

**MEMORANDUM**  
**Mayor's Office of Economic Development**

To: Small Business Enterprise Oversight Committee Members  
 From: Wyatt Donnelly-Landolt, Small Business and Entrepreneurship Program Director  
 Date: June 10, 2021  
 RE: **June 2021 SBE Utilization Report**

**Purpose**

The Small Business Enterprise (SBE) Program, established by Executive Order in January 2018, aims to support the growth of small enterprises in the Tulsa metro by promoting opportunities for those businesses to provide goods and services to the City of Tulsa and by helping them develop partnerships with larger enterprises and general contractors.

*Note: The most recent SBE Utilization data had minor inconsistencies with previous data sets, which were inaccessible because of the recent ransomware attack. These resulted in 9 fewer completed projects and approximately \$13M less in City expenses. Staff are currently working on improvements to data systems and processes to ensure consistent data reporting in the future.*

**Background**

Between 2018 and 2021, the City initiated 126 projects totaling \$393.0 million in projected costs. As of this report, the City has completed 38 of these projects totaling \$53.7 million in actual costs. Table 1 below summarizes the number of projects and project expenses by year.

*Table 1. Engineering and Streets & Stormwater Projects Summary*

<b>Year</b>	<b>Projects Initiated</b>	<b>Projected Expenses</b>	<b>Projects Completed</b>	<b>Actual Expenses to Date</b>
<b>2018</b>	38	\$80,042,283	29	\$48,238,997
<b>2019</b>	32	\$73,877,548	6	\$3,791,194
<b>2020</b>	45	\$220,682,248	3	\$1,676,206
<b>2021</b>	11	\$18,399,781	0	\$0
<b>Total</b>	<b>126</b>	<b>\$393,001,860</b>	<b>38</b>	<b>\$53,706,396</b>

## SBE Utilization

City projects have generally met or exceeded SBE targets at the individual project-level and a city-wide level. Each section below summarizes SBE utilization data based on different criteria.

### SBE Utilization by Project

Of the 38 completed projects, 24 (63.2 percent) met the established SBE target for the project. The number of projects meeting targets represented a majority in 2018. Initial data from 2019 and 2020 indicates 2 of 6 and 1 of 3 completed projects met the SBE utilization goal, respectively. However, these completed projects represent a small fraction

the awarded bids for the three projects that did not meet their target all had projected SBE utilization amounts well below the 10 percent target, which indicates early understanding of less than 10 percent SBE utilization. Additionally, as only 4 of 107 projects from 2020 have been completed, additional data is needed to draw conclusions about specific patterns. Table 2 below summarizes the number of projects meeting SBE goals by year. Appendix A shows detailed expenses by project including SBE utilization.

*Table 2. Projects Meeting SBE Target by Year*

SBE Goal	2018	2019	2020	Total
Met Target	21	2	1	<b>24</b>
Did not meet	8	4	2	<b>14</b>
<b>Total</b>	<b>29</b>	<b>6</b>	<b>3</b>	<b>38</b>

### City-wide SBE Utilization

Across all completed projects, the City has exceeded both target and projected SBE utilization. The total projected SBE amount of \$6.6 million represented 12.7 percent of the total projected bid amount of \$51.9 million. Actual SBE utilization exceeded these projections by almost \$1.5 million; \$8.1 million went to SBEs representing 15.1 percent of all actual project expenses. Table 3 below summarizes SBE Utilization Amounts by year.

*Table 3. SBE Expenses by Year*

	# of Projects	Total Bid Amt	Actual Amt	Avg SBE Goal %	Projected SBE Amt	Projected SBE %	Actual SBE Amt	Actual SBE %
2018	29	\$46,122,873	\$48,238,997	7.6%	\$5,584,844	12.1%	\$7,132,676	14.8%
2019	6	\$3,656,577	\$3,791,194	9.8%	\$942,292	25.8%	\$847,392	22.4%
2020	3	\$2,191,308	\$1,676,206	10.0%	\$82,678	3.8%	\$103,766	6.2%
<b>Total</b>	<b>38</b>	<b>\$51,970,758</b>	<b>\$53,706,396</b>	<b>8.1%</b>	<b>\$6,609,814</b>	<b>12.7%</b>	<b>\$8,083,834</b>	<b>15.1%</b>

## SBE Utilization by Prime Contractor

Fourteen prime contractors performed work on the thirty-eight completed City projects. Of these prime contractors, eight met the 10 percent SBE Utilization goal averaged across all projects, and eleven met the 10 percent utilization goal. Of the six who did not meet the goal, four completed a single City project and two perform specialized work. Table 4 below shows total project and SBE expenses by prime contractor.

*Table 4. SBE Expenses by Prime Contractor*

Prime Contractor	# of Projects	Total Bid Amt	Projected SBE Amt	Projected SBE %	Total Actual Expenses	Actual SBE Amt	Actual SBE %
Becco Contractors, Inc.	6	\$17,926,000	\$1,868,475	10.4%	\$19,491,549	\$2,138,865	11.0%
Bret Barnhart Excavating	1	\$235,000	\$23,625	10.1%	\$307,918	\$26,566	8.6%
Builder's Unlimited	1	\$127,817	\$3,375	2.6%	\$114,845	\$1,620	1.4%
Crossland Heavy Contractors, Inc.	6	\$5,141,554	\$469,822	9.1%	\$5,785,339	\$641,872	11.1%
Daris Contractors	1	\$892,820	\$245,568	27.5%	\$932,186	\$238,587	25.6%
Ellsworth Construction	5	\$10,467,274	\$2,111,010	20.2%	\$10,000,333	\$2,493,938	24.9%
Grade Line Construction	4	\$3,521,931	\$355,680	10.1%	\$3,128,531	\$397,163	12.7%
Keystone Services	1	\$245,454	\$24,545	10.0%	\$258,213	\$24,545	9.5%
Lippert Brothers, Inc.	1	\$2,321,000	\$285,000	12.3%	\$2,122,396	\$285,000	13.4%
Lowry Construction	5	\$1,753,092	\$649,085	37.0%	\$1,830,619	\$1,058,286	57.8%
Southeast Tulsa Construction	2	\$627,777	\$348,828	55.6%	\$690,690	\$302,145	43.7%
Tri-Star Construction	1	\$4,777,787	\$163,064	3.4%	\$5,383,779	\$475,248	8.8%
Vance Brothers	2	\$1,364,605	\$0	0.0%	\$1,071,834	\$0	0.0%
Voy Construction	2	\$2,568,647	\$61,737	2.4%	\$2,588,164	\$0	0.0%
<b>Total</b>	<b>38</b>	<b>\$51,970,758</b>	<b>\$6,609,814</b>	<b>12.7%</b>	<b>\$53,706,396</b>	<b>\$8,083,834</b>	<b>15.1%</b>

## Expenses by Small Business Enterprise

Thirty-five different firms received the total \$8.1 million by working as SBEs on completed City projects. Expenses were concentrated amongst a small number of firms. Five firms received three-quarters of the \$8.1 million, and thirteen firms represented nearly 95 percent of all expenses. The twenty-two firms with the smallest amounts received through SBE subcontracting received \$453K, 5.6 percent of all expenses. Table 5 below shows a summary of expenses by SBE. Appendix B shows the full list of all SBEs including all twenty-two firms in the Other category.

Table 5. Expenses by Small Business Enterprise

SBE Contractor	Projected SBE Amt	Actual SBE Amt	Percent of Total SBE Amt
Brownco Manufacturing	\$ 2,348,748	\$ 2,177,223	26.9%
Mustang Trucking	\$ 460,161	\$ 1,196,213	14.8%
Sooner Recon	\$ 924,448	\$ 1,038,638	12.8%
Southstone Construction	\$ 867,119	\$ 987,626	12.2%
Hezinger Construction	\$ 75,000	\$ 674,233	8.3%
Ground Level	\$ 315,000	\$ 576,403	7.1%
Concrete Services Corp	\$ 248,597	\$ 239,969	3.0%
D&H Trucking	\$ 116,920	\$ 163,503	2.0%
JR & B Construction	\$ 96,813	\$ 128,346	1.6%
Creek Construction, LLC	\$ 100,700	\$ 121,885	1.5%
Tulsa Sod & Mulch	\$ 55,631	\$ 109,716	1.4%
Best Dump Trucking	\$ -	\$ 109,315	1.4%
Cross Bo Construction	\$ 128,310	\$ 107,900	1.3%
Others (22 firms)	\$ 872,367	\$ 452,865	5.6%
<b>Total</b>	<b>\$ 6,609,814</b>	<b>\$ 8,083,834</b>	<b>100%</b>

## Appendix A. Project Expenses with SBE Details

	Bid Amt	Actual Amt	Project SBE Goal %	Projected SBE Utilization Amt	Projected SBE Utilization %	Actual SBE Utilization Amt	Actual SBE Utilization %
<b>2018</b>							
51st - Pittsburg Ave to Yale Ave	\$ 970,648	\$ 1,126,666	10.0%	\$ 140,159	14.4%	\$ 197,923	17.6%
Art. St. Rehab Lewis 21st to 11th	\$ 4,777,787	\$ 5,383,779	3.4%	\$ 163,064	3.4%	\$ 475,248	8.8%
Arterial St Rehab & WL Replace	\$ 1,610,562	\$ 1,645,740	10.0%	\$ 161,750	10.0%	\$ 195,138	11.9%
Boulder Av/10th St to 1st St & 6th St & Denver Ave to Boulder Ave	\$ 4,415,000	\$ 4,904,166	10.0%	\$ 443,000	10.0%	\$ 549,710	11.2%
Bridge #402, 4200 S Memorial	\$ 274,000	\$ 222,993	10.0%	\$ 31,029	11.3%	\$ 43,504	19.5%
CC Mason Edu Sv Ctr Prkg Drainage	\$ 278,325	\$ 453,034	1.5%	\$ 4,160	1.5%	\$ 312,996	69.1%
Citywide Bridge Rehab	\$ 2,346,530	\$ 1,948,418	10.0%	\$ 236,080	10.1%	\$ 219,499	11.3%
COT Vision Tulsa American Hangar Tail	\$ 2,321,000	\$ 2,122,396	10.0%	\$ 285,000	12.3%	\$ 285,000	13.4%
EMD Emergency Generators	\$ 218,017	\$ 274,421	0.0%	\$ -	0.0%	\$ -	0.0%
EMD Facilities Maint. Upgrade Plmb/HVAC LTG	\$ 885,990	\$ 901,445	5.9%	\$ 52,476	5.9%	\$ -	0.0%
Green Waste Facility Paving	\$ 222,300	\$ 225,857	10.0%	\$ 23,181	10.4%	\$ 43,090	19.1%
Hunter Park Playground	\$ 335,786	\$ 332,791	3.8%	\$ 12,705	3.8%	\$ 12,705	3.8%
Joe Creek Channel Rehab	\$ 892,820	\$ 932,186	10.0%	\$ 245,568	27.5%	\$ 238,587	25.6%
Lewis Estates, Subdivision S. Lewis	\$ 480,185	\$ 477,962	10.0%	\$ 48,420	10.1%	\$ 48,657	10.2%
Mill, Patch & Overlay	\$ 3,863,451	\$ 3,343,829	10.0%	\$ 1,521,312	39.4%	\$ 1,757,876	52.6%
MZ 1076 St Rehab & Bridge 189	\$ 2,378,000	\$ 2,972,746	9.1%	\$ 241,453	10.2%	\$ 271,241	9.1%
Newport Ave Storm Sewer Improvements	\$ 473,369	\$ 577,320	6.1%	\$ 29,000	6.1%	\$ 63,969	11.1%
Non-Art St. Rehab MZ 1157N	\$ 3,195,910	\$ 3,279,727	6.4%	\$ 205,111	6.4%	\$ 239,235	7.3%
Non-Arterial St Rehab & Waterline Replc in MZ 4015	\$ 641,091	\$ 560,605	9.9%	\$ 63,125	9.8%	\$ 89,991	16.1%
Non-Arterial St Rehab for MZ 7048	\$ 1,097,000	\$ 1,015,884	10.0%	\$ 110,378	10.1%	\$ 216,685	21.3%
Non-Arterial St Rehab MZ 9058	\$ 834,000	\$ 887,340	#DIV/0!	\$ 83,420	10.0%	\$ 160,797	18.1%
Non-Arterial St Rehab Z 6035	\$ 2,755,000	\$ 3,122,158	10.0%	\$ 276,605	10.0%	\$ 284,605	9.1%
Ogans Circle Entry Enhancement	\$ 127,817	\$ 114,845	1.4%	\$ 3,375	2.6%	\$ 1,620	1.4%
Police Academy Renovations	\$ 1,682,657	\$ 1,686,719	0.0%	\$ 9,261	0.6%	\$ -	0.0%
Rehab of 101st Harvard to Yale	\$ 6,913,000	\$ 7,839,809	10.0%	\$ 759,372	11.0%	\$ 805,610	10.3%
Riverside Dr 24th - 35th St, 21st Riverside Intersection	\$ 702,000	\$ 646,978	5.2%	\$ 36,500	5.2%	\$ 53,704	8.3%

	Bid Amt	Actual Amt	Project SBE Goal %	Projected SBE Utilization Amt	Projected SBE Utilization %	Actual SBE Utilization Amt	Actual SBE Utilization %
Riverside Pkwy 81st to Joe Creek	\$ 787,000	\$ 583,034	10.0%	\$ 82,120	10.4%	\$ 85,256	14.6%
TPD Roof Replacement at Gilcrease Div	\$ 257,965	\$ 274,507	10.0%	\$ 26,600	10.3%	\$ 185,022	67.4%
Tulsa Fire Dept Roof Replace.	\$ 385,662	\$ 381,640	10.0%	\$ 290,620	75.4%	\$ 295,010	77.3%
<b>2019</b>							
Bicycle & Pedestrian Plan 10th, Elgin, Boulder	\$ 312,011	\$ 393,650	10.0%	\$ 33,294	10.7%	\$ 44,583	11.3%
Brady/Boston Drainage Improvements	\$ 495,353	\$ 388,646	10.0%	\$ 315,000	63.6%	\$ 252,553	65.0%
Crack Sealing	\$ 245,454	\$ 258,213	10.0%	\$ 24,545	10.0%	\$ 24,545	9.5%
Drainage Ditch from 15th to 13th Street	\$ 235,000	\$ 307,918	8.6%	\$ 23,625	10.1%	\$ 26,566	8.6%
Hicks Park Improvements	\$ 409,760	\$ 416,269	10.0%	\$ 348,828	85.1%	\$ 302,145	72.6%
Mill, Patch & Overlay	\$ 1,959,000	\$ 2,026,498	10.0%	\$ 197,000	10.1%	\$ 197,000	9.7%
<b>2020</b>							
Microsurfacing	\$ 1,364,605	\$ 1,071,834	10.0%	\$ -	0.0%	\$ -	0.0%
Mill, Patch & Overlay	\$ 826,703	\$ 604,371	10.0%	\$ 82,678	10.0%	\$ 103,766	17.2%
<b>Total</b>	<b>\$ 51,970,758</b>	<b>\$ 53,706,396</b>	<b>8.1%</b>	<b>\$ 6,609,814</b>	<b>14.4%</b>	<b>\$ 8,083,834</b>	<b>19.5%</b>

## Appendix B. Projected and Actual Expenses by SBE

SBE Contractor	Projected SBE Amt	Actual SBE Amt
Brownco Manufacturing	\$ 2,348,748	\$ 2,177,223
Mustang Trucking	\$ 460,161	\$ 1,196,213
Sooner Recon	\$ 924,448	\$ 1,038,638
Southstone Construction	\$ 867,119	\$ 987,626
Hezinger Construction	\$ 75,000	\$ 674,233
Ground Level	\$ 315,000	\$ 576,403
Concrete Services Corp	\$ 248,597	\$ 239,969
D&H Trucking	\$ 116,920	\$ 163,503
JR & B Construction	\$ 96,813	\$ 128,346
Creek Construction, LLC	\$ 100,700	\$ 121,885
Tulsa Sod & Mulch	\$ 55,631	\$ 109,716
Best Dump Trucking	\$ -	\$ 109,315
Cross Bo Construction	\$ 128,310	\$ 107,900
Direct Traffic Control	\$ 53,278	\$ 70,003
D-Bar-T, LLC	\$ -	\$ 60,581
Tulsa Land Surveying	\$ 86,250	\$ 56,330
Fritz Land Surveying	\$ 54,500	\$ 55,543
Express Lawn Services	\$ -	\$ 36,229
Verdigris Valley Sod	\$ 133,757	\$ 31,983
CV3 Mechanical	\$ 26,600	\$ 28,539
Nickle & Associates, Inc	\$ 52,802	\$ 27,085
Jus E Nuf	\$ 29,900	\$ 19,906
Fenix Group	\$ 57,476	\$ 17,556
Native Turf	\$ 58,825	\$ 14,605
Shane Best Trucking	\$ 11,461	\$ 11,095
D & H Trucking	\$ -	\$ 8,995
Aimright Testing & Engineering	\$ 45,000	\$ 6,260
Bizray Supply	\$ 35,178	\$ 3,209
Best Trucking	\$ 108,000	\$ 1,710
Atlas Land Office	\$ 1,620	\$ 1,620
Geodeca Surveying	\$ 3,900	\$ 1,617
Frame 'em and Hang 'em	\$ 8,661	\$ -
Triangle Construction and Utility	\$ 105,159	\$ -
<b>Total</b>	<b>\$ 6,609,814</b>	<b>\$ 8,083,834</b>