



Minority Business Partnership Leadership Council  
Agenda  
October 10, 2012  
Charleston Metro Chamber of Commerce  
8:00AM

- |       |  |  |
|-------|--|--|
| I.    | Welcome  | Bill Goodwin   |
| II.   | Administrative Housekeeping and Update                 | Bill Goodwin   |
| III.  | CEO and Purchasing Roundtable Reports                  | Ken Canty/Chris Brumback   |
| IV.   | Featured MBEs  | Adrienne Holt, Partner/CEO<br>C.E. McKenzie & Associates, LLC<br>McKenzie-Holt Group<br><br>Sam Johnson, CEO<br>Summerville Ford Mercury |
| V.    | Charleston Airport Project                             | Simeon Terry<br>Austin Commercial<br>Director of Diversity Affairs   |
| VI.   | Calendars  | Evelyn DeLaine Hart  |
|       | A. 2013 Meeting Schedule (Jan, April, August, October) |  |
|       | B. B2B Reception (October 30, 2012)                    |  |
|       | C. Joint Meeting of PR/CEO Roundtable                  |  |
|       | D. Other Business                                      |  |
| VII.  | Election of Officers                                   | Evelyn DeLaine Hart  |
| VIII. | Passing of Gavel                                       | New President  |
| IX.   | Adjournment  |  |

CEO and Purchasing Roundtables Update  
October, 1, 2012

The CEO and Purchasing Roundtables continue to work to collect data to produce its first annual report. All efforts have been directed toward that end. All members are reminded to submit their data by close of business October 5, 2012 to Evelyn DeLaine Hart at [edelainehart@charlestoncounty.org](mailto:edelainehart@charlestoncounty.org) or Erica Wright at [ewright@charlestonchamber.org](mailto:ewright@charlestonchamber.org). Your timely submission is appreciated.

MBP Leadership Council Meeting Minutes  
Charleston Metro chamber of commerce  
August 15, 2012  
8:00am

**Attendees:** Theron Snype, Jeff Messick, Quinn 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 13<sup>th</sup> 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 provided 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-servicesc.com](mailto:services@corporate-servicesc.com), or [corporate-servicesc.com](http://corporate-servicesc.com).

Page 2

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 the pre-qualification forms. 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 3<sup>rd</sup> meeting date will change to October 10th. More information will follow.

Meeting was adjourned at 9:35am.

**Next Meeting: 8:00AM on October 10<sup>th</sup>, 2013 at the Charleston M**

Leadership Council Meeting Minutes  
Charleston Metro Chamber  
April 4, 2012  
8:00AM

Attendees: Sylvester Hester, Richard Harkness, Susan Burroughs, Craig Ascue, Jeff Messick, Robert Fairey, Bill Goodwin, Evette Beckett-Tuggles, Sabra Slaughter, Adrian Williams, Joseph Jefferson, Mayor Billy Swails,

Mr. Bill Goodwin provided an overview of the Partnership and its purpose. He encouraged attendance and participation.

Dr. DeLaine Hart addressed housekeeping issues which included

1. Naming of Chairperson, Mr. Bill Goodwin through December 31, 2012.
2. Determining size of Council which will not exceed 35 members
3. Meeting date and times were established at July 11<sup>th</sup>, October, 3<sup>rd</sup> of 2012 at 8am at the Charleston Metro Chamber.
4. Term limits – members indicated their preferences (See Attached List)

Members were also self-selected for the CEO Roundtable. The names of the CEO Roundtable members are attached.

The Purchasing Roundtable member names were presented and are found in the attachment. Two names were added to this group. They were Mr. Ralf Hedtsein from Bosch and Ms. Jackie LaJoie from Carolinas Minority Supplier Development Council.

Dr. DeLaine Hart also presented a preliminary view of the website which will be rolled out in July.

Several topics on the agenda were tabled for more input from the roundtables. These included the draft strategic plan and metrics.

Minority Business Partnership  
CEO Roundtable  
Hosted By Ken Canty of Freeland Construction Company  
July 18, 2012  
Meeting Minutes

Attendees: Sandra Laribo, Ken Canty, Clifford Smith, Adrian Williams, Fred Anthony, Evelyn DeLaine Hart

The following material was provided as information:

The CMSDC BOC will be held July 30 - Aug 1

VIP tickets may be available for the PGA next month

The website is up and running

A meet and greet for the MBP will be scheduled. The LC will be included at a later event.

All MBEs should get their UCP certification done immediately

The CEOR identified issues that are of concern:

Prompt pay is not as much of an issue with firms working with the government but it remains a problem for those who work in the private sector. A list of firms with slow pay histories will be developed and placed on the website.

There remains a need to meet with Jim Newsome to discuss opportunities for MBEs at the SCPA.

There is a need to have some projects broken up into packages that enable small firms to compete

Ken Canty brought up the idea of an 8A association for the Fri-county region. He will address the subject with Mike O'Neil of the SBA today

Invite prominent members to the LC, e.g., Keith Waring and key staff from local congressional offices (DeMint, Scott, Graham, Clyburn)

There is a need to enhance website with information useful to MBES. This is particularly the case for contacts information at various federal installations. EDH will scour the SBA website for information.

Clifford Smith has a need for a Procurement Agent/buyer for auto parts in the Columbia area.

Fred Anthony also apprised the group of an opportunity for work with OCAB in Orangeburg, SC

EDH also advised the group of opportunities with Choate on the wind turbine project and with the school district with MB Kahn. She encouraged them to introduce themselves to Anthony Lawrence of Brownstone. She will be contacting ST Peden to discuss this Clemson initiative.

The group discussed the need for committees and thought they might be developed by sector, I.e., government, construction, IT /Electrical, Services, CM/PM, Grounds Maintenance to start. This connects with Sylvester Hester's suggestion that we take vertical views of our businesses by industry sector. There will be more on this subject.

Ken Canty also shared information regarding two large projects coming from the Louisville Core of Engineers. Contact him for more information

The final topic for discussion was reporting. the group agreed to include firm, size, employees, certifications, connections/partnerships with other MBEs and Buyers, past, current, and future projects, community activity, business outside Charleston county and SC.

The MBP website is <http://mbp.charlestoncounty.org>.

A link will be sent to show the cost for individual events. Call EDH for more information.

The meeting adjourned at 9:35am. The next meeting will be after the Leadership Council meeting on August 15th and will be held at Atlantic South Consulting Services in West Ashley.

Sent from my iPad

Minority Business Partnership  
CEO Roundtable  
Hosted by Clifford Smith of SBG-EEG  
June 13, 2012  
Meeting Minutes

Attendees: Clifford Smith, Craig Ascue, Adrian Williams, Sylvester Heater, Van Williams, Ken Canty, Evelyn DeLaine-Hart, Erica Wright.

The meeting began at 8:15am and was held at SBG-EEG in Ladson. Mr. Clifford Smith graciously hosted the first meeting of the CEO Roundtable.

After introductions, EDH provided a brief overview of the goals and objectives of the CEO Roundtable. Discussion began with the naming of the Chair and Vice Chair, Ken Canty and Clifford Smith respectively.

Some best practices were identified and included:

- Use of minority firms as general contractors versus tradesmen
- Prime sponsored schools e.g., Turner
- Inclusion of diverse industries beyond construction and engineering
- Teaming, Strategic Alliances, Joint Ventures

A discussion ensued regarding these practices. Emphasis was placed on the need for minority firms to be recognized as GCs capable of responding to bids rather than subs/trades firms. This occurs with large buying organizations such as CCSD and Austin-Hitt. In addition, the need for teaming was recognized along with the various barriers to making this happen. Members were asked to recommend buyers or suppliers that would add value to the efforts of the MBP.

Certifications recommended by EDH included the UCP, CMSDC, and Metro Chamber membership. The County SBE program was also recommended due to its ease. UCP and 8A firms are grandfathered into the County's SBE program.

Reporting was also a major discussion item. EDH explained the need to capture info to provide to financial sponsors. A simplified format will be developed and placed on the website. A draft will be developed and sent to members for review. Some items to be included are employees, contracts, contract values, growth, philanthropy, and certifications.

A website has been developed and will be released on July 1. CEOs were asked to review this info and provide feedback on anything incorrect, to be added or deleted, or simply deemed important.

The CMSDC Business Opportunity Conference as discussed. It will be held in Charleston July 31 through August 1st at the Embassy Suites. Membership was strongly encouraged due to the networking opportunities along with the numerous national organizations to be represented.



Further discussion included the need to add all the hospitals, not just MUSC and Trident. Mr. Ascue suggested that employment opportunities should be an issue for discussion and inclusion on the website. Mr. Smith suggested getting budgets from major buying organizations. Mr. Hester suggested creating a vertical view of business by sector to make review and inclusion easier. EDH will begin his with assistance from Mr. Hester. Members suggested that a request for top issues from members be solicited so they can be discussed and addressed.

General discussion included news from various members. Mr. Canty informed the group of his new relationship with the port in Savannah. He and EDH will arrange a meeting with Jim Newsome here in Chas. He also informed the group that he expanded and has new offices in Savannah. Discussion drolled regarding the meeting (NAVFAC) in Savannah today and tomorrow. Mr. Hester disclosed that he is creating opportunities for young people at his facilities. Mr. Canty is doing the same with two interns. Member activities that will inform and educate the membership should be sent by email to EDH for inclusion on the website. Mr. Hester informed the group that Roger Quallman was named the new procurement director at Bosch. EDH will contact him today to get him on the Procurement Roundtable.

EDH will follow-up with the activities listed below:

Send info regarding CMDC certification along with conference information.

Send email addresses to members (see address field in e-mail)

Begin vertical business views

Request top issues from Leadership Council members

Schedule a meeting with Ken Canty, EDH, and Jim Newsome at the SCPA.

The next meeting of the CEO Roundtable will be on Wednesday, July 18<sup>th</sup> at 8:00am at Freeland Construction located on 1629 Meeting Street Road (Neck Area), Charleston.

The meeting adjourned at 9:24am.

MBP Purchasing Roundtable  
Meeting Notes  
City of North Charleston – The Rhett Conference Room  
July, 25, 2012

Attendees: Denise Badillo, Gary Cooper, Eddy Medina, Monica Rubinstein, and Evelyn DeLaine Hart

The meeting started shortly before 11:00am and began reintroductions as we welcomed our newest member, Gary Cooper of the City of Charleston. There was also an overview of the Minority Business Partnership, its Leadership Council and Roundtables.

The first item on the agenda was the business case for diversity. While much of the published literature on the topic related to diversity in the workplace, our effort was and is to make the case for diversity in procurement. Fundamentally and according to CMSDC, **minority suppliers are the country's fastest growing business sector. According to the Bureau of the Census, by the year 2020, the minority population will represent 34.4 percent of the total U.S. population. As the minority population continues to grow, those corporations that are comfortable with cultural diversity and change, and are responsive to their customers, will be the ones that survive. A white paper produced by the Carolinas Minority Supplier Development Council is attached for more information.**

**Some of the more salient points include:**

**“Small businesses create one out of every two jobs, so it is imperative that we focus on strengthening small and minority-owned businesses to reverse the current economic trend and the widening unemployment gap for people in minority communities who are disproportionately affected in a negative way during times of corporate downsizing.”**

**Supplier diversity brings knowledge and experience to corporate America that aids in understanding the world and competing effectively on an inclusive, global scale.**

**The U.S. Census Bureau reports that minorities are starting businesses at a faster rate than others. While the number of U.S. businesses increased 10% between 1997 and 2002 (the most recent period for which data have been gathered), Hispanic-owned businesses increased by 31% and the number of African-American-owned businesses grew by 45%. The number of businesses owned by Asian Americans and Native Americans is also growing.**

**The four million minority-owned businesses in the U.S. employ 4.7 million people and account for \$660 billion in revenues. As these companies prosper, their success is good for their corporate customers and for the communities in which they do business. These minority firms are able to purchase goods and services from other minority-owned companies, and they're more likely to hire other minorities. [Fortune, May 2010]**

Historically, unequal access to capital, resources and contracting opportunities has resulted from discriminatory treatment in both the public and private sectors. This has caused minority firms to lag behind White-owned businesses in the areas of revenue growth and profitability, which directly translates into “real wealth.” [Charlotte Minority Economic Development Initiative, 2011]

- □ Minorities represent 34 percent of the U.S. population
  - □ Minorities represent 21 percent of total businesses
  - □ Minority businesses represent 7 percent of gross receipts
  - □ Minority businesses only reflect 3 percent of total corporate spending
- [National Minority Supplier Development Council – 2010]

A discussion of member organizations disclosed that with few exceptions, there are limited formal minority supplier programs. Of the member organizations represented, Boeing, Choate, and the City of Charleston had surpassed the beginning stages and Boeing was at the top with formal and significant programs. While the Roundtable will work toward increasing the awareness and participation of minority firms with major buyers in the area, most organizations in the region are at the earliest stages of development, with no goals and no programs.

It was agreed that our first step was this recognition and for those organizations that are not tracking minority participation to begin to do so. Best practices would be shared and goals created for future growth and development.

EDH suggested that a formal meeting with each member of the Roundtable be conducted in order to assess their diversity readiness, assist in identifying best practices, discuss tracking, and a myriad of other topics. This questionnaire will be identical for each meeting and distributed prior to the meetings. EDH will begin making calls in the next 2-3 weeks and try to conclude all meetings by mid-September.

EDH spoke about the upcoming CMSDC conference July 30 – August 1 and encouraged attendance and membership.

It was agreed that the next meeting would be after the meetings/questionnaires were completed and would be held at Choate Construction in Mt. Pleasant.

MBP Purchasing Roundtable  
Meeting Notes  
Lonnie Hamilton Public Service Building  
June 20, 2012

Attendees: Jackie LaJoie, Denise Badillo, Fred Feil, Eddy Medina, Chris Brumback, Ken Wiggins, Monica Rubinstein, Theron Snype, Evelyn DeLaine Hart

The meeting was called to order at 11:08am.

The Roundtable agreed to name Chris Brumback of Trident Health Systems as Chairperson and Denise Badillo of the City of North Charleston as Vice Chairperson.

The first item of discussion was the identification of best practices. Jackie Lajoie addressed this issue and provided material on the subject. This material can serve as the basis of our efforts going forward. Theron Snype also mentioned the Billion dollar Roundtable. EDH noted the need for the completion of its database and the roll out of its new website.

Jackie Lajoie also addressed the need to develop and present the business op business case for diversity so Roundtable members and buying organizations can understand what we are doing and why. In addition to this, the Roundtable has agreed to adopt an initiative, recommended by Jackie LaJoie, to gage minority inclusion in the region. The Roundtable will create a baseline for future measures of inclusion. This will be accomplished by via a function to make introductions between buyers and suppliers; introductions that lead to RFPs, RFPs that convert to contracts, dollar amount of contracts, jobs created, and spend. The idea of goalers was also raised by Ms. Lajoie. Goalers are larger corporations willing to report usage of MBEs.

The group was asked to inform EDH of any buyers, suppliers, procurement professionals, or others that would add value to the work of the Roundtable and the mission of the Leadership Council.

EDH follow-up

Send IET study to members

Jackie to send best practice info

Find best practices in government

Send Roundtable contact info

Send CMSDC BOC info to Roundtable

Attachments:

Contact Information

