



	MCARI/Crossroads Racis	sm Power Analysis Matrix – Reques	st for Proposal Process
	POWER ¹ Power over People of Color (How POC are systematically disadvantaged)	POWER ² Power for white people/institutions (Built-in advantage for white people)	POWER ³ Power to racialize us all (Creation of IRS/IRO identities)
INDIVIDUAL	Less likely to have culturally appropriate services. My values & needs not reflected in RFP. POC less likely to be a part of the county RFP process – no direct input. Only asked to be on panel cause POC known to agency.	More likely to know rules. More likely to have an ongoing relationship with the County. White institution chooses the panel and POC.	Reinforces notion of who's in the 'club'. Act the 'white' way and you will be chosen.
INSTITUTIONAL	Have less institutional infrastructure to meet requirements. White institution has not defined you as 'agency of color'. Process eliminates agencies of color.	Have a professional writer. Has the 'normal' required infrastructure. White institution defines 'agency of color' Eliminates competition from agencies of color.	Reinforces 'normal' infrastructure. Institution defines who is an "agency of color'. Process eliminates some agencies of color – die out.
CULTURAL	Response format based on dominant culture. Not in the "network". Have to understand the white agency culture.	Are in the dominant culture network. Understand the agency culture.	Reinforces who is the dominant culture. White agency culture is 'right'.

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