



COOK COUNTY GOVERNMENT

BUSINESS DIVERSITY REPORT

FISCAL YEAR 2018

Toni Preckwinkle, President
Cook County Board of Commissioners

Edward H. Olivieri, 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 sixth annual Cook County Business Diversity Report. Since taking office nearly nine years ago, I have been committed to increasing opportunities for minority and women-owned businesses (M/WBEs) to do business with Cook County.

This report documents the results of that commitment in Fiscal Year 2018 showing both dollars awarded to MBE and WBE firms as well as the payments that those firms received. The report is organized in two parts: Awards and Payments to MBEs and WBEs by Cook County Government; and Awards and Payments to MBEs and WBEs by Cook County Health and Hospital System. Overall in 2018, Cook County Government awarded 28% of its contract dollars to minority and women-owned businesses, while 27% of contract payments were made to minority and women-owned businesses. The Cook County Health and Hospital System awarded 19% of its contract dollars to minority and women-owned businesses, while 16% of contract payments were made to minority and women-owned businesses.

I am proud to report that Cook County Government in FY2018 committed 53% of its Professional Services dollars to M/WBEs and paid 33% of its Goods and Services dollars to M/WBEs, the highest percentages ever. Cook County Health committed 46% of its Professional Services dollars and 41% of its Construction dollars to M/WBEs. CCH committed over \$8.2 million in Sole Source contracts to M/WBEs and paid 67% of its construction dollars to M/WBEs.

We have come a long way and have much more work to do. We will continue to strive to make the County a more effective, attractive business partner for minority and women-owned businesses and look forward to continuing our work for the benefit of all residents of Cook County.



Toni Preckwinkle

President, Cook County Board of Commissioners

COMMITMENT TO MINORITY AND WOMEN-OWNED 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 the economic engine of the State of Illinois and the heart of a dynamic metropolitan region, where it includes more than half of its population, jobs and businesses. President Preckwinkle knows that small businesses are the backbone of the economy whose success depends upon accountable, transparent and responsive government.

Cook County's Office of Contract Compliance is pleased to present its Annual Business Diversity Report covering the period of Fiscal Year 2018. Historically, minority- and woman-owned businesses have been awarded government contracts disproportionately lower than their availability and capacity to perform. Many local governments, including Cook County, were active and 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.

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 included in the Cook County Procurement Code. Cook County Government, including the Cook County Health and Hospitals System aspires 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 fifth annual report to include actual payments to M/WBEs. This report includes both 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 (CCH) 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.

Legally Defensible Program. 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. This mandate requires a robust, narrowly-tailored program built upon solid constitutional footing. Since taking office, President Preckwinkle has required that all contracts valued at \$25,000+ are to be reviewed by the Office of Contract Compliance for goal inclusion, where goals are set on a contract-by-contract basis. In Fiscal Year 2016,

Cook County completed its first ever Disparity Study, a legal requirement, which serves as the barometer for the Program.

Disparity Study. In the second half of FY 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 can provide the goods or services a municipality is procuring and the number of firms who are 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.

The Study included a comprehensive statistical analysis based on the County's procurement history. The Study utilized a custom census methodology recommended in the National Disparity Study Guidelines to accurately estimate M/WBE availability estimates and calculated a Disparity Index using regression analysis.

Completed in FY 2016, the Study provided recommendations for program enhancements to ensure the County continues to maintain a strong and defensible program. As a result, President Preckwinkle advanced legislation to amend the County Code to further strengthen and enhance the M/WBE Program. Specifically, the Code now requires the use of current data to set contract-specific goals and includes a sunset date of 2021. These measures will help maintain the integrity of the M/WBE Program.

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-owned 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 – Certification applications including supporting documentation will be submitted electronically
- Promotes the County/City Collaborative reciprocal certification process
- Sharing of information with the City of Chicago and the State of Illinois' Central Management Services

Reciprocal Certification. Cook County and the City of Chicago continue their reciprocal Minority and Women Business Enterprise initiative. This initiative allows M/WBEs 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 M/WBEs and streamlines the certification process by providing a “one-stop shop” for M/WBEs interested in participating in County and City procurement opportunities.

Phased Graduation. In FY 2017, we amended the County Code to allow for firms exceeding the Small Business Administration 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 M/WBE Participation. We continue to seek opportunities to increase participation of Cook County’s minority and women-owned businesses on County procurements. In FY 2018, these efforts included extensive outreach; developing and offering solicitations that limited the competitive pool to only minority and women-owned businesses; and collaboration with Vizient, Inc. the Cook County Health and Hospital System’s (CCH) Group Purchasing Organization (GPO) to increase opportunities for M/WBEs within the GPO. Those efforts have borne fruit as M/WBEs continue to participate in all contract categories as well as on sole-source contracts and as prime vendors.

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, participating in outreach events, and reporting on M/WBE participation to the President and Board of Commissioners.

OCC hosts monthly certification workshops to help small businesses navigate the certification process. OCC also brings certification workshops to the community through its outreach events. 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 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 M/WBEs 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 providing assistance to Using Agencies to facilitate participation by M/WBEs 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 M/WBEs.
- (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.

How to do Business with Cook County

OCC works closely with the Office of the Chief Procurement Officer (OCPO) to ensure that M/WBE firms have tools and resources to be successful in bidding on Cook County contract opportunities.

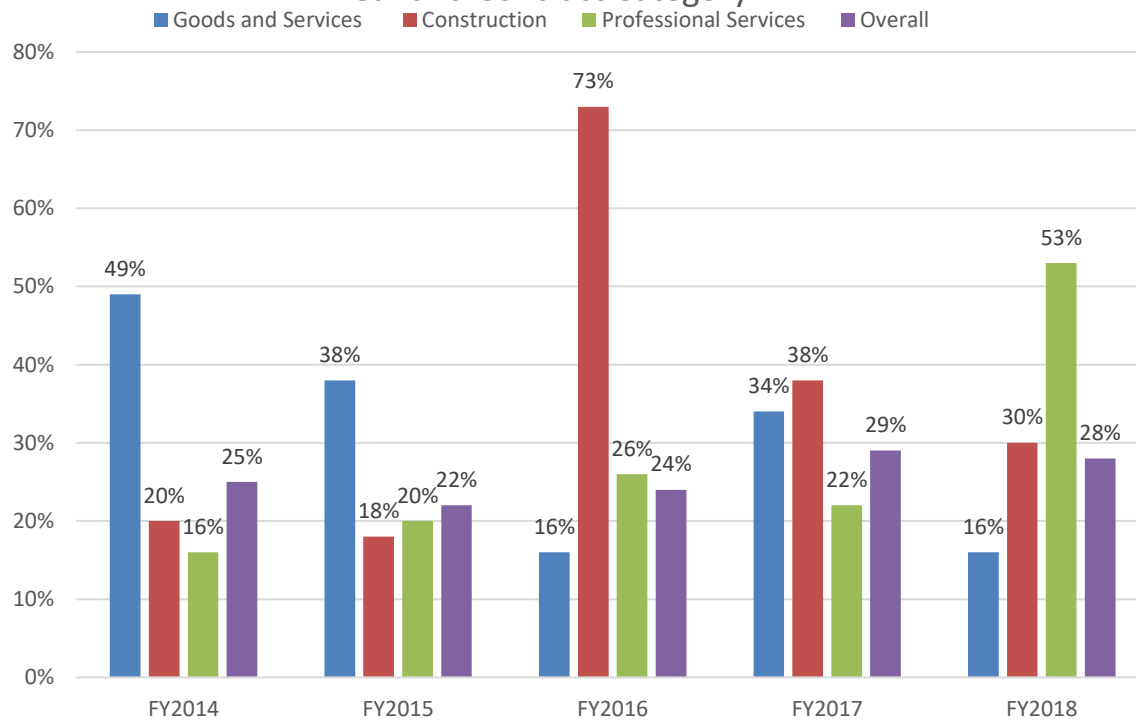
Businesses wishing to download bid documentation for all current listed opportunities are encouraged to enroll in Procurement's eProcurement system. By enrolling online, businesses will be able to download the procurement documents for each opportunity posted and receive regular email alerts when new opportunities are posted.

Once enrolled businesses will be able to:

- Receive notices regarding updates and addenda issued for postings
- View all current and historical downloads
- Update 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 Government M/W/DBE Commitments by Fiscal Year and Contract Category



The chart above represents the committed utilization of M/W/DBEs on County contracts awarded over the last five fiscal years. Overall, M/WBE participation represented 28% of all contracts awarded in FY18.

M/WBE participation continues to increase over the years. Notably, in FY18 M/WBE participation in the professional services category more than doubled over the prior year. M/WBE participation on professional services contracts has historically been low due to the difficulty in subcontracting such services. As M/WBEs have continued to increase their own capacity, their opportunities to participate as primes has increased accordingly.

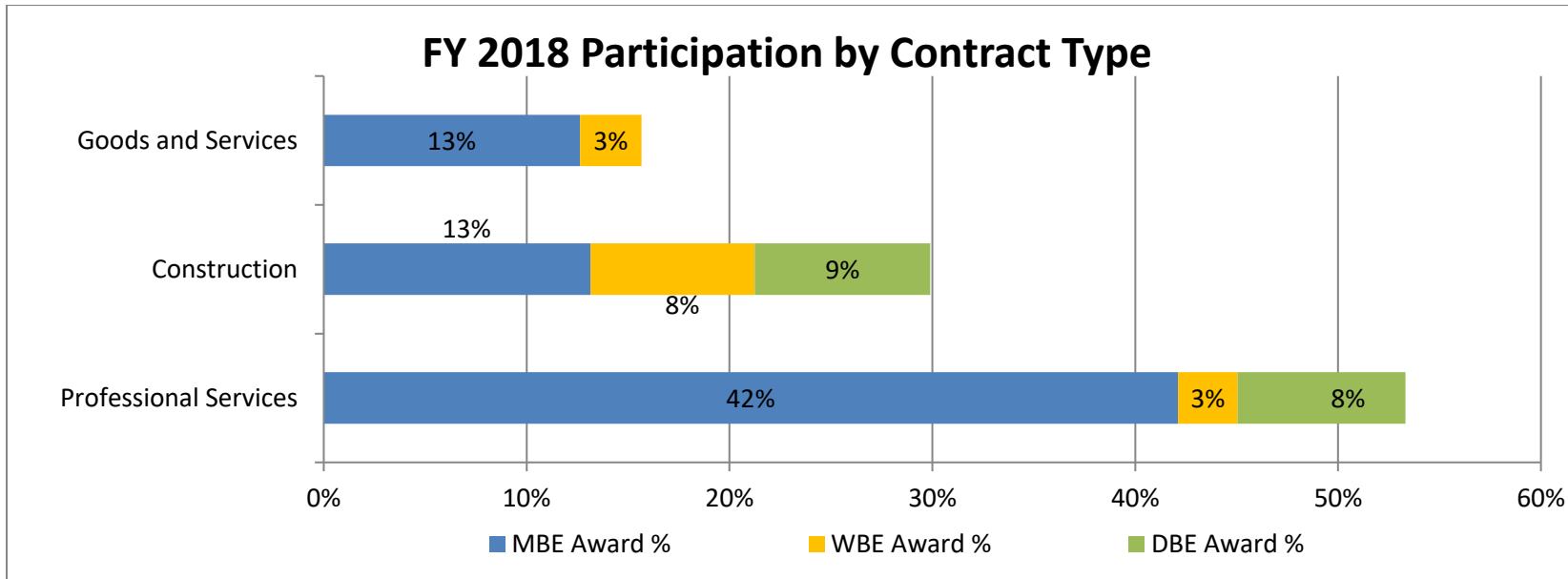
M/WBE Participation by Contract Commitments

M/WBE awards on Professional Services contracts has reached its highest ever level.

Cook County Government FY 2018 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	\$11,711,737	\$2,789,174	\$0	\$78,122,364	\$92,623,274
Construction	\$5,915,821	\$3,647,685	\$3,895,041	\$31,551,656	\$45,010,203
Professional Services***	\$17,019,410	\$1,188,506	\$3,343,800	\$18,865,390	\$40,417,107
Total	\$34,646,968	\$7,625,365	\$7,238,841	\$128,539,411	\$178,050,585

M/W/DBE
Commitments for
Goods and Services
totaled 16%, for
Construction totaled
30% and for
Professional Services
totaled 53%, the
highest ever.



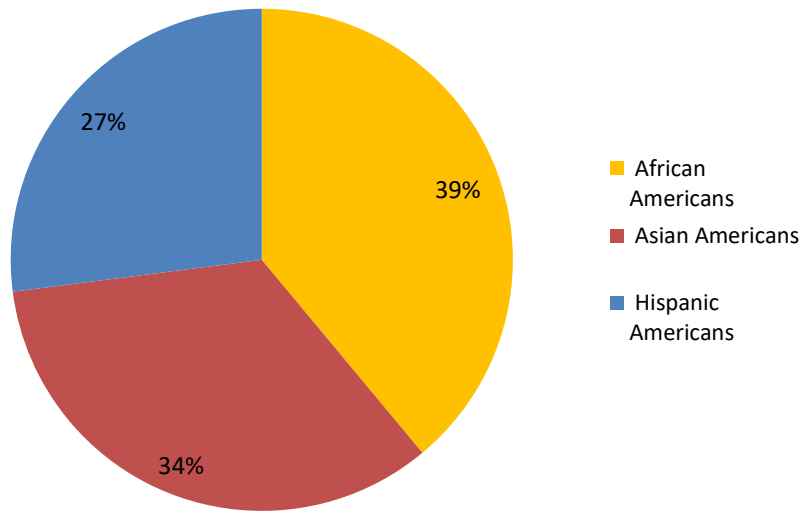
*Award amounts exclude Sole Source Contracts and pass-through claims. **DBE participation applies to federally-funded contracts

*** Excludes \$222,000,000 CVS/Caremark Contract

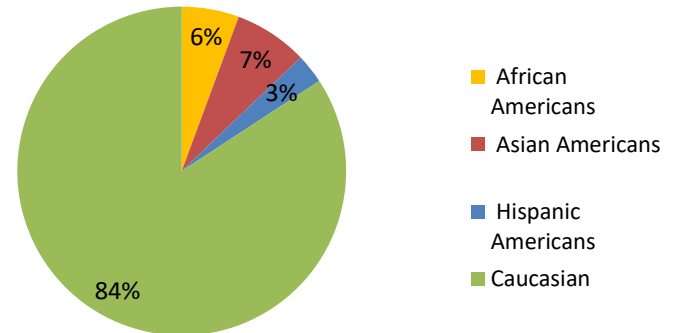
Cook County Government MBE/WBE FY 2018 Awards by Ethnicity (Commitments)

Contract Type	Minority-owned Business Commitments				Women-owned Business Commitments				
	African Americans	Asian Americans	Hispanic Americans	Total MBE	African Americans	Asian Americans	Hispanic Americans	Caucasian	Total WBE
Goods and Services	\$4,721,801	\$3,549,180	\$3,440,756	\$11,711,737	\$311,570	\$360,305	\$33,268	\$2,084,031	\$2,789,174
Construction	\$2,850,558	\$301,125	\$2,764,138	\$5,915,821	\$118,010	\$192,000	\$187,257	\$3,150,419	\$3,647,685
Professional Services	\$5,923,522	\$7,936,138	\$3,159,751	\$17,019,410	\$0	\$0	\$500	\$1,188,006	\$1,188,506
Total	\$13,495,881	\$11,786,443	\$9,364,644	\$34,646,968	\$429,580	\$552,305	\$221,024	\$6,422,456	\$7,625,365

**MBE Participation Committed
by Ethnicity**



**WBE Participation Committed
by Ethnicity**

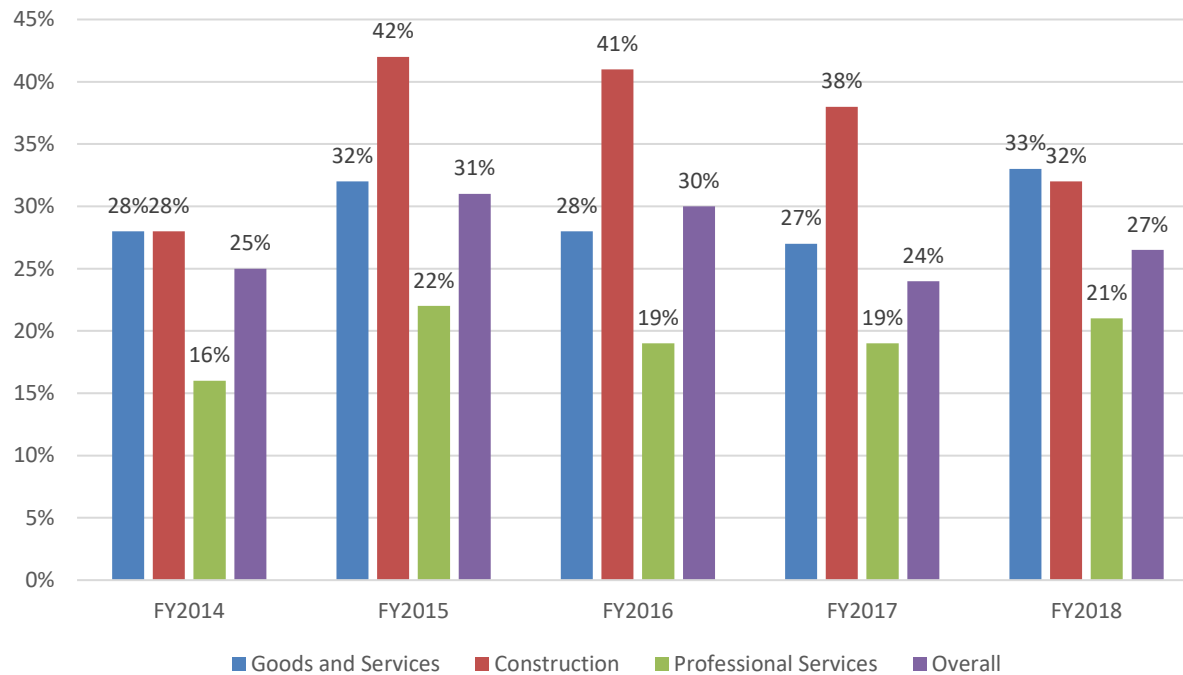


M/WBE

Participation by Contract Payment

*In FY 2018, 27% of
contract payments
were made to M/WBEs.*

Cook County Government M/WBE Payments by Fiscal Year & Contract Category



The chart above represents the percentage of MBE and WBE participation based on contract payments by fiscal year and contract category. Overall, M/WBE participation represented 27% of all contracts payments made in FY18. Notably, there were increases to all contract categories, except a slight decrease in construction payments due to the work cycle on Cook County construction projects.

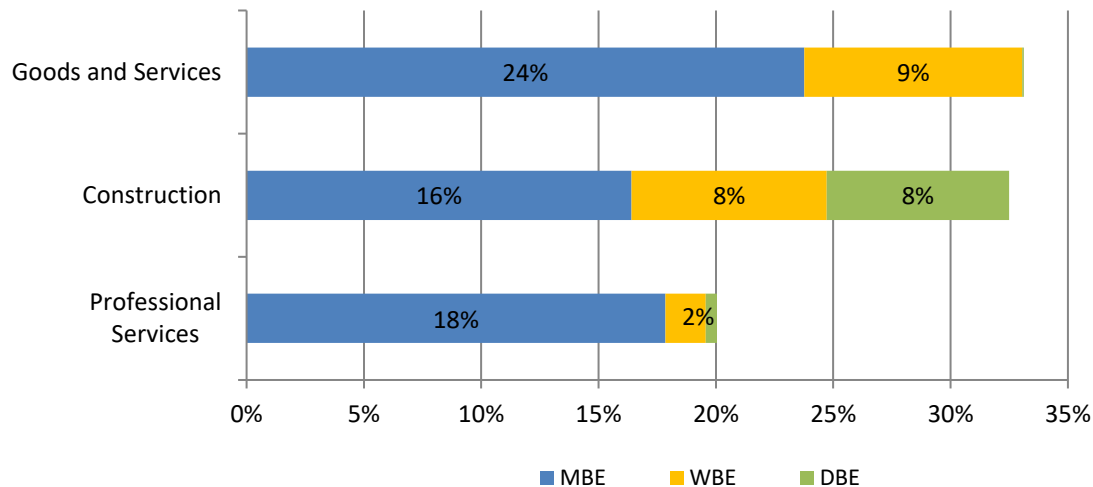
M/WBE participation by contract payment has increased over time. As noted in the graph above, participation in goods and services was higher in FY2018 than ever before.

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

	MBE Payment	WBE Payment	DBE Payment	Non-M/W/DBE Payment	Total Payments	Total MBE/WBE/DBE Payments
Goods and Services	\$16,601,554	\$6,484,543	\$42,064	\$46,712,060	\$69,840,220	\$23,128,161
Construction	\$9,065,617	\$4,597,917	\$4,289,181	\$37,303,060	\$55,255,776	\$17,952,716
Professional Services	\$21,604,463	\$2,079,670	\$569,192	\$96,746,514	\$120,999,839	\$24,253,325
Total	\$47,271,634	\$13,162,130	\$4,900,437	\$180,761,634	\$246,095,835	\$65,334,201

**Participation is based on payments reported by vendors (Primes and Subcontractors). Contract payments made in FY2018 include contracts awarded in previous years as well as a portion of those awarded during FY2018. Amounts excludes Sole Source Contracts and pass-through claim dollars.*

FY 2018 Participation by Contract Type



In FY 2018, payments made on County contracts represented:

33.1% M/WBE participation on Goods and Services

32.5% M/W/DBE participation on Construction Projects

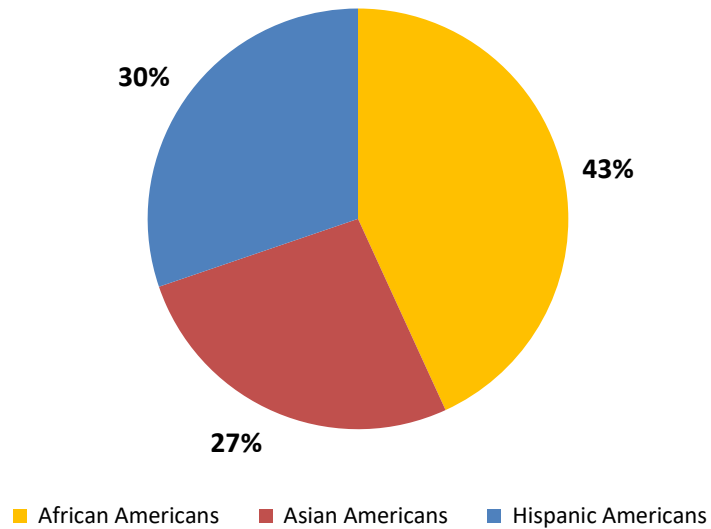
21% M/WBE participation on Professional Contracts

Overall, participation of M/WBEs represented **27%** of all contract payments

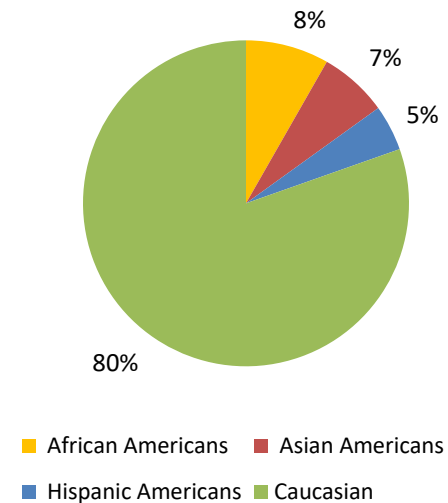
Cook County Government MBE/WBE/DBE Payments by Ethnicity (Actuals)

Contract Type	Minority Business Enterprise (MBE) Dollars				Women Business Enterprise (WBE) Dollars				
	African Americans	Asian Americans	Hispanic Americans	Total MBE	African Americans	Asian Americans	Hispanic Americans	Caucasian	Total WBE
Goods and Services	\$5,865,203	\$7,444,810	\$3,291,541	\$16,601,554	\$199,838	\$309,537	\$399,351	\$5,575,817	\$6,484,543
Construction	\$1,694,072	\$775,763	\$6,595,782	\$9,065,617	\$188,640	\$322,604	\$113,321	\$3,973,353	\$4,597,917
Professional Services	\$12,845,762	\$4,355,503	\$4,403,198	\$21,604,463	\$699,014	\$262,977	\$85,305	\$1,032,373	\$2,079,670
Total	\$20,405,037	\$12,576,077	\$14,290,521	\$47,271,634	\$1,087,492	\$895,118	\$597,977	\$10,581,542	\$13,162,130

MBE Participation by Ethnicity



WBE Participation by Ethnicity

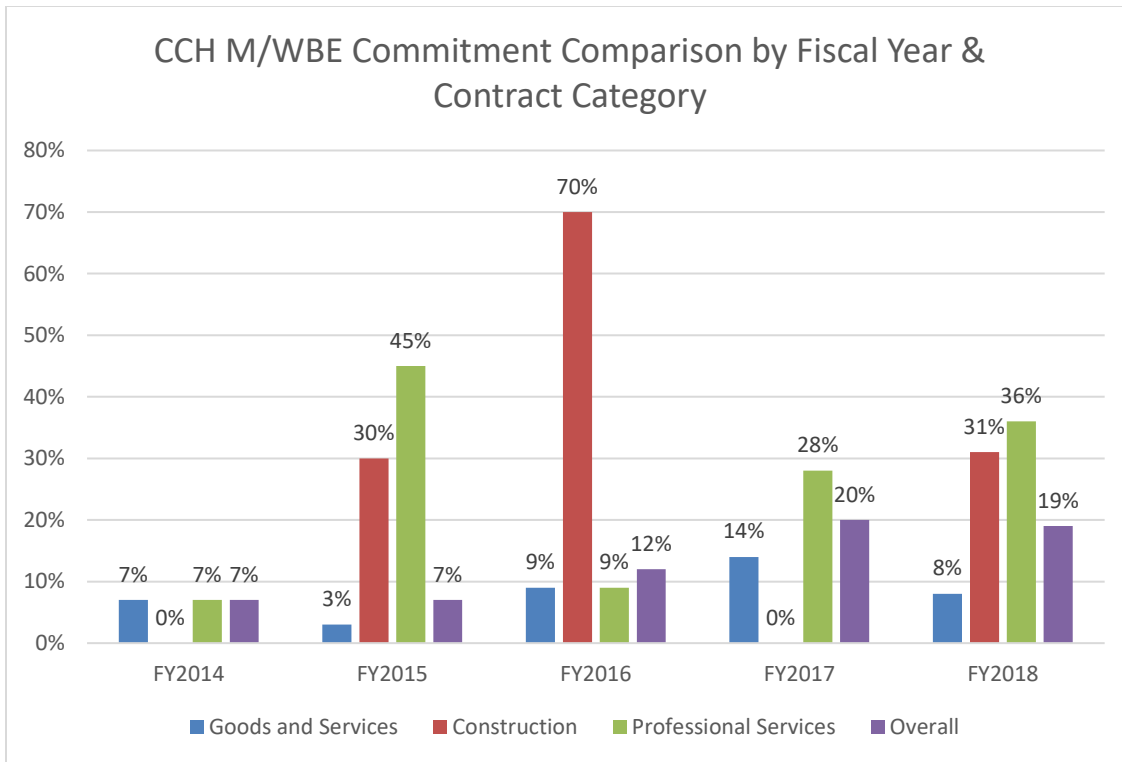




Cook County's Office of Contract Compliance (OCC) also administers the Cook County Health and Hospital System's M/WBE Program. OCC participates in the Hospital's Finance Committee and Board Meetings and works with the Hospital System to achieve MBE/WBE participation goals. OCC works closely with the 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 (CCH) during FY2018 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 CCH M/WBE participation in the following three categories (1) Goods and Services, (2) Construction, and (3) Professional Services.

Overall in Fiscal Year 2018, the Cook County Health and Hospitals System awarded 19% of contracts to minority- and women-owned businesses. Additionally, in the same fiscal year, 16.4% of contract payments were made to minority- and women-owned businesses.



M/WBE Participation by Contract Commitment

*In FY 2018, 19% of
contract commitments
were made to M/WBEs.*

The chart above represents the committed percentage of MBE and WBE participation on Cook County Health & Hospital Systems' contract awards over the last five fiscal years. Due to the nature of goods and services procured by CCH, M/WBE participation varies.

Overall, M/WBE participation in FY18 represents a substantial increase over the prior year's participation on commitments for professional services contracts, resulting in the second highest M/WBE participation on professional services contracts ever.

CCH Contract Awards* (Commitments) Summary FY18

	<i>MBE Payment</i>	<i>WBE Payment</i>	<i>Non-M/WBE Payment</i>	<i>Total Payments</i>
Goods and Services	9,510,967	1,910,756	119,348,390	130,770,114
Construction	2,073,444	1,007,405	4,386,908	7,467,757
Professional Services	15,179,137	3,847,725	22,415,634	41,442,495
Total	26,763,548	6,765,886	146,150,932	179,680,366

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

In FY 2018, CCH awarded:

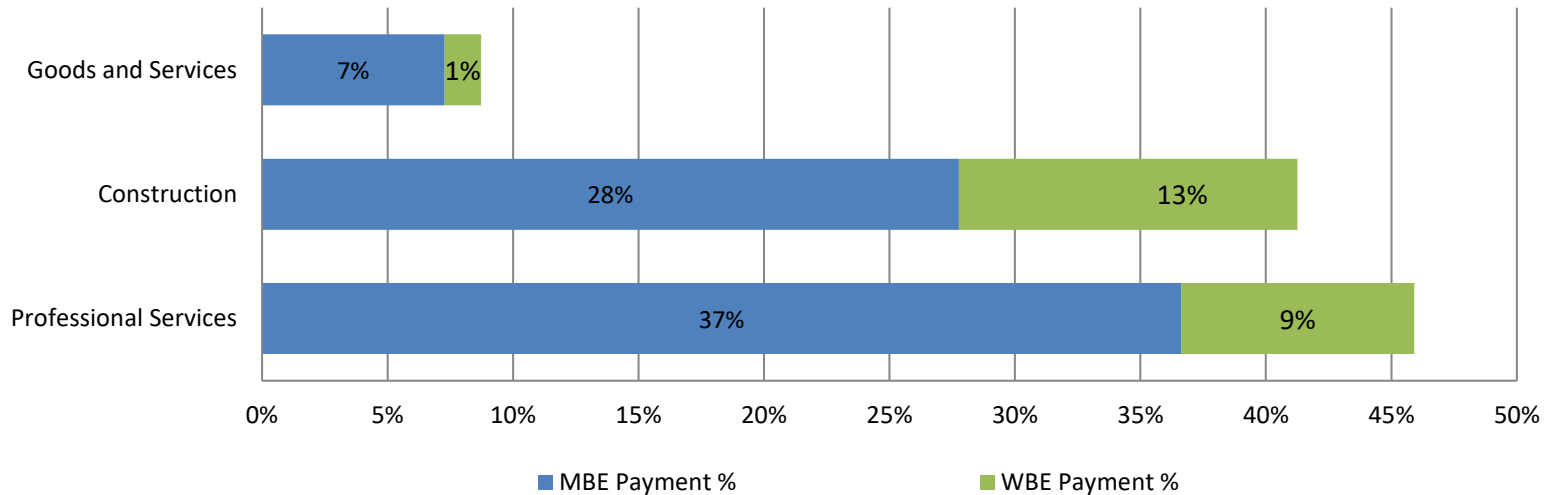
8% M/WBE participation on Goods and Services

41% M/WBE participation on Construction Contracts

46% M/WBE participation on Professional Services Contracts

Overall, M/WBE participation represented 19% of contracts awarded

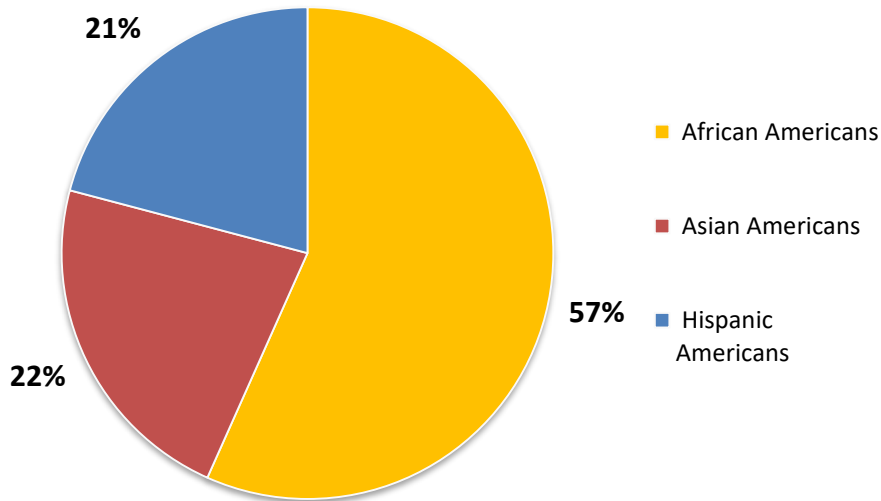
FY18 Commitments by Contract Type



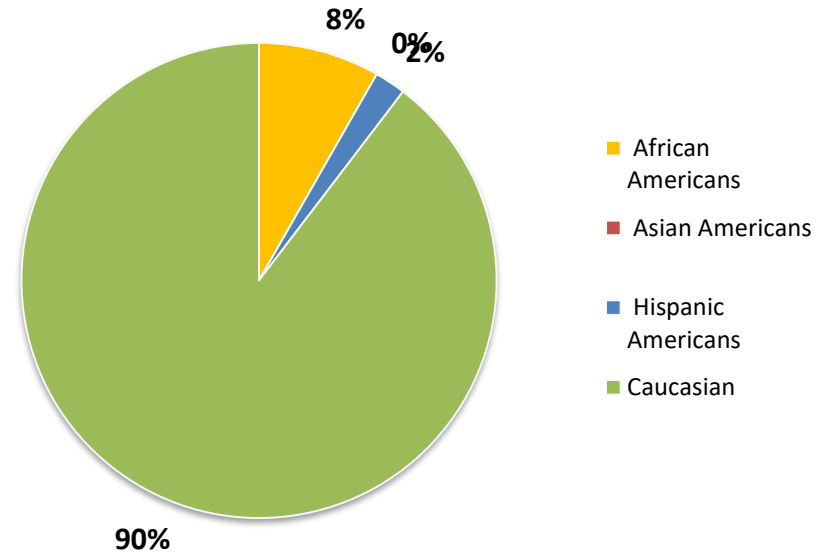
Cook County Health and Hospitals System (CCH) MBE/WBE FY 2018 Awards (Commitments) by Ethnicity

Contract Type	Minority Business Enterprise (MBE) Dollars				Women Business Enterprise (WBE) Dollars				
	African Americans	Asian Americans	Hispanic Americans	Total MBE	African Americans	Asian Americans	Hispanic Americans	Caucasian	Total WBE
Goods and Services	5,555,788	1,308,360	2,646,820	9,510,967	558,716	0	0	1,352,040	1,910,756
Construction	1,898,843	0	174,601	2,073,444	0	0	143,000	864,405	1,007,405
Professional Services	7,714,039	4,697,100	2,767,998	15,179,137	0	0	0	3,847,725	3,847,725
Total	15,168,670	6,005,460	5,589,418	26,763,548	558,716	0	143,000	6,064,170	6,765,886

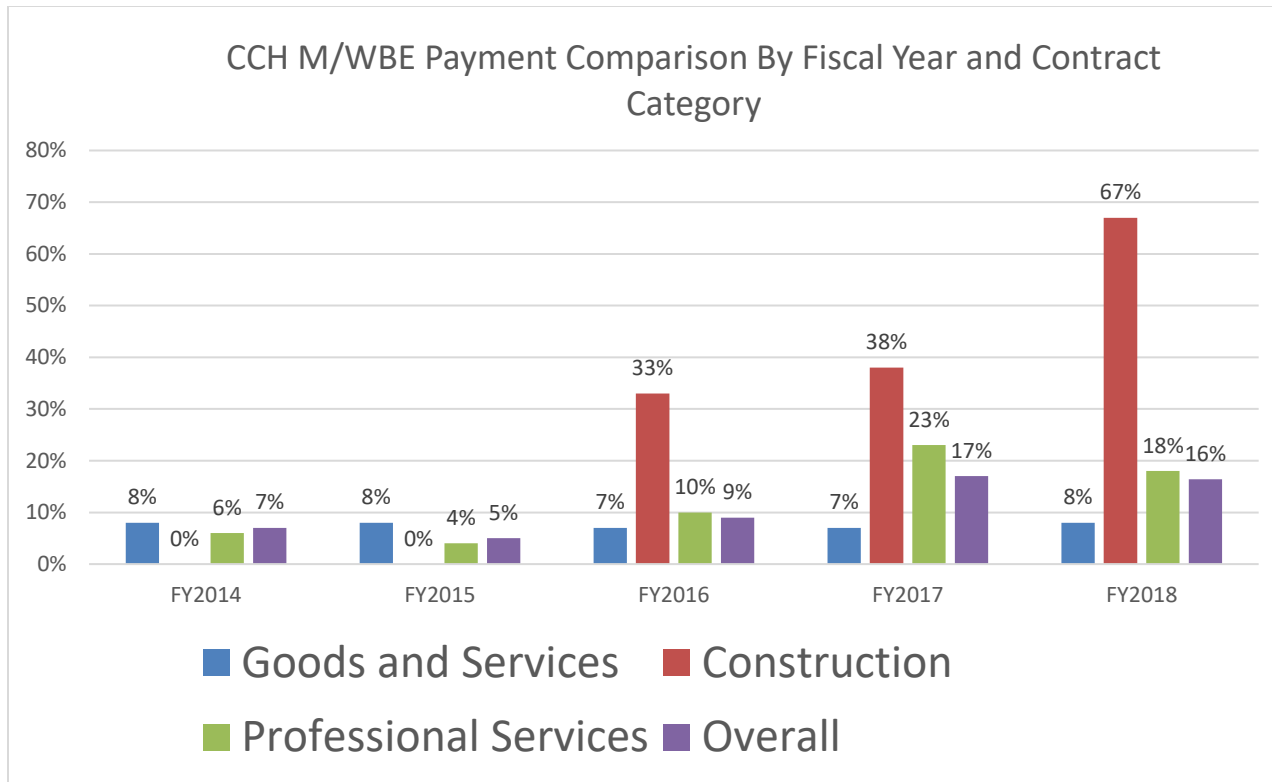
MBE Participation by Ethnicity



WBE Participation by Ethnicity



M/WBE Participation by Contract Payment



In FY 2018, M/WBE participation represented 16.4% of contract payments.

The chart above represents the percentage of MBE and WBE participation based on contract payments made over the last four fiscal years. Overall, M/WBE participation represented 16.4% of all contracts payments made in FY18.

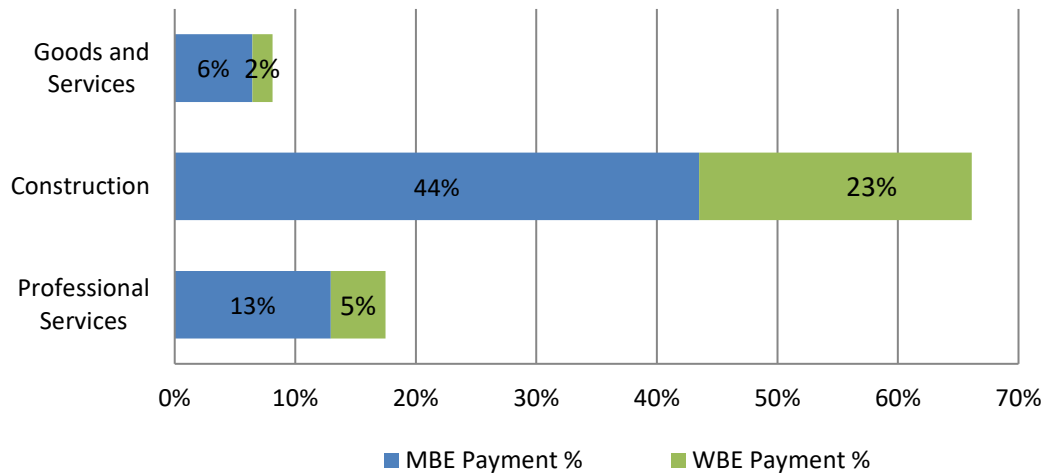
Most notably, in the category of construction, there was a 29% increase over last fiscal year. This increase is largely attributed to the Central Campus Health Center project.

CCH Contract Payment* Summary FY18

	<i>MBE Payment</i>	<i>WBE Payment</i>	<i>Non-M/WBE Payment</i>	<i>Total Payments</i>
Goods and Services	\$11,578,337	\$2,985,957	\$164,961,856	\$179,526,151
Construction	\$11,750,045	\$6,107,382	\$9,152,031	\$27,009,458
Professional Services	\$18,194,201	\$6,352,657	\$115,825,494	\$140,372,352
Total	\$41,522,583	\$15,445,996	\$289,939,380	\$346,907,960

**Participation is based on payments reported by vendors (Primes and Subcontractors). Contract payments made in FY2018 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.*

FY2018 M/WBE Participation by Contract Type



FY 2018 payments made on CCH contracts represented:

8% M/WBE participation in Goods and Services

67% M/WBE participation in Construction

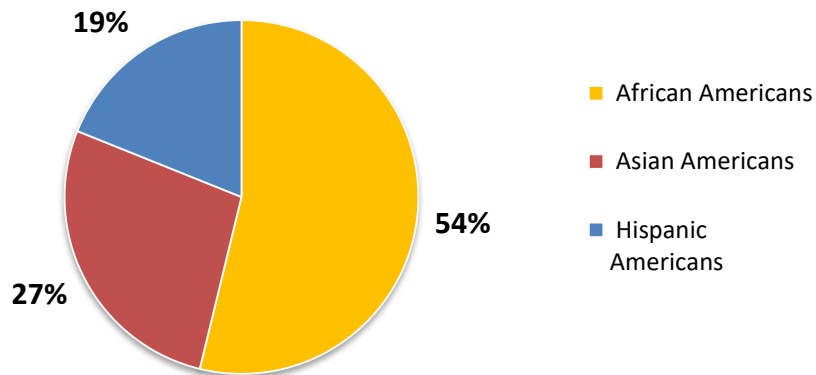
18% M/WBE participation in Professional Services Contracts

Overall, participation of M/WBEs represented 16.4% of all contract payments

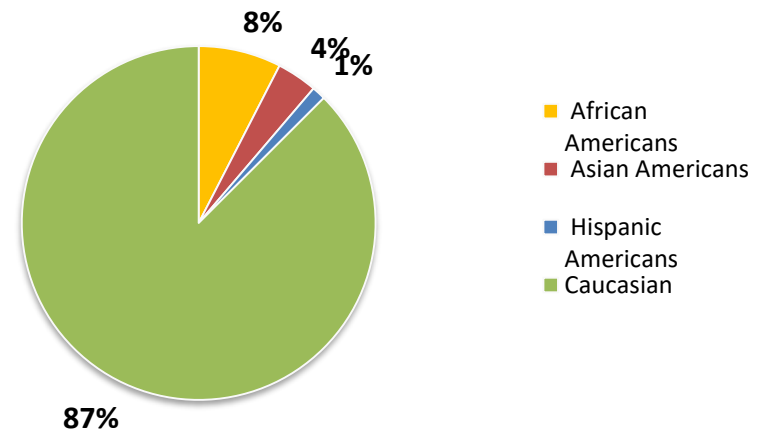
Cook County Health and Hospitals System (CCH) MBE/WBE FY 2018 Payments (Actuals) by Ethnicity

Contract Type	Minority Business Enterprise (MBE) Dollars				Women Business Enterprise (WBE) Dollars				
	African Americans	Asian Americans	Hispanic Americans	Total MBE	African Americans	Asian Americans	Hispanic Americans	Caucasian	Total WBE
Goods and Services	5,980,748	4,487,548	1,110,041	11,578,337	85,284	0	0	2,900,673	2,985,957
Construction	9,362,266	10,752	2,377,027	11,750,045	648,253	64,191	194,229	5,200,709	6,107,382
Professional Services	6,992,887	6,831,630	4,369,684	18,194,201	433,673	506,022	0	5,412,962	6,352,657
Total	22,335,901	11,329,930	7,856,752	41,522,583	1,167,210	570,213	194,229	13,514,345	15,445,996

MBE Participation by Ethnicity



WBE Participation by Ethnicity



2018 Outreach Activities

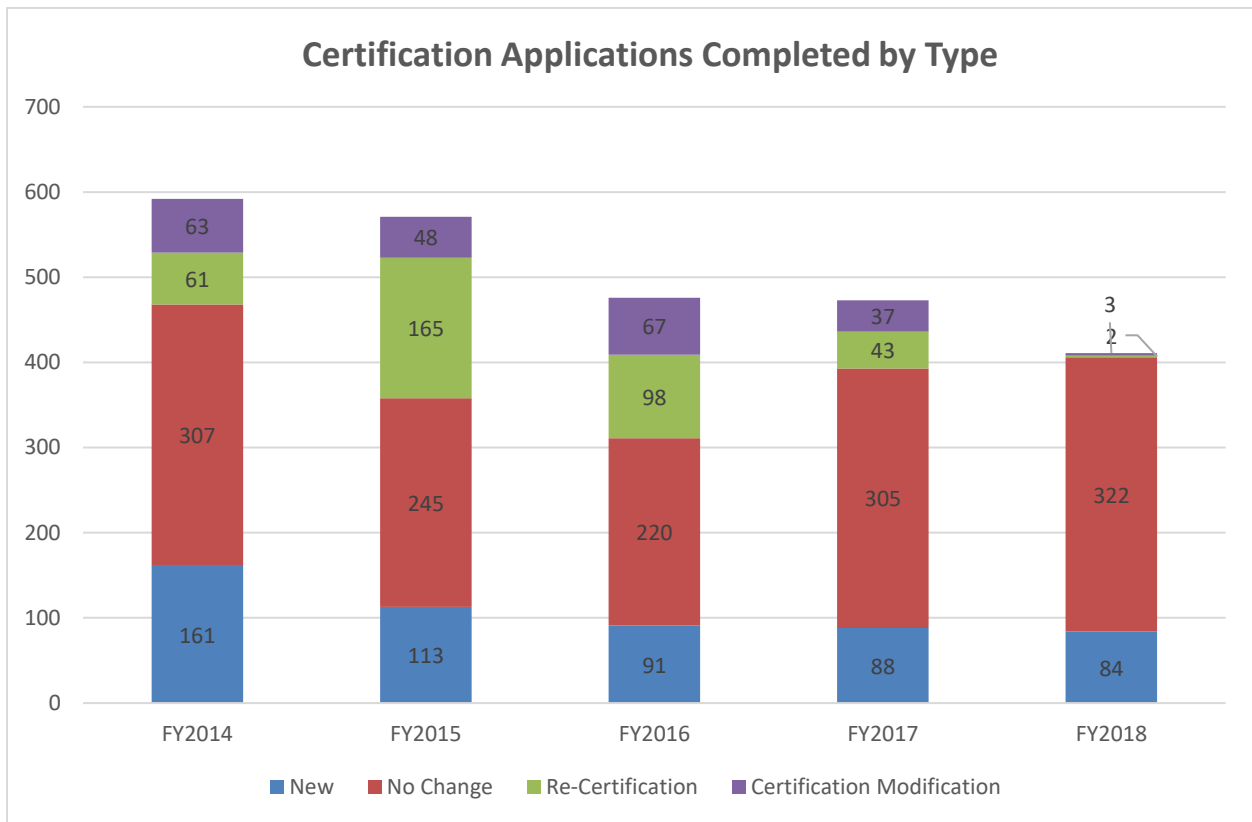
The Office of Contract Compliance (“OCC”) participates in various outreach events throughout the year to market the County’s upcoming contracting opportunities and encourage potential vendors to consider learning more about doing business with the County. OCC participated in the following events during FY2018:

Month	Event	Role
December	Chicago Public School's Vendor Outreach Event	Exhibitor
December	McCormick Place Supplier Diversity Fair	Exhibitor
February	City of Chicago Construction Summit	Exhibitor
February	Chatman Business Association Monthly Membership Meeting	Attendee
February	Cook County Health & Hospital System & Vizient, Inc. Forum	Co-Host
March	Old Cook County Hospital Renovation & Restoration Event	Exhibitor
March	MWRD'S Vendor Outreach Event	Exhibitor
April	50th Annual Chicago Minority Business Opportunity Fair (CBOF)	Exhibitor
April	MWRD'S Vendor Outreach Event (Professional Service)	Exhibitor
May	Workforce Community Event	Exhibitor
July	Government Procurement Compliance Forum	Co-Host
July	Commissioner Deer - Bridging the Gap Series	Speaker
August	Chicago Park District Vendor Fair	Exhibitor
August	American Contract Compliance Association Annual National Training Institute	Speaker
September	Women's Business Development Council (WBDC) Entrepreneurial Women's Conference	Exhibitor
September	Minority Business Leaders Exchange Meeting	Panelist
September	Commissioner Deer - Bridging the Gap Series	Speaker
October	Commissioner Deer - Bridging the Gap Series	Speaker
November	Minority Business Leaders Exchange Meeting	Panelist
November	University of Illinois Construction Summit	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 2018, OCC received a total of 483 certification applications and processed a total of 411 consisting of the following: 84 New Applications, 322 No Change Affidavits, 2 Re-Certifications, and 3 Certification Modifications.



During FY 2018 OCC staff offered 12 Certification Workshops that included information on applying for certification and completing documentation for Utilization Plans and Letters of Intent.



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