



Newsletter

January—June 2009

A program of the University of Missouri System, Office of Management Services

UM Advocacy-Mentoring Program: "Community University Engagement"

Tijana Rajkovic, , Summer Intern, Management Services-University of Missouri System

One of the University of Missouri's strategic goals is "community-university engagement." This goal is reflected by the creation of the M/WBE Advisory Council. The council is composed of diverse representation from the University as well as the external community. The Advisory Council provides an external perspective on the University's M/WBE policies and practices, feedback on industry "best practices," establishes a model for M/WBE program excellence and collaborates and partners within and beyond UM System to increase advocacy and support for the University's M/WBE initiatives.

One of the recommendations of the Council was the establishment of the University of Missouri's Advocacy-Mentoring Program for M/WBE design & construction firms. This high-profile Program has several goals:

- ◆ Strengthen and assist in growing M/WBE architectural, engineering and construction firms
- ◆ Build a pool of M/WBE firms who, potentially, can competitively bid the University of Missouri's projects
- ◆ Foster the success of M/WBE firms by increasing their knowledge and understanding of the design and construction process at the University of Missouri
- ◆ Strengthen M/WBE marketing skills
- ◆ Build relationships with University staff and design and construction firms that routinely perform work for the University of Missouri

The Advocacy-Mentoring Program is a volunteer program. It includes Design and Construction staff and support from the four-campus system: Columbia, St. Louis, Kansas City and Rolla. Participation in the Program is limited to principals/owners of certified M/WBE firms. Selection criteria for M/WBE firms include the following: In business for at least five years, interested in commercial projects and have demonstrated competency in their scope of work. Four M/WBE firms were selected to participate as mentees by the University of Missouri's Design and Construction staff and the M/WBE Program Director.

Each mentee is assigned a team / triad which includes a team leader - a University of Missouri employee, and a mentor—a representative from a prime construction or design firm. The duration of the Program is approximately two years; the Program started July 1st, 2009. The Advocacy-Mentoring Program requires regular meetings of mentees with triad members and monthly meetings with the Director of the M/WBE Program.

The Advocacy-Mentoring Program will provide a number of benefits to M/WBE mentees; namely, expand their knowledge base and skills, build a support network, increase exposure and networks, build relationships with University Design and Construction staff and prime contractor or design firms. Likewise, others within each triad will have an opportunity to impart professional knowledge, skills and expertise, build "good will" within the community, gain recognition for their firm/institution and further their own professional growth and development.



University of Missouri Bid Postings

- ◆ M/WBE firms are encouraged to access the Procurement web page for bid postings:
<http://www.umsystem.edu/ums/departments/fa/management/procurement/>



Sunshine Cleaning of Columbia, Inc.

Ms. Patricia Jackson
(573) 529-6927
pjackbr555@aol.com

Sunshine Cleaning of Columbia, Inc. was formed by Ms. Patricia Jackson in 2003. Ms. Jackson holds a BA degree in Business Administration. She has been in the residential and commercial cleaning business for over six years.

Sunshine Cleaning is a certified M/WBE company ; it offers residential cleaning, commercial cleaning, including stripping and waxing floors, carpet scrubbing, and construction clean up. The company has held contracts with some of the largest builders in Missouri: Fairway Construction, SIRCAL and KCI Construction. Sunshine Cleaning's largest project has been a 350 apartment complex.

Ms. Jackson strives for excellence in her business and believes in providing the best of service to each of her customers on a daily basis. The company's greatest strength is communication. Ms. Jackson makes sure project managers and owners are constantly informed of scheduling, difficulties in projects, completion times and issues that may occur. She is also available as a part of the project management team for her clients; many of which she has served for over six years.

As advice for someone starting a new company, Ms. Jackson recommends working with the *University Center for Innovation and Entrepreneurship*. The Center has offered great help to Sunshine Cleaning in developing a workable business plan, guidelines on bookkeeping and assistance in understanding management issues facing a small business owner.



Minority Business Development Activities

The University of Missouri participated in the following events:

- ◆ **MidAmerica Minority Business Development Council's 23rd Annual Awards Luncheon** – The Luncheon celebrated alliances between minority and majority firms. It spotlighted significant achievements of selected minority business owners, and honored corporate supporters for significant accomplishments during the year. Awards were presented in six categories: Newcomer of the Year, MBE Coordinator of the Year, Buyer of the Year, Supplier of the Year (under \$1 million in annual revenue), Supplier of the Year (between \$1 million and \$10 million in annual revenue), and Corporation of the Year. The event was held at the Overland Park (Kansas) Marriot Hotel.
- ◆ **St. Louis Minority Business Council's 24th Annual Business Opportunity Fair** – This event included about 65 minority business enterprises, 20 corporations and more than 300 attendees. The Fair was held at America's Center downtown St. Louis and included exhibits and a luncheon speaker, Janice Robinson Burns, Chief Diversity Officer, MasterCard Worldwide.
- ◆ **MidAmerica Minority Business Development Council's 13th Annual Business Opportunity Fair** - This annual business networking event took place at the Overland Park (Kansas) Convention Center and included a contract celebration ceremony, all-day trade show, dinner, and speech by Mr. Tony Gonzalez, formerly of the Kansas City Chiefs. The event provided a unique opportunity for corporate leaders and minority business entrepreneurs to network. The MAMBDC's Business Opportunity Fair is the only event in the region uniting public and private corporations and minority business enterprises (MBEs) to foster greater opportunities for collaboration and expansion of business relationships. More than 70 exhibitors participated in the trade show.



St. Louis Minority Business Council's Business Opportunity Fair

AWARDS

A partial list of contracts and purchases won by M/WBEs

Design & Construction

UM-COLUMBIA

Renovate Room in Nursing School (River City Construction, LLC)

M/WBE Goal: 5% Achieved: 0% / 17%

\$ 17,000	Braun Drywall	Jefferson City
\$ 12,960	Allen Floors, Inc.	Jefferson City
\$ 2,978	T&G Specialties	Lohman

CRH-Keene Medical Bldg-Ped Short Stay/Child Blood Disorder Unit (Simon Oswald Assoc., Inc.)

M/WBE Goal: 5% / 10 Achieved: 0% / 100%

\$ 115,000	Simon Oswald Associates, Inc.	Columbia
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Stankowski Field (Mondo USA Inc.)

M/WBE Goal: 5% / 5% Achieved: 0% / 4.7%

\$ 38,725	All American Transportation Inc.	St. Louis
\$ 13,400	Bright City Lights, LLC	Columbia

Various Locations-Replace Video Display, Audio Systems, and Scoreboards (Daktronics, Inc.)

M/WBE Goal: 5% / 10% Achieved: 1% / 6.3%

\$ 68,500	Natsch & Company, Inc.	Jefferson City
\$ 382,000	Petros Technology Group	St. Louis

General Site - Replace Manhole: Duct Bank (J.C. Industries, Inc.)

M/WBE Goal: 5% Achieved: 0% / 10%

\$ 27,295	G&G Mechanical Cont.	Oak Grove
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Schweitzer Hall - Lab Fit-out for room 240 (Wisch and Vaughan Construction Co.)

M/WBE Goal: 5% Achieved: 0% / 6%

\$ 13,376	Modern Interiors, Inc.	Jefferson City
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Univ. Hospital Replace-Electric Chiller (J. Louis Crum)

M/WBE Goal: 5% Achieved: 5.19%

\$ 3,400	S&S Insulation	Columbia
\$ 5,000	Possibly Supply	Jefferson City
\$ 4,500	Kingston's Distributing	Kansas City

Hudson Gillett (K&S Associates)

M/WBE Goals: 10% / 5% Achieved: 10.93% / 10.42%

\$ 700,000	Braun Drywall	Jefferson City
\$ 392,200	Millennium Engineering & Sales, Inc.	St. Louis
\$ 1,157,175	Fitzgerald Construction, Inc.	St. Louis
\$ 95,000	TAB Company	St. Louis
\$ 201,527	Kingston Distributors	Kansas City
\$ 1,136,500	Legacy Blog Group	St. Louis
\$ 350,843	Jeff Schneider's Construction	Jefferson City
\$ 212,207	Commercial Bathwares, LLC	St. Louis
\$ 829,000	Thermal Tech, Inc.	Union
\$ 750,449	Ozark Fire Protection	Ozark

Student Center / Brady Commons (VCC)

M/WBE Goals: 10% / 5% Achieved: 3% / 7%

\$ 272,887	Allen Floors	Jefferson City
\$ 123,000	DJ Contracting	St. Peters
\$ 10,770	One Way Cleaning Co.	Grandview
\$ 251,574	Natsch & Co.	Jefferson City
\$ 74,613	TAB Co.	St. Louis
\$ 99,650	Brannic Sales	St. Louis
\$ 198,800	Possibly Supply	Jefferson City
\$ 160,000	PTS Interiors	Foristell
\$ 434,876	Directors in Design	St. Louis
\$ 365,635	Walsh Insulation	Ashland
\$ 18,144	Columbia Curb & Gutter	Columbia

Orthopedics Institute-Bid Pkg 10 (T.J. Wies Contracting)

M/WBE Goal: 10% & 5% Achieved:

\$ 235	PTS Interiors	O'Fallon
\$ 117,500	Directions in Design	St. Louis

Orthopedics Institute-Bid Pkg 15 (Coastal Electric, Inc.)

M/WBE Goal: 5% Achieved: 5.46%

\$ 124,840	JRH Enterprise, Inc.	Belleville
\$ 249,800	Avian, Inc.	St. Louis

Bradford Technology Transfer Center (Shepherd's Company)

M/WBE Goal: 5% Achieved: 5.46%

\$ 35,000	Braun Drywall & Ceiling Supply, Inc.	Jefferson City
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Various Locations-Replace Video Display, Audio Systems, and Scoreboards (Daktronics, Inc.)

\$ 68,500	Natsch & Company, Inc.	Jefferson City
\$ 382,000	Petros Technology Group	St. Louis

MISSOURI S&T

Recreational and Intramural Building Renovation Phase I (CurtisManes-Schulte, Inc.)

\$ 19,030	Taos Construction, Inc.	Jefferson City
\$ 68,750	BBR Masonry LLC	Newburg
\$ 589	T&G Specialists	Lohman
\$ 16,400	Ozark Fire Protection	Warsaw
\$ 10,624	Thermal Tech, Inc.	Union
\$ 60,000	Possible Supply, Inc.	Jefferson City
\$ 13,400	Bright City Lights, LLC	Columbia

UM-ST. LOUIS

UMSL West Co. Continuing Education Center (FiCON, Inc.)

\$ 53,940	New Vision Contracting, LLC	St. Louis
\$ 6,043	Brison Mechanical	St. Louis
\$ 27,200	Rob Raeker Plumbing Co.	Overland
\$ 15,590	CCR, Inc.	Bridgeton

UM-KANSAS CITY

Pharmacy/Nursing Building Phase I - Shell Space Completion (Excel Construction, Inc.)

\$ 53,940	Fabulous Floor, LLC	Kansas City
\$ 6,043	AGP, Inc.	Grandview
\$ 27,200	Cass County Coatings	Pleasant Hill
\$ 20,000	LWJ Construction Material	Kansas City
\$ 95,000	KC Electrical Supply Co.	Kansas City
\$ 775,660	Enloe Enterprises, LLC	Kansas City
\$ 6,149	Sorella Group	Lenexa
\$ 497,803	Luevano Hart Construction	Kansas City
\$ 103,760	E.G. Tech, LLC	Kansas City

Procurement

UM-ST. LOUIS

\$ 22,245	Quantum Technologies	MO
\$ 7,447	NSC Diversified	MO
\$ 2,772	Computopia / Campu	RI
\$ 3,334	Regents Maintenance	MO

MISSOURI S&T

\$ 2,360	Clontech Laboratories	CA
\$ 1,398	Sentro Tech	OH

MU-HEALTH CARE

\$ 1,562	Apex Controls	PA
\$ 10,723	Provantage Corp	OH



Procurement (continued)

UM-COLUMBIA

\$	20,936	Miltenyi Biotec, Inc.	CA
\$	9,988	Sage Publications	CA
\$	16,270	Clontech Laboratories	CA
\$	8,188	Controlled Environment	ND
\$	4,969	Trasonic Systems, Inc.	NY

UM-KANSAS CITY

\$	2,637	Sage Publications	CA
\$	14,768	Apex Controls	PA
\$	11,107	Provantage Corp	OH
\$	6,046	Commenco Inc.	MO
\$	2,708	World Wide Technologies	MO
\$	2,449	Bio-Synthesis-In House	TX
\$	2,896	Clontech Laboratories	CA



Calling All Minority and Woman Owned Businesses

- ◆ M/WBE firms can now register quickly and easily online by using our new Supplier, Contractor, Consultant Registration Form at:
- ◆ <http://www.umsystem.edu/ums/departments/fa/management/procurement/supplierregistration.shtml>



Get signed up today!

Upcoming Construction Projects

- UM-Columbia:** http://www.cf.missouri.edu/pdc/upcoming_projects.html
- UM-St. Louis:** <http://www.umsl.edu/~facplan/>
- UM-Kansas City:** <http://www.umkc.edu/adminfinance/cfm/default.asp>
- Missouri S&T:** <http://phyfac.mst.edu/>

UM-Columbia	Estimate	Bid Date
General Site - East Campus - Site Improvements	\$ TBD	9/9/09
CRH - Keene Medical Building-Renovate Room 406 / CRH - Keene Medical Building - Ped Short Stay / Child Blood Disorder Unit	\$ 1,880,000	9/17/09
CRH - CRH Children's Hospital - 4th Floor PICU Renovation	\$ 1,692,500	9/24/09
MUHC Hospital and Clinics - Patient Care Tower, Site Utilities (Package #2)	\$ TBD	10/15/09
Power Plant - Repair South Chimney	\$ 2,892,773	11/17/09
General Site - Design Replacement of Storm Water Sewer Main - South Campus	\$ 3,566,000	12/1/09
CRH Design Programming - 1st Floor Lab	\$ 1,175,000	12/17/09
MUHC Hospital and Clinics - Patient Care Tower - Building Shell & Core (Package #3)	\$ TBD	2/15/10
MUHC Hospital and Clinics - Patient Care Tower - Building Fitout (Package #4)	\$ TBD	8/1/10
University Hospital - Emergency Services Renovation	\$ 1,207,948	TBD

For information on the University of Missouri 's Minority Business Development program, refer to the web site: www.umsystem.edu/MinBusDev

To subscribe to The Newsletter, send your e-mail address to rothle@umsystem.edu.



The Newsletter informs the University community and the public, particularly minority and women-owned businesses, trade associations and community leaders of the University of Missouri's small business initiatives. The University wants to include all interested suppliers and contractors in its purchasing activities.

Suppliers • Architects • Engineers • Contractors