



Minority and Women-Owned Businesses Newsletter

4th Quarter 2003

A Program of the University of Missouri System Office of Management Services

The University of Missouri is committed to meeting the diverse needs of its constituents. Having significant diversity among faculty and staff requires top level vision and commitment over an extended period of time.

We have to work with what we have while we cultivate what we desire. Treating all people with dignity and respect is important to build a strong sense of community and create an effective organization. Organizations that are viewed as good places to work attract and retain high caliber professionals from diverse backgrounds and are supported by their constituents. Everyone in an organization contributes to creating a positive work environment, building a sense of community, and maintaining a diverse workplace.

Debra Robinson
Vice Chancellor for Student Affairs
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UM-Kansas City's Oak Street Student Housing Project

Dennis P. Cesari
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On May 7, 2003, UMKC broke ground on its 560-bed residential housing facility located at Oak & 51st Street. This project will provide a new residential living-learning community for the students at UMKC and a new strategic direction for the campus, as it becomes more of a residential institution.

This project presented significant challenges as the development of the project specifications only began in December 2002 with the construction scheduled for completion by July 2004. To accomplish this extremely tight schedule, the University used the Design/Build delivery system. Proposals from developers were received in January 2003 and the contract was awarded in March. Since the project delivery system was design/build, firms or developers competing for the

Student Housing Project did not select contractors or subcontractors when they submitted their proposals. However, the successful developer, Capstone Development Corporation, made a commitment to meet the University's Minority and Women-owned Business Enterprises' (M/WBE) goals of 15% and 10% respectively.

The University actively encouraged minority-owned businesses (MBEs) to bid on subcontracts and for Capstone Development to meet the University's M/WBE goals. After the contract was awarded to Capstone Development, the University met with MBEs to review the bidding process and subsequently coordinated a meeting with the Capstone Development contract administrator and local MBEs.

Currently, the project is well into construction. Capstone Development made good on its commitment by exceeding the University's M/WBE goals. Actual participation on the pro-

ject is 16 % MBE and 29.9 % WBE.

This project will add a significant architectural icon for UMKC and will reinforce UMKC's vision of providing a quality living and learning residential environment for its students. The UMKC community can be proud of this project, for it includes a diverse group of subcontractors working together to build a structure that achieves the University's vision of a quality living and learning residential environment.



Mark Your Calendar

- **St. Louis Monthly Minority and Small Business Networking Breakfast** is held the first Thursday of each month, beginning at 7:15 a.m. The cost of the breakfast is \$9.00. Location: Salad Bowl Restaurant, 3949 Lindell Blvd., St. Louis, MO
- **General Services Administration Networking Breakfast for Small and Minority Businesses** in Kansas City is held the first Tuesday of each month, beginning at 7:00 a.m. The cost of the breakfast is \$10.00. Location: Best Western Hotel, 5701 Longview Road, Kansas City, MO
- **2004 Supplier Diversity Conference** at the University of Missouri-Columbia Reynolds Alumni Center, Thursday, April 22, 10 a.m. - 3 p.m. M/WBEs will be able to build business relationships and market their products and services to buyers from Missouri's colleges and universities and other federal, state and local entities. Additional information on the Conference, including registration information, will be made available online at www.system.missouri.edu/minbusdev.



“Take Care of the Customer and Everything Else Will Follow”

S. G. Adams Office Solutions
John Vasquez
Vice President – Sales & Marketing
www.sgadams.com

Samuel G. Adams founded S.G. ADAMS in 1875. An entrepreneur, Sam Adams became the first manufacturer of the license plate for horse & buggy, and later automobiles. When demand exceeded his ability to supply, Sam Adams thought he had a brainstorm — a way to cut costs and maximize production. He approached the federal prison hierarchy, asking them to produce the plates for him. The idea worked too well! Before long, “the prison industries,” as it is currently known, overtook the entire industry and now is the sole supplier for license plates around the country.

Fortunately, Sam Adams had already begun to diversify his business. Through his metal stamping experience, he produced metal tags, badges, rubber stamps and a host of other metal products. From rubber stamps came office supplies. From supplies, an office furniture division was begun in 1912.

In December of 2001, Office Solutions, Inc. a WBE owned by Melissa Burch, purchased the Office Supply and Furniture business and S. G. Adams Office Solutions was relocated from an old warehouse in downtown St. Louis to a 35,000 sq. ft. modern distribution facility in Earth City Missouri.

The company provides a full market basket of products and services to its customers, including, office prod-

ucts, computer supplies, advertising specialty items, and office furniture, both new and remanufactured.

In addition to all the schools and the hospital on the University of Missouri contract, the company does business with other significant customers — AG Edwards, Express Scripts, the St. Louis Public Schools, and thousands of medium and smaller customers primarily located in Missouri and Illinois.

The vision for our company is “Back to the Basics” and “Superior Personal Customer Service.” Our philosophy has always been “take care of the customer and everything else will follow.”

The major challenge we face on a daily basis as a regional independent dealer is competing with the national companies. The superstores have enormous resources available for advertising and marketing that are unavailable to us. We try to educate our customers that “big does not always make you good.” By focusing on our customer with the kind of personal service we provide, we won our share of the battles. Examples of personal service include answering our phone on the first-half ring instead of voice mail; assigning customer service representatives to specific customers instead of an 800-call center; and having owners who are actively involved with customers on a daily basis, as opposed to managers located in the home office a considerable distance away.

Our advice to other M/WBEs or small business owners: *figure out what it is that you do and then do it better than anyone else.*



Consumer Driven Choices in Missouri Healthcare for the Small Business

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Missouri businesses have experienced double digit increases in health care premium costs for each of the past five years, which overtime has doubled the cost of insurance premiums. Analysts predict a stabilizing increase of premium costs for the next few years, but these increases are still four times the current rate of inflation and six times the rate of wage increases. Employers in the past have paid 73% of the premium and employees have paid 27% on average. Missouri businesses and governments are forced to make tough choices in the benefits offered to their employees. Employers are searching out new programs or bargaining new plans with existing insurance carriers, shifting more of the premium cost to employees, or simply removing the health insurance benefit plan all

together. Small businesses are greatly affected by the increase in health insurance premiums. Some companies are trying to lower health care costs by going to a “consumer driven” program. The program has a lower premium, elimination of the co-pay, but high deductible for the participant and the employer must set up a health reimbursement account. One such program is offered by the Missouri Chamber of Commerce at www.mochamber.org. These programs typically offer to lower the premium costs by up to 40%. The “consumer driven” programs also make participants aware of the costs of prescription drugs, which are estimated at 12 to 15% of every health plan dollar, and participants may lower overall costs by picking more generic, lower cost drugs. Research groups have studied these programs and found that they likely cause participants to be more aware of the actual costs of health care as the costs are borne by them until the deductible is reached, which ultimately leads to more reasoned, economical health care choices.



Minority Business Development Activities

The University of Missouri participated in the following events:

- Minority Enterprise Development (MED) Week in Kansas City, "Strategies for Growth in the Kansas City Economy."



Mid-America Sign Contractors



Diamond Electric

- The National Minority Supplier Development Council Conference and Business Opportunity Fair in Chicago.



Members of the St. Louis Minority Business Council

- General Services Administration (GSA) Networking Breakfast for Small and Minority Businesses in Kansas City.
- St. Louis Monthly Minority and Small Business Networking Breakfast.
- The Black Chamber of Commerce of Greater Kansas City's 19th Annual Awards Ball, "Survival of the Fittest," (Kansas City).



UMKC Staff joined by Alexander Mechanical, 2nd from right

AWARDS

Purchasing

A partial list of contracts won by M/WBEs (including purchasing card and purchase orders).

UM-Columbia & System

- \$7,845 to **Apex Controls** (PA) for remote temperature sensors;
- \$173,206 to **Samco Business Products** (Jefferson City) for furniture;
- \$116,187 to **Working Spaces** (St. Louis) for furniture;
- \$1,755 to **Centrex Electrical Supplies** (St. Louis);
- \$1,692 to **Regents Maintenance Supplies** (St. Louis);
- \$3,949 to **James Fencing** (MO);
- \$2,285 to **Peninsula Laboratories** (CA);
- \$4,904 to **Columbia Ice** (Columbia);
- \$1,146 to **Heartland China** (KS);
- \$1,857 to **Shimadzu Scientific** (MD);
- \$1,969 to **World Wide Technology** (St. Louis);
- \$1,558 to **The Gel Company** (CA).

University Hospitals and Clinics

- \$29,425 to **Controlled Environmental Products** (KC);
- \$33,710 to **Metro Medical** (St. Louis).

Design & Construction

UM-Columbia

Memorial Union – Energy Conservation Upgrade

- \$28,200 to **S & S Insulation** (Columbia) / J. L. Crum.

Tucker Hall – Renovate Room 103

- \$37,000 to **Rick Young Associates, Inc.** (Kansas City) / McAfee Construction, Inc. for casework;
- \$6,225 to **Walsh Insulation Services, Inc.** (Hartsburg) / McAfee for insulation, HVAC and piping.

Medical Science Building – 2nd Floor

- \$13,962 to **Ozark Fire Protection** (Warsaw) / Sircal Construction, Inc.;
- \$3,500 to **Watkins Roofing** (Columbia) / Sircal;
- \$5,200 to **Contract Services Corporation** (Raytown) / Sircal for miscellaneous steel fabrication.

Power Plant - Repair

- \$42,000 to **Walsh Insulation Services** (Hartsburg) / Harold Butzer, Inc.;
- \$66,417 to **Corvera Abatement Technologies, Inc.** (St. Louis) / Harold Butzer, Inc.

Engineering Building West - Clean Room Installation

- \$3,250 to **Watkins Roofing** (Columbia) / Huebert Builders for flashing;
- \$500 to **Smith Cleaning** (Columbia) / Huebert for final cleanup;
- \$9,485 to **Hubco Inc.** (Columbia) / Huebert for selective demolition, concrete housekeeping pads, joint sealants.

Awards (continued)

General Site - College Avenue Pedestrian Bridge

- \$100,234 to **Rebarco, Inc.** (Moberly) / Clayco Construction Co. for supply reinforcing steel;
- \$174,000 to **Legacy Building Group** (St. Louis) / Clayco for cast-in-place concrete;
- \$504,000 to **Jeff Schneiders** Construction (Jefferson City) / Clayco for excavating;
- \$700,630 to **Structural Steel Division of Contract Services Corp.** (Raytown) / Clayco.

Columbia Regional Hospital - Construct Heliport

- \$126,725 to **ICR Construction Services** (Earth City).

Ellis Library Information Commons

- \$162,805 to **Druids** (St. Louis) / Sircal Construction, Inc., for woodwork;
- \$19,587 to **Ozark Fire Protection** (Warsaw) / Sircal;
- \$77,515 to **Allen Floors** (Jefferson City) / Sircal for floor covering and carpet;
- \$45,000 to **Braun Plastering** (Jefferson City) / Sircal;
- \$12,600 to **Thermaltech** (Union) / Sircal for mechanical insulation.

Medical Science Building – 4th Floor

- \$48,000 to **Structural Steel of Contract Services** (Raytown) / Crawford Construction, Inc.;
- \$16,500 to **Watkins Roofing** (Columbia) / Crawford;
- \$69,590 to **Thermal Tech** (Union) / Crawford for insulation.

Swine Research & Resource Center

- \$23,400 to **SK Design** (KS) / The Clark Enersen Partners for civil engineering.

UM-Kansas City

Oak Street Student Housing

- \$1,572,597 to **Rodriguez Mechanical** (Kansas City) / Capstone Development for plumbing;
- \$1,108,443 to **Diaz Construction** (Kansas City) / Capstone Development for masonry;
- \$214,006 to **J. A. Lillig Excavating, Inc.** (Belton) / Capstone Development for site work;
- \$247,664 to **FDC Contract** (Parkville) / Capstone Development for flooring;
- \$142,501 to **Turner Ceramic Tile** (KS) / Capstone Development for ceramic tile;
- \$2,344,114 to **Stanger Industries** (Kansas City) / Capstone Development for HVAC;
- \$2,050,070 to **Mark One Electric** (Kansas City) / Capstone Development for electrical.

Berkley Day Care Center – Roof Replacement

- \$2,250 to **Garner & Son Land Excavating,**

Inc. (KS) / Earl Hankins Roofing Co. for hauling;

- \$48,469 to **Hogarty Sales** (KS) / Earl Hankins for roofing material.

Chilled Water Filter Replacement

- \$37,530 to **IDEA** (Kansas City) for engineering design services.

University Way Landscape Improvements

- \$44,000 to **Taliaferro & Browne** (Kansas City) / Wallace, Roberts & Todd, LLC for civil engineering;
- \$20,000 to **GPW and Assoc.,** (KS) / Wallace for MEP engineering.

LAC – Cage Washer Replacement

- \$365,767 to **Alexander Mechanical Construction** (KS) for all mechanical and plumbing.

UM-St. Louis

Demolition of Selected Housing

- \$112,000 to **Hancock** (St. Louis) / First Line for demolition and hauling.

Upcoming UM Construction Projects

Project	Estimated Cost	Bid Date
UM-Columbia		
Widen & Improve Mick Deaver Drive	\$800,000	2/26/04
Medical School 6th Floor Renovation	\$600,000	3/29/04
Medical Science Cooling Tower Replacement	\$700,000	3/30/04
MURR—Radwaste Drain System	\$500,000	3/30/04
Power Plan Ash System Repairs	\$750,000	5/27/04
Southwest Campus Housing	\$26,700,000	7/01/04
Swine Research & Resource Center	\$4,230,000	10/01/04
UM-Kansas City		
Dental School Orthodontics Renovation	\$650,000	2/25/04
Student Center Addition	\$22,600,000	3/18/04
Hospital Hill Surface Parking	\$450,000	4/01/04
Law School Renovations Phase 1	\$600,000	4/05/04
Law School Renovations Phase 2	\$2,200,000	6/05/04
Health Sciences Building Phase I	\$35,500,000	9/26/04
UM-Rolla		
McNutt Plaza Restoration & Waterproofing	\$255,000	3/9/04
New Residence Hall 2	\$7,000,000	5/13/04
UM-St. Louis		
Natural Bridge Road Enhancement Phase I	\$600,000	2/15/04
South Campus Residence Hall	\$13,800,000	5/12/04

We're on the web!

For further information about purchasing and construction opportunities at the University of Missouri system, please contact the following:

Facilities Planning & Development www.system.missouri.edu/fpd
Procurement Services www.system.missouri.edu/ps
Minority Business Development www.system.missouri.edu/minbusdev

For inquiries about the Newsletter, contact (573) 882-2707 or (800) 300-5690. The newsletter is also published online at <http://www.system.missouri.edu/minbusdev>.