



Minority Business Partnership Leadership Council
Meeting Minutes from August 15, 2012

Attendees:

Theron Snype
Jeff Messick
Quin Stinchfield
Van Williams
Clifford Smith
Craig Ascue
Otha Meadows
Chris Brumback
Kenneth Canty
David Ginn

Matt Brewer
Robbie Robinson
Susan Burroughs
Bill Goodwin
Stephen Grant
Pennie Bingham
Erica Wright
Evelyn DeLaine-Hart

Mr. Bill Goodwin opened the meeting at 8:15am by welcoming all those in attendance. This meeting included the Leadership Council as well as MBP members. He asked that Council members review the membership terms as listed and signify their agreement as listed. He also pointed out the member names and contact information were included and asked that this be reviewed for accuracy.

The CEO report was given by its chair, Mr. Ken Canty. He reviewed the first and second meetings of the CEO Roundtable with the Council (see minutes). Some of the highlights included a discussion of best practices, certifications and memberships, reporting, the website (<http://mbp.charlestoncounty.org>), the CMSDC conference and more. The first meeting was hosted by Mr. Clifford Smith of SBG-EEG. The second meeting was hosted Mr. Mr. Canty and included discussions on a variety of topics of importance to MBEs. Some included prompt pay, the development of an 8A association, the creation of committees based on sector, and the need to have more high profile representation on the Council. Ken Canty expressed that CEOs of the MBP have an interest in establishing a relationship with the South Carolina Ports Authority

Mr. Goodwin noted the article done by the Post and Courier on August 13th highlighting Mr. Canty's successes (see article). The article provided an overview of Mr. Canty's background prior to Freeland Construction all the way its majority purchase and subsequent growth. Freeland's client list continued to grow and he has opened offices in Savannah, Georgia.

Mr. Goodwin also pointed to an article done on Mr. Harold Gillens of Quintech Engineering in CMSC's Business Opportunity Magazine. A CMSDC member, Quintech is a security engineering and construction management firm with ties to the military that extend all over the world. This \$5,000,000 company has an impressive client list and is poised for continued growth,

Mr. Chris Brumbeck of Trident Health Systems, chairman of the Purchasing Roundtable, gave its report. The highlights of these two meetings have been establishing a business case for diversity in business, identifying best practices, and assessing member organizations readiness for supplier diversity. Ms.

Jackie LaJoie provided a copy of CMSDC's guidelines on establishing and measuring best practices. Given the diversity of the member organizations on the Purchasing Roundtable, it was decided that a full assessment of each organization would be conducted before the next meeting. Evelyn DeLaine Hart will develop a survey and meet with each buyer to perform this assessment. It is anticipated that these assessments will be completed in September. Bill Goodwin urged the group to continue developing a purchasing model that could be adopted by large buying firms.

The Leadership Council featured its first MBE, Mr. Robbie Robinson of Corporate Staffing Services. Mr. Robinson the first a series of MBEs to be introduced to the Council and MBP partners. Mr. Robinson provided a PowerPoint presentation on CSS and its services. Corporate Staffing Services is one of the leading temporary staffing and payroll services providers in the southeastern United States. CSS provides leadership in the areas of staffing and technological payroll software services. CSS specializes in payroll processing, temporary, temp-to-perm, and permanent placement. Whether an employee is needed for a day or for special projects, vacations, or unexpected situations, CSS provides staffing coordinators who will provide flexibility and support. Customer satisfaction has a proven rate of 98% for filling job requests, and a high retention rate is maintained. CSS provides prompt, courteous, and professional services for its clients. Council and MBP members are encouraged to contact Mr. Robinson to meet staffing needs at 888-329-8300, services@corporate-servicessc.com, or corporate –servicessc.com.

Additional discussions included the following:

Jeff Messick stressed the importance of education and proper planning when approaching and engaging with buyers. He emphasized that the project, in their opinion, comes first. Engagement cannot happen at the last minute or haphazardly.

Evelyn DeLaine Hart has pre-qualification forms available for CHOATE. MBEs interested in doing business with CHOATE should contact her for thee pre-qualification firms. She also urged MBEs to look into CMSDC membership and involvement.

David Ginn informed the group that the quality of workforce is the number one determining factor when promoting our community.

Pennie Bingham announced the Handprint Project, and offered to report the outcomes at the first MPB Leadership Council meeting of 2013.

Theron Snypes discussed the importance of cultural diversity and Ken Canty stressed the importance of economic diversity.

Evelyn announced that AT&T has come on-board as a sponsor of the MBP. She closed by stressing the importance of metrics in attracting more sponsors and donors. The October 3rd meeting date will change to October 10th. More information will follow.

Meeting was adjourned at 9:35am.

Next Meeting: 8:00AM on October 10th, 2013 at the Charleston Metro Chamber