



# Newsletter

April-June 2006

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

## M/WBEs Encouraged to Market Their Products & Services



**Susan Potrafka, Manager**  
**Procurement Services**  
**University of Missouri-Rolla**

University of Missouri-Rolla (UMR) Campus Procurement Services staff is committed to providing equal opportunities to all suppliers. By providing access to all interested suppliers, the University benefits with increased competition and the suppliers benefit from opportunities to do business with the University.

UMR Campus Procurement Services' efforts to involve M/WBE suppliers include sending notifications to the St. Louis Minority Business Council and the Kansas City MidAmerica Minority Business Development Council when a new request is posted online; requesting bidders to document on the Bid Form if they meet M/WBE criteria, and participating in M/WBE vendor fairs. Requests for Bids/Proposals (RFB/P) are posted on-line to allow access to all interested suppliers. A current list of RFB/Ps for each UM campus is available at the following address:

<http://www.umsystem.edu/ums/departments/fa/management/>

[procurement/](#)

Suppliers are encouraged to bookmark the web page and check it occasionally.

UMR campus departments are encouraged to consider M/WBE suppliers for products or services needed. Training for the campus community includes information about the benefits and importance of M/WBE suppliers. Campus departments may access the UM Minority Business Development web site for links to M/WBE directories. UMR Campus Procurement Services' staff also maintains and makes available to any requesting campus department a listing of M/WBE suppliers.

*UMR Campus Procurement Services invites and encourages all M/WBE suppliers to participate in the bidding process and to actively market their products and services to the UMR community. Additional information on doing business with UMR is available at <http://procurement.umsystem.edu/vendor/vinfo.htm>*



## Opportunity Knocks with Job Order Contracting

**John Neal, Associate Director**  
**Design & Construction**  
**University of Missouri-Columbia**

When opportunity knocks, open the door and let it in! For small, Minority and Women-owned Business Enterprises (M/WBEs) seeking work on University of Missouri construction projects, opportunity is indeed knocking in the form of Job Order Contracting (JOC).

JOC is a project-delivery tool that is based on the R.S. Means Construction Cost Data Manual – a construction unit price book. It allows owners to complete multiple projects on an as-needed basis. JOC is used by public owners nationwide as an efficient alternative to the typical design-bid-build approach, particularly on low-cost, time-sensitive or repetitive projects.

A JOC contractor is selected using a Request for Proposals (RFP) process. In response to the University's RFP, prospective JOC contractors submit information highlighting their experience and technical capabilities. Contractors also bid a coefficient, or multiplier. Once a contractor is selected, the coefficient is used to establish job order, or individual project costs, by multiplying the sum of the applicable Means Manual unit prices by the coefficient. In essence, price is already established at contract award with the coefficient. The only factor necessary to establish cost for a job order is to agree on the schedule and the applicable material quantities, which is achieved through collaboration with the owner.

*(Continued on page 2)*



### **Mama Bessie's Cleaners**

**Margaret M. Hickem, Owner**  
**1107 North Garth Avenue**  
**Columbia, MO 65203**  
**Phone: (573) 256-4132**

I started Mama Bessie's Cleaners with my husband, Willie Smith, a former MU basketball player, in March 2004; however, the dream for my business was formulated many years ago when I was very young. I watched my Grandmother's, Bessie M. Wright, ironing techniques. She ironed for several prominent families in Columbia. For white shirts, she cooked the starched, used a bottle with a sprayer cap to sprinkle the shirts and then she rolled them tightly in a ball until time to iron them.

The Cleaners provides dry cleaning and laundry services (fluff and fold) to its customers. The University of Missouri is one of its customers. Mama Bessie's Cleaners

received two consecutive bids for cleaning Marching Miz-zou's band uniforms. Monica Miller, Administrative Assistant in the School of Music, stated that the uniforms are the cleanest they've been in a long time; the Cleaners even went so far as to repair the uniforms for us. Miller further stated that Mama Bessie's Cleaners is "great."

My philosophy is "the customer is always right." If a customer perceives a problem or is dissatisfied about anything, for instance a missing button, I will replace it without questioning the accuracy of the customer's claim.

My advice to others contemplating starting a business: Never wait too long to pursue your dream; in other words, *if you have a dream, go for it.* One of the mistakes I made is waiting too long to start my company. I had a fear of paper work which caused me to delay starting my own company. Once I started my business, I quickly learned that the paper work was not bad; it was not as formidable as I initially thought.



*(Continued from page 1)*

How, then, does this approach provide opportunity for M/WBE contractors? Not only will the JOC contract stipulate MBE/WBE participation, it will also help remove many of the barriers that have historically hindered MBE/WBE contractors in accessing University work. The JOC contractor will subcontract with local firms and assume the majority of the administrative burden. It will provide insurance, bonding, project management support and mentoring for all of its subcontractors and will utilize M/WBE firms in the process. This approach also allows interested firms to align themselves and maintain an ongoing business relationship with the JOC contractor.

The JOC contract is expected to be awarded in early fall (2006). Once the RFP process is complete, the University will schedule a "job fair" tailored specifically for MBE/WBE firms. The session will include an overview of the JOC process and allow M/WBEs to introduce themselves to the JOC contractor and present their experiences and qualifications.

*(For additional information, contact John Neal at 573-882-1133 or [nealj@missouri.edu](mailto:nealj@missouri.edu).)*



## **Procurement Bids Online**

Please visit Procurement Services' web page to obtain comprehensive and timely information about products and services the University is seeking.

<http://www.umsystem.edu/ums/departments/fa/management/procurement/>

# AWARDS

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

## *Design & Construction*

### UM-COLUMBIA

*Repair Steam Manholes & Tunnel (Prost Builders)*

\$ 8,483 **Rebarco, Inc.** Moberly  
 \$ 3,057 **Conscape** Columbia

*Brady Commons Expansion Site & Utility Dev (Sircal Contracting)*

\$ 209,245 **Taos Construction** Jefferson City  
 \$ 13,000 **Watkins Roofing** Columbia  
 \$ 12,900 **S & S Insulation** Columbia

*MSB—Renovate Various Rooms (Five Oaks Associates, Inc.)*

\$ 5,330 **Corvera Abatement** St. Louis  
 \$ 6,100 **Braun Plastering** Jefferson City

*Memorial Union—Renovate Lower Lvl (Five Oaks Associates, Inc.)*

\$ 11,978 **Corvera Abatement** St. Louis  
 \$ 4,270 **Walsh Insulation Services** Ashland

*CRH—Recovery Room/OR Renov (United HRB Gen Contractors)*

\$ 22,370 **T & G Specialties, LLC** Lohman  
 \$ 23,350 **Walsh Insulation** Jefferson City  
 \$ 80,100 **B. E. Hospital Equipment Co.** St. Louis  
 \$ 82,400 **Centrex** St. Louis

*Lafferre Hall (McAfee Construction)*

\$ 58,370 **Braun Drywall & Ceiling Supply** Jefferson City  
 \$ 20,975 **Ozark Fire Protection** Warsaw  
 \$ 19,262 **T & G Specialties, LLC** Lohman  
 \$ 1,750 **Watkins Roofing** Columbia

### UM-KANSAS CITY

*Chemistry Bldg.—UST Replacement (Foley Co.)*

\$ 18,200 **O’Neal Electric Const. Services** KS  
 \$ 30,498 **Little Joe’s Asphalt** KS

*Dental School Pathology Renovation (Linscott, Haylett Wheat)*

\$ 6,000 **IDEA** Kansas City

### UM-ST. LOUIS

*N. General Svcs Bldg—Road & Parking (Williams Concrete)*

\$ 157,292 **Williams Concrete** St. Louis  
 \$ 15,000 **DKW Construction, Inc.** St. Louis

### UM SYSTEM-MT. VERNON

*MRC—Electrical Upgrade (K-Tech d/b/a Schneider Electric)*

\$ 92,500 **SDK Distributor** Elsberry

## *Procurement*

### UM-COLUMBIA

\$ 5,415 **Columbia Ice** Columbia  
 \$ 1,759 **Regents Maintenance** St. Louis  
 \$ 1,373 **Fujinon** NJ  
 \$ 27,134 **Working Spaces** St. Louis

### UM HEALTH CARE

\$ 2,751 **Biogenex Lab** CA

### UM-KANSAS CITY

\$ 4,499 **Commenco Inc.** Kansas City

### UM-ST. LOUIS

\$ 4,873 **Regents** St. Louis  
 \$ 90,998 **Facilitec Inc.** St. Louis  
 \$ 46,603 **Worldwide Technology** St. Louis

## Upcoming Construction Projects

UM-Columbia	Estimate	Bid Date
Fairview Clinic Addition—Digestive Health Center	\$ 1,982,925	8-23-06
Various Locations—Elevator Updates	\$ 390,400	8-29-06
MURR—Refurbish & Repair Cooling Tower	\$ 130,000	8-30-06
CRH-Keene Medical Building—Renovate Space	\$ 1,065,139	9-14-06
General Site—Construction New Chilled Water Plant	\$ 2,884,991	9-26-06
General Site—Regional Biocontainment Facility	\$ 12,677,035	9-29-06
Brady Commons Student Center—Expansion	\$ 42,856,100	10-17-06
Vet Diagnostic Lab Building—Replace Campus Incinerator	\$ 407,777	10-17-06
CRH—Endoscopy Relocation	\$ 1,200,000	11-28-06
Schurz Hall—Renovate Residence Hall	\$ 16,535,720	1-10-07
Lafferre Hall—Reconstruction of 1922 Addition	\$ 15,304,000	3-15-07
General Site—Mid-Campus Housing Phase I	\$ 39,849,200	4-4-07
General Site—Technology Incubator Facility	\$ 6,051,600	4-19-07



**For more information please refer to our Web site:**

<http://www.umsystem.edu/minbusdev/>

## Minority Business Development Activities

The University of Missouri participated in the following events:

- General Services Administration's (GSA) Networking Breakfast for small, women and minority-owned businesses at Kansas City.
- St. Louis Minority Business Council's Business Card Exchange at Chesterfield.
- Asian American Chamber of Commerce of Kansas City's Award for Excellence, "CelebrateAsian 2006."



Left: 2nd from left, Young Sexton, President, Asian American Chamber of Commerce.

- Kansas City MidAmerica Minority Business Development Council's 10th Annual Business Opportunity Fair, "Visualize. Build. Be the future." at Kansas City.



Front row, Robert Simmons and Jim Shatto, UMKC

- Congressman Ike Skelton's Procurement Conference at Central Missouri State University in Warrensburg.
- MoKan's (St. Louis Contractors' Association) 31st Annual Awards Dinner, "Mentoring a Pathway to Diversity," in St. Louis.



2<sup>nd</sup> from left, Eddie Hasan, CEO of MoKan;  
3<sup>rd</sup> from left, Jacqueline Hall Kelly, UM's Director, Minority Business Development. University of Missouri received the 2006 Institution of the Year Award

- St. Louis Minority Business Council's Business Opportunity Fair, "Stepping up to the plate for Progress," in St. Louis.
- Kansas City MidAmerica Minority Business Council's Construction Forum.
- St. Louis Networking Breakfast for small and minority-owned businesses.

## Marketing Presentations

- **KAI**, (St. Louis), an architectural and engineering firm, presented to Facilities Planning & Development.
- **The Conley Financial Group** (St. Louis) presented to Risk & Insurance Management.
- **R. T. Thomas & Company, Inc.** (St. Louis) presented to Risk & Insurance Management.
- **Evolv Solutions** (Kansas City) presented to Procurement Services.

## Mark your Calendar



**University of Missouri-Columbia Vendor Fair** in the Memorial Union-Stotler Lounge, Thursday, September 21, 2006 from 10:30am-1:30pm.

**University of Missouri Outreach Meetings** with M/WBE architectural and engineering firms in the greater metropolitan areas of Kansas City and St. Louis:

- UMKC, September 26, 2006, 10:30am-1pm .
- UMSL September 29, 2006, 10:30am -1pm.

St. Louis Small Business Networking Breakfast for small and minority-owned businesses is held the first Thursday of each month, 7:15-8:45am, Jireh Restaurant and Catering, 9300 W. Florissant Avenue, St. Louis, MO.

General Services Administration's (GSA) Networking Breakfast for small and minority businesses is held the first Tuesday of each month at 7:00 a.m. at the Clarion Hotel, formerly Adams Mark, Kansas City, MO.

## Newsletter: Online access only

The Newsletter will no longer be published in hard copy. To subscribe or ensure continuous receipt of the Newsletter, please send your e-mail address to: [HaesslerTa@umsystem.edu](mailto:HaesslerTa@umsystem.edu)

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