

CITY of BOSTON

EQUITY IN CITY CONTRACTS

FY26 City of Boston Supplier Diversity Update

Economic Opportunity and Inclusion | Supplier Diversity | Procurement

EQUITY IN CITY CONTRACTS: FY26 CITY OF BOSTON SUPPLIER DIVERSITY UPDATE

Prepared for

The People of the City of Boston

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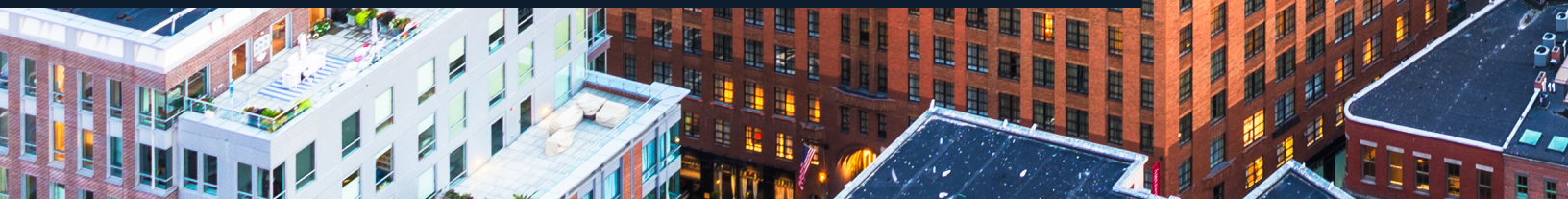


BACKGROUND

In 2021, the City published its first Disparity Study in 18 years. The report measured the *utilization* of certified diverse businesses in City contracts compared to their *availability* in the Boston market area. The study found statistical evidence of stark disparities in how City dollars were allocated. It made clear that structural reform was required to disrupt the conditions that contributed to economic inequities, resulting in diverse businesses being locked out of key government contract opportunities. That same year, the 2021 *Executive Order Establishing Equitable Procurement Goals in Support of Minority and Woman-Owned Businesses* established the Supplier Diversity Program and Citywide equitable program goals.

Fiscal Year 2026 marks five years since the publication of the study and the formal creation of the City's Supplier Diversity Program. The administration of Mayor Michelle Wu has focused on implementing systemic changes to address the gaps documented in the Disparity Study, developing policies and programs to advance equitable procurement and small-and-diverse business development. While the City has made significant progress—reaching as high as 15% in contract awards in FY23 and 12% spending in FY25— the City has yet to meet or exceed the goals identified in the Disparity Study.

This administration remains committed to transforming procurement systems, uplifting our diverse business community, and closing opportunity gaps. The City is in the process of completing an updated Disparity Study, which will give greater insight into progress, areas for improvement, and further recommendations for improving City contracting with diverse businesses.



INTRODUCTION

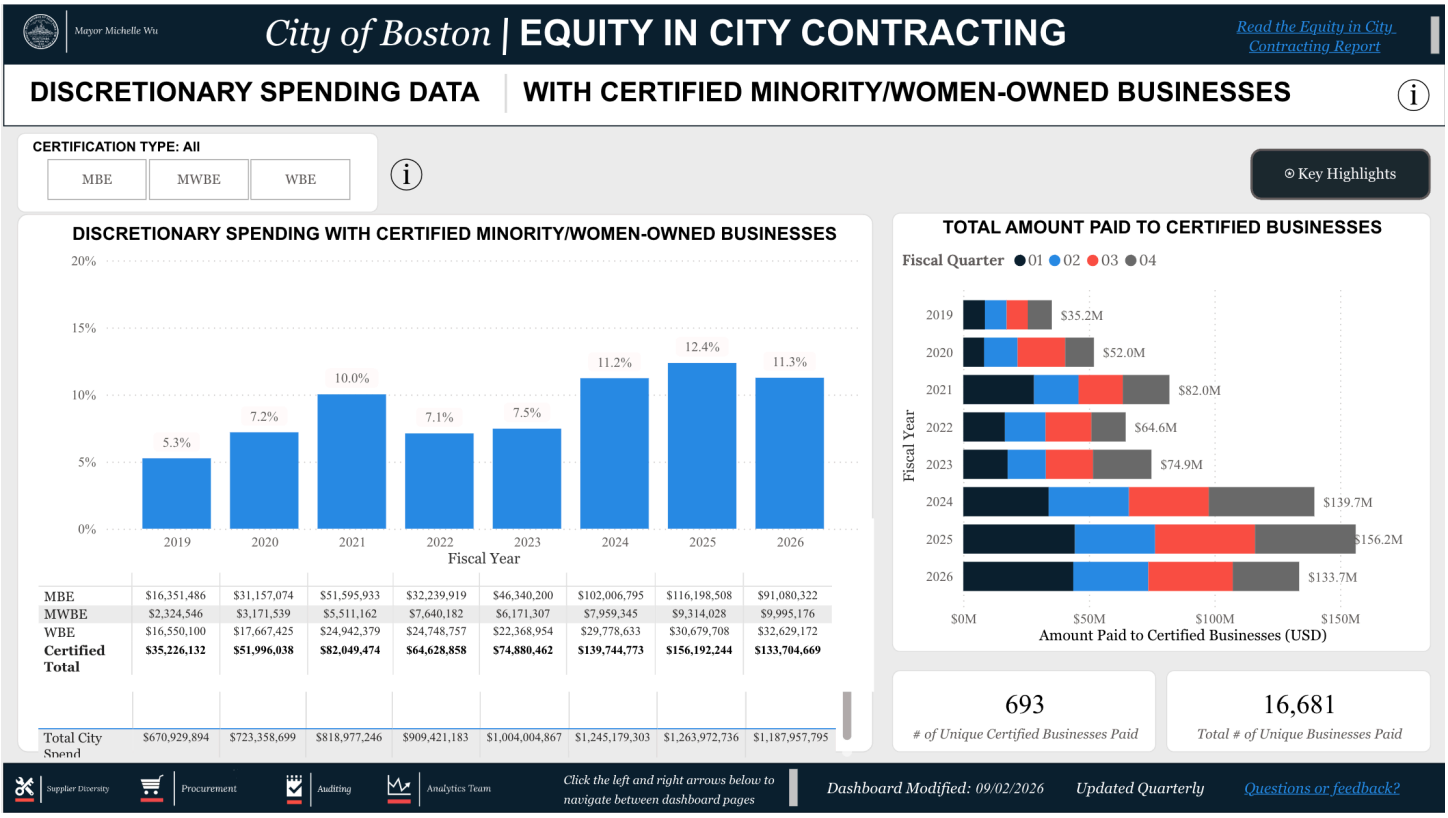
Over the last five years, the City has advanced policies and reforms, guided by state law that support a more equitable, transparent, and data-driven procurement system. Through thoughtful cross-collaboration between departments, the City of Boston has worked to systemically reform how it does business. To ensure the City continues this important work, in June, ***Mayor Wu signed an Executive Order Extending Equitable Procurement Goals in Support of Boston's Minority and Woman-Owned Businesses***, extending the programs and goals outlined in the 2021 Executive Order for an additional five years

This annual report provides an update on the City of Boston's Equitable Procurement Initiative, led by the City's Department of Supplier Diversity ("DSD") and Procurement Department. Data-driven insights on the City's equitable procurement and supplier diversity programs, tools, and initiatives demonstrate how the City has supported certified minority- and women-owned businesses and has enabled access to contracting opportunities for local firms. These departments continue to support the citywide adoption of supplier diversity programs detailed in this report.

EXECUTIVE SUMMARY

There are three main sections included in this report. ***Section 1*** discusses the City's Supplier Diversity Certification Program, providing a summary of the different types of certifications a business can apply for at the City of Boston. ***Section 2*** includes a comprehensive look at the City's award and spending activity, analyzing the total dollar value awarded (contract award) and the amount paid (spending) to suppliers and certified businesses. This year, contract award and spending with certified Minority-Owned Businesses (MBE and MWBE) and Women-Owned Businesses (WBE) are included. Finally, ***Section 3*** provides an overview of the City's Supplier Diversity programs and initiatives.

This report features stories and spotlights that are real life reflections of the City's progress towards making City contracting more accessible and equitable. They include certified businesses that have worked or currently have a contract with the City as well as City departments excelling in utilizing equitable procurement practices and working with certified businesses.



Please note that the data showcased on the Equity in City Contracting Dashboard can fluctuate daily.

EQUITY IN CITY CONTRACTING DASHBOARD

All the data provided in this report can be viewed in the public Equity in City Contracting Dashboard. The dashboard reports on the information included in this report while allowing users to search, filter, and drill down to contract award and spending transactions at a higher level of granularity. The City is committed to providing accurate and transparent data on its progress and will continue to update the dashboard on a quarterly basis.

KEY INSIGHTS

For Fiscal Year (FY) 2026 (July 1, 2025 to June 30, 2026), the City of Boston broadly achieved the following results:

1

THE CITY SPENT $133.7 MILLION WITH CERTIFIED MINORITY- AND WOMEN-OWNED BUSINESSES (MBES, MWBES, AND WBES).

This represents 11% of all City of Boston discretionary spending. Spending with women-owned business enterprises was the highest ever at $32.6 million.

2

THE CITY AWARDED A TOTAL OF $115.4 MILLION TO CERTIFIED MINORITY- AND WOMEN-OWNED BUSINESSES (MBES, MWBES, AND WBES).

This represents 10% of all contract award value ($1.16 billion).

3

CONSISTENT USE OF INCLUSIVE QUOTE CONTRACTS (IQC):

The IQC procurement method, introduced in June 2023, allows City officials to use written quote process to procure higher values of supplies and services up to $250,000 when purchasing from certified small, local, disadvantaged businesses. The City has awarded 26 IQC contracts in FY26 with a steady value of $3.8 million.

4

MEASURABLE INCREASE IN THE NUMBER OF CERTIFIED BUSINESSES:

DSD certified 196 new businesses. In FY26, there were 1,076 businesses with active certifications in the Certified Business Directory, a 4% increase from the previous fiscal year.

5

THE CITY CONTINUED CAPACITY-BUILDING SUPPORT FOR CERTIFIED BUSINESSES:

In 2026, 27 businesses participated in the Department of Supplier Diversity's Supplying Capital and Leveraging Education (SCALE) program. They completed technical assistance programs and each received up to $200,000 in grant funding. Since completing their TA programs in Fall 2025, five SCALE businesses have won 14 City contracts and one space lease, totaling $7M in contracting awards.

SECTION 1

Supplier Diversity Certification

I. CERTIFICATION TYPES AND PROCEDURES

The Department of Supplier Diversity is responsible for processing certification applications and maintaining the City's Directory of Certified Businesses.

Figures 1-1 to 1-3 provide an overview of the different certification types offered and recognized, as well as the eligibility criteria a business must meet to qualify for each certification.

FIGURE 1-1: OWNERSHIP-BASED CERTIFICATION TYPES*

CERTIFICATION TYPE**	CRITERIA
Minority Business Enterprise (MBE)	51% or more is owned by a person of color
Woman Business Enterprise (WBE)	51% or more is owned by a woman
Minority and Woman Business Enterprise (MWBE)	51% or more is owned by a woman of color

*Businesses applying for ownership-based certifications are evaluated based on the process and procedures outlined in the City's Supplier Diversity Program Certification Regulations.
**Throughout the report, this group of certifications are referred collectively as Minority- and- Women-Owned Businesses or by the shorthand M/WBE.

FIGURE 1-2: SIZE AND LOCATION-BASED CERTIFICATION TYPES*

CERTIFICATION TYPE	CRITERIA
Small Business Enterprise (SBE)	The Small Business Administration (SBA) assigns a size standard to each NAICS code (type of economic activity). The City of Boston uses a size standard that is 75% of the SBA average gross receipts of sales standard and also fewer than 20 employees.
Small Business Local Enterprise (SLBE)	An SBE that is located in Boston.

*Businesses applying for S/LBE certifications are evaluated based on a 2003 Executive Order on Small and Local Business Development signed by then-Mayor Thomas M. Menino.

FIGURE 1-3: OTHER CERTIFICATION TYPES*

CERTIFICATION TYPE	CRITERIA
Veteran-Owned Small Business Enterprise (VOSB)	A small business owned by a veteran of the American armed forces.
Service Disabled Veteran Owned Business Enterprise (SDVOBE)	A small business owned by a veteran with a disability incurred or aggravated in line of duty in the active military, naval, or air service.

*The City of Boston does not directly certify businesses as Veteran-Owned Small Business Enterprise (VOSB) or Service Veteran Owned Business Enterprise (SDVOBE). However, DSD actively conducts outreach and recognizes businesses that have been certified under those designations by the U.S. Small Business Administration or the U.S. Department of Veterans Affairs. These businesses are included in the Certified Business Directory.

II. BUSINESS CERTIFICATION

In FY26, 1,076[1] businesses held active certifications with the City of Boston. Over the fiscal year the City certified 196 new businesses across the various certification types.

It is important to note that when added, the number of active certifications in a given fiscal year in each certification category above (i.e. MWBE, SLBE, VBE, etc.) may not be equivalent to the count of total active certified businesses for that fiscal year. This is because businesses may apply for multiple types of certification across both ownership and size/location-based categories. For example, a business can be both an MBE and an SBE.

The total and new SBE and SLBE certifications in Figures 1-4 and 1-5 count businesses only certified as either SBE or SLBE. It does not count businesses that have multiple certification designations. The actual total number of SBEs and SLBEs in the directory at any given time is higher than the number of SBE-only and SLBE-only totals.

FIGURE 1-4: TOTAL ACTIVE CERTIFICATION BUSINESSES BY FISCAL YEAR AND TYPE

FY	MBE	MWBE	WBE	SBE	SLBE	VBE[2]	TOTAL
2021	155	76	157	9	15	10	412
2022	230	145	191	11	22	14	599
2023	325	230	219	9	25	16	808
2024	351	264	242	14	29	16	916
2025[3]	402	314	261	22	42	19	1,037
2026*	**412**	**320**	**302**	**14**	**23**	**20**	**1,076**

FIGURE 1-5: NEW CERTIFICATIONS BY FISCAL YEAR AND TYPE[4]

FY[5]	MBE	MWBE	WBE	SBE	SLBE	VBE	TOTAL
2021	44	31	47	1	2	0	125
2022	73	67	34	2	7	2	183
2023	80	71	24	2	4	0	181
2024	79	60	54	5	8	0	209
2025	79	69	43	8	10	5	207
2026*	**66**	**57**	**69**	**2**	**2**	**3**	**196**

[1] This number fluctuates daily. Please refer to the Certified Business Directory dashboard for live updates.
[2] VBE refers to businesses designed as either a Veteran Owned Small Business Enterprise (VOSB) or Service Disabled Veteran Owned Small Business Enterprise (SDVOSB).
[3] Starting in FY25, a new method was used to calculate the total active certifications per fiscal year. Certification records were reviewed to determine which businesses were certified at any point during the fiscal year. A certification is considered "active" if certification was valid at some point in the given fiscal year. FY21-FY24 values are consistent with methodology used in previous reports.
[4] These values reflect new businesses that became certified for the first time. They do not include newly re-certified businesses that elected to renew certification before expiration.



SELIA HERRERA
Owner of Las Palmas Restaurant

CERTIFIED BUSINESS SPOTLIGHT

LAS PALMAS RESTAURANT

MWBE, SBE

When Seila Herrera opened Las Palmas in 2016, the idea was to serve Dominican and Caribbean food that tasted like home. Beginning as a takeout-only operation, Las Palmas relied largely on individual lunch and dinner orders. As Herrera looked for ways to reach more customers, she began expanding into catering, a shift that opened new possibilities for the business:

"With catering services, there were more opportunities than trying to just focus on takeout only," says Herrera.

During those early years, Seila reached out to the City's Office of Economic Opportunity and Inclusion (formerly Economic Development team) looking for guidance. The connection helped her understand how Las Palmas could become certified, register as a City vendor, gain greater exposure, and begin building relationships across City government.

For Las Palmas, certification created an important new customer base. Once the restaurant was established as a City vendor, departments looking for food for meetings, programs, and community events could purchase catering directly from the business. Over time, those opportunities introduced Las Palmas to offices across the City and allowed Seila to demonstrate that a restaurant that began selling meals one plate at a time could also serve hundreds of residents at a major public event.

One of the most meaningful of those opportunities has been Boston's Hispanic Heritage Month celebration for older residents, which Las Palmas has catered for three consecutive years and has served more than 650 guests.

"Helping the elderly at Hispanic Heritage, and honoring them, and making sure they feel that the community is there to help them. That has been one of the greatest events that I have done in the City," says Herrera.

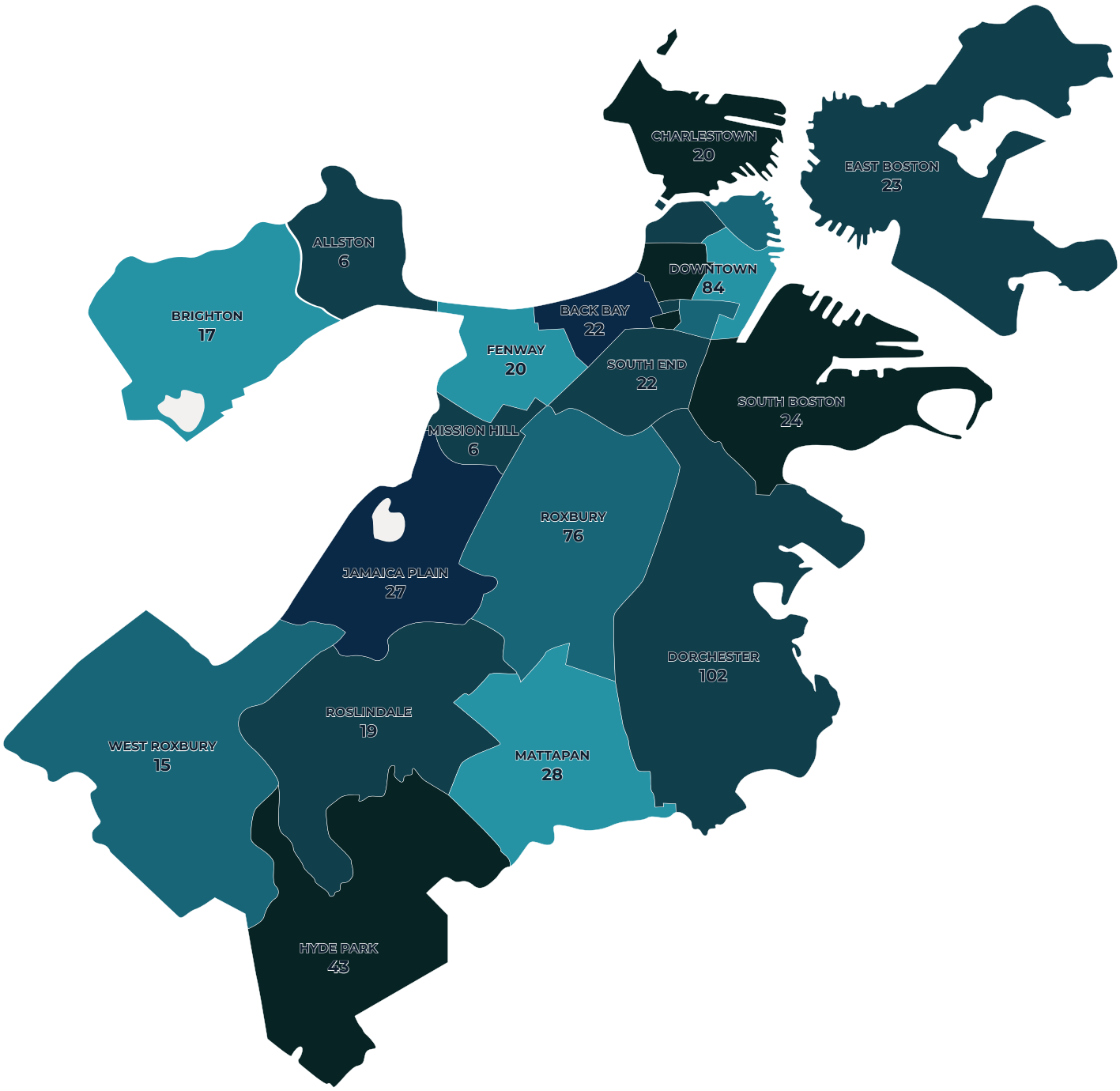
Since securing work with the City, Las Palmas has expanded beyond the public sector into providing food for universities like Harvard University and the Massachusetts Institute of Technology (MIT). For Seila, that growth remains connected to the reason Las Palmas began in the first place: feeding people in a way that feels familiar, generous, and rooted in community. City opportunities have allowed the restaurant to bring that experience to larger tables across Boston while giving Las Palmas new tools to imagine what comes next. As Seila puts it:

"Just keep being persistent, get certified, work with each department, and just keep trying every day."

III. CERTIFIED BUSINESS DIRECTORY CHARACTERISTICS

The Certified Business Directory reflects the robust nature of Boston's small and diverse businesses. Figure 1-6 details a map of Boston's neighborhood boundaries and the number of certified businesses located in Boston-proper[5]. Of the 1,076 certified businesses in the Directory in FY26, 556 businesses (52%) are located within the Boston neighborhood boundaries. The neighborhoods with the largest number of certified businesses are Dorchester (102 businesses) and Downtown (84 businesses).

FIGURE 1-6: CERTIFIED BUSINESSES BY BOSTON NEIGHBORHOOD



[5] This map does not include all businesses in the Certified Business Directory. There are many certified businesses located outside of the City of Boston that are not featured on this map.



The City's certified business directory features a wide range of businesses in the Boston area and beyond with various trades and specialties. Figure 1-7 details the top ten industries, identified by NAICS codes, that comprised the certified business directory in FY26[6]. This table is limited to the 10 industries with the highest number of certified businesses. Additional industries can be found in the directory. In FY26, administrative management and general management consulting services was the top industry in the City's directory, with 142 individual businesses operating in this industry.

FIGURE 1-7: NUMBER OF CITY OF BOSTON CERTIFIED BUSINESSES BY INDUSTRY[7]

INDUSTRY	NUMBER OF CITY-CERTIFIED BUSINESSES
541611 - Administrative Management and General Management Consulting Services	142
541613 - Marketing Consulting Services	95
561720 - Janitorial Services	92
541618 - Other Management Consulting Services	89
238320 - Painting and Wall Covering Contractors	86
541310 - Architectural Services	81
541330 - Engineering Services	77
541511 - Custom Computer Programming Services	65
236220 - Commercial and Institutional Building Construction	59
541430 - Graphic Design Services	58

[6] NAICS codes stand for North American Industry Classification System - they are six digit numbers used by government agencies to classify businesses by their primary economic activity. Certified businesses may choose multiple NAICS codes as industry identifiers when they certify their business. Thus, some businesses may overlap in the table with multiple industries.
[7] Top industry categories may fluctuate on a year-to-year basis. This is primarily due to active certifications expiring and businesses choosing to not get re-certified. The number of businesses in each category may fluctuate because of this, as well.

DEPARTMENT SPOTLIGHT

Boston Centers for Youth and Families

The Boston Center for Youth and Families (BCYF) serves as a vital community engine for the City of Boston, operating over 30 community centers and pools that act as neighborhood hubs for families, youth, and seniors.

BCYF strengthens Boston's youth and families through meaningful relationships and programming, delivering everything from workshops and classes to specialized offerings like free aqua cycling and fitness classes. The department's staff views equity as a core value that naturally aligns with the diverse communities they serve. As Naida Faria, Director of Administration and Finance for BCYF states:

"Having supplier diversity is normal to us... inclusion is almost like something that we don't have to think about."

In FY26, BCYF translated this mindset into measurable equitable procurement success, directing 38% of its total departmental spend and 17% of its contract awards to certified minority-, women-, and veteran-owned businesses. A major driver of this progress lies in how BCYF handles smaller procurements under $10,000 that don't require processes like Requests for Proposals (RFPs) or Invitations for Bids (IFBs). Rather than relying on the familiar, team members regularly consult the City's Certified Business Directory and manage their own outreach:

"We tend to make sure that we have our own vendor outreach list, we update it every year, and we make sure that the opportunities are out."

This proactive approach extends to larger service needs, as highlighted by BCYF's recent success with its Camp Joy program, which provides specialized summer activities for children with disabilities. Looking to streamline contract opportunities for certified partners, in FY26 BCYF worked to transition its transportation procurement from a traditional Invitation for Bids to an IQC which was released in FY27. Two years prior, BCYF staff had encouraged local vendor PN Transportation to register with the City's Supplier Diversity Directory. That early relationship, paired with the accessible IQC process, enabled PN Transportation to successfully secure the award. The vendor delivered exceptional services to youth with disabilities, proving how intentional outreach paired with flexible procurement tools directly elevates diverse businesses while delivering high-quality services to Boston residents.

IV. PARTNERSHIP

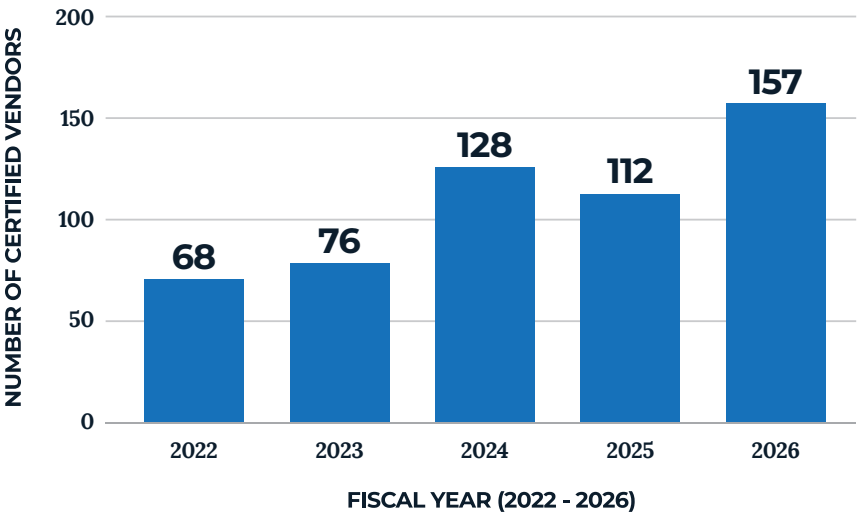
DSD has sought and entered into partnerships with other certification organizations in the Commonwealth to increase the number of businesses directly certified by the City. To date, DSD has partnered with the following organizations:

- Commonwealth of Massachusetts Supplier Diversity Office (SDO)[8]
- City of Cambridge Community Development Department (CDD)
- Center for Women and Enterprise (CWE)

These partnerships allow the City of Boston to collaborate and work with other organizations while providing access to more small and diverse firms. The City's partnership with other certification agencies has helped to increase the total number of certified businesses in the Greater Boston Area and help businesses access and participate in even more contract opportunities, resulting in the growth of eligible firms in the certified business directory.

Figure 1-8 illustrates the number of businesses that were certified with the City of Boston as a result of the City's partnership with the SDO. These businesses were originally certified by the SDO and took advantage of the streamlined certification process by applying for City-certification with their SDO certification letter. Since the SDO and DSD partnered in 2022, DSD has certified 385 new businesses and opened the doors for even more vendors to access City contracts.

FIGURE 1-8: NUMBER OF SDO/CITY OF BOSTON CROSS-CERTIFIED BUSINESSES



[8] The agreement between DSD and SDO only applies to businesses certified as M/WBEs and to the overlapping categories certified by both entities.





SHANA BRYANT
Owner of Manifested Events

CERTIFIED BUSINESS SPOTLIGHT

MANIFESTED EVENTS

MWBE

Nearly 10 years ago, Shana Bryant turned a skill she had developed through years of community organizing, volunteer work, and operations management into Manifested Events, an MWBE certified event production firm. Based out of Grove Hall, the firm specializes in community and economic development, placemaking, and large-scale public programming. Today, Bryant and her team produce events ranging from conferences and celebrations to street activations serving thousands of residents throughout greater Boston.

In 2021, a friend sent Bryant an opportunity to produce what would become Open Streets Boston. She had been certified with the City since 2019, but had never submitted a bid for a City opportunity. She decided to pursue it, submitting her first bid, which fundamentally changed the trajectory of her business.

"Rather than just a revenue-generating business, we've become a profitable business because of it," says Bryant.

This contract has given Bryant greater ability to predict revenue and make longer-term investments. The capacity created through the contract extends well beyond Manifested Events. Bryant estimates that over the past five years, the company has directed more than $3 million to other small businesses, at least 75% of which are women- or minority-owned. Open Streets, which welcomes more than 160,000 community members, has engaged more than 1,000 vendors and programming partners.

"Over the last five years, we've been able to move over $3 million into small, local businesses, which is really important for me," says Bryant.

By the end of 2026, Manifested Events expects to have produced 24 Open Streets events, transforming streets across Boston into places for people to gather, discover local businesses, and experience their neighborhoods differently. Now, Bryant is thinking about how far that model can travel.

Her goal is to bring Manifested Events' approach to community-centered placemaking and economic development to cities and business districts beyond Boston, creating opportunities for hundreds of entrepreneurs, vendors, and community partners.

SECTION 2

Overview of Contract Award and Spend Data

OVERVIEW

Procurement contracts[9] are an important tool for building the capacity, reputation, and experience of local, small, and diverse businesses. Awarding contracts to Boston's small businesses can support their financial growth and ability to grow large enough to hire more Boston residents, pay family-sustaining wages, provide meaningful benefits, and stabilize neighborhoods. In addition, the participation of more new businesses in the City's bidding processes signals a healthy procurement system—increasing competition and reducing costs.

This section provides an overview of procurement *contract awards* (competitive and limited competition)[9] and *discretionary spending* (see definitions in Figure 2-1 and Appendix C). It first reviews the City's overall procurement activity, and then delves deeper into the City's performance with certified minority- and women-owned businesses ("M/WBEs")[10]. While this report provides an annual snapshot, the Equity in City Contracting Dashboard is updated quarterly.

FIGURE 2-1: IMPORTANT REPORTING DEFINITIONS: CONTRACT AWARD & DISCRETIONARY SPENDING

	DEFINITION
Contract Award	A contract is an agreement between the City of Boston and a business to acquire supplies or services over $10,000. Contract awards are the total dollar value of a contract that a given supplier has been selected for. The supplier can be paid **up to** that amount over the life of the contract. The City reports the total not-to-exceed amount of the contract at the beginning of the effective period of the contract. This effective period for a contract can extend over multiple fiscal years. For procurements at $10,000 or under, no formal contract is created. City departments conduct market research and consider multiple suppliers before issuing a purchase order for a good or service.
Discretionary Spending	Discretionary spending is the total value of payments in a given fiscal year under: • a contract (over $10,000) or • a purchase order ($10,000 or under) This includes procurements where there is competition and discretion over choosing a supplier. Discretionary spending does not include mandatory or fixed obligations, such as payment of employee benefits.

ROADMAP: FROM CONTRACT AWARD TO DISCRETIONARY SPENDING



CONTRACT BEGINS
Company A is awarded a contract ***up to $100,000***.
Contract dates: July 1, 2018 - July 30, 2021

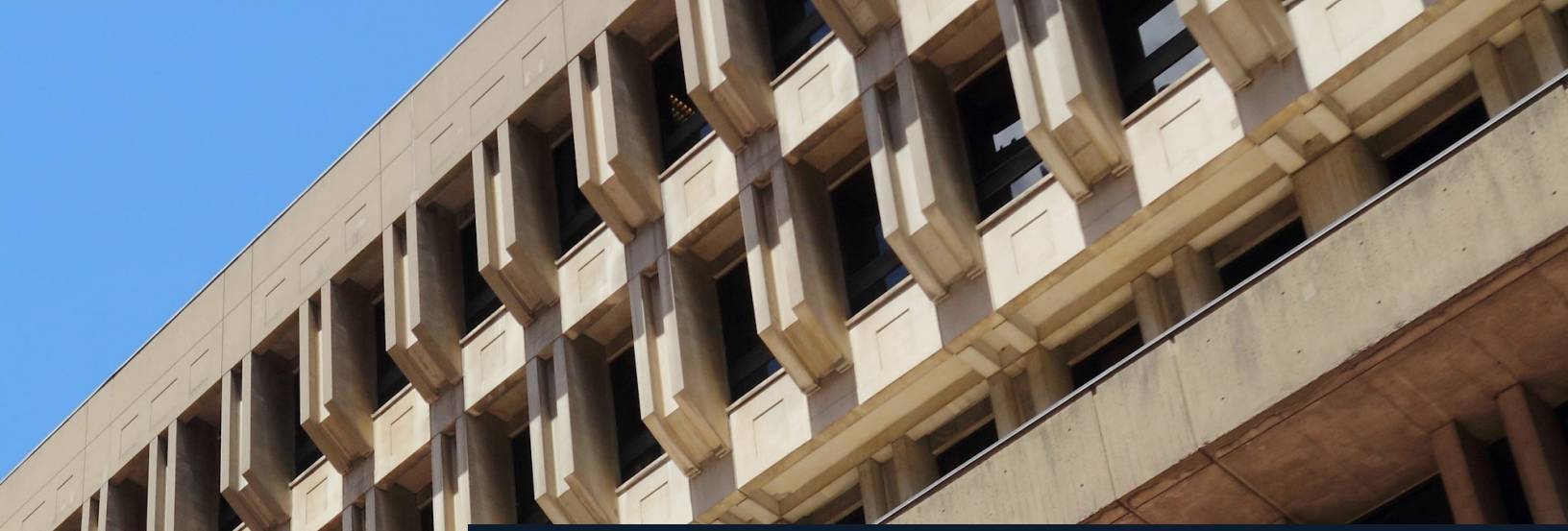
FY19
Company A performs $20,000 worth of services.

FY20
Company A performs $25,000 worth of services.

FY21
Company A performs $10,000 worth of services.

DISCRETIONARY SPENDING
Company A spent a ***total of $55,000 over 3 years*** (FY19 + FY20 + FY21).
$45,000 is unspent at the end the contract because that work was not needed/performed.

[9] For the purposes of reporting on the City's award and spending, the definition of "procurement contracts" is **any agreement(s) between the City of Boston and a supplier to acquire supplies or services of over $10,000**, which follow a *competitive* or *limited competition* procurement process. Procurement contracts do not include grants with non-profits, government-to-government agreements, loans, health insurance, and revenue contracts. See Appendix C for more information on the City's procurement contracts.
[10] The certified businesses this report tracks are in the categories of Minority Business Enterprise (MBE), Minority- and Women-owned Business Enterprise (MWBE), Women Business Enterprise (WBE). "M/WBE" covers all of Minority Business Enterprise (MBE), Minority- and Women-owned Business Enterprise (MWBE), and Women Business Enterprise (WBE).



THE DATA IN CONTEXT

Due to contract amendments and data reconciliation, **procurement data exhibits minor degrees of fluctuation from year to year**. Therefore, the contract award and discretionary spending reported for previous fiscal years may vary slightly from past "Equity in City Contracting" reports. The City has included updates to data in prior fiscal years to provide the most accurate picture of awards and payments. Three additional notes about the data are:

1. **These numbers *do not reflect* the total amount of contracts awarded to all minority- and women-owned businesses**, as many of these types of businesses may have been awarded a contract with the City but are not certified[11]. The data in this report only incorporates businesses certified with the City's Department of Supplier Diversity ("DSD") and/or the Commonwealth's Supplier Diversity Office ("SDO").

2. **Subcontracts[12] may also contribute to total awards and spending with certified businesses, but are not included in this data.** The data disclosed in this report only captures awards and spending through the City's prime contracts.

3. At this time, **the report does not contain detailed information on race/ethnicity**, i.e. if a business is Black-owned or Asian-owned. In March 2025, DSD signed a data-sharing agreement with SDO. As part of the agreement, the City and State will exchange race and ethnicity information for certified Minority-Owned Businesses (MBEs). The City looks forward to adding this information to future reports.

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[11] Through the supplier registration process, businesses have the option to indicate whether they believe they are eligible for Supplier Diversity Certification. DSD conducts outreach to these businesses to encourage them to get certified.

[12] Subcontracts are formed when a prime contractor, who has been awarded a contract by the City, hires a business to complete a portion of the work required by that contract. Indirect spending with diverse businesses occurs when the prime contractor hires a certified business (MBE, MWBE, or WBE) to perform work on a City-awarded contract. For example, the City may award Firm A, which is not certified, a $100,000 contract to produce a research report. Firm A may then hire Firm B, an MBE, to produce the design of that report. Our data only reflects the original $100,000 contract awarded to Firm A, and will not capture that a certified vendor also worked on the project.

OVERALL PROCUREMENT ACTIVITY

The City awards contracts contingent on operational need and on budget availability and allocation. Additionally, as mentioned above, contracts can extend over multiple fiscal years; the City reports on the total award value of the contract at the start of the contract.

For all of the above factors, contract award value can fluctuate year over year. For example, in our FY24 Equity in City Contracting Report, we noted that the City awarded a series of large multi-year contracts in that fiscal year, such as transportation services for Boston Public Schools. These large awards contributed to the overall increase in contract award value from $1.1B in FY23 to $1.9B in FY24. In FY25, total contract award value remained steady due to large multi-year operational contracts in areas such as trash collection and snow plowing and due to large one-time construction projects.

In FY26, total contract award value to all businesses is in line with award values in FY23 and almost $800 million less than the total amount awarded in each of the past two fiscal years. The number of contracts to all businesses is also down from previous fiscal years at 1,601 total contracts awarded, as shown below in Figures 2-2 and 2-3.

FIGURE 2-2: TOTAL CONTRACT AWARD VALUE AWARDED TO ALL BUSINESSES

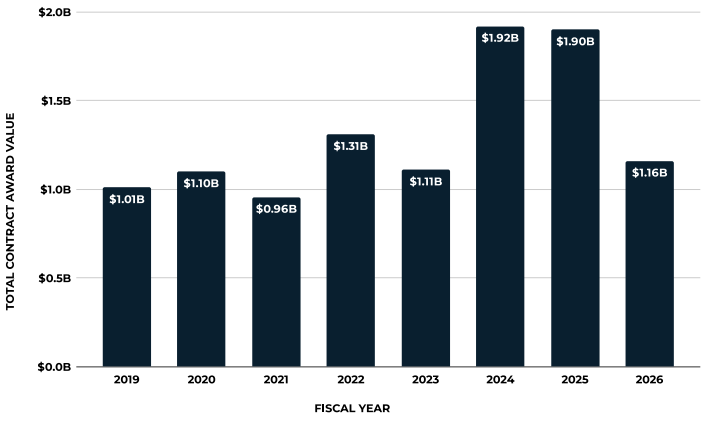


FIGURE 2-3: TOTAL CONTRACTS AWARDED TO ALL BUSINESSES

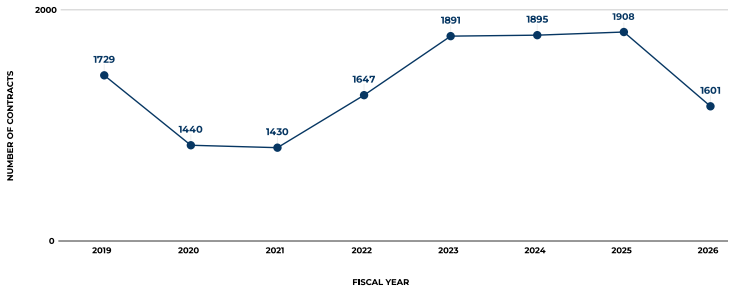
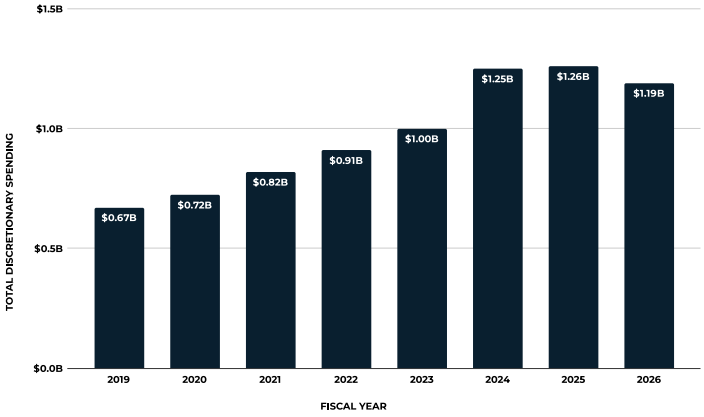


FIGURE 2-4: TOTAL DISCRETIONARY SPENDING WITH ALL BUSINESSES



Payments are made over the effective period of the contract, as work is performed and as goods and services are needed. As a result, discretionary spending does not tend to fluctuate as dramatically as contract award value. Total discretionary spending for FY26 is relatively even with the previous two fiscal years at $1.19 billion dollars. Figure 2-4 shows the City's total discretionary spending in FY26 and previous fiscal years.



CONTRACT AWARD AND DISCRETIONARY SPENDING WITH CERTIFIED BUSINESSES

The following sections detail the number and value of awarded contracts, as well as discretionary spending with certified businesses. For the first time, this report also includes data for Women-Owned Businesses (WBEs).

I. CONTRACT AWARD VALUES WITH CERTIFIED MINORITY- AND WOMEN-OWNED BUSINESSES

In FY26, procurement contracts awarded to certified minority- and women-owned businesses (M/WBEs) ***totaled $115.4 million*** or ten (10%) percent of all contract award values in this time period.

FIGURE 2-5: AWARD VALUE AND CONTRACTS ACROSS M/WBE (MBES, MWBES, & WBES) CERTIFICATION TYPES[13]

FISCAL YEAR	NUMBER OF CERTIFIED CONTRACTS	PERCENTAGE OF ALL CONTRACTS	CERTIFIED CONTRACT AWARD VALUE	TOTAL CONTRACT AWARD VALUE	PERCENTAGE OF ALL AWARD VALUE
2019	121	7%	$89.7 million	$1.01 billion	9%
2020	111	8%	$67.4 million	$1.10 billion	6%
2021	127	9%	$81.6 million	$955.9 million	9%
2022	153	9%	$85.5 million	$1.31 billion	6%
2023	181	10%	$161.3 million	$1.11 billion	15%
2024	230	12%	$240.7 million	$1.92 billion	13%
2025	228	12%	$234.9 million	$1.90 billion	12%
2026	**199**	**12%**	**$115.4 million**	**$1.16 billion**	**10%**

[13] Percentages in this figure are rounded to the nearest whole number.

Figure 2-6 represents the award value for procurement contracts awarded to certified M/WBEs from FY19 to FY26. As stated earlier, award values represent the total dollar value of a contract that a given business is awarded. This dollar value is the maximum the business could be paid over the life of the contract.

While the gross certified award value to minority- and women-owned businesses has decreased from FY25, so too did the total award value for all contracts, decreasing from $1.9 billion to $1.16 billion. Consequently, the percentage of this amount awarded to certified minority- and women owned-businesses has only slightly dropped to 10% of all contract award value, as shown in Figure 2-7.

FIGURE 2-6: CONTRACT AWARD VALUE TO M/WBE (MBES, MWBES, & WBES) CERTIFIED BUSINESSES

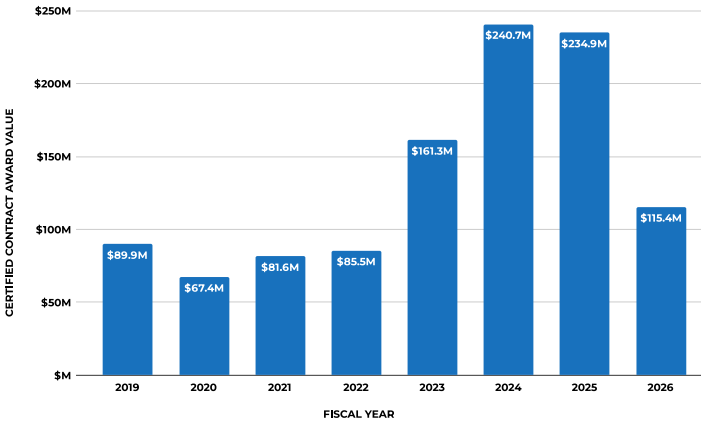
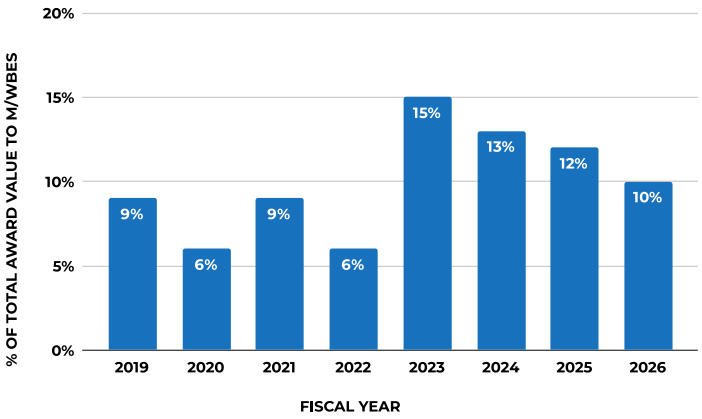
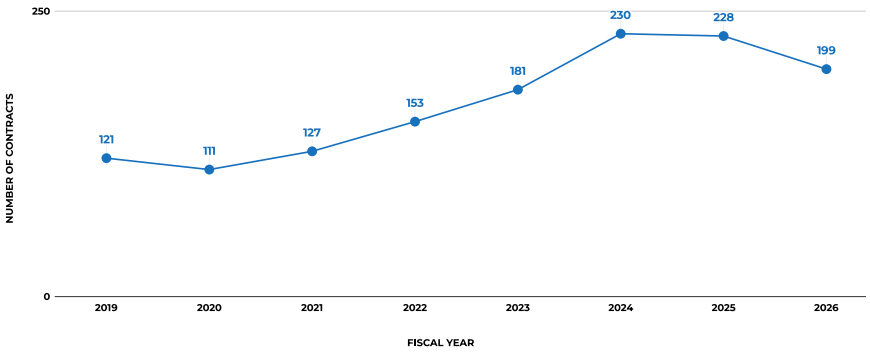


FIGURE 2-7[14]: PERCENTAGE OF TOTAL CONTRACT AWARD VALUE TO M/WBE (MBES, MWBES, & WBES) CERTIFIED BUSINESSES



As mentioned above, the City also awarded fewer contracts overall (1,601 contracts in FY26, down from 1,908 in FY25). Figure 2-8 shows the number of contracts awarded to certified minority- and women-owned businesses. In FY26, the City awarded 199 contracts to minority- and women-owned businesses. While this is down from 228 contracts awarded to M/WBEs in FY25, the percentage of all contracts awarded to M/WBEs remains at 12%, consistent with FY24 and FY25.

FIGURE 2-8: TOTAL NUMBER OF CONTRACTS AWARDED TO CERTIFIED MINORITY- AND WOMEN-OWNED (MBE, MWBE, AND WBE) BUSINESSES



In FY26, **34 certified minority- and women-owned businesses received a City contract for the first time, totaling $17.5 million in contract award value.** This includes 19 businesses certified by the City's Office of Supplier Diversity and 15 businesses certified by the State's Supplier Diversity Office. This number also includes four businesses who previously received City grants supporting certified businesses, such as the Contracting Opportunity Fund, the SCALE program, among other grants geared towards small businesses.

[14] Percentages in this figure are rounded to the nearest whole number.

II. DISCRETIONARY SPEND WITH CERTIFIED MINORITY- AND WOMEN-OWNED BUSINESSES

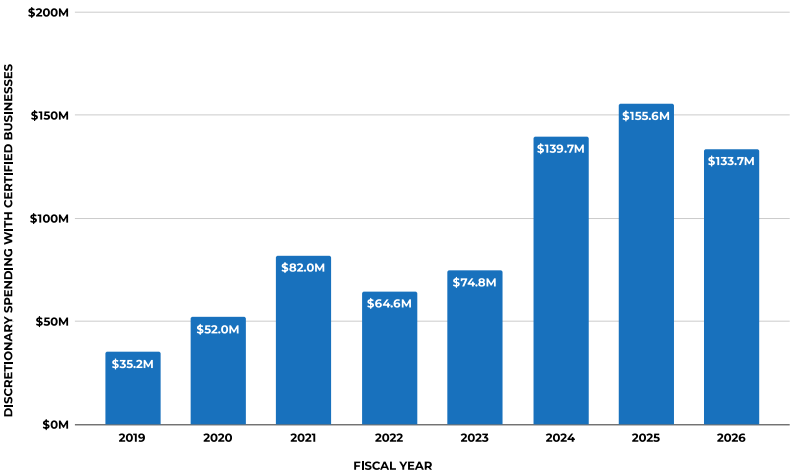
In FY26, the City paid certified minority- and women-owned businesses (M/WBEs) ***a total of $133.7 million or 11% of its overall spending***. These payments were for contracted work awarded from contracts in FY26 or previous fiscal years. Figure 2-9 shows the total dollar value of discretionary spending with certified M/WBEs as compared to the share of overall discretionary spending.

FIGURE 2-9: AWARD VALUE AND CONTRACTS ACROSS M/WBE (MBES, MWBES, & WBES) CERTIFICATION TYPES[15]

FISCAL YEAR	DISCRETIONARY SPEND WITH MBES, MWBES, AND WBES	TOTAL DISCRETIONARY SPENDING	PERCENTAGE OF DISCRETIONARY SPENDING WITH MBES, MWBES, AND WBES
2019	$35.2 million	$671.0 million	5%
2020	$52.0 million	$723.4 million	7%
2021	$82.0 million	$819.0 million	10%
2022	$64.6 million	$909.4 million	7%
2023	$74.8 million	$1.0 billion	8%
2024	$139.7 million	$1.25 billion	11%
2025	$155.6 million	$1.26 billion	12%
2026	**$133.7 million**	**$1.19 billion**	**11%**

Below, Figure 2-10 represents the dollar value of what the City paid to certified M/WBEs for FY19 through FY26 from contracts that were awarded in that or previous fiscal years.

FIGURE 2-10: DISCRETIONARY SPENDING WITH CERTIFIED M/WBES (MBE, MWBES, & WBES)



Additionally, in FY26 the City worked with **43 certified minority- and women-owned businesses for the first time**, spending a combined total of **$1.3 million** with these businesses to provide services such as training, school transportation, technical assistance, and janitorial services. Of these businesses, 24 were certified through the City's Office of Supplier Diversity, with the remainder certified with the Commonwealth's Supplier Diversity Office.

[15] Percentages in this figure are rounded to the nearest whole number.



III. CONTRACT AWARD VALUES WITH CERTIFIED MINORITY-OWNED BUSINESSES

In FY26, ***contract award values to certified minority-owned businesses (MBE, MWBE) totaled $93.2 million*** in FY26, or 8% of all contract award values in this time period.

Figure 2-11 below shows awards to certified minority-owned businesses by fiscal year, expressed as both a dollar value and as a share of the total value of all awards to all businesses. Likewise, the figure shows the number of individual contracts awarded to certified minority-owned businesses as well as the share of all contracts that value represents. As noted in Figure 2-11, the percentage of all contracts awarded to certified minority-owned businesses increased to 8% in FY26. Additionally, the percentage of award value awarded to certified minority-owned businesses remained relatively even with FY24 and FY25 at 8% of all contract award value, as demonstrated in Figures 2-12 and 2-13.

FIGURE 2-11: AWARD VALUE AND AMOUNT OF CONTRACTS AWARDED TO CERTIFIED MINORITY-OWNED BUSINESSES (MBE, MWBE)[16]

FISCAL YEAR	NUMBER OF CERTIFIED CONTRACTS	PERCENTAGE OF ALL CONTRACTS	CERTIFIED CONTRACT AWARD VALUE	TOTAL CONTRACT AWARD VALUE	PERCENTAGE OF ALL AWARD VALUE
2019	64	4%	$50.3 million	$1.01 billion	5%
2020	52	4%	$42.3 million	$1.10 billion	4%
2021	69	5%	$61.5 million	$955.9 million	6%
2022	66	4%	$64.9 million	$1.31 billion	5%
2023	89	5%	$136.2 million	$1.11 billion	12%
2024	116	6%	$168.2 million	$1.92 billion	9%
2025	129	7%	$169.6 million	$1.90 billion	9%
2026	**127**	**8%**	**$93.2 million**	**$1.16 billion**	**8%**

[16] Percentages in this figure are rounded to the nearest whole number.

FIGURE 2-12: CONTRACT AWARD VALUE TO CERTIFIED MINORITY-OWNED (MBES AND MWBES) BUSINESSES

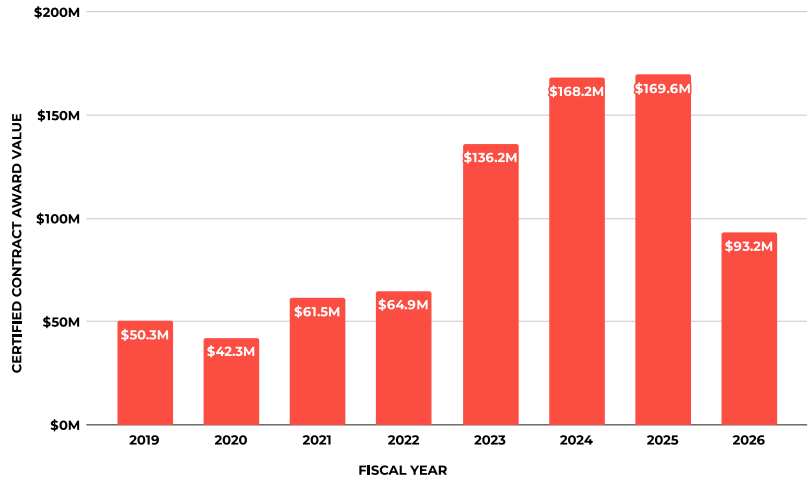
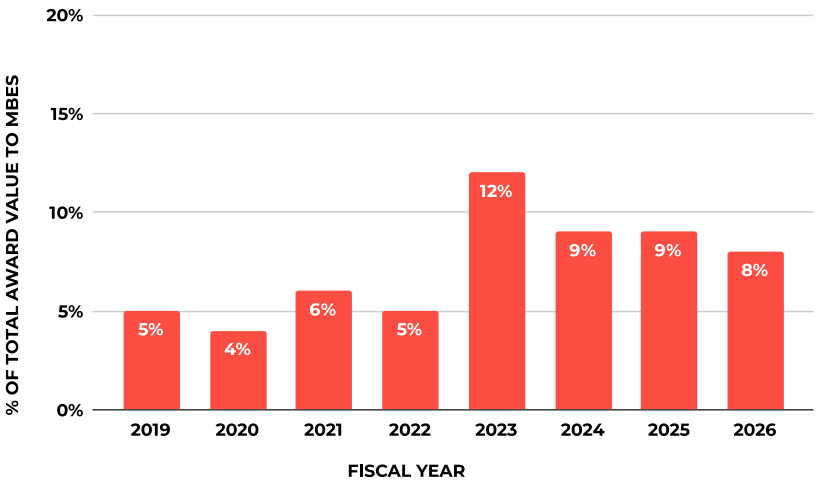


FIGURE 2-13: PERCENTAGE OF TOTAL CONTRACT AWARD VALUE TO CERTIFIED MINORITY-OWNED (MBES AND MWBES) BUSINESSES[17]



Contracts with a high dollar award value to certified businesses in industries such as food services (City Fresh, $17.2 million), snow removal (Casablanca Services, $7.7 million and $4.4 million), and transportation services (8 contracts totalling $22.5 million to vendors such as SLA Logistics, Transafe Transportation LLC, and Epoch Health Care, among others) account in large part for the sustained contracting with minority-owned businesses in FY26.

Last year, the City awarded large, multi-year contracts for construction, information technology, and community-based pre-K providers to minority-owned businesses. As the information technology and pre-K contracts are awarded every three years, their award last year contributed to the decline in total award value this year to minority-owned businesses. Additionally, less contract award value to M/WBEs in construction also contributed to a drop in the percentage of award value this year to minority-owned businesses.

[17] Percentages in this figure are rounded to the nearest whole number.



IV. DISCRETIONARY SPEND WITH CERTIFIED MINORITY-OWNED BUSINESSES

Figure 2-14 shows spending with certified minority-owned businesses by fiscal year, expressed as both a dollar value and as a share of the total value of all spending with all businesses. Not all spending associated with those contracts mentioned above is reflected in discretionary spending, as many contracts will be paid out over the course of several years.

FIGURE 2-14: DISCRETIONARY SPENDING WITH CERTIFIED MINORITY-OWNED BUSINESSES (MBE, MWBE)[18]

FISCAL YEAR	DISCRETIONARY SPEND WITH MBES AND MWBES	TOTAL DISCRETIONARY SPENDING	PERCENTAGE OF DISCRETIONARY SPENDING WITH MBES AND MWBES
2019	$18.7 million	$671.0 million	3%
2020	$34.3 million	$723.4 million	5%
2021	$57.1 million	$819.0 million	7%
2022	$39.9 million	$909.4 million	4%
2023	$52.5 million	$1.0 billion	5%
2024	$110.0 million	$1.25 billion	9%
2025	$125.5 million	$1.26 billion	10%
2026	**$101.1 million**	**$1.19 billion**	**9%**

Figure 2-15 shows the relative percentage of spending with MBEs, MWBEs, and WBEs from FY19 to FY26. It shows that the relative share of overall spending with MBEs, MWBEs, and WBEs **has more than doubled** over time, and that the gains in this share have occurred in spending **specifically with minority-owned businesses.**

The number of certified minority-owned businesses the City has worked with has grown over the past several fiscal years. In FY25 and FY26, the City spent with over 190 minority-owned businesses, up from 129 businesses in FY23 and 169 businesses in FY24.

FIGURE 2-15: PERCENTAGE OF DISCRETIONARY SPENDING TO CERTIFIED MBES, MWBES, AND WBES AND TO CERTIFIED MBES AND MWBES

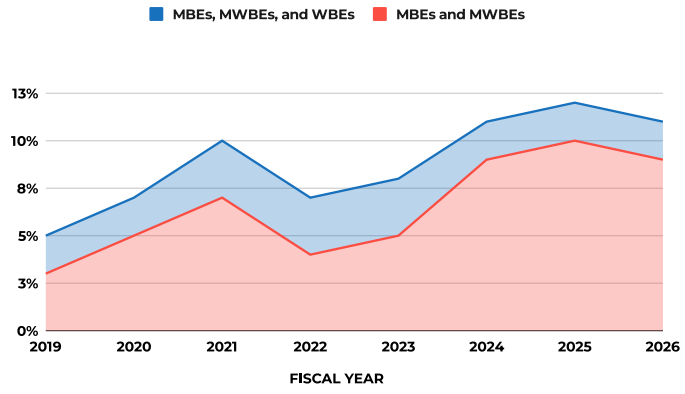
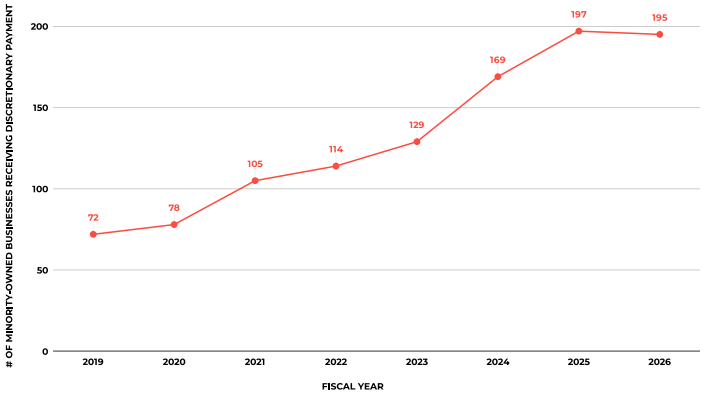


FIGURE 2-16: NUMBER OF CERTIFIED MINORITY-OWNED BUSINESSES RECEIVING DISCRETIONARY PAYMENTS[19]



[18] Percentages in this figure are rounded to the nearest whole number.
[19] Percentages in this figure are rounded to the nearest whole number.

V. CONTRACT AWARD VALUES WITH CERTIFIED WOMEN-OWNED BUSINESSES

In FY26, ***the City awarded $22.1 million in contract award value to women-owned businesses (WBEs)***, comprising 2% of all contract award value. As noted in Figure 1-2, a women-owned business is a business that is 51% owned by a woman who does not identify as a woman of color or other racial/ethnic minority. The tables below do not include minority women-owned businesses (MWBEs) as these businesses are included in the values for minority-owned businesses.

FIGURE 2-16: AWARD VALUE AND AMOUNT OF CONTRACTS AWARDED TO CERTIFIED WOMEN-OWNED BUSINESSES (WBE)[19]

FISCAL YEAR	NUMBER OF CERTIFIED CONTRACTS	PERCENTAGE OF ALL CONTRACTS	CERTIFIED CONTRACT AWARD VALUE	TOTAL CONTRACT AWARD VALUE	PERCENTAGE OF ALL AWARD VALUE
2019	57	3%	$39.5 million	$1.01 billion	4%
2020	59	4%	$25.0 million	$1.10 billion	2%
2021	58	4%	$20.2 million	$955.9 million	2%
2022	87	5%	$20.6 million	$1.31 billion	2%
2023	92	5%	$25.2 million	$1.11 billion	2%
2024	114	6%	$72.6 million	$1.92 billion	4%
2025	99	5%	$65.2 million	$1.90 billion	3%
2026	**72**	**4%**	**$22.1 million**	**$1.16 billion**	**2%**

Figures 2-17 and 2-18 show the total contract award value and percentage of total award value to women-owned businesses from FY19 to FY26. While gross award value is down from FY24 and FY25, total contract award value to all businesses has decreased during that time from $1.9 billion to $1.16 billion.

FIGURE 2-17: CONTRACT AWARD VALUE TO CERTIFIED WOMEN-OWNED BUSINESSES (WBES)

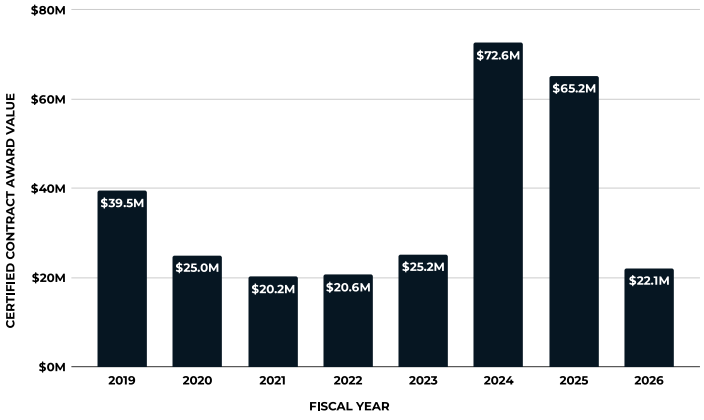
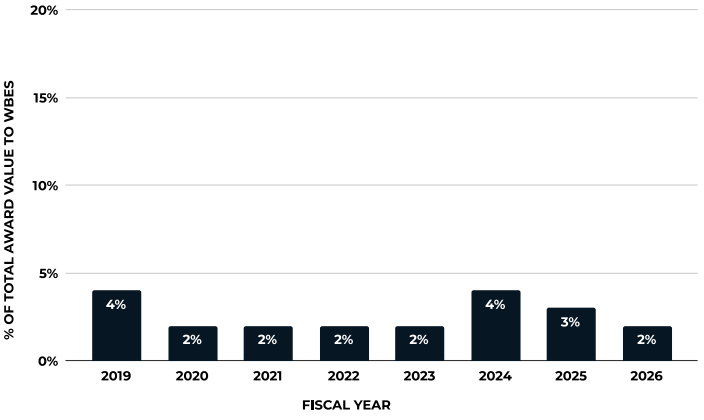


FIGURE 2-18: PERCENTAGE OF TOTAL CONTRACT AWARD VALUE TO CERTIFIED WOMEN-OWNED BUSINESSES (WBES)[20]



In FY24 and FY25, larger (more than $1 million) multi-year contracts for on-call design services, snow plowing, community-based pre-K providers, and public works led to the increase in award to WBEs at that time. In FY26, the City awarded some larger contracts to WBEs in design services and public works, among other areas, with the percentage of total award value to WBEs returning to FY23 levels.

[20] Percentages in this figure are rounded to the nearest whole number.

VI. DISCRETIONARY SPENDING WITH CERTIFIED WOMEN-OWNED BUSINESSES

In FY26, discretionary spending with women-owned businesses (WBE) reached ***$32.6 million, or 3% of all discretionary spending*** in that time period.

FIGURE 2-19: DISCRETIONARY SPENDING WITH CERTIFIED WOMEN-OWNED BUSINESSES (WBE)[21]

FISCAL YEAR	DISCRETIONARY SPEND WITH WBES	TOTAL DISCRETIONARY SPENDING	PERCENTAGE OF DISCRETIONARY SPENDING WITH WBES
2019	$16.6 million	$671.0 million	3%
2020	$17.7 million	$723.4 million	2%
2021	$24.9 million	$819.0 million	3%
2022	$24.7 million	$909.4 million	3%
2023	$22.4 million	$1.0 billion	2%
2024	$29.8 million	$1.25 billion	2%
2025	$30.7 million	$1.26 billion	2%
2026	**$32.6 million**	**$1.19 billion**	**3%**

FIGURE 2-20: DISCRETIONARY SPENDING WITH CERTIFIED WBES

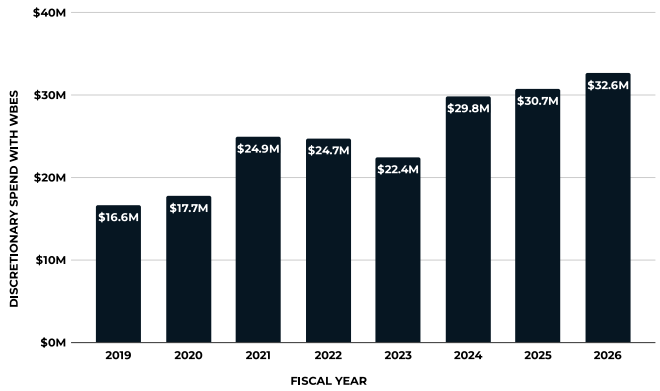


Figure 2-20 shows the total amount spent with WBEs from FY19 to FY26, demonstrating that the $32.6 million spent in FY26 represents **the largest amount the City has spent with women-owned businesses to date**.

FIGURE 2-21: NUMBER OF CERTIFIED WOMEN-OWNED BUSINESSES (WBES) RECEIVING DISCRETIONARY PAYMENTS

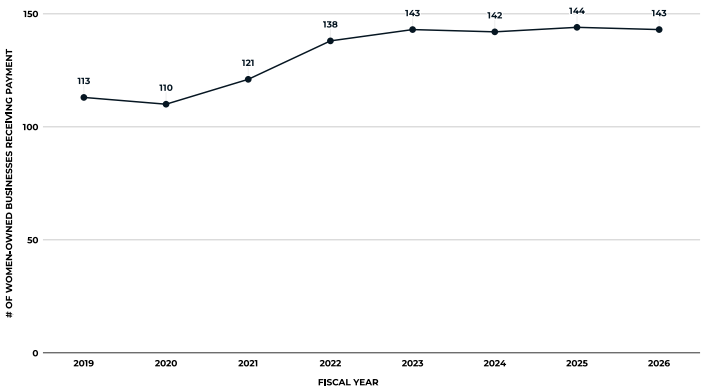


Figure 2-21 shows the number of certified women-owned businesses the City worked with each fiscal year. It demonstrates that the City has consistently worked with over 140 women-owned businesses each year for the past four fiscal years.

[21] Percentages in this figure are rounded to the nearest whole number.



CERTIFIED BUSINESS SPOTLIGHT

PN TRANSPORTATION

MBE

When brothers Presley and Presner Nelson founded PN Transportation in 2015, they were responding to a practical need: students living outside their school districts or in shelters still needed a reliable way to get to class. What began with a small transportation operation has since grown into a company employing approximately 35 people and serving students, youth programs, athletic teams, and communities across Massachusetts.

City contracting has been central to that growth. In 2019, the company secured an opportunity to provide transportation for the Boston Center for Youth and Families (BCYF) Camp Joy summer camp program serving Boston youth and people with disabilities.

Winning the contract required PN Transportation to scale quickly. Office staffing grew from one full-time employee to five, while the business invested in fleets and technology to coordinate increasingly complex transportation needs.

"All of a sudden, overnight, I had an additional 13 vehicles in my fleet, and I expanded my business in tremendous ways," says Presley Nelson.

Over time, those investments created something even more permanent. As the fleet expanded, PN Transportation acquired space to park its vehicles and eventually purchased an office and automotive shop on Columbus Avenue in Roxbury. The facility allows the company to maintain its own fleet, employ mechanics, and provide repair services to neighborhood residents.

"Because of this program, we really have a solid footprint in the Boston community now," says Nelson.

That growth has helped PN Transportation expand into additional City work, including athletic transportation and a contract with the Boston Public Schools. For Nelson, the experience also demonstrates what can happen when a small business is given an opportunity to prove its capacity. He encourages other businesses to become certified, learn the bidding process, and make use of the people and programs available to help them navigate City government:

"Leverage the resources out there. There are plenty of them, and you have to leverage them."

More than a decade after PN Transportation began with a handful of vehicles and an identified community need, the company is still building around the same purpose: moving people where they need to go while creating jobs, infrastructure, and a lasting presence in the neighborhoods it serves.

SECTION 3

Supplier Diversity Program Update



I. POLICY DEVELOPMENT AND IMPLEMENTATION

This section will detail the methods City agencies use to engage small, local, and diverse businesses to help build the pipeline of qualified bidders. Much of the progress made by the City is the result of the work conducted by DSD and the Procurement Department in collaboration with other City departments. This work is outlined below.

2026 EXECUTIVE ORDER

In 2020, the City published a Disparity Study, which found that substantial disparities exist in the City's contracting and M/WBE firms received a fraction of City contracts compared to the availability of firms in the marketplace. Based on the disparity study findings, the City determined that there was a compelling governmental interest and sufficient statistical evidence to remedy the past and present effects of discrimination, disparities, obstacles, and barriers in the local marketplace.

All of these barriers inhibit the ability of minority- and women-owned businesses to work with the City and contribute to the disparities found in the study. Following the publication of the disparity study, an *Executive Order Establishing Equitable Procurement Goals in Support of Minority and Woman-Owned Businesses* was signed in 2021. The Executive Order required the City to develop a Supplier Diversity Plan and formally establish the City's Supplier Diversity Program.

In FY26, Mayor Wu extended the 2020 Executive Order through the *Executive Order Extending Equitable Procurement Goals in Support of Boston's Minority and Woman-Owned Businesses*. The extended Executive Order will allow the City to uphold current race- and gender-conscious programs and the City's ability to set contract-specific goals until a new Disparity Study is completed.

INCLUSIVE QUOTE CONTRACTS

In 2022, Mayor Wu filed a home rule petition via the City Council entitled "A Petition for a Special Law Re: An Act Relative to 30B," which in turn was sent to the Massachusetts State Legislature after unanimous passage by Council members. The bill was later approved by the Legislature in July 2022.

The new IQC law raised the written quote contract threshold for purchases made by the City of Boston from $50,000 to $250,000 (the Massachusetts Small Purchase threshold) when the quotes are obtained from at least three certified, diverse businesses.

Compared to the more formal Request for Proposals (RFP) or Invitation for Bids (IFB) processes, the written quote process is faster, simpler, and less costly for both small businesses and City staff. Certified firms avoid the heavy overhead of lengthy proposal preparation, while departments benefit from streamlined procurement that still centers efficiency, equity, competition, and accountability.

Since June 1, 2023, the City has awarded **83 IQCs, 29 of which were awarded in FY26.** DSD and the Procurement Department continue to work with City departments to identify and award more IQC contracts following FY26. Figure 3-1 shows the FY26 contracts along with the awarded business, contract value, and contract description.

FIGURE 3-1: INCLUSIVE QUOTE CONTRACTS (IQCS) AWARDED IN FY26

INDUSTRY CATEGORY	CONTRACT DESCRIPTION	AWARDED BUSINESS	CERTIFICATION TYPE	CONTRACT AWARD VALUE
Professional services	Recycling Cart Distribution	Casablanca Services Inc.	MBE	$215,400
Professional services	UNMT Event Producer	M&M Elite Planning, Inc.	MWBE	$120,000
Professional Services	Small Business Accounting TA	Velasquez Tax & Business Services LLC	MWBE	$77,000
Professional Services	Small Business Digital Marketing TA	Nettle Collaborative	WBE	$105,600
Professional Services	Small Business Government TA	M&A Supplier Diversity Consultants LLC	MWBE, SBE	$104,000
Professional Services	Small Business Strategy TA	Revby LLC	MBE, SLBE	$148,500
Professional Services	Small Business Food Industry TA	Prepshift, Inc.	MWBE, SLBE	$140,000
Professional Services	Small Business Leases TA	Daily General Counsel, PLLC	WBE	$90,000
Professional Services	Boston Reads Marketing	Gupta Media Holdings LLC	MBE	$74,890
Professional Services	Accounting Childcare TA	David and Associates	MWBE, SBE	$180,000
Professional Services	Small Business Content Creation	BDY CONSULT LLC	MWBE	$240,000
Professional Services	Small Business A.I. TA	Equity Intelligence LLC	MBE	$170,000
Professional Services	Small Business Personal Care TA	TLE Consulting Group LLC	MWBE, SBE	$100,000
Professional Services	Small Business Architectural TA	Studio NDP	WBE	$195,000
Professional Services	Business 101 Training TA	Tessi Media LLC	MWBE, SBE	$233,000
Professional Services	Small Business Branding TA	Superette Studio	WBE	$160,000
Professional Services	Consumer Packaged Goods TA	Manka Inc.	MBE	$75,000
Professional Services	Snow removal	PJC Environmental Inc.	MBE, SLBE	$249,890
Professional Services	Land Surveying Small Business TA	Design Build Boston Construction, LLC	MBE	$174,000
Professional Services	Grant Budget Temp Consultant	ezmay consulting, LLC	WBE	$21,500
Professional Services	Ballfield Refurbishment	Casablanca Services Inc.	MBE	$248,500
Professional Services	Food Truck Support	CommonWealth Kitchen, Inc.	MBE	$65,000
Professional Services	Architectural and Design	Stull & Lee Inc.	MBE, SLBE	$135,000
Professional Services	Graphic Design Services	Sherwood, Catherine	MWBE, SBE	$30,000
Professional Services	OEI/FHE Organizational Consultant	Neptune Coaching	SLBE	$130,000
Professional Services	Creative Placemaking	BRM LLC	WBE	$150,000
Professional Services	Civic Summit 2026	PurpleFox Events LLC	MWBE/SLBE	$40,000
TOTAL				**$3,672,280**

DEPARTMENT SPOTLIGHT

AGE+

Age Strong

The Age Strong Commission serves as a vital lifeline for Boston's older adult population, funding essential advocate networks, volunteer operations like the Senior Companion and RSVP programs, and standalone neighborhood hubs like the East Boston Senior Center and the Veronica B. Smith Senior Center in Brighton. Delivering high-volume services—from recurring fitness, arts, and yoga classes to major cultural gatherings like the annual Hispanic Heritage Luncheon—demands an intense operational rhythm.

In FY26, Age Strong achieved 15% discretionary spending with certified diverse businesses, driven by a local approach to sourcing. Recognizing that the department operates through distinct specialized units, leadership relies on frontline managers and program staff who work daily alongside Boston's seniors.

"We lean on the expertise of our employees that are in the community, and then our services wind up reflecting that," Angel Robinson-Jones, Director of Grants and Procurement for Age Strong explained.

To capture community needs early, staff utilize an annual line-by-line planning tracker that maps out every activity—from individual yoga instructors to neighborhood-specific caterers—well in advance. This proactive planning allows the fiscal team to identify spend thresholds early, leverage the City's Certified Business Directory, and maximize discretionary purchases under $10,000 to deliver business opportunities to diverse local vendors.

Looking ahead to FY27, Age Strong is focused on expanding its structural equity tools by encouraging broader vendor participation through utilizing IQC's and partnering with City outreach teams to help key local suppliers navigate the certification process. As programming demands continue to grow, Age Strong remains committed to giving new diverse suppliers a fair opportunity to partner with the City while maintaining the high standard of care Boston's seniors expect.

SHELTERED MARKET PROGRAM

The City of Boston's Sheltered Market Program ("SMP")—made possible by Section 18 of Massachusetts General Laws Chapter 30B—was piloted in December 2021 and adopted as a program in August 2022 for three years. This program sunset in June 2025, but is under consideration for renewal, provided that a new Disparity Study is completed. **The City of Boston designated seven (7) contracts under its fully authorized Sheltered Market Program totaling $1.6M going to certified minority-owned businesses.**

SUBCONTRACTOR UTILIZATION GOALS

As one of the largest areas of spend for the City of Boston, City construction contracts provide a great opportunity for certified M/WBE prime contractors and subcontractors to work with the City. One way the City encourages the use of certified M/WBE subcontractors on construction projects[22] is by setting M/WBE subcontractor utilization goals.

Since the 2020 Disparity Study, DSD has worked with City departments on setting M/WBE subcontractor utilization goals on a range of horizontal and vertical construction projects. Goals were set on a contract-by-contract basis and used M/WBE availability data collected from the Disparity Study to set goals on the basis of contract scope, cost estimates, and availability of M/WBEs in the City's market area. It was then the responsibility of a projects' prime contractor, with the support of the City, to identify and contract with certified subcontractors to achieve the M/WBE utilization goals.

Contract goals were achieved when prime contractors, who were awarded a City construction contract and tasked with completing the full project, hired and subcontracted out project work scopes to certified M/WBEs. DSD then tracked each construction project and the participation of, and payments to, M/WBEs throughout the project's life cycle. Figure 3-2 lists recent projects and their associated M/WBE subcontractor percentage goals and actual M/WBE % achieved. Some projects are still in progress, so overall M/WBE % achieved may change.

FIGURE 3-2: CONSTRUCTION PROJECTS WITH M/WBE GOALS

FY	PROJECT	CONSTRUCTION TYPE	DEPARTMENT	MBE % GOAL	WBE % GOAL	OVERALL M/WBE % GOAL	ACTUAL M/WBE% ACHIEVED
2022	Improvements to Malcolm X Park	Public Works	Parks and Recreation	2.2%	4.8%	7%	13.2%
2023	26 Court Street Renovation	Vertical Construction	Public Facilities Department	13.3%	8.5%	21.8%	34.4%
2024	Lower Roxbury/ Pleasant Street Reconstructions	Public Works	Public Works Department	3.4%	4%	7.4%	9.8%*
2025	Franklin Park Tennis Courts Expansion	Public Works	Parks and Recreation	5%	9%	14%	TBD, In progress
2025	BCYF Grove Hall Community Center	Vertical Construction	Public Facilities Department	6%	8%	14%	TBD, In progress
2025/2026	White Stadium Renovation	Vertical Construction	Public Facilities Department	7.7%	9.5%	17.2%	TBD, In progress

* *Project still in progress, overall goal achieved may change.*

[22] Construction projects are governed by Massachusetts General Law Chapter 149/149A for Vertical Construction (Buildings) and Chapter 30/39M for Horizontal Construction (Public Works).



GIFTED KEITH
VP of Business Development
All Time Service, Inc.

CERTIFIED BUSINESS SPOTLIGHT

ALL TIME SERVICE, INC.

MBE, WBE

Founded in 1996 in Jamaica Plain, All Time Service, Inc. (ATS) began as a humble residential cleaning operation operating out of a converted four-car garage. Over nearly three decades, the company has scaled into a major commercial enterprise delivering professional-grade daily and specialized deep-cleaning services. ATS now operates across Massachusetts, Rhode Island, Connecticut, Upstate New York, and South Florida.

A critical turning point in the journey of ATS was obtaining Minority Business Enterprise (MBE) and Women Business Enterprise (WBE) certifications with the City of Boston. This certification served as a tool for gaining traction, allowing ATS to meet and exceed diversity requirements on projects while earning points in competitive bidding processes.

"Without the certification, I don't believe it would be possible... With it, I believe it draws people. You can get a lot more traction. And I'm living proof because I'm currently doing business with the City of Boston," says Gifted Keith, Vice President of Business Development at All Time Service.

Working with the City of Boston has served as a cornerstone of growth and validation for ATS. Winning contracts with the City enabled ATS to establish a visible presence in municipal infrastructure and serve the neighborhoods they come from. Key municipal engagements include:

- **Family Justice Center (Brighton):** Providing daily and specialized floor and clinical cleaning services on Commonwealth Avenue.
- **City Animal Shelter (Roslindale):** Delivering routine and deep cleaning services just minutes from the ATS headquarters in Roslindale Square.
- **White Stadium Renovation:** Securing both the East and West side cleaning contracts for this transformative project in FY26, positioning ATS alongside major general contractors like Bond Building Construction.

Beyond immediate revenue, municipal contracts served as a key trust indicator, allowing ATS to leverage its City work as high-profile references to win additional commercial accounts.

At its core, ATS operates as an engine for economic stability within Boston's neighborhoods. Of its total workforce, over 225 employees live in Roxbury, Dorchester, Mattapan, Jamaica Plain, Roslindale, and Hyde Park. The company reinvests its contract revenue back into these communities through initiatives like career mobility and leadership development.

"When we are on these projects and working and thriving, we have safer communities. We have smarter communities... when All Time Service is growing, our community is thriving, we are providing economic stability," says Keith.



II. GRANT PROGRAMS AND OTHER SUPPORTS

In addition to the policies detailed in previous sections of this report, DSD provides local, small, diverse businesses with a variety of other supports.

SUPPLYING CAPITAL AND LEVERAGING EDUCATION (SCALE)

In FY24, the City Launched the Supplying Capital and Leveraging Education (SCALE) Program. The purpose of the program is to build certified businesses' capacity for public contracts, specifically with the City of Boston. The program focuses on industry categories that represent a large share of the City's discretionary spending.

The City selected BDC Community Capital Corporation as the program Grant Administrator and identified 27 Boston-based and certified firms to participate in the program, matching them with the respective industry provider (listed in Table 3-3). This program funding was provided through the American Rescue Plan Act (ARPA) and totaled $6.5 million.

Each SCALE grantee participated in a six-month program tailored to their specific industry. The businesses completed the program in October of FY26. As part of completing the program, each business identified areas of need and improvement. They presented their needs and funding requests to the City via Business Plans. The City and BDC Community Capital Corporation, with the help of the industry providers, granted an additional sum of up to $150,000 to each SCALE grantee in March of FY26.

Throughout the remainder of FY26, each business received and started utilizing the grant funds to purchase business needs ranging from construction equipment to design software to new kitchen equipment, all to help them scale their business and better position themselves to be successful in government contracting.

The SCALE program is already yielding results. Since completing their TA programs in Fall 2025, five businesses have gone on to win 14 City contracts and one space lease totaling $7M in contracting awards. Additionally, three of the food/beverage participants have received $4,289 in catering spending[23]. The City will continue to monitor the program's successes and the progress each business makes towards positioning themselves as vendors for the City of Boston and other government agencies.

[22] Catering often falls under the $10k threshold for procurement of goods and services and does not require a formal contract. For the purpose of tracking, the food/beverage SCALE participants' catering work with the City is reflected in spend data but not listed as a contract award.



FIGURE 3-3: SCALE PROGRAM PARTICIPANTS

INDUSTRY	SCALE GRANTEE	CERTIFICATION	INDUSTRY PROVIDER
Construction: Tradeswork	Better Together Brain Trust	MWBE, SLBE	Initiative for a Competitive Inner City (ICIC)
	Boston BuildHERS LLC	WBE	
	Golden Key Advisors LLC	MWBE, SLBE	
	Truecraft Drywall & Painting	MBE,SLBE	
	MVS Welding LLC	MWBE	
Construction: General Contracting	Atomic Ant Construction, Inc.	MWBE	Initiative for a Competitive Inner City (ICIC)
	Bleu Line Designs	MWBE, SLBE	
	CAAN Fence Inc.	MWBE	
	Desmond Tech, LLC	MBE	
	Nicoya Construction	MBE	
Snow Removal & Landscaping	A&M Home Services LLC	MBE, SLBE	Revby, LLC
	Earthshapers Cooperative, Inc.	MBE, SLBE	
	The Edwards Group, LLC	MBE, SLBE	
	Los Mellos Cleaning Services, Inc.	MWBE	
	RNS Facility Services, LLC	MBE	
Design & Architectural Services	Brown Sardina, Inc.	WBE	Calyptus Consulting Group
	Delta Wye Critical Solutions, LLC	MBE	
	Joy Squared Design	WBE, SLBE	
	Saam Architecture, LLC	WBE, SLBE	
	Studio Luz Architects, Ltd.	MWBE, SLBE	
	ZeroEnergy Design	WBE, SLBE	
Food & Dining Services	Ariana Restaurant, Inc.	WBE	Prepshift
	Bono Restaurant and Catering	MBE,SLBE	
	House of Seven Café & Bakery	MWBE,SLBE	
	Super Bien	MWBE,SLBE	
	Ula Cafe	SLBE	
	Vision's Sown - The Ancient Bakers	MWBE, SLBE	











SCALED IMPACT

A CELEBRATION OF SCALE





In December 2025, Mayor Wu and the Department of Supplier Diversity hosted the Scaled Impact event at Faneuil Hall, bringing together City officials, department leaders, and the 27 SCALE participants to mark a successful year in City contracting. The event honored the graduates of SCALE and recognized five City departments for their achievements in equitable contracting.



During the event, the City recognized the Streets Cabinet (Public Works and Transportation Departments), Boston Public Schools, the Mayor's Office of Arts and Culture, and Property Management Department. The departments were recognized for their achievements in supplier diversity and equitable procurement. Each of the five honored departments received a formal Certificate of Recognition from the City.





City officials framed the departments' work as central to the broader strategy behind SCALE: capital and coaching alone are not enough without departments actually awarding the contracts. The five honored departments were held up as proof that buy-in across City government is just as important as the grant funding and technical assistance small businesses receive.





Representatives from the Department of Supplier Diversity joined owners Tonya Johnson and Bennuamen McCormick Johnson to celebrate the grand opening of The Ancient Bakers at Boston Police Headquarters in Roxbury in June 2026.

THE ANCIENT BAKERS

SUCCESS THROUGH SCALE

The Ancient Bakers is run by a mother-and-son team, Tonya Johnson and Bennuamen McCormick Johnson, and the business exists because of him. As an infant, Bennuamen was diagnosed with acute malnutrition and severe food allergies that ruled out eggs, milk, and dairy, according to the Boston Globe. Tonya Johnson has described the moment as a turning point that pushed her to act, saying simply, "it was a call to action."

Fresh off completing the SCALE Program, Tonya moved fast. In January, she bid on the lease for the cafeteria space at Boston Police Headquarters in Roxbury and won the contract for five years. The bakery held its ribbon cutting on June 22, turning a competitive bid into a physical home base inside one of the City's own buildings.

The grand opening wasn't just a milestone for Tonya — it was a milestone for the team standing behind her at the ribbon cutting. Several of the cooks pictured were hired through the New England Culinary Arts Training (NECAT) re-entry program for formerly incarcerated individuals.

For those cooks, the opening represents more than a new bakery location, it's steady employment and a second chance built directly into the SCALE story. It's a reminder that a City contract doesn't just grow one business; it can ripple outward into real jobs for people who are rebuilding their lives.



From left to right: Boston City Councilor Ruthzee Louijeune, Boston City Councilor Rev. Miniard Culpepper, Mayor Wu, Tonya Johnson, Bennuamen McCormick Johnson, Director of Supplier Diversity Andrea Swain, and Former Chief of Economic Opportunity and Inclusion Segun Idowu at SCALED Impact in December 2025.

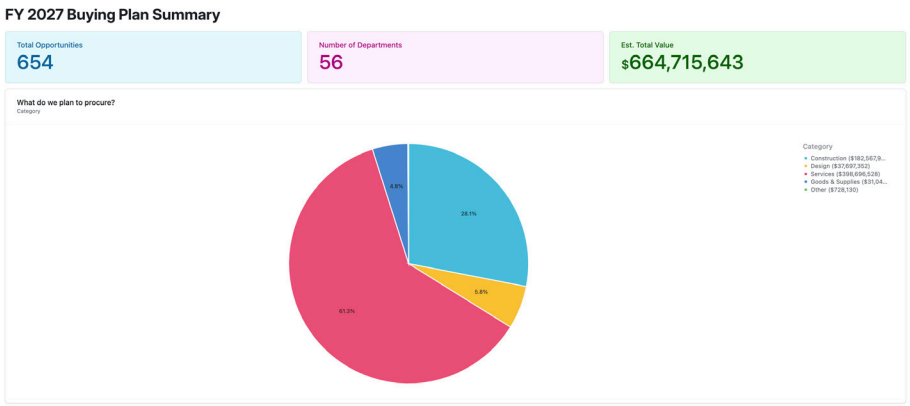


Buying Plan Workshop - April 5, 2025 Contracting Opportunity Fair

FIGURE 3-4: BUYING PLAN POSTCARD MAILED TO CITY-CERTIFIED BUSINESSES



FIGURE 3-5: CITY OF BOSTON FY27 BUYING PLAN SUMMARY



BUYING PLAN

The City of Boston Buying Plan–first published in September 2021 –provides a look into planned procurement and contracting opportunities for the upcoming fiscal year. This tool addresses a longstanding barrier identified by the community by giving small, local, and diverse businesses valuable lead time to secure additional equipment or staff to prepare a large bid.

To promote the release of the FY27 Buying Plan, the City conducted affirmative outreach by sending a postcard mailer to all City-certified businesses. The City also translated promotional materials for the Buying Plan in seven different languages for public-facing events.

Figure 4-5 shows a high-level summary of the number and total dollar value of the planned opportunities available in the FY27 Buying Plan, reflecting a 50% increase in dollar value from the FY26 Buying Plan.

Additional information on upcoming procurements is included on the Buying Plan Summary webpage. For all information on current, active procurements or previous procurements, suppliers should visit the bid listings webpage.

DSD and the Procurement Department will continue to work with and support City Departments to include additional procurement opportunities in the Buying Plan.







SUPPLIER DIVERSITY PROGRAMS AND EVENTS

DSD hosts annual programs and events, including Contracting Opportunity Fairs and Supplier Diversity Week, to raise awareness of opportunities for certified businesses to engage with the City.

In FY26, DSD hosted Supplier Diversity Week from October 27 to October 31, featuring announcements and workshop opportunities to support small, local, diverse business participation in City contracting. The week featured a combination of in-person and virtual education events and programs designed to foster collaboration, engage with diverse businesses, and promote a more inclusive business environment.

Supplier Diversity Week included a City Certification Workshop, a Small Business Networking Mixer, a Supplier Diversity in Construction Networking Fair, a Procurement 101 Workshop, and a Small Business Virtual Resource Fair. The events during Supplier Diversity Week attracted over 373 businesses and showcased the opportunity and resources the City has to offer to small and diverse businesses.

In addition to Supplier Diversity Week, the DSD hosted and attended a range of events, including:

- A Black History Month panel
- Suffolk Construction's fifth annual "Women in Construction" event
- An IQC training for City staff
- Mayor's Office Hours and Coffee Hours
- The Franklin Park Capital Project with the Boston Parks Department
- The "Get Ready for Summer 2026" Business Forum
- The SCALE Connect networking event
- The MOAC Art Resource Fair
- Two South Crescent Contractor Information Sessions for White Stadium

The team also co-hosted the "Break the Stigma" employer roundtable with the Office of Small Businesses and the Office of Returning Citizens, connecting minority-owned businesses with formerly incarcerated returning citizens seeking job opportunities.

1:1 TECHNICAL ASSISTANCE

The DSD team, along with the Vendor Support team in the Procurement Department, provides direct technical assistance to help businesses create vendor accounts and navigate the Supplier Portal, find relevant City contracting opportunities, and access key programs and grants.

The DSD team also works closely with the Office of Small Business to connect certified firms with the Office's contracted multi-industry Technical Assistance providers. The Office of Small Business and their Technical Assistance providers provide tools and support to vendors in order to start, strengthen, and expand their businesses.

CERTIFICATION OFFICE HOURS

In August 2020, DSD launched a virtual office hours program to assist businesses interested in City certification during the COVID-19 pandemic. Since then, Office Hours have continued virtually every Wednesday at 11:00 AM. During Office Hours, staff support businesses by helping them prepare to submit their certification applications.



CERTIFIED BUSINESS SPOTLIGHT

SIDE PRESENTS

MWBE, SBE

Therlande Louissaint and Marlyn Urquiza founded SIDE Presents to create spaces where artists, cultural practitioners, small businesses, and community members could connect through creative exchange and programming. As SIDE Presents has secured City work, greater financial stability has allowed the company to invest further in those creative services, take greater creative risks, and bring more specialized collaborators into increasingly ambitious productions.

SIDE Presents' relationship with the City grew organically from the work the founders were already producing across Boston. SIDE Presents has produced the Mayor's Office of Immigrant Advancement Forum, pairing its community-centered practice with the scale and resources of public programming.

"Our revenue did go up from being able to capture some of these contracts, which brings some sort of stability for our business," says Louissaint.

City work has also helped SIDE Presents strengthen the internal systems needed to manage larger and more complex municipal productions. For Urquiza, the experience has made the company more precise about budgeting and resourcing its work.

"I think it helped us operationally... build that muscle, with budgets, with line-iteming a little bit more finely," says Urquiza.

Learning to navigate procurement has also changed how the founders plan for future growth. After an early bid was unsuccessful, Louissaint worked with City staff to better understand the process. That experience helped SIDE Presents begin looking for contracting opportunities earlier in the year as part of a longer-term pipeline, allowing the founders to anticipate staffing, production needs, and revenue across the year.

Louissaint and Urquiza are also committed to sharing what they have learned with other small businesses navigating City opportunities.

For SIDE Presents, increased capacity has created a ripple effect. Greater stability supports more ambitious work and helps the founders work towards their goal of taking their community-centered production model beyond Boston. Each new opportunity supports a broader creative ecosystem where businesses can share information, build relationships, grow, and create opportunities for their work to travel further.



CONCLUSION

The last five years have been transformative for equitable procurement and supplier diversity progress within the City of Boston. Thanks to the leadership of Mayor Michelle Wu, the Department of Supplier Diversity and Procurement Department have spent the last few years developing and executing policies, programs, tools, to better support small, local, and diverse businesses as they contract with the City.

Fiscal year 2026 has seen continued use of Equitable Procurement tools, resources, and programs that will continue to grow every year. A growing directory of certified diverse businesses and tools like the Inclusive Quote Contract saw sustained growth and brought more opportunity to small, local and diverse firms. In FY26, 27 local businesses completed the SCALE program and each received at least $150k in grants to help grow and scale their businesses, with some grantees already accessing City contracting opportunities.

The City is committed to continually providing clear and transparent data on city contracting and equitable procurement through the Equity in City Contracting public dashboard, which will continue to serve as a place for quarterly updates and future reporting. In addition to the public dashboard, tools like the public Buying Plan prepare businesses for upcoming opportunities and expand awareness of work offered by the City.

Looking ahead, the City is pursuing an update to the City's 2020 Disparity Study. This new study will support the City of Boston in continuing the creation and use of equitable procurement programs and tools. This report and the continued emphasis on equitable procurement further exemplifies the City's commitment to fostering access, opportunity and accountability in support of Boston's small, local and diverse businesses.

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www.amplifylatinx.com

Asian Business Empowerment Council
www.tbf.org/nonprofits/grant-making-initiatives/asian-community-fund/asian-business-empowerment-council

Black Economic Council of Massachusetts
www.becma.org

Boston Impact Initiative
www.bostonimpact.org

Bloomberg Harvard City Leadership Initiative
www.cityleadership.harvard.edu

Center for Women & Enterprise
www.cweonline.org

CommonWealth Kitchen
www.commonwealthkitchen.org

Foundation for Business Equity
www.fbequity.org

Greater New England Minority Supplier Development Council
www.gnemsdc.org

Initiative for a Competitive Inner City
www.icic.org

Lawyers for Civil Rights
www.lawyersforcivilrights.org

Massachusetts LGBT Chamber of Commerce
www.malgbtcc.org

Massachusetts State Legislature
www.malegislature.gov

Office of the Inspector General
www.mass.gov/orgs/office-of-the-inspector-general

Open Contracting Partnership
www.open-contracting.org

APPENDIX A - INCLUSIVE QUOTE CONTRACTS AWARDED (FY23-FY25)

Contracts awarded through the Inclusive Quote Contract Process from FY23 – FY25

DESCRIPTION	INDUSTRY	AWARDED BUSINESS	BUSINESS TYPE	CONTRACT AWARD VALUE
Boston Main Streets Equity Study	Professional Services	Tessi Media LLC	MWBE, SBE	$150,625[25]
Boston Transportation Department Clothing	Goods and Supplies	Prime Time Sports, Incorporated	WBE	$43,470
Consulting Services	Professional Services	JM Goldson LLC	WBE	$67,600
Small Biz Business Strategy Tech. Assistance	Professional Services	Revby LLC	MBE, SLBE	$117,000[26]
Small Biz Marketing Tech. Assistance	Professional Services	Depict Brands, Inc	MWBE	$108,000
Small Bus Food Industry Tech. Assistance	Professional Services	Prepshift, Inc.	MWBE, SLBE	$215,000
Small Bus Legal Tech. Assistance	Professional Services	Daily General Counsel, PLLC	WBE	$183,954
BERDO Comm. Materials	Professional Services	Opus Design	WBE	$93,750
BERDO Reporting and Verification	Professional Services	VvS Architects & Consultants	WBE	$75,000
MOH Printing and Mailing Services	Professional Services	B.B.C.G. LLC d/b/a	MBE	$100,000
Yoga Instruction	Professional Services	Caitlin Yoga Therapy	WBE	$47,500
Snow Removal	Professional Services	Casablanca Services Inc.	MBE	$229,500
Tent Rentals MBTA Diversions	Professional Services	Interstate Rental Service Inc.	SLBE	$46,564
Climate Ready Bus Shelter	Professional Services	Social Impact Collective	MBE, SBE	$224,230
Athletics Capacity Analysis	Professional Services	Field States LLC	SBE	$109,412
Outdoor Dining Areaway/Vault	Professional Services	Design Build Boston Construction, LLC	MBE	$115,000
DOIT Forms, Workflows and Apps Assistance	Professional Services	Service Design Collective Inc	WBE, SBE	$250,000
Participatory Budget Pilot Year Evaluation	Professional Services	MXM Research Group LLC	MWBE, SBE	$95,000
Small Biz Weekly Events Coordinator	Professional Services	The Social Butterflies Events, LLC	MWBE	$89,704
Small Biz Report Implementation	Professional Services	Mass Economics LLC	WBE	$104,600
Ballfield Refurbishment	Professional Services	Casablanca Services Inc.	MBE	$248,500
Boston Bikes Pass Marketing	Professional Services	Gupta Media Holdings LLC	MBE	$125,000
Community Canvas Pop-Up Series	Professional Services	The Williams Agency	MWBE, SBE	$249,645
OWD Strategic Planning	Professional Services	Strategy Matters, LLC	WBE	$200,000
Barrel Emptying & Litter	Professional Services	Casablanca Services Inc.	MBE	$123,500
UnMon Public Art Consultant	Professional Services	BRM LLC	WBE	$200,000
Yoga Instructor	Professional Services	Shea Rose	MWBE, SLBE	$79,958
Budget Software Maintenance & Development	Professional Services	InnoFin Solutions LLC	WBE	$64,000

[25] Previously reported in FY23 report using the original award value of $120,500.
[26] Previously reported in FY23 report using the original award value of $93,600.

Contracts awarded through the Inclusive Quote Contract Process from FY23 - FY25 (continued)

DESCRIPTION	INDUSTRY	AWARDED BUSINESS	BUSINESS TYPE	CONTRACT AWARD VALUE
Boundary Surveyor FY25-27	Professional Services	Brennan Consulting, Inc.	WBE	$250,000
Yoga Instructor	Professional Services	Singer Dogum, Alison	WBE, SBE	$43,500
Draft Action Plan to Expand Access to Cultural Institutions for Boston Children & Families	Professional Services	All Aces, Inc.	MWBE, SLBE	$115,000
UnMonument Program Design Consultant	Professional Services	Boston Art Review	MBE	$100,000
Un-Monument Program Engagement Consultant	Professional Services	Kumar, Payal	MWBE, SLBE	$233,000
Public Art for Engine 17/L	Professional Services	Design Studio GH, LLC.	WBE	$200,000
Food Industry Technical Assistance (TA)	Professional Services	Prepshift, Inc.	MWBE, SLBE	$210,000
Business Plan Development - Small Business TA	Professional Services	Revby LLC	MBE, SLBE	$144,000
Legal Guidance - Small Business TA	Professional Services	Daily General Counsel, PLLC	WBE	$183,954
Architectural Renderings - Small Business TA	Professional Services	Studio Luz Architects, Ltd.	MWBE, SLBE	$250,000
Digital Marketing - Small Business TA	Professional Services	WashTone Media, LLC	MWBE, SBE	$180,000
Architectural Services TA	Professional Services	Design Build Boston Construction, LLC	MBE	$50,000
Government Contracting TA	Professional Services	Province Consulting Group Inc	MWBE, SBE	$192,544
Small Business TA	Professional Services	Depict Brands, Inc	MWBE	$110,000
Accounting Small Business TA	Professional Services	David and Associates	MWBE, SBE	$207,000
Vulnerable Populations TA	Professional Services	Robin Cohen dba	WBE	$40,000
Cannabis TA	Professional Services	McKenzie, Denzil D. Esq.	MBE, SLBE	$100,000
Child Care Center TA	Professional Services	Revby LLC	MBE, SLBE	$74,000
Youth Arts Program Evaluation	Professional Services	Community-Led Solutions, LLC	WBE, SLBE	$135,250
Evaluation for Office of Participatory Budget	Professional Services	Data+Soul	MWBE, SBE	$75,000
Job Fair Event Coordination	Professional Services	The Social Butterflies Events, LLC	MWBE	$40,000
Open Newbury St. Planning	Professional Services	Isenberg Projects LLC	WBE	$93,400
Channel Street Janitorial	Professional Services	Los Mellos Cleaning Services Inc	MWBE	$212,026
Meter Modernization Community Outreach Consultant	Professional Services	Colette Phillips Communications, Inc.	MWBE, SBE	$100,000
Supplemental Books	Goods/Supplies	Inner City Business/Multicultural Book	MWBE, SLBE	$250,000
MBTA Diversion Tent Rental	Goods/Supplies	Interstate Rental Service Inc.	SLBE	$47,683
			TOTAL	**$7,392,869**

APPENDIX B - SHELTERED MARKET CONTRACTS AWARDED

Contracts awarded through the Sheltered Market Program

DESCRIPTION	CONTRACT IDENTIFIER	INDUSTRY	AWARDED BUSINESS	BUSINESS TYPE	CONTRACT AWARD VALUE
Comprehensive cleaning services	55882	Support Services	Arimann Building Services	MBE	$474,550
Downtown Events and Coordination	55799	Professional Services	RoseMark Production	MWBE	$375,000
Snow removal for City owned stairs and footpaths (FY23)	57445	Support Services	A&M Home Services	MBE	$187,000[27]
	57448	Support Services	NS Contracting Co.	MBE	$276,000[28]
Snow removal for City owned stairs and footpaths (FY24)	60883	Support Services	A&M Home Services	MBE	$173,980
	60884	Support Services	Mass Trucking Services	MBE	$50,000
Melnea Cass/Mass Ave Snow Removal	62505	Support Services	Arielle Enterprise	MWBE	$68,200
				Total value:	**$1,604,730**

[27] Previously reported in FY23 report using estimated spending of $30,800.
[28] Previously reported in FY23 report using estimated spending of $55,200.

APPENDIX C - PROCUREMENT CONTRACTS

To award procurement opportunities to businesses and other suppliers, the City solicits and issues contracts in accordance with Massachusetts Public Procurement Laws[29]. Depending on the applicable laws governing the procurement, City departments use distinct solicitations (quotes, bids, or proposals) and award methods to establish a procurement contract. Figure C-1 includes further information for the procurement contract types included in this report.

Figure C-1: Procurement Contract Category Definitions

PROCUREMENT CONTRACT CATEGIRY	DEFINITION
Competitive Procurement Contract	A City contract is awarded after a ***competitive evaluation of quotes, bids, or proposals.*** The City can either publicly invite suppliers or selectively invite several suppliers to submit a response.
Limited Competition Procurement Contract	A City contract for an item or service that is not subject to all of the requirements outlined in Mass Public Procurement laws. ***This includes exempt, sole source, and emergency procurements.***

Contracts that follow competitive processes are designed to help the City obtain the highest value based on price and/or quality. Figure C-2 notes that the vast majority of procurement contracts from FY19 to FY26 follow a competitive process, with 85% of the City's contracts falling in this category.

State procurement laws outline and establish clear use cases and exemptions for when municipalities can utilize procurement methods that are not subject to all of the same requirements as competitive procurements. In these circumstances, the City uses sole source, emergency, or exempt procurements to enter into contracts where vendor availability and competition is limited. From FY19 to FY26, 15% of the City's contracts fell within the limited competition category.

Figure C-2: Procurement Contract Award Counts From FY19 - FY26 by Category Type

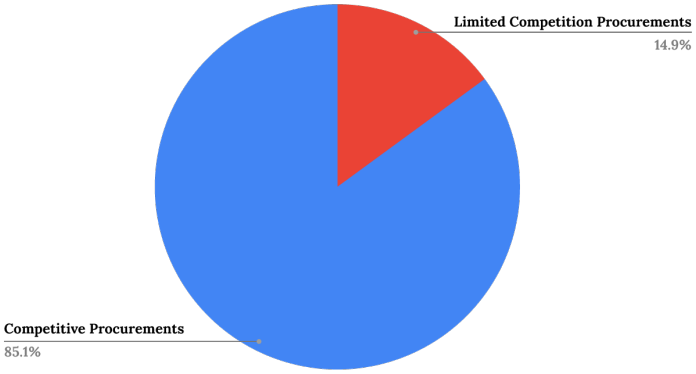
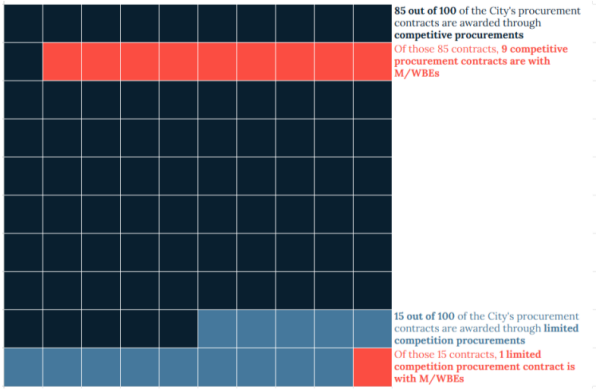


Figure C-3: Procurement Contract Relative Count From FY19 - FY26



For every 100 procurement contracts... 1 square = 1 contract out of 100

Figure C-3 demonstrates that procurements that follow a competitive evaluation of quotes, bids, or proposals comprise the vast majority of the City's work with certified businesses, and where certified businesses have the most opportunity and latitude to work with the City.

[29] Public Procurement in Massachusetts is subject to various statutes, including MGL Ch. 30B, Ch. 149, Ch. 30§39M, and Ch. 7C.


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