



DATE: June 17, 2024
TO: Reggie Delahanty, Economic Development Coordinator
FROM: Eric Eley, M/WBE Program Senior Manager
SUBJECT: M/WBE Memo for Downtown Business Improvement District (BID)

The M/WBE Office reviewed the request for Downtown Business Improvement District (BID) Program to determine compliance with the Greensboro M/WBE Program Plan. The M/WBE Office had advanced input in the specification process and respondents were eligible to receive up to a total of ten points for the M/WBE participation.

Downtown Greensboro, Inc. (DGI) was selected to provide the services and will be awarded a three year contract for \$4,251,000 (\$1,417,000 annually). DGI has committed to subcontract 3.24 % MBE or \$46,000 and 2.89% WBE or \$41,000 to the following firms:

ID	Firm Name	County	Scope of Work	Contract \$	Contract %
MBE	Sharp Pursuits Inc	Guilford	Event Management and Community Engagement	\$45,000	3.17%
MBE	Skymount Studios	Guilford	Video & Photograph Services	\$1,000	.07%
WBE	M. Jennings & Co	Guilford	Communications Consultant	\$36,000	2.54%
WBE	ABBA Design	Guilford	Special Events	\$5,000	.035%

Please be reminded that during the performance of the contract, if there are any changes including subcontractor replacement; the Department and Prime Contractor must contact the M/WBE Office for approval, before making any such changes or substitutions.

Eric L. Eley
Senior Manager MWBE Office

Cc: Allison Staton, Compliance Officer
Shadi Zeidan, Sr. MWBE Specialist