



Entry Form 2017 Annual Awards for Program Excellence

Entry Deadline: Thursday, June 15, 2017, Midnight ET

Each entry must include a completed entry form. Please complete a form for each entry your HFA is submitting. The completed entry form will become the first page of your entry.

This form is a fillable PDF. Type your information into the entry form and save it as a PDF. Please do not write on or scan the entry form. **Questions: Call 202-624-7710 or email awards@ncsha.org.**

Entry Title: Enter your entry's title exactly as you wish it to be published on the NCSHA website and in the awards program.

Category:

Subcategory:

Entry Summary: A 15-word (max) summary of the program, project, or practice you are entering.

HFA:

HFA Staff Contact:

Phone:

Email:

Visual Aids:

Are you mailing to NCSHA 10 copies of any visual aids that cannot be included in your entry PDF? Yes No

Payment:

My HFA is mailing a check to NCSHA.

My HFA is emailing the credit card authorization form to awards@ncsha.org.

MassHousing
MBE/WBE Diverse Business Organizations
Management Innovations – Operations

MassHousing's core mission is to improve the lives of Massachusetts residents by confronting the housing challenges facing the Commonwealth. The Agency broadens its impact by actively creating economic opportunities for organizations owned, operated, and controlled by minorities and women. MassHousing has advanced its efforts by actively connecting our borrowers and our management company's vendors with Minority Owned Business Enterprises (MBEs) and Women Business Enterprises (WBEs). This commitment creates new and enhanced contracting and sale opportunities for MBEs/WBEs that thrive to perform work with government entities they might not otherwise find.

MassHousing is unique among HFAs in electing to advance diversity and inclusion efforts in all aspects of our operations. Our construction, property management, and supplier partnerships have resulted in approximately \$121 million going to MBEs and WBEs in FY 2016. Our other initiatives have had a broad impact, touching many aspects of our business.

Our continued commitment to incorporating MBE/WBE goals into all aspects of our operations with our dedicated Diversity and Inclusion Division has furthered our mission to benefit residents.

Background

A Minority Business Enterprise (MBE) is a firm that is at least 51% beneficially owned, managed and controlled by a minority person(s). A minority person is defined under these categories: American Indian/Native American, Asian, Black, Eskimo/Aleut, or Hispanic.

A Women Business Enterprise (WBE) is a firm that is at least 51% beneficially owned, managed and controlled by a woman.

The certification of MBEs and WBEs is governed by the Massachusetts State Office of Minority and Women Business Assistance, a division of the State Office of Operational Services Division/Supplier Diversity Office.

MassHousing has had a long history of promoting equal opportunity since the 1970s. We have been recognized by *The Boston Business Journal* for making Boston business more diverse and inclusive. Our diversity and inclusion goals have consistently increased in scope. A dedicated Diversity and Inclusion Division ensures that all MassHousing's lending is aligned with our broader diversity goals.

MassHousing's MBE/WBE Program

The Agency's Diversity and Inclusion Division focuses its MBE/WBE program on three areas of impact. These include construction, property management, and supplier diversity. For each, MassHousing negotiates MBE/WBE utilization goals, given as a percentage, with developers,

general contractors and property management companies. The MBE and WBE goals may be different depending on location, size and scope of the project. The goals on projects within the City of Boston are usually higher in comparison to the rest of the Commonwealth.

Construction – MassHousing partners with developers that are utilizing MassHousing financing to hire both MBEs and WBEs and include Minority/Women workforces on all projects. The Agency negotiates and manages Equal Opportunity Construction Contracts with borrowers and their general contractors to establish MBE/WBE contracting goals and find opportunities.

For construction projects in the City of Boston, MassHousing works to set the goal for up to 30% of contractors and subcontractors to be MBEs and 10% to be WBEs. For the rest of the Commonwealth, the Agency recommends the target of up to 20% of construction contracts to go to MBEs and 10% to go to WBEs.

In FY 2016, MassHousing construction loans resulted in \$191 million of construction. Of this amount, \$41.5 million (22%) went to MBEs and \$18.9 million (10%) went to WBEs. MassHousing-financed construction projects were contracted with developers who used nine MBE/WBE subcontracts in stimulating economic growth to meet their goals.

Property Management – MassHousing partners with property management companies to create MBE/WBE vendor utilization goals for their operating expenditures. In the past three years, our property management companies across the Commonwealth have worked with over 1,100 MBE/WBEs for subcontracting purposes.

MassHousing works with our management companies to establish goals of having up to 28% of vendors be MBEs and 12% to be WBEs for property managers operating in the City of Boston. For those outside of the city, the annual goal is for up to 14% to be MBEs and 12% to be WBEs.

In FY 2016, the 424 rental housing communities MassHousing's loan portfolio generated approximately \$201.4 million in contracts for goods, services, and supplies. Of this amount, \$37 million (18%) went to MBEs and \$23 million (11%) went to WBEs.

Supplier Diversity – MassHousing encourages the participation of MBE/WBEs in its procurement of vendors. The Agency also voluntarily participates in the Massachusetts Supplier Diversity Program (SDP), and until recently, was the only quasi-public entity to do so.

In FY 2016, MassHousing expended \$12.9 million in its procurement of goods and services. Of this amount, \$465,658 (4%) went to MBEs and \$397,442 (3%) went to WBEs. As of the third quarter of 2017, MassHousing has already exceeded the 7% goal for dollars expended on MBEs for the year.

Trade Fairs

MassHousing sponsors annual trade fairs for MBE/WBEs to showcase their goods and services to general contractors, property management companies, resident associations, government agencies, and other private sector institutions. The Agency hosts two trade fairs – one in Boston and the other in Western Massachusetts – which have connected exhibitors with new business opportunities. The principal of a playground design and installation WBE participated in six MassHousing trade fairs which has resulted in contracts totaling \$325,000. The 27th annual trade fair in Boston, which occurred on June 8th, featured 115 exhibitors.

Management Company Awards Ceremonies

MassHousing holds an annual Awards Ceremony to acknowledge the efforts of management companies that show a strong commitment to partner with business owners within the Minority and Women Business owner community. The Agency has hosted the Awards Ceremony for over two decades.

Construction Contract Financing Program

MassHousing has established a \$1 million fund to address MBE/WBE construction contractors need for access to working capital. This fund enables MBEs/WBEs to competitively participate as subcontractors on MassHousing-financed construction projects.

Small Business Capacity Building Workshops

MassHousing has provided financial support for the Mel King Institute for Community Building to support its operations since it began in 2009. Named for the former Massachusetts State Representative Mel King, the MKI fosters vibrant and thriving communities by sponsoring trainings for community development professionals and serving as a clearinghouse for CDCs to pursue programs and projects and form strategic partnerships.