



# FY 10 NON-PROFIT REPORT

TOP 100  
NON-PROFIT  
SURVEY RESULTS  
(92% RESPONSE)

<http://oeo.phila.gov/>

# CONTRIBUTION OF NON-PROFITS

- Mayor's Economic Opportunity Cabinet has asked for a strategy that drives the inclusion of Minority, Women, and Disabled-Owned Business Enterprises (M/W/DSBE) within the Non-Profit Community
- Efforts to Design and Build a process that will assist non-profits in adopting and implementing supplier diversity programs have been underway since May
- First step – Benchmark where we are - 2010 Survey

# PROCESS AND APPROACH

- Criteria for Collecting the Data:
  - The City of Philadelphia awarded \$1.9 Billion to 415 nonprofit providers in FY 2010
  - The focus of this survey was on providers that received 85% of the City's non-profit contract dollars
  - An estimated 20% of the agencies fell into this category (TOP 100)
  - Seven (7) departments responsible for managing these contract relationships in collaboration with OEO and the Office of Integrity agreed to gather the data.
    - Office of Behavioral Health
    - Department of Health
    - Department of Human Services
    - Office of Housing and Community Development
    - Mayor's Office of Community Services
    - Office of Supportive Housing

# RESULTS

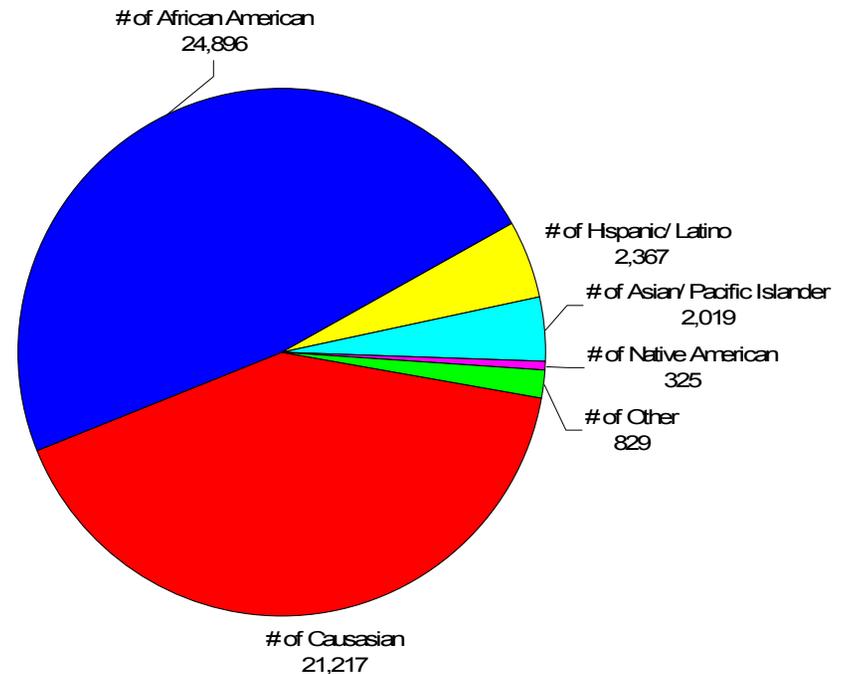
- 92 out of the Top 100 providers have responded (92%)
- These 92 Non-profits account for \$1.6 billion in City contracts
- An estimated \$78 million was awarded to minority, women, and disabled-owned firms by these Non-profits
- 268 minority, women, and disabled-owned firms were highlighted as the Top Six (6) by these non-profit agencies

# FINDINGS

- 12 of 92 Non-profits have a Supplier Diversity Policy (13%)
- Of those who reported spend in FY10
  - \$58 million was awarded to minority owned firms
  - \$19 million was awarded to woman owned firms
  - \$105 thousand awarded to disabled owned firms

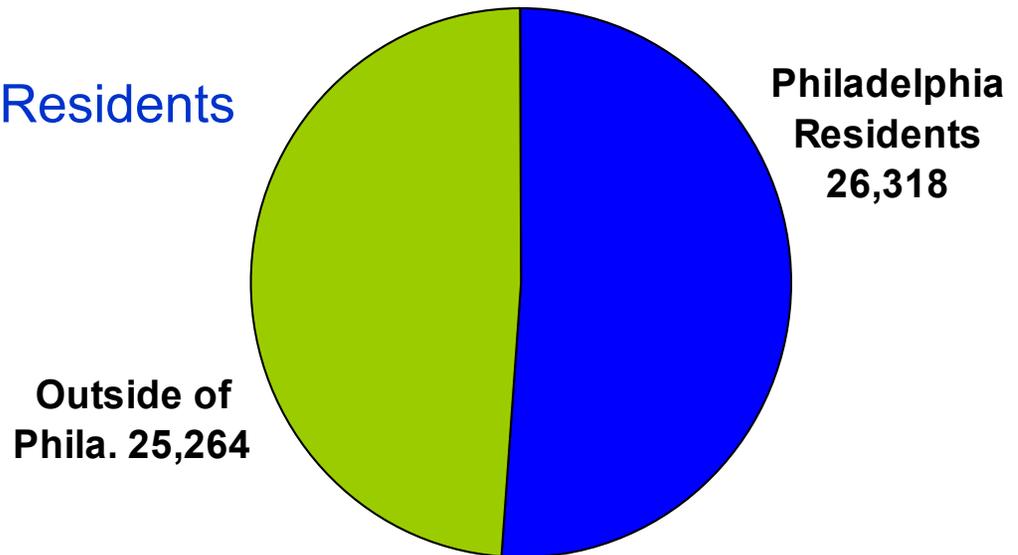
# FINDINGS - Workforce Demographics

- Total Workforce: 51,582
  - Ethnic Breakdown
    - 48% African American
    - 41% Caucasian
    - 5% Hispanics/Latino
    - 4% Asian
    - 1% Native American
    - 2% Other



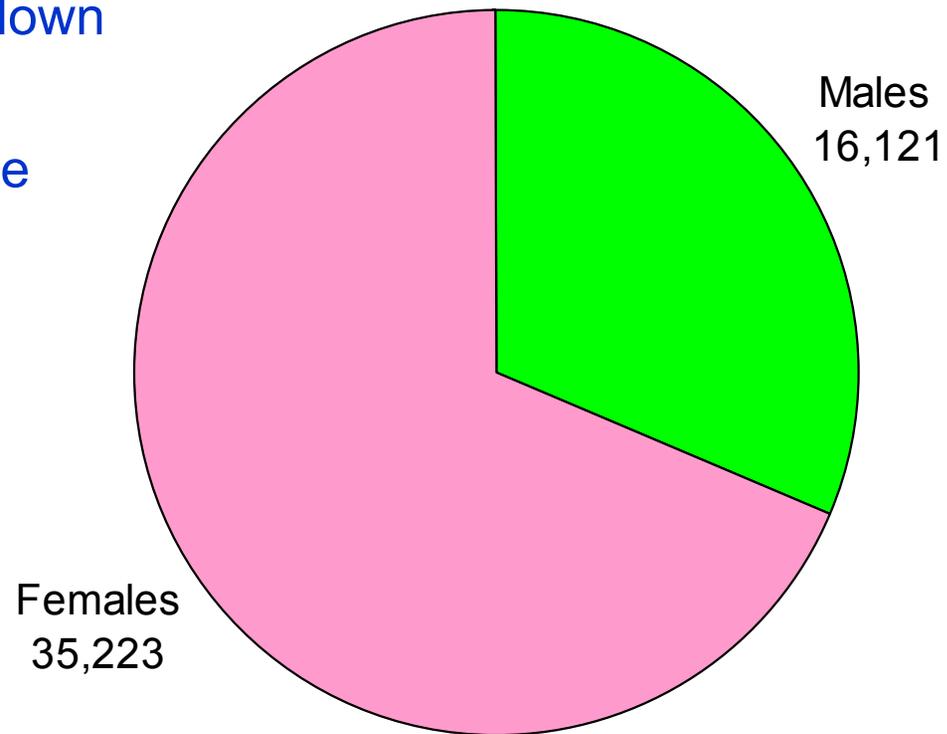
# FINDINGS - Workforce Demographics

- Residency
  - Philadelphia Residents
    - 51%

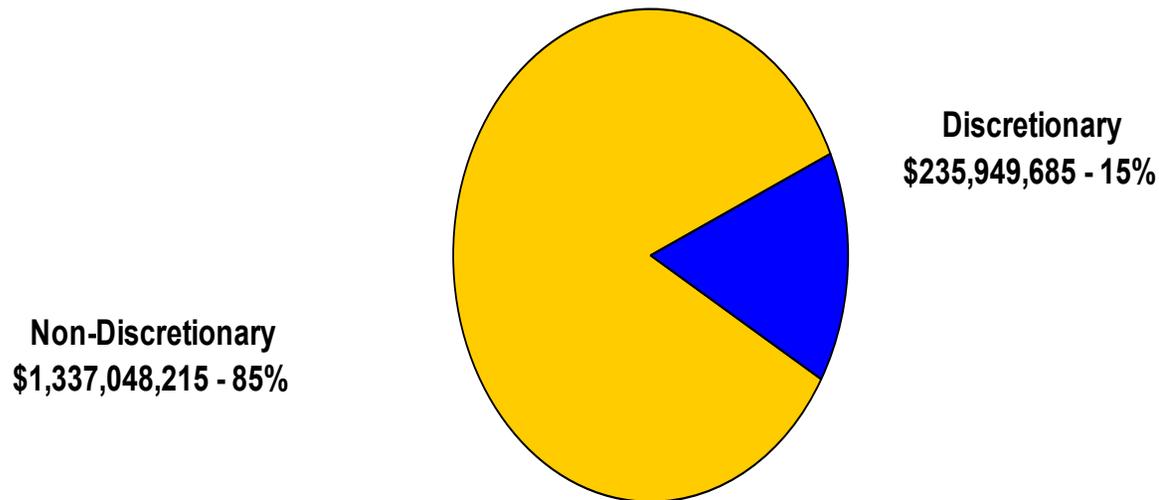


# FINDINGS - Workforce Demographics

- Gender Breakdown
  - 31% Male
  - 69% Female



# HYPOTHESIS OF FUNDS



- Discussion to further evaluate non-profits budgetary profile is underway
- Non-profits may only have 15% of their budget allocated for the purchase of discretionary products and services (15% is being used as a guesstimate)
- The chart above shows \$236 million is available for economic opportunity
- If this is the case, 33% of the \$236 million was spent with minority, women, and disabled-owned businesses

# NEXT STEPS

- Encourage the adoption of a best in class Supplier Diversity Policy
- Engage non-profits with Minority, Women, & Disabled Business Enterprises through a supplier diversity fair - *“Connections”*
- Begin Supplier Diversity Program (using OEO Registry, visit <http://o eo.phila.gov/> )
- Continue data analysis and mentoring of non-profits

# FOR MORE INFORMATION

- Contact your City's Contract Manager
- Visit the City of Philadelphia's Business Services website at [www.phila.gov/business](http://www.phila.gov/business)
- Visit the Office of Economic Opportunity's website at <http://oeo.phila.gov/> to find registered certified Minority, Women, and Disabled Business Enterprises
- Attend the upcoming Supplier Diversity Fair to connect with subcontractors and other nonprofit agencies
- Call the Office of Economic Opportunity at (215) 683-2000