M/WBE PROGRAM | COMMUNITY OUTREACH
TEXAS RANGERS NEW MULTI-PURPOSE BALLPARK

Presented by Jollyn Mwisongo
AGENDA

- ACARI Introduction
- Outreach Initiatives
- Contract Compliance Reporting

Jollyn Mwisongo
President & CEO
ACARI is an award-winning, construction management support firm, specializing in managing MWBE / Supplier Diversity programs, in both public and private projects.

- Established in 2009

- Projects throughout the DFW Metroplex
  - Dallas ISD 2008 and 2015 Bond Program
  - Collin College Capital Improvement Program
  - Garland ISD Bond Program
  - Fort Worth ISD 2007 Bond Program
  - DeSoto ISD Bond Program

**2017 RBCA Business Advocate of the Year**

**2017 RHCA Established Firm of the Year**
Roles & Services

- Managing the Minority/Women Business Enterprise (M/WBE) and supplier diversity initiative in coordinating
  - Community Outreach
  - Contract Compliance
  - Tracking & Monitoring
  - MWBE Reporting

- Project Manager – Petrina Bonnick-Higgins, CCA, MHA
OUTREACH INITIATIVES

- Let’s Play Ball Meetings
- Mound Visit Meetings
- Who’s on Deck? Mixer
- Pre-Bid Meetings
First personal meetings with the leaders/presidents/chairs of advocacy groups

Purpose
- Introducing the Project
- Explaining our Role
- Learn about the Advocacy Group
- Ask for their Collaboration
OUTREACH INITIATIVES

• Let’s Play Ball Meetings
• Mound Visit Meetings
• Who’s on Deck? Mixer
• Pre-Bid Meetings

Chambers of Commerce

• Arlington Black Chamber of Commerce *
• FW Hispanic Chamber of Commerce *
• Fort Worth Metropolitan Black Chamber of Commerce *
• Irving Hispanic Chamber of Commerce *
• Greater Dallas Hispanic Chamber of Commerce *
• Dallas Black Chamber of Commerce *
• Greater Southwest Black Chamber of Commerce *
• US Pan Asian American Chamber of Commerce *
• Dallas Asian American Chamber of Commerce *
• US India Chamber of Commerce *
• Mansfield Minority Chamber of Commerce *
• Arlington Chamber of Commerce *
• Tarrant County America Chamber of Commerce *

TEXAS RANGERS NEW MULTI-PURPOSE BALLPARK
OUTREACH INITIATIVES

• *Let’s Play Ball* Meetings
• *Mound Visit* Meetings
• *Who’s on Deck?* Mixer
• *Pre-Bid* Meetings

**Contractors’ Associations**

• Regional Black Contractors Association (RBCA) *
• Regional Hispanic Contractors Association (RHCA) *
• Asian American Contractors Association (AACATX) *
• National Minority Association Contractors (NAMC)
OUTREACH INITIATIVES

- Let's Play Ball Meetings
- Mound Visit Meetings
- Who’s on Deck? Mixer
- Pre-Bid Meetings

Certifying Agencies

- North Texas Regional Certifying Agency (NCTRCA) *
- Dallas/Fort Worth Minority Supplier Development Council (DFWMSDC) *
- Women Business Council – Southwest (WBC-SW) *
- State of Texas HUB
## OUTREACH INITIATIVES

- **Let’s Play Ball Meetings**
- **Mound Visit** Meetings
- **Who’s on Deck?** Mixer
- **Pre-Bid** Meetings

<table>
<thead>
<tr>
<th>DATE</th>
<th>EVENT</th>
<th>ORGANIZATION</th>
<th>TYPE OF PARTICIPATION</th>
<th>NUMBER OF ATTENDEES</th>
</tr>
</thead>
<tbody>
<tr>
<td>05/08/17</td>
<td>Access 2017 Business Expo</td>
<td>DFWMSDC</td>
<td>Attended and Networked</td>
<td>500</td>
</tr>
<tr>
<td>05/18/17</td>
<td>Member Luncheon &amp; Orientation</td>
<td>RHCA</td>
<td>Attended and Networked</td>
<td>30</td>
</tr>
<tr>
<td>05/19/17</td>
<td>12th Annual Golf Classic</td>
<td>RHCA</td>
<td>Volunteered and Networked</td>
<td>120</td>
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<tr>
<td>05/20/17</td>
<td>Small Business Conference</td>
<td>NCTRCA</td>
<td>Volunteered and Networked</td>
<td>155</td>
</tr>
<tr>
<td>05/23/17</td>
<td>Multicultural Business Professional Networking</td>
<td>GPCC</td>
<td>Attended and Networked</td>
<td>20</td>
</tr>
<tr>
<td>06/02/17</td>
<td>37th Annual Luncheon</td>
<td>FWMBCC</td>
<td>Attended and Networked</td>
<td>550</td>
</tr>
<tr>
<td>06/07/17</td>
<td>Power of Performance – The Pathway to Success Women’s Symposium</td>
<td>USPAACC-SW</td>
<td>Planning Committee and Networked</td>
<td>35</td>
</tr>
<tr>
<td>06/09/17</td>
<td>Monthly Supplier Meeting</td>
<td>City of Arlington</td>
<td>Presented</td>
<td>11</td>
</tr>
<tr>
<td>06/15/17</td>
<td>14th Annual Golf Tournament</td>
<td>RBCA</td>
<td>Volunteered and Networked</td>
<td>80</td>
</tr>
<tr>
<td>06/15/17</td>
<td>Juneteenth Mixer at Texas Rangers</td>
<td>ABCC</td>
<td>Chaired Committee and team presented</td>
<td>225</td>
</tr>
</tbody>
</table>

**TEXAS RANGERS NEW MULTI-PURPOSE BALLPARK**

• **Let’s Play Ball Meetings**
• **Mound Visit** Meetings
• **Who’s on Deck?** Mixer
• **Pre-Bid** Meetings
## OUTREACH INITIATIVES

**Let’s Play Ball Meetings**

- **Mound Visit Meetings**
- **Who’s on Deck? Mixer**
- **Pre-Bid Meetings**

<table>
<thead>
<tr>
<th>Date</th>
<th>Event Description</th>
<th>Organizer</th>
<th>Attended/Networked Details</th>
<th>Attendance</th>
</tr>
</thead>
<tbody>
<tr>
<td>06/21/17</td>
<td>Quarterly Buyers Appreciation Luncheon</td>
<td>DFWMSDC</td>
<td>Attended and Networked</td>
<td>175</td>
</tr>
<tr>
<td>07/14/17</td>
<td>Monthly Supplier Meeting</td>
<td>City of Arlington</td>
<td>Presented</td>
<td>13</td>
</tr>
<tr>
<td>07/14/17</td>
<td>Pre-Bid Meeting</td>
<td>Texas Live!</td>
<td>Networked</td>
<td>23</td>
</tr>
<tr>
<td>07/27/17</td>
<td>Monthly Chamber Meeting</td>
<td>ABCC</td>
<td>Presented and Networked</td>
<td>52</td>
</tr>
<tr>
<td>08/11/17</td>
<td>2017 16th Annual Asian Business EXPO</td>
<td>USPAACC-SW</td>
<td>Chaired Construction Event, Exhibited and Networked</td>
<td>300</td>
</tr>
<tr>
<td>08/16/17</td>
<td>21st Annual Government Procurement Conference</td>
<td>Cross Timbers Procurement Center</td>
<td>Attended and Networked</td>
<td>245</td>
</tr>
<tr>
<td>08/30/17</td>
<td>Who’s on Deck? Mixer – MEP &amp; Steel</td>
<td>Manhattan Construction</td>
<td>Organized, coordinated and exhibited</td>
<td>110</td>
</tr>
<tr>
<td>09/07/17</td>
<td>Business Works EXPO</td>
<td>WBCS-SW</td>
<td>Attended and Networked</td>
<td>200</td>
</tr>
<tr>
<td>09/22/17</td>
<td>RBCA Gala</td>
<td>RBCA</td>
<td>Attended and firm was awarded</td>
<td>225</td>
</tr>
<tr>
<td>09/28/17</td>
<td>Official Groundbreaking Ceremony – Globe Life Field</td>
<td>Texas Rangers and the City of Arlington</td>
<td>Attended and Networked</td>
<td>100</td>
</tr>
<tr>
<td>09/28/17</td>
<td>Monthly Meeting</td>
<td>ABCC</td>
<td>Attended, Presented and Networked</td>
<td>45</td>
</tr>
<tr>
<td>10/02/17</td>
<td>Annual Golf &amp; Tennis Classic</td>
<td>DFWMSDC</td>
<td>Volunteered and Networked</td>
<td>120</td>
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</tbody>
</table>

**TEXAS RANGERS NEW MULTI-PURPOSE BALLPARK**
One-On-One meetings between Manhattan Construction and M/WBE firms

Coordinated and held at the ACARI offices
- 30-45 minutes
- Firms experience
- Firms level of interest in the project (scope of work)
- Firms current projects
- Next steps
- Other opportunities with Manhattan
- Building relationships
This meeting was coordinated by ACARI with Manhattan Construction as a targeted effort to identify and encourage partnerships between primes and subcontractors for Mechanical, Electrical and Plumbing (MEP), and Steel work.

Who’s On Deck? Mixer

OUTREACH INITIATIVES

• Let’s Play Ball Meetings
• Mound Visit Meetings
• Who’s on Deck? Mixer
• Pre-Bid Meetings
These meetings are held during the bid/proposal preparation period.

**Pre-Bid Meetings**

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<th>OUTREACH INITIATIVES</th>
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</table>

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## Pre-Bid Meetings

<table>
<thead>
<tr>
<th>DATE</th>
<th>PACKAGE</th>
<th>LOCATION</th>
<th>NUMBER OF ATTENDEES</th>
</tr>
</thead>
<tbody>
<tr>
<td>07/11/17</td>
<td>BP-01: 48” Sanitary Bid Package</td>
<td>ACARI Management Group Offices</td>
<td>75</td>
</tr>
<tr>
<td>08/08/17</td>
<td>BP-42a-42c Excavation &amp; Retention</td>
<td>Arlington Chamber of Commerce</td>
<td>27</td>
</tr>
<tr>
<td>09/12/17</td>
<td>BP-44b – Site Utilities</td>
<td>ACARI Management Group Offices</td>
<td>25</td>
</tr>
<tr>
<td>09/19/17</td>
<td>BP-02a – Early Pier Package &amp; BP07a – Below Grade Waterproofing Package</td>
<td>ACARI Management Group Offices</td>
<td>26</td>
</tr>
<tr>
<td>* 10/11/17</td>
<td>BP-02b – Foundations and Bid Bid Package</td>
<td>ACARI Management Group Offices</td>
<td>34</td>
</tr>
<tr>
<td>* 10/12/17</td>
<td>BP-04b – Structural Steel</td>
<td>ACARI Management Group Offices</td>
<td>43</td>
</tr>
<tr>
<td>* 10/12/17</td>
<td>BP-35 – Mechanical</td>
<td>ACARI Management Group Offices</td>
<td>46</td>
</tr>
<tr>
<td>* 10/12/17</td>
<td>BP-36 - Electrical</td>
<td>ACARI Management Group Offices</td>
<td>32</td>
</tr>
</tbody>
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**Pre-Bid Meetings**

**M/WBE Participation**

**INTRODUCTION**

- Owner Representative for the M/WBE Program
- M/WBE Goal – 25% Certified Firms
- Certification
  - NCTRCA
  - State of Texas HUB
  - DFW MSDC
  - Women's Business Council – Southwest
- Arlington & Tarrant County Firms

**ACARI Management Group, Inc.**

www.acarimg.com

MWBE Program, Project Manager
Petrina Bonnick-Higgins
E-mail: petrina@acarimg.com
Phone: 817.617.7728

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M/WBE Participation

PRIME CONTRACTORS

• We are your resource in finding Certified M/WBE Subcontractors by trade
• Maximize your M/WBE participation
• Provide complete Subcontractor information
• Timely monthly MWBE reports
• Report additional M/WBE Subcontractor
• Register on our website to stay informed

Pre-Bid Meetings

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Pre-Bid Meetings

M/WBE Participation

SUBCONTRACTORS

• We can assist in helping you get certified
• We are your information HUB
• Provide timely and complete responses
• Proof of Payment
• Register on our website to stay informed

www.acarimg.com

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TEXAS RANGERS NEW MULTI-PURPOSE BALLPARK
MWBE Participation (*Batting Stats*) as of September 2017:

- **26%** MWBE committed
- **8** total number of MWBE contracts awarded
- **$2,196,770** value of MWBE contracts awarded