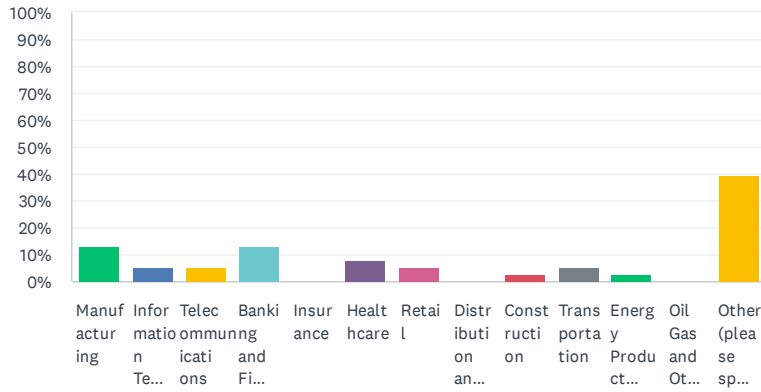


Q1 Which of the following industries best describes the industry your company is in?

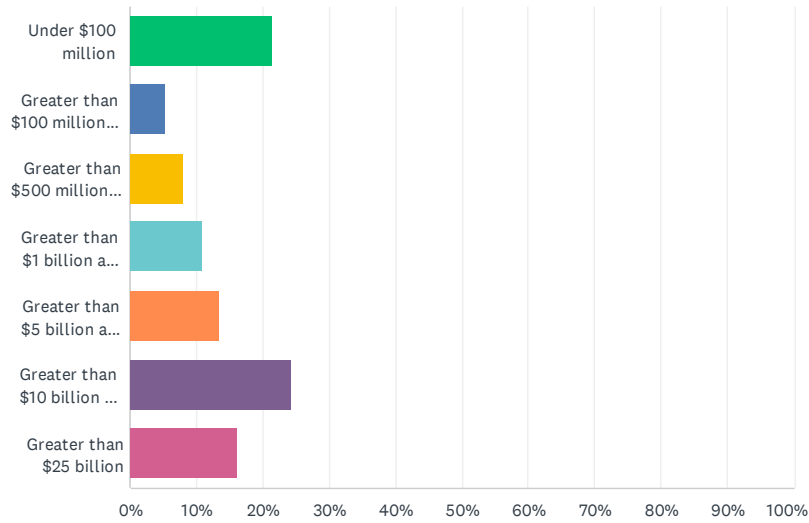
Answered: 38 Skipped: 0



ANSWER CHOICES	RESPONSES	
Manufacturing	13.16%	5
Information Technology and Computers	5.26%	2
Telecommunications	5.26%	2
Banking and Finance	13.16%	5
Insurance	0.00%	0
Healthcare	7.89%	3
Retail	5.26%	2
Distribution and Logistics	0.00%	0
Construction	2.63%	1
Transportation	5.26%	2
Energy Production and Distribution	2.63%	1
Oil Gas and Other Mining	0.00%	0
Other (please specify)	39.47%	15
TOTAL		38

Q2 How much are your company's annual revenues?

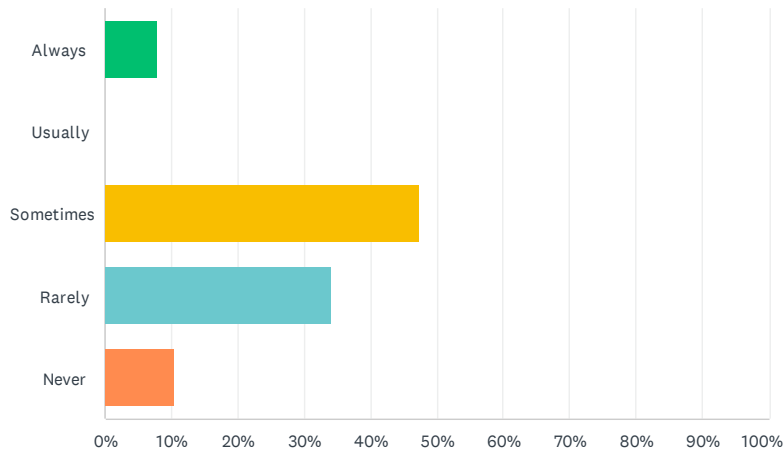
Answered: 37 Skipped: 1



ANSWER CHOICES	RESPONSES	
Under \$100 million	21.62%	8
Greater than \$100 million and less than \$500 million	5.41%	2
Greater than \$500 million and less than \$1 billion	8.11%	3
Greater than \$1 billion and less than \$5 billion	10.81%	4
Greater than \$5 billion and less than \$10 billion	13.51%	5
Greater than \$10 billion and less than \$25 billion	24.32%	9
Greater than \$25 billion	16.22%	6
TOTAL		37

Q3 How frequently have you had certified businesses attempt to do business with your firm that you suspected were passthrough businesses?

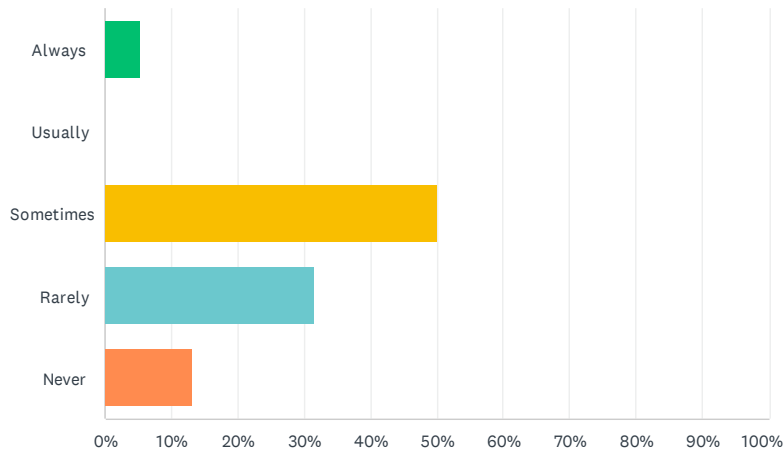
Answered: 38 Skipped: 0



ANSWER CHOICES	RESPONSES	
Always	7.89%	3
Usually	0.00%	0
Sometimes	47.37%	18
Rarely	34.21%	13
Never	10.53%	4
TOTAL		38

Q4 How frequently have your had uncertified businesses attempt to do business with your firm that you suspected were passthrough businesses?

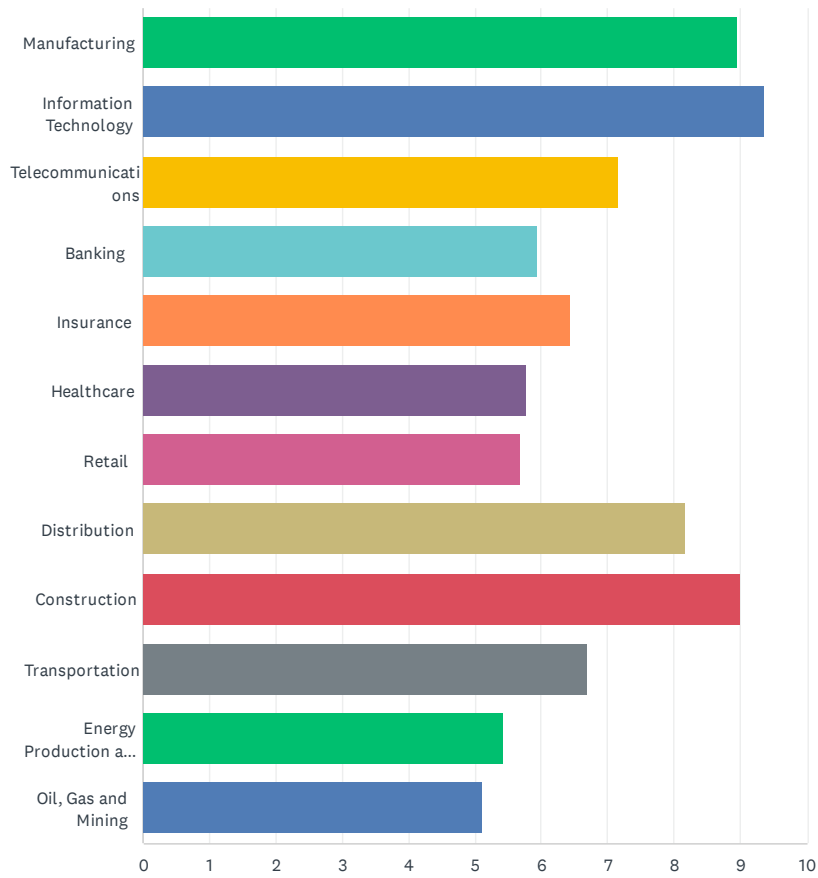
Answered: 38 Skipped: 0



ANSWER CHOICES	RESPONSES	
Always	5.26%	2
Usually	0.00%	0
Sometimes	50.00%	19
Rarely	31.58%	12
Never	13.16%	5
TOTAL		38

Q5 Rank the industries you believe based on your experience that are most likely to have passthrough businesses.

Answered: 34 Skipped: 4

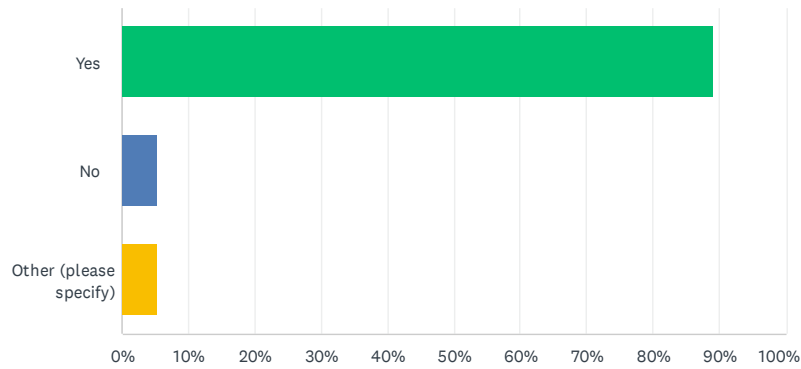


MBE Passthrough Survey of Corporate Supplier Diversity Professionals

	1	2	3	4	5	6	7	8	9	10	11	12	13
Manufacturing	32.00% 8	12.00% 3	8.00% 2	8.00% 2	8.00% 2	8.00% 2	8.00% 2	8.00% 2	4.00% 1	0.00% 0	0.00% 0	4.00% 1	
Information Technology	25.93% 7	22.22% 6	11.11% 3	14.81% 4	7.41% 2	3.70% 1	3.70% 1	3.70% 1	0.00% 0	0.00% 0	3.70% 1	3.70% 1	
Telecommunications	0.00% 0	0.00% 0	8.70% 2	30.43% 7	17.39% 4	4.35% 1	17.39% 4	8.70% 2	4.35% 1	4.35% 1	4.35% 1	0.00% 0	
Banking	0.00% 0	4.76% 1	4.76% 1	9.52% 2	19.05% 4	9.52% 2	9.52% 2	4.76% 1	14.29% 3	14.29% 3	0.00% 0	9.52% 2	
Insurance	0.00% 0	9.52% 2	0.00% 0	4.76% 1	9.52% 2	38.10% 8	9.52% 2	9.52% 2	4.76% 1	4.76% 1	4.76% 1	4.76% 1	
Healthcare	4.35% 1	4.35% 1	0.00% 0	8.70% 2	13.04% 3	13.04% 3	8.70% 2	8.70% 2	17.39% 4	4.35% 1	8.70% 2	8.70% 2	
Retail	10.00% 2	0.00% 0	5.00% 1	5.00% 1	15.00% 3	0.00% 0	10.00% 2	15.00% 3	10.00% 2	10.00% 2	10.00% 2	10.00% 2	
Distribution	10.00% 3	26.67% 8	16.67% 5	6.67% 2	6.67% 2	3.33% 1	0.00% 0	6.67% 2	10.00% 3	6.67% 2	0.00% 0	6.67% 2	
Construction	29.03% 9	16.13% 5	22.58% 7	3.23% 1	0.00% 0	3.23% 1	3.23% 1	3.23% 1	9.68% 3	3.23% 1	6.45% 2	0.00% 0	
Transportation	0.00% 0	3.70% 1	22.22% 6	14.81% 4	11.11% 3	7.41% 2	7.41% 2	3.70% 1	3.70% 1	11.11% 3	7.41% 2	7.41% 2	
Energy Production and Distribution	0.00% 0	4.35% 1	13.04% 3	8.70% 2	8.70% 2	4.35% 1	8.70% 2	4.35% 1	0.00% 0	17.39% 4	30.43% 7	0.00% 0	
Oil, Gas and Mining	5.26% 1	15.79% 3	0.00% 0	10.53% 2	0.00% 0	0.00% 0	0.00% 0	15.79% 3	5.26% 1	10.53% 2	10.53% 2	26.32% 5	

Q6 Do you think passthrough businesses harm legitimate certified diverse businesses?

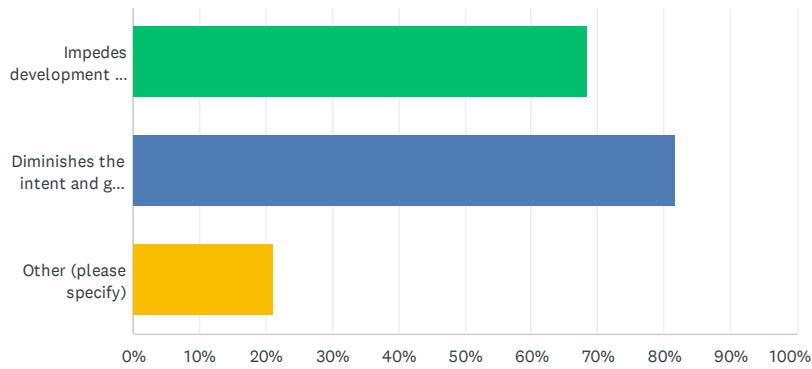
Answered: 37 Skipped: 1



ANSWER CHOICES	RESPONSES	
Yes	89.19%	33
No	5.41%	2
Other (please specify)	5.41%	2
TOTAL		37

Q7 In what ways do you think passthrough businesses harm legitimate certified businesses?

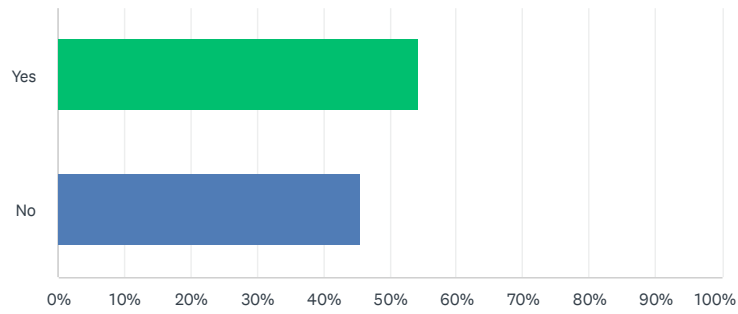
Answered: 38 Skipped: 0



ANSWER CHOICES	RESPONSES	
Impedes development and growth of legitimate certified diverse businesses	68.42%	26
Diminishes the intent and goal of supplier diversity	81.58%	31
Other (please specify)	21.05%	8
Total Respondents: 38		

Q8 Do you believe your competition uses passthrough businesses to increase their reported spending with diverse businesses?

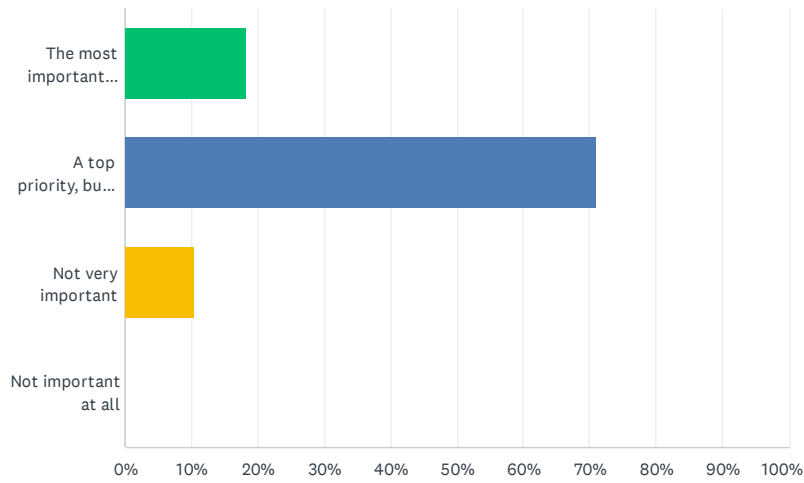
Answered: 35 Skipped: 3



ANSWER CHOICES	RESPONSES	
Yes	54.29%	19
No	45.71%	16
TOTAL		35

Q9 How much of a priority should certifying organizations like NMSDC and WBENC place on policing passthrough businesses?

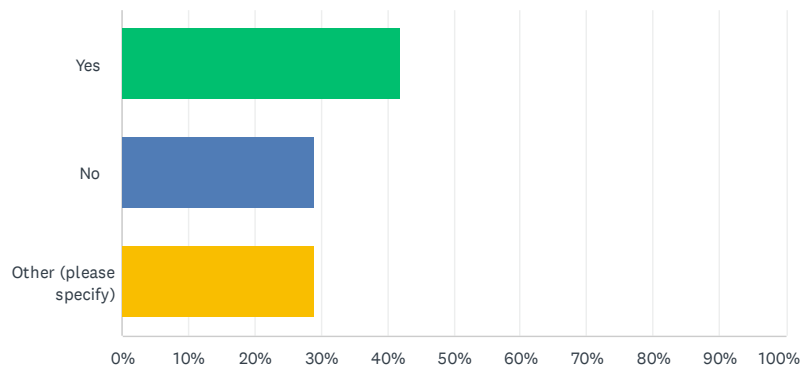
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ANSWER CHOICES	RESPONSES	
The most important priority	18.42%	7
A top priority, but not the most important	71.05%	27
Not very important	10.53%	4
Not important at all	0.00%	0
TOTAL		38

Q10 Should diverse entrepreneurs who are "caught" running a passthrough be banned from future certification?

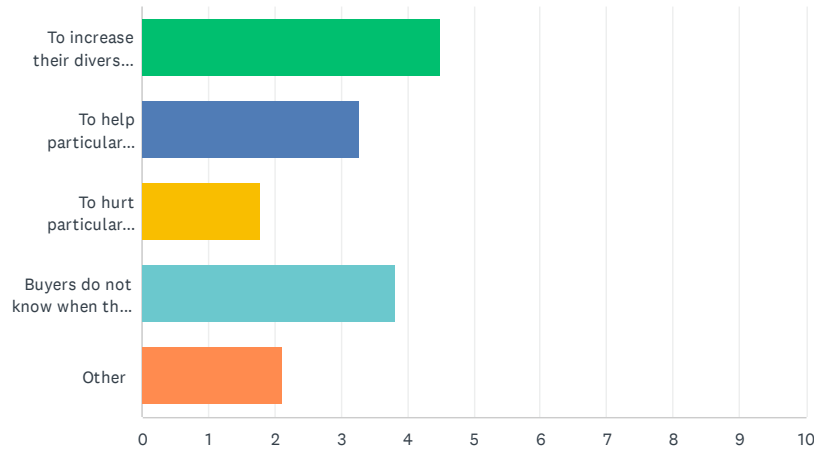
Answered: 38 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	42.11%	16
No	28.95%	11
Other (please specify)	28.95%	11
TOTAL		38

Q11 Why do corporate buyers use passthrough businesses. Please rank.

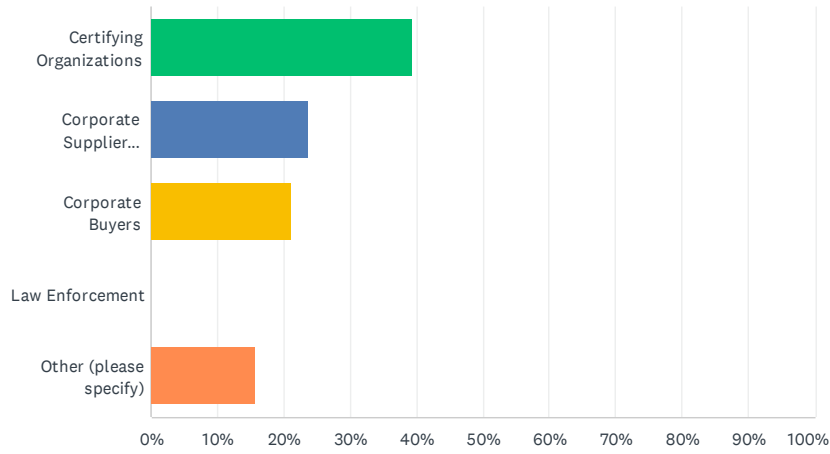
Answered: 37 Skipped: 1



	1	2	3	4	5	TOTAL	SCORE
To increase their diverse spending	65.71% 23	22.86% 8	5.71% 2	5.71% 2	0.00% 0	35	4.49
To help particular entrepreneurs and businesses	0.00% 0	38.71% 12	51.61% 16	9.68% 3	0.00% 0	31	3.29
To hurt particular entrepreneurs and businesses	0.00% 0	4.00% 1	8.00% 2	52.00% 13	36.00% 9	25	1.80
Buyers do not know when they are using passthroughs	36.36% 12	24.24% 8	30.30% 10	3.03% 1	6.06% 2	33	3.82
Other	0.00% 0	22.22% 4	0.00% 0	44.44% 8	33.33% 6	18	2.11

Q12 Whose job is it to police passthrough businesses?

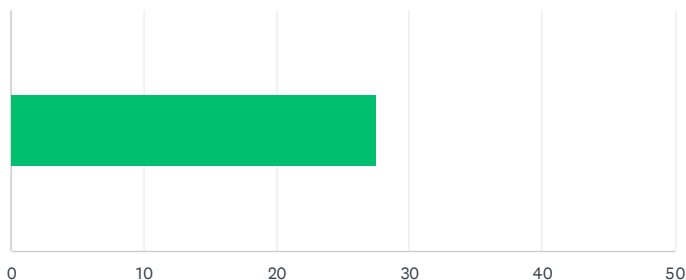
Answered: 38 Skipped: 0



ANSWER CHOICES	RESPONSES	
Certifying Organizations	39.47%	15
Corporate Supplier Diversity Professional	23.68%	9
Corporate Buyers	21.05%	8
Law Enforcement	0.00%	0
Other (please specify)	15.79%	6
TOTAL		38

Q13 Based on your experience, what percentage of diverse spend in U.S. corporations do you think is done with passthrough businesses?

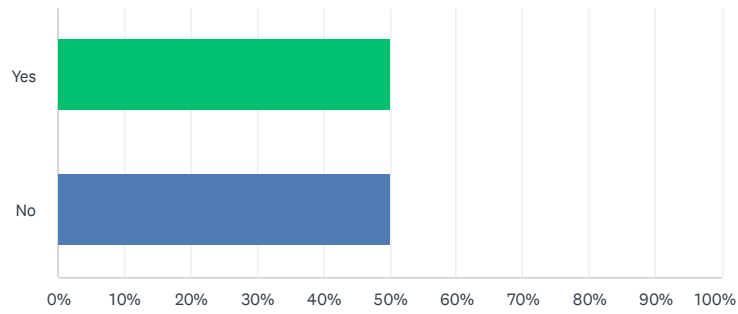
Answered: 34 Skipped: 4



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	28	936	34
Total Respondents: 34			

Q14 Would you be willing to do a follow-up interview? if yes please contact us at fredmckinney@bjmeconomics.com by February 28, 2022.

Answered: 36 Skipped: 2



ANSWER CHOICES	RESPONSES	
Yes	50.00%	18
No	50.00%	18
TOTAL		36