

CONTRACTOR'S DETAILED MBE/WBE UTILIZATION PLAN

<u>CONTRACTOR</u>		<u>CONTRACT</u>	
NAME:	Mary Cariola Center	PROJECT NAME:	Cariola Workforce Development
ADDRESS:	1000 Elmwood Avenue, Ste 100 Rochester, NY 14620	CONTRACT DESCRIPTION:	Development of a program aimed at removing barriers to employment and education, providing professional growth opportunities and designing a replicable organizational model to support the diverse, equitable and inclusive growth of a skilled workforce within Monroe County to support individuals with complex disabilities
CONTACT PERSON:	Erin DiCesare		
PHONE:	585-271-2897 x1002		

PROJECTED MBE/WBE CONTRACT SUMMARY

MINORITY BUSINESS ENTERPRISE

TOTAL DOLLAR VALUE OF THE PRIME CONTRACT: \$ 2,022,230

CONTRACT MBE PERCENTAGE GOAL: 12 %

MBE PERCENTAGE/AMOUNT APPLIED TO THE CONTRACT: \$ 13.9%

TOTAL MBE DOLLAR AMOUNT PROJECTED: \$ 277,870

MBE DOLLAR AMOUNT UNABLE TO MEET: \$ 0

WOMEN BUSINESS ENTERPRISE

TOTAL DOLLAR VALUE OF THE PRIME CONTRACT: \$ 2,022,230

CONTRACT WBE PERCENTAGE GOAL: 3 %

WBE PERCENTAGE/AMOUNT APPLIED TO THE CONTRACT: \$ 4.9%

TOTAL WBE DOLLAR AMOUNT PROJECTED: \$ 100,000

WBE DOLLAR AMOUNT UNABLE TO MEET: \$ 0

Contractor Utilization Plan Checklist

Utilization Plan: Please be specific and provide detail of the work being performed by M/WBEs
Letters of Intent: Signed form must be submitted for each M/WBE scheduled to participate.

DEI/MWBE USE ONLY

Plan Approved: _____ Plan Disapproved: _____

By: _____
M/WBE Requirements

M/WBE-7

CONTRACTOR'S DETAILED MBE/WBE UTILIZATION PLAN (cont'd)

SECTION I-MBE PARTICIPATION

MBE FIRM		DESCRIPTION OF WORK	CONTRACT INFORMATION			
NAME:	Tangible Development LLC	DEI Consultation	CONTRACT AMOUNT:	\$116,050		
ADDRESS:	4 Century Hill Drive Latham, NY 12110		DATE OF CONTRACT:	7/1/2022		
			SCHEDULE START DATE:	1/1/2023		
CONTACT PERSON:	Sujata Chaudhry		PAYMENT SCHEDULE:			
PHONE:	(866) 525-2818		COMPLETION DATE:	12/31/2026		
NAME:	Layer 3 Technologies	Technology for education	CONTRACT AMOUNT:	\$161,820		
ADDRESS:	1645 Lyell Avenue, Ste 200 Rochester, NY 14606		DATE OF CONTRACT:	1/1/2023		
			SCHEDULE START DATE:	1/1/2023		
CONTACT PERSON:	Dan Fenlon		PAYMENT SCHEDULE:			
PHONE:	(585) 445-5744		COMPLETION DATE:	12/31/2026		
NAME:			CONTRACT AMOUNT:			
ADDRESS:			DATE OF CONTRACT:			
			SCHEDULE START DATE:			
CONTACT PERSON:			PAYMENT SCHEDULE:			
PHONE:			COMPLETION DATE:			

CONTRACTOR'S DETAILED MBE/WBE UTILIZATION PLAN (cont'd)

SECTION II-WBE PARTICIPATION

MBE FIRM		DESCRIPTION OF WORK	CONTRACT INFORMATION
NAME:	McAllister Sign, Inc.	Program advertisement	CONTRACT AMOUNT:
ADDRESS:	1194 Ridge Road		\$100,000
	Webster, NY 14580		DATE OF CONTRACT:
			1/1/2023
			SCHEDULE START DATE:
			1/1/2023
CONTACT PERSON:	Chris McAllister		PAYMENT SCHEDULE:
PHONE:	(585) 872-2530		COMPLETION DATE:
			12/31/2026
NAME:			CONTRACT AMOUNT:
ADDRESS:			DATE OF CONTRACT:
			SCHEDULE START DATE:
			PAYMENT SCHEDULE:
			COMPLETION DATE:
CONTACT PERSON:			CONTRACT AMOUNT:
PHONE:			DATE OF CONTRACT:
			SCHEDULE START DATE:
			PAYMENT SCHEDULE:
			COMPLETION DATE:
NAME:			CONTRACT AMOUNT:
ADDRESS:			DATE OF CONTRACT:
			SCHEDULE START DATE:
			PAYMENT SCHEDULE:
			COMPLETION DATE:
CONTACT PERSON:			CONTRACT AMOUNT:
PHONE:			DATE OF CONTRACT:
			SCHEDULE START DATE:
			PAYMENT SCHEDULE:
			COMPLETION DATE:

MINORITY AND WOMEN'S BUSINESS ENTERPRISE
LETTER OF INTENT

PROJECT: Cariola Interprofessional Workforce Development Program

TO: _____
(Name of Bidder)

The undersigned intends to perform work in connection with the above project as (Check one choice on each side):

X _____ Minority X _____ Woman

The undersigned M/WBE is prepared to perform the following described work in connection with the above project:

Provide DEI consultation to develop a DEI strategic plan and training opportunities
to support diverse, equitable and inclusive growth opportunities for all employees

at the following price: \$116,150

You have projected the following commencement date for such work, and the undersigned is projecting completion of such work as follows:

Projected Start Date: 7/1/2022

Completion Date: 12/2023

With respect to the proposed subcontract described above, _____% of the dollar value of such subcontract will be sublet and/or awarded to non-M/WBE contractors or non-M/WBE suppliers. The undersigned will enter into a formal agreement for the above work with you conditioned upon your execution of a contract with the County of Monroe.

7/27/22
Date

Tangible Development
Name of M/WBE Contractor

Suzette N. Charney
Authorized Signature

Tangible Development Detailed MBE/WBE Utilization Plan

Contract Descriptions

Phase 2: Strategy Development & Implementation

The purpose of the Strategy Development and Implementation phase is to identify and set goals that lead to long-term systemic change. Tangible Development will use a design-thinking approach to identify and actualize action items that support the strengths and challenges identified through Phase One. This work will focus on embedding DEI into every layer of the organization. This highly collaborative process is informed by data collected through the Phase One assessment and involves sessions focused on:

- I. Visioning an Inclusive Organization
- II. Developing Mary Cariola Strategic Diversity Plan
- III. Inviting Feedback from DEI Champions & Staff

Phase 3: Learning & Development

The DEI Assessment phase provided Tangible Development with a full picture of the Mary Cariola strengths and opportunities when it comes to advancing a DEI-centered mission. In the Learning & Development Phase, we will have established clear and mission centric equitable and inclusive goals to advance Mary Cariola's work to be an equitable and inclusive organization. Due to the iterative nature of this work, Tangible Development will design trainings to support the development needs of Mary Cariola staff and leadership as we are formulating a working plan in Phase Two. Our trainings are custom-made and will be role-specific. A training strategy would be designed to support the goals outlined in the Strategic Diversity Plan. Our training strategies are informed by contemporary research from diversity and inclusion practice, social science, organizational change, and industry-specific needs.

Our training will have a strong emphasis on the unique challenges and opportunities of the organizations. We will use existing work and skills of leadership and staff to integrate DEI and social justice best practices into the fabric of the organization. The overall goal of trainings for all staff is to raise the baseline understanding and skills for Mary Cariola employees so the organization operates from diversity, equity, and inclusion best practices. This work will allow Mary Cariola to sustain DEI work beyond the consulting relationship with Tangible Development.

MINORITY AND WOMEN'S BUSINESS ENTERPRISE
LETTER OF INTENT

PROJECT: Cariola Workforce Development Program
TO: Layer 3 Technologies
(Name of Bidder)

The undersigned intends to perform work in connection with the above project as (Check one choice on each side):

Minority Woman

The undersigned M/WBE is prepared to perform the following described work in connection with the above project:

Provide laptops to participants attending classes
at Monroe Community College

at the following price: \$899 per laptop x 45 per year

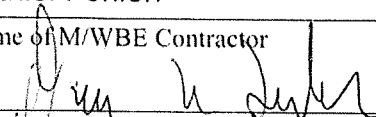
You have projected the following commencement date for such work, and the undersigned is projecting completion of such work as follows:

Projected Start Date: 1/1/23

Completion Date: 12/31/26

With respect to the proposed subcontract described above, ___% of the dollar value of such subcontract will be sublet and/or awarded to non-M/WBE contractors or non-M/WBE suppliers. The undersigned will enter into a formal agreement for the above work with you conditioned upon your execution of a contract with the County of Monroe.

7/25/22
Date

Daniel Fenlon
Name of M/WBE Contractor

Authorized Signature

MINORITY AND WOMEN'S BUSINESS ENTERPRISE
LETTER OF INTENT

PROJECT: Cariola Workforce Development Program
TO: Mary Cariola Center
(Name of Bidder)

The undersigned intends to perform work in connection with the above project as (Check one choice on each side):

_____ Minority _____ Woman

The undersigned M/WBE is prepared to perform the following described work in connection with the above project:

Provide marketing support to promote program across Monroe County

at the following price: \$25,000/year for 4 years

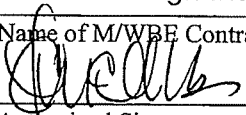
You have projected the following commencement date for such work, and the undersigned is projecting completion of such work as follows:

Projected Start Date: 1/1/2023

Completion Date: 12/31/2026

With respect to the proposed subcontract described above, _____ % of the dollar value of such subcontract will be sublet and/or awarded to non-M/WBE contractors or non-M/WBE suppliers. The undersigned will enter into a formal agreement for the above work with you conditioned upon your execution of a contract with the County of Monroe.

7/28/2022
Date

McAllister Sign Inc.
Name of M/WBE Contractor

Authorized Signature