$196,687,793 | \$21,610,769 | \$13,004,873 | \$17,191,082 | \$11,690,556 | \$43,828 | \$260,228,901 |

**Participation is based on payments reported by vendors (Primes and Subcontractors) and excludes Sole Source Contracts and pass-through claims.*



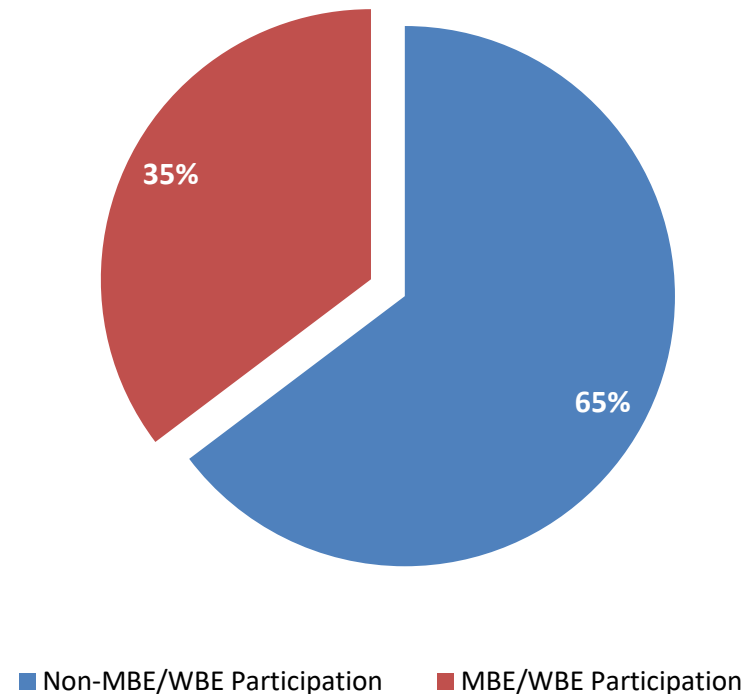
Cook County Government

Minority- and Women-owned Firm Participation on Bond Transactions

In 2017, Cook County issued its Sales Tax Revenue Bonds, Series 2017. The participation of MBEs and WBEs in the Financial Advisory and Legal Services portion of the transaction was 36%. While in the underwriting liability (fees paid to investment banks) portion it equaled 35%, for a combined participation of 35%.

In 2013, the Cook County Code of Ordinances was amended to codify past and current practices regarding the inclusion of minority and women owned firms' participation in bond transactions. The amendment established a formal goal of 35% participation from firms that are at least 51% owned and controlled by women and minorities on professional services regarding financial advisory and legal services work, and a similar 35% goal for such firms in the underwriting liability on all bond transactions. The Ordinance amendment also requires 35% participation for firms that are owned or controlled by women for bids solicited from broker-dealers on investments of bond proceeds. These changes reflected the first time that such goals had been codified, and were done to recognize the historic under-representation of women and minorities in financial services.

Participation of Women and Minority Owned Firms on Cook County's FY 2017 Bond Transaction



Cook County Health and Hospital Systems



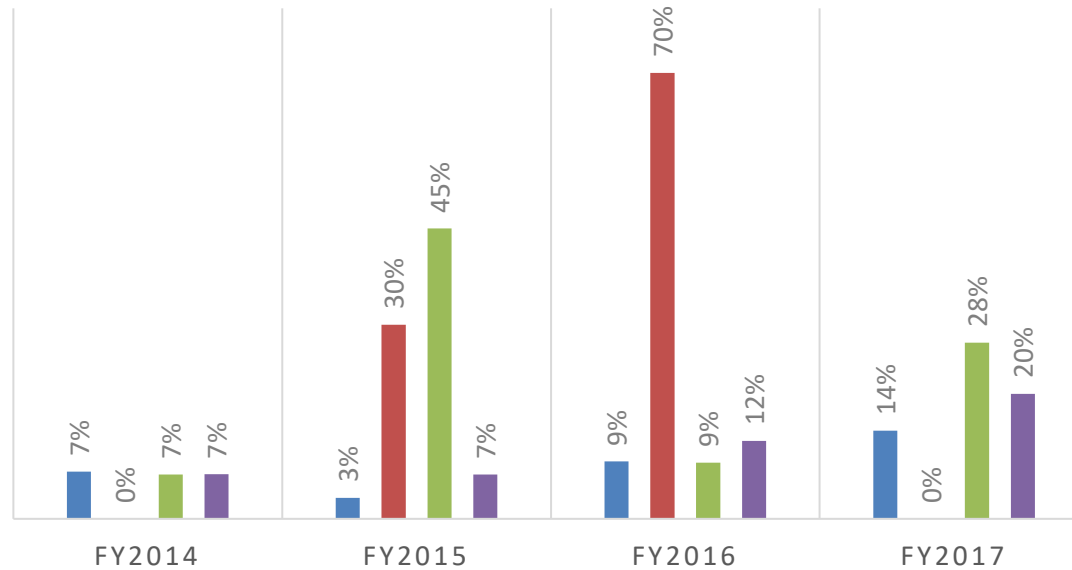
Cook County’s Office of Contract Compliance (“OCC”) also administers the Cook County Health and Hospital System’s M/WBE Program. OCC participates in the Hospital’s Finance Committee and Board Meetings and works with the Hospital System to achieve MBE/WBE participation goals. OCC works closely with the Hospital’s Supply Chain Management Department, which functions as the procurement arm by strategically sourcing goods and services across all major spend categories throughout the health system.

This section includes contract awards by the Cook County Health and Hospitals System (“CCHHS”) during FY2017 and actual payments made to minority and women owned businesses. Actual payment amounts are based on data reported by vendors. The Office of Contract Compliance tracks CCHHS M/WBE participation in the following three categories (1) Goods and Services, (2) Construction, and (3) Professional Services.

Overall in Fiscal Year 2017, the Cook County Health and Hospitals System awarded 20% of contracts to minority- and women-owned businesses. Additionally, in the same fiscal year, 17% of contract payments were made to minority- and women-owned businesses.

CCHHS M/WBE AWARDS (COMMITMENT) COMPARISON BY FISCAL YEAR & CATEGORY

■ Goods and Services ■ Construction ■ Professional Services ■ Overall



Overall, M/WBE participation in FY17 represents an 8% increase over the prior year's participation resulting in 20% participation of all contracts awarded for the fiscal year. M/WBE participation increased in the categories of professional services by 19% and by 5% for goods and services.

The chart above represents the committed percentage of MBE and WBE participation on Cook County Health & Hospital Systems' contract awards over the last four fiscal years. Due to the nature of goods and services procured by CCHHS, M/WBE participation varies. Most notably, in FY17 in the category of professional services, committed M/WBE utilization increased by 19% over the past year. Mainly, as a result of large value contracts awarded either directly to an MBE or through a subcontract. There was also an increase of 5% in M/WBE participation in the goods and services category due in large part to greater participation on larger value contracts.

M/WBE Participation by Contract Commitments

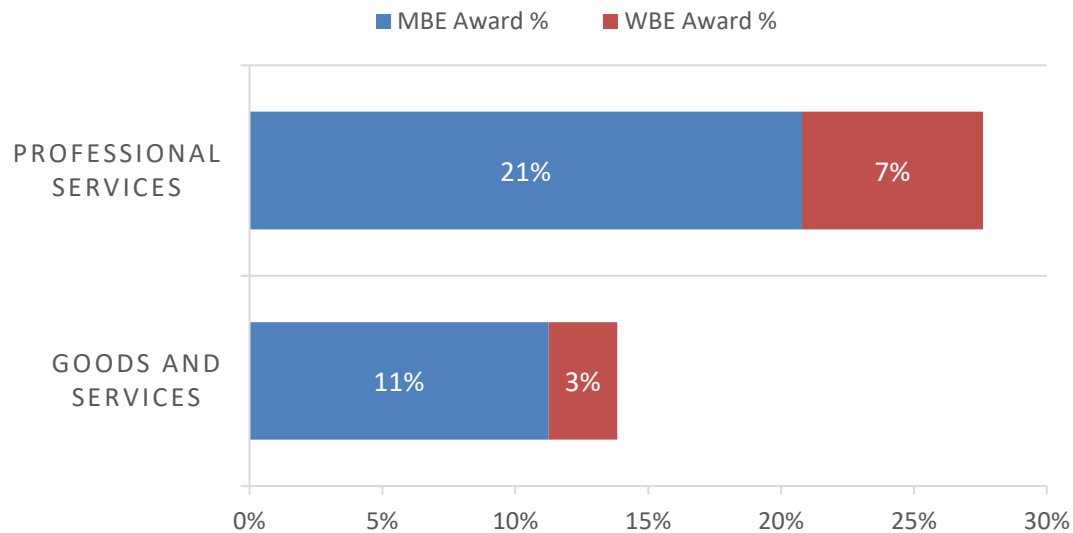
M/WBE participation increased by 8% over last year's participation resulting in 20% participation of all contracts awarded.

Cook County Health & Hospitals System FY17 M/WBE Award (Commitments) Summary*

| | MBE Award | WBE Award | Non-M/WBE Award | Total Award |
|-----------------------|---------------------|--------------------|----------------------|----------------------|
| Professional Services | \$14,583,543 | \$4,785,797 | \$50,812,137 | \$70,181,477 |
| Goods and Services | \$10,927,680 | \$2,508,242 | \$83,697,163 | \$97,133,085 |
| Total | \$25,511,223 | \$7,294,039 | \$134,509,300 | \$167,314,562 |

*Excludes sole source contracts and pass-through claim dollars.

CCHHS FY17 AWARDS TO MBE/WBE



In FY 2017, CCHHS awarded:

28% M/WBE participation on Professional Contracts

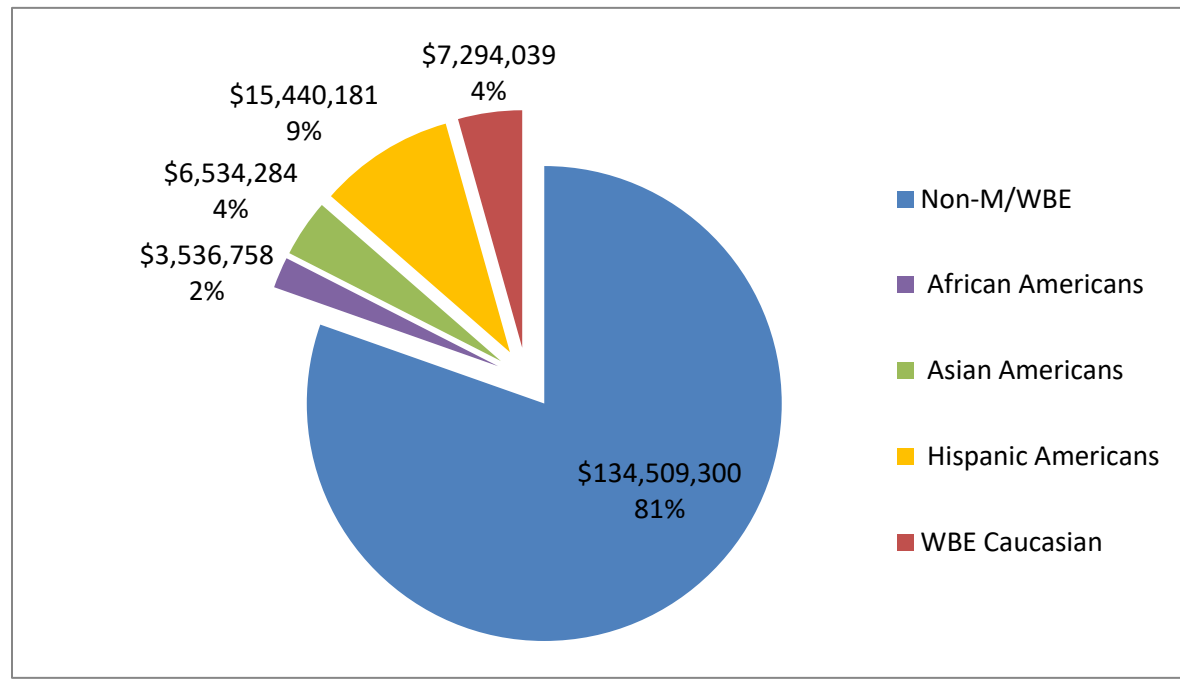
14% M/WBE participation on Goods and Services

Overall, M/WBE participation represented **20%** of contracts awarded

Cook County Health and Hospitals System (CCHHS) FY 2017 Committed* Participation by Ethnicity

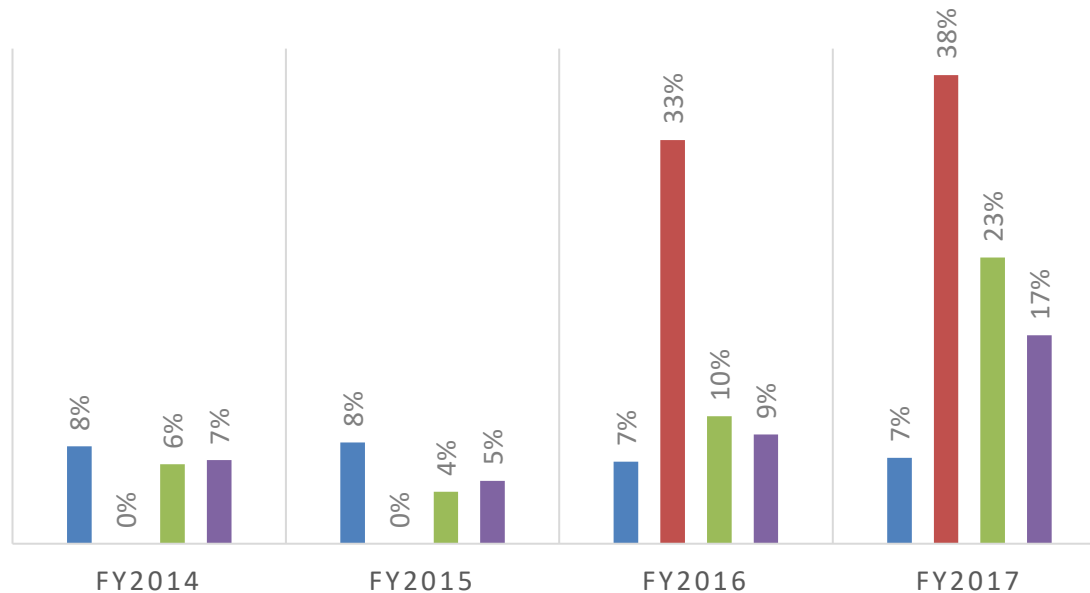
| | Non-M/WBE | African Americans | Asian Americans | Hispanic Americans | WBE Caucasian | Total Awards |
|-----------------------|---------------|-------------------|-----------------|--------------------|---------------|---------------|
| Goods and Services | \$83,697,163 | \$2,668,498 | \$3,708,000 | \$4,551,182 | \$2,508,242 | \$97,133,085 |
| Professional Services | \$50,812,137 | \$868,260 | \$2,826,284 | \$10,888,999 | \$4,785,797 | \$70,181,477 |
| Total | \$134,509,300 | \$3,536,758 | \$6,534,284 | \$15,440,181 | \$7,294,039 | \$167,314,562 |

*Excludes sole source contracts and pass-through claims amounts.



CCHHS M/WBE PAYMENT (ACTUALS) COMPARISON BY FISCAL YEAR & CATEGORY

■ Goods and Services ■ Construction ■ Professional Services ■ Overall



Overall, M/WBE participation represented 17% of all contracts payments made in FY17. The chart above represents the percentage of MBE and WBE participation based on contract payments made over the last four fiscal years.

Most notably, in the category of professional services, there was a 13% increase over last fiscal year. The construction category also shows an increase of 5% over last year mainly due to the Central Campus Health Center project. The goods and services category has remained steady over the years.

M/WBE Participation by Contract Payment

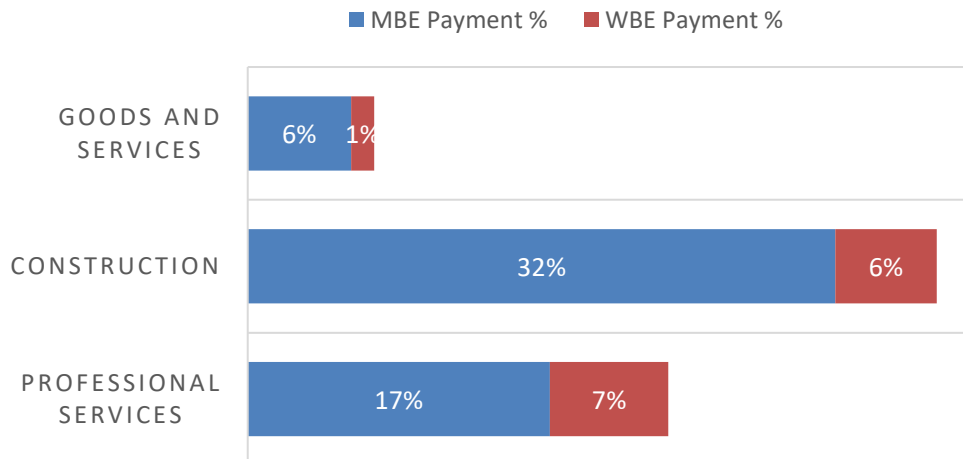
In FY 2017, M/WBE participation represented 17% of contract payments, an increase of 8% from the prior year.

Cook County Health & Hospitals System FY17 M/WBE Actuals (Payments) Summary*

| | MBE Payment | WBE Payment | Non-M/WBE Payment | Total Payments |
|-----------------------|--------------|-------------|-------------------|----------------|
| Goods and Services | \$8,646,753 | \$1,930,970 | \$141,750,568 | \$152,328,291 |
| Construction | \$15,406,566 | \$2,657,468 | \$29,647,035 | \$47,711,069 |
| Professional Services | \$13,313,751 | \$5,219,337 | \$61,634,647 | \$80,167,735 |
| Total | \$37,367,070 | \$9,807,775 | \$233,032,250 | \$280,207,095 |

**Participation is based on payments reported by vendors (Primes and Subcontractors). Contract payments made in FY2017 include contracts awarded in previous years as well as a portion of those awarded during FY2017. Amounts excludes Sole Source Contracts and pass-through claim dollars.*

CCHHS FY17 PAYMENTS TO MBE/WBE



FY 2017 payments made on CCHHS contracts represented:

7% M/WBE participation in Goods and Services

38% M/WBE participation in Construction

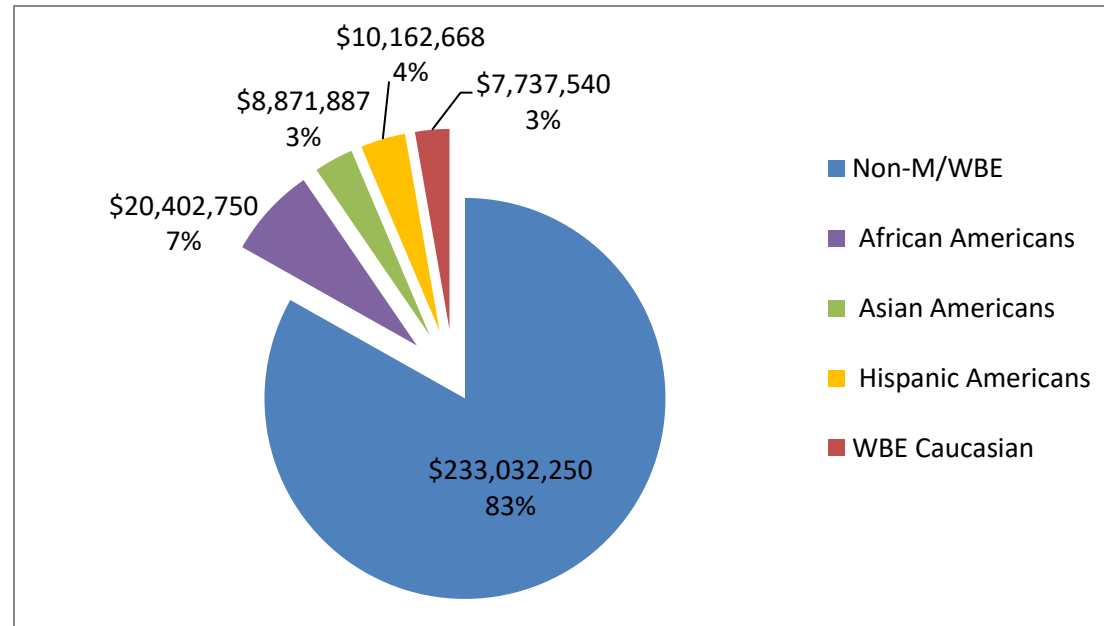
23% M/WBE participation in Professional Services Contracts

Overall, participation of M/WBEs represented **17%** of all contract payments

Cook County Health and Hospitals System (CCHHS) FY 2017 Actual* Participation by Ethnicity

| | Non-M/WBE | African Americans | Asian Americans | Hispanic Americans | WBE Caucasian | Total Payments |
|-----------------------|---------------|-------------------|-----------------|--------------------|---------------|----------------|
| Goods and Services | \$141,750,568 | \$4,031,479 | \$3,804,474 | \$811,453 | \$1,930,317 | \$152,328,291 |
| Construction | \$29,647,035 | \$10,672,388 | \$30,275 | \$5,494,608 | \$1,866,763 | \$47,711,069 |
| Professional Services | \$61,634,647 | \$5,698,883 | \$5,037,138 | \$3,856,607 | \$3,940,460 | \$80,167,735 |
| Total | \$233,032,250 | \$20,402,750 | \$8,871,887 | \$10,162,668 | \$7,737,540 | \$280,207,095 |

**Participation is based on payments reported by vendors (Primes and Subcontractors). Amounts excludes Sole Source Contracts and pass-through claim dollars.*



2017 Outreach Activities

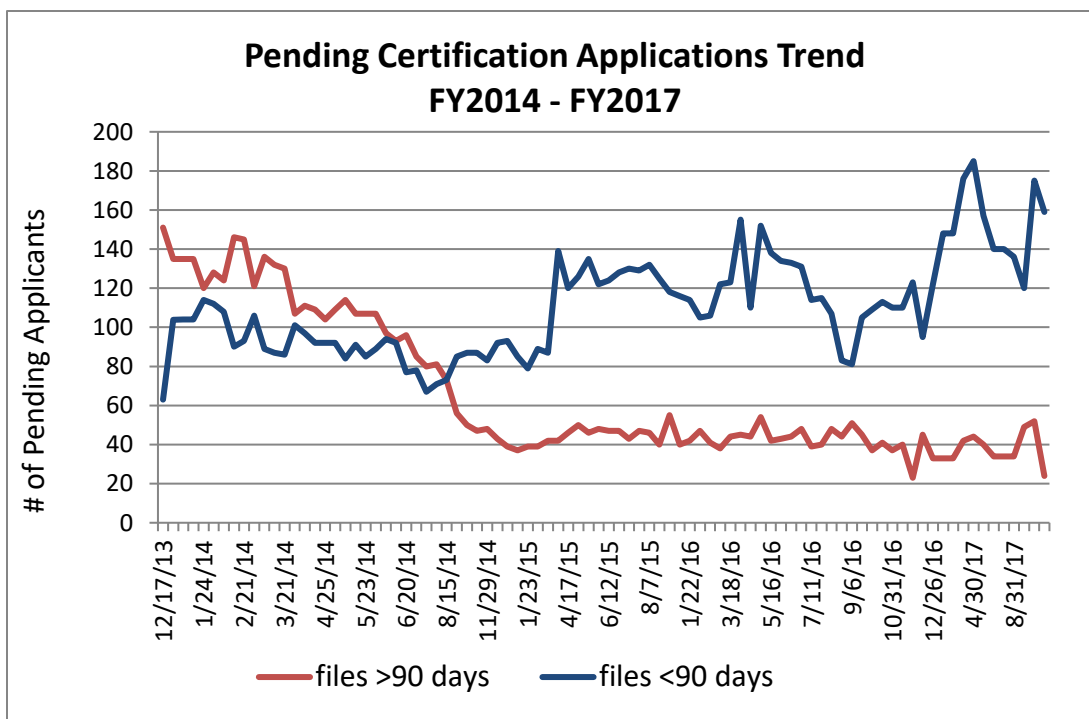
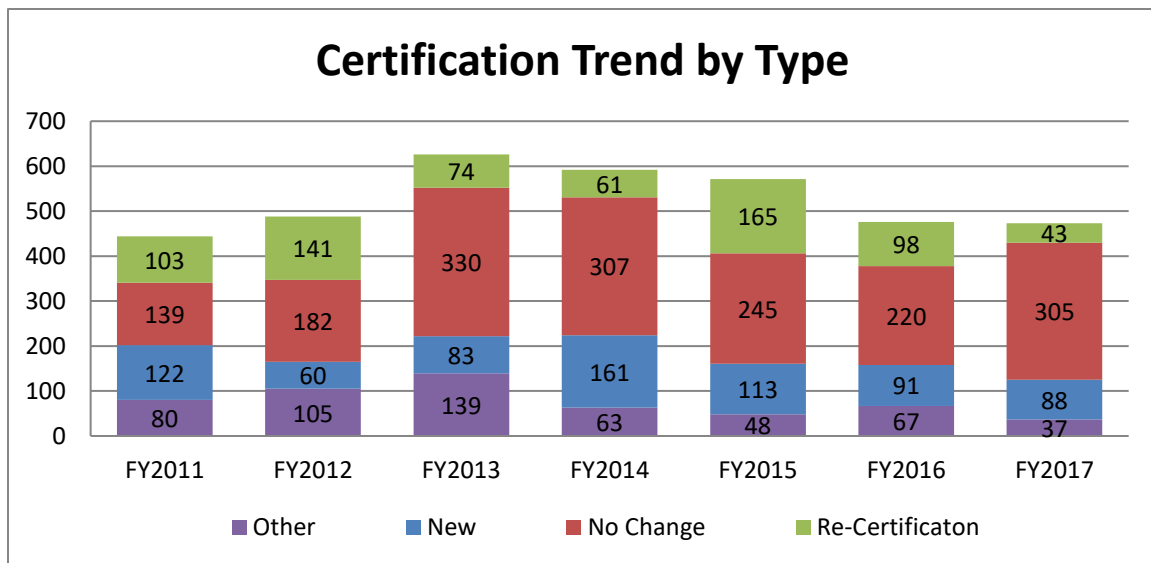
The Office of Contract Compliance (“OCC”) participates in various outreach events throughout the year to market the County’s upcoming contracting opportunities and encourage potential vendors to consider learning more about doing business with the County. OCC participated in the following events during FY2017:

| Month | Event | Role |
|-----------|--|------------------------|
| April | 50th Annual Chicago Minority Business Opportunity Fair (CBOF) | Exhibitor |
| May | City of Chicago and Cook County Vendor Fair | Co-Host |
| May | MPEA's Supplier Diversity Fair | Panelist and Exhibitor |
| May | Minority Business Leaders Exchange Meeting | Panelist |
| August | Metra Vendor Fair | Exhibitor |
| August | GPO Supplier Diversity Regional Contracting Pilot Kickoff | Exhibitor |
| August | American Contract Compliance Association Annual National Training Institute | Speaker |
| September | Women’s Business Development Council (WBDC) Entrepreneurial Women’s Conference | Exhibitor |
| September | Chatman Business Association Monthly Membership Meeting | Attendee |
| October | Minority Business Leaders Exchange Meeting | Panelist |
| October | Chicago Park District Vendor Fair | Exhibitor |
| October | MWRD's Vendor Outreach Event | Exhibitor |
| November | RTA's Illinois Transportation Symposium | Exhibitor |
| November | US Minority Contractors Association | Exhibitor |
| November | Minority Business Leaders Exchange Breakfast Meeting | Panelist |
| November | Stroger Redevelopment Community Briefing Event | Panelist |
| November | Business Leadership Council Membership Meeting | Panelist |
| December | Chicago Public School's Vendor Outreach Event | Exhibitor |

Certification Activities

Cook County 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. The Office of Contract Compliance thoroughly investigates and periodically reviews all applications to ensure certification eligibility.

During Fiscal Year 2017, OCC received a total of **435** applications and processed a total of **473** consisting of the following: **88** New (Schedule A) Applications, **305** (No Change Affidavits), **43** Re-Certifications, and **37** Other (includes denials, withdrawals, and expansion requests).



We continued our trend to end the fiscal year with a low number of applications pending over 90 days with only 24 applications.



TONI PRECKWINKLE
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