

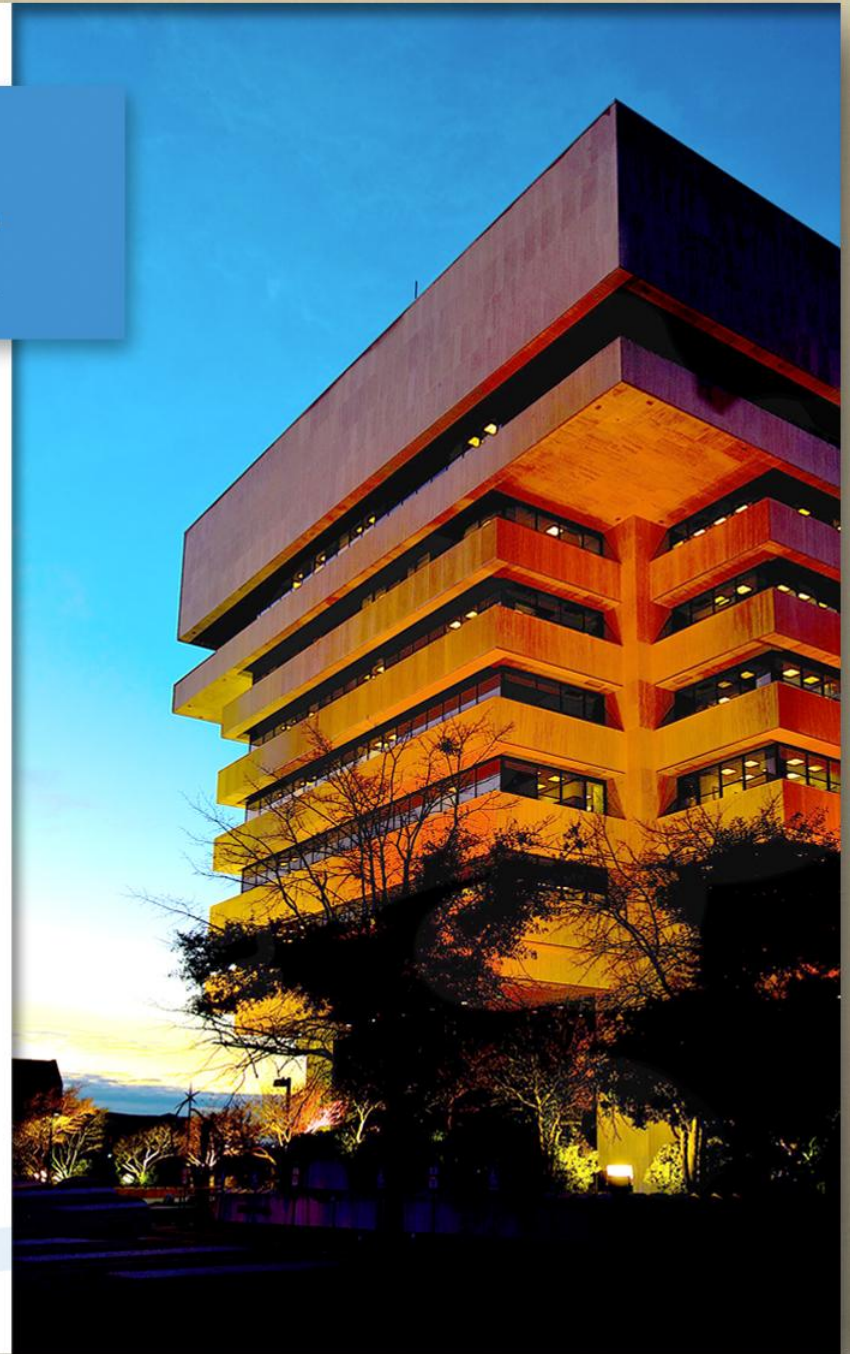
HAMPTON VA

CITY AND CITY SCHOOLS OF HAMPTON, VA AVAILABILITY STUDY

FINDINGS PRESENTATION



Presented by:



AGENDA

- About Griffin & Strong
- Objective of the Availability Study
- Technical Approach
- Policy Review
- Quantitative Findings
- Q&A

ABOUT GRIFFIN & STRONG ("G&S")

- Firm specializing in procurement research, training and supplier diversity consulting, contract compliance, and program development.
- The most qualified team in the industry:
 - 7 Juris Doctors
 - 2 Ph.Ds. in Economics
 - Ph.D. in Social Psychology
 - Ph.D. in Anthropology



OBJECTIVE OF THE AVAILABILITY STUDY

An Availability Study provides a listing of the ready, willing, and able, Small ("SBE"), Minority ("MBE"), and Women Owned Firms ("WBE") that can provide goods and services to the City and City Schools. The Study provides the statistical support for the availability of such firms in the Relevant Geographic Market within the various Industry Categories of Construction, Architecture and Engineering ("A&E"), Professional Services, Other Services, and Goods and Supplies.



TECHNICAL APPROACH

Policy Review

Collect and
Clean Data

Availability
Analysis

Findings and
Best Practices

Final Report

POLICY REVIEW



POLICY REVIEW

Registration

The City encourages firms to register in the Commonwealth of Virginia's free online eVA system, which essentially creates for the City a standing bidder's list (with National Institute of Government Purchasing ("NIGP") Commodity Codes) for notification and outreach.

Minority Business Program

The City started its Minority Business Program Office and its Minority and Women Business Enterprise ("MWBE") Program Plan in 2009 as a result of a disparity study. The Commonwealth of Virginia also supports, via legislation, implementation of procurement inclusion programs at the state and local levels.



POLICY REVIEW

Minority and Women Business Enterprise Goal Setting

Since the beginning of the Program in 2009, MWBE goals were established for prime contracts and subcontracting based on the 2006 disparity study figures. Those goals are set forth in the Program Plan.

Program Monitoring and Compliance Initiatives

Program monitoring and compliance initiatives are set forth in the Program Plan and cover the procurement process essentially from beginning to end.

Barriers for Minority and Business Enterprises

A few potential barriers to increased MWBE firm participation were raised in interviews with City staff, including contract sizing, bonding requirements, and insurance requirements.

QUANTITATIVE FINDINGS



STUDY PARAMETERS

Study Period: July 1, 2017 - June 30, 2022
(Fiscal Year 2018 – Fiscal Year 2022)

Industry Categories: Construction
Architecture and Engineering
Professional Services
Goods and Supplies
Other Services



QUANTITATIVE FINDINGS

Relevant Geographic Market and Industry Categories

The Study reviews the availability of firms in a common area, the Relevant Geographic Market, which is the geographical area surrounding the City and City Schools where at least 75% of the total dollars were spent from July 1, 2017, through June 30, 2022 (“Study Period”).

The Relevant Geographic Market was the Hampton Roads Metropolitan Statistical Area (“MSA”), with the following percentages of spending:

- In Construction, 95.86%
- In Architecture and Engineering, 90.09%
- In Professional Services, 71.50%
- In Other Services, 79.83%
- In Goods and Supplies, 73.65%
- **In Total: 80.95%**



AVAILABILITY SOURCES

(FOR MASTER VENDOR FILE)

The purpose of the Master Vendor File is to collect, in one database, a list of all firms that are ready, willing, and able to do business with the City. The Master Vendor file is a compilation of all lists of vendors used to determine availability estimates.

City of Hampton's Payments
Hampton City Schools' Payments
City of Hampton's Vendor List
Hampton City Schools' Vendor List
City of Hampton's Bidders
Hampton City Schools' Bidders
Prime Vendor Questionnaire (Subcontractor Availability)
Suffolk's Vendor List
Norfolk's Vendor List
Chesapeake's Vendor List
Virginia Beach's Vendor List
Portsmouth's Vendor List
Newport News' Vendor List

QUANTITATIVE FINDINGS

Availability Estimates by Work Category

In the Relevant Geographic Market

(Based upon the Master Vendor File)

Hampton Availability Study

Ethnicity of Vendor	Construction	A&E	Professional Services	Other Services	Goods and Supplies
TOTAL MINORITY	5.43%	3.94%	4.92%	3.11%	1.70%
Non-Minority Women	2.78%	4.23%	1.18%	1.08%	2.24%
TOTAL MWBE	8.21%	8.17%	6.10%	4.19%	3.94%
Non-MWBE	91.79%	91.83%	93.90%	95.81%	96.06%
TOTAL	100.00%	100.00%	100.00%	100.00%	100.00%

Griffin & Strong, 2024



QUANTITATIVE FINDINGS

Availability Estimates by Work Category

In the Relevant Geographic Market

(Based upon the Master Vendor File)

Hampton Availability Study

Ethnicity of Vendor	Construction	A&E	Professional Services	Other Services	Goods and Supplies
Asian American	0.63%	0.28%	0.62%	0.20%	0.13%
African American	3.98%	2.25%	3.68%	2.68%	1.43%
Hispanic American	0.82%	1.13%	0.49%	0.20%	0.13%
Native American	0.00%	0.28%	0.14%	0.03%	0.00%
TOTAL MINORITY	5.43%	3.94%	4.92%	3.11%	1.70%

Griffin & Strong, 2024

QUANTITATIVE FINDINGS

Certified Small Business Availability Estimates by Work Category
In the Relevant Geographic Market
(Based upon the Master Vendor File)
Hampton Availability Study

Business Type	Construction	A&E	Professional Services	Other Services	Goods and Supplies
Small	8.14%	6.76%	2.64%	1.65%	4.07%
Micro	6.12%	10.42%	4.85%	2.94%	3.89%
TOTAL SMALL	14.27%	17.18%	7.49%	4.59%	7.96%
Non-SBE	85.73%	82.82%	92.51%	95.41%	92.04%
TOTAL	100.00%	100.00%	100.00%	100.00%	100.00%

Griffin & Strong, 2024

Micro firms have no more than twenty-five (25) employees and no more than \$3 million in average annual revenue. Small firms have no more than two hundred fifty (250) employees or no more than \$10 million in average annual revenue.



QUANTITATIVE FINDINGS

Certified Small MWBE Availability Estimates by Work Category
In the Relevant Geographic Market
(Based upon the Master Vendor File)
Hampton Availability Study

Ethnicity of Vendor	Construction	A&E	Professional Services	Other Services	Goods and Supplies
TOTAL MINORITY	27.43%	16.39%	54.63%	49.07%	18.54%
Non-Minority Women	11.95%	14.75%	12.96%	19.25%	21.35%
TOTAL MWBE	39.38%	31.15%	67.59%	68.32%	39.89%
Non-MWBE	60.62%	68.85%	32.41%	31.68%	60.11%
TOTAL	100.00%	100.00%	100.00%	100.00%	100.00%

Griffin & Strong, 2024



QUANTITATIVE FINDINGS

Certified Small MWBE Availability Estimates by Work Category
In the Relevant Geographic Market
(Based upon the Master Vendor File)
Hampton Availability Study

Ethnicity of Vendor	Construction	A&E	Professional Services	Other Services	Goods and Supplies
Asian American	3.10%	1.64%	7.41%	2.48%	1.12%
African American	19.47%	9.84%	39.81%	42.86%	16.29%
Hispanic American	4.87%	4.92%	6.48%	3.11%	1.12%
Native American	0.00%	0.00%	0.93%	0.62%	0.00%
TOTAL MINORITY	27.43%	16.39%	54.63%	49.07%	18.54%

Griffin & Strong, 2024



How the Data Can be Used



HOW THE DATA CAN BE USED

Prime Small
Business
Program

Small
Business
Goal Program

Outreach

G&S Created a
Database for the
City and City
Schools to Maintain

HAMPTON VA

Q&A

