

# University of Missouri

## Fiscal Year 2010 Minority/Women Business Enterprise Narrative Report

### Overview

Highlights of M/WBE activities at the University of Missouri during FY2010 include the following: Missouri Economic Summit and Trade Show, hosted by the University of Missouri and sponsored by the St. Louis Minority Business Council and the MidAmerica Minority Supplier Council (Kansas City); special outreach meetings for contractors were held in Columbia, St. Louis and Kansas City, promoting the Patient Care Tower Project at UM-Columbia; similarly, the University's Advocacy-Mentoring Program in Design & Construction held its first conference. In its efforts to partner and collaborate with other organizations, the University invited representatives from State government – Design & Construction, Department of Higher Education and Missouri Department of Transportation (MODOT) to participate in the conference. The high-profile Advocacy-Mentoring Program consists of five triads; each triad includes a University team leader, a mentor, owner or principal from a large firm that routinely performs work for the University and a mentee, M/WBE firm. An additional highlight includes the M/WBE Advisory Council which is in its third year of existence. It is comprised of M/WBE owners, University leaders, as well as leaders and representatives from the State of Missouri – Office of Administration, City of St. Louis, MidAmerica Minority Supplier Council and the St. Louis Contractors' Association.

The Director of Minority Business Development promotes the University's Minority and Women Business Enterprise (M/WBE) initiatives and encourages small businesses to bid University projects. Participation in the University's purchasing activities by all interested suppliers ensures the acquisition of quality products and services at competitive pricing, positions the University as a good corporate citizen, reflects the University's diversity initiative and contributes to economic development, part of the mission of the University of Missouri.

### Architecture/Engineering Services

During FY2010, the total dollar amount of contracts awarded at the University of Missouri (UM) increased 38 % relative to FY2009; MBE participation amounts increased 43 % and WBE participation increased 49 %.

### Construction Services

Conversely, during FY2010, the total dollar amount of contracts awarded by UM decreased by 48 % from FY2009; MWBE participation decreased 37 %; in contrast, WBE participation increased 7 % in 2010.

### Procurement

During FY2010, total University purchases decreased 6 % from 2009; MBE participation decreased 49 %. To the contrary, WBE participation increased 16 % during FY2010. Moreover, 2<sup>nd</sup> tier spend, dollars spent by the University's prime suppliers with M/WBE firms, increased from 8.8 % in FY2009 to 23.8 % in FY2010 for MBEs. For WBE firms, 2<sup>nd</sup> tier spend decreased from 10.7 % in FY2009 to 2.6 % in 2010.

### Professional Financial Services

In addition to the efforts by Facilities Planning and Development and Procurement Services to include M/WBEs in the delivery of products and services to the University, the Finance and Administration Division of the University has made significant progress in ensuring MBE participation in financial services involving University's funds. The following table highlights MBE participation in this area for FY2010:

Financial Service	MBE Business Name	Total Transactions/ Investment	MBE Participation	% MBE Participation
Broker Transactions	Loop Capital Markets	\$563,782,114	\$157,796,050	28.0 %
Bonds Issued	Backstrom McCarley Berry; Jackson Securities; Loop Capital; Rice Financial Products; Valdes and Moreno	\$75,760,000	\$9,875,000	13.0 %

**UNIVERSITY OF MISSOURI FY10 M/WBE PARTICIPATION REPORT**

July 1, 2009 - June 30, 2010

**ARCHITECTURE/ENGINEERING SERVICES**

CAMPUS	FY 2010				
	Total Contracts Awarded	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
Columbia	\$ 9,812,205	\$ 406,457	4.14%	\$ 1,798,215	18.33%
Kansas City	2,566,147	635,750	24.77%	123,275	4.80%
Rolla	1,334,036	122,471	9.18%	98,010	7.35%
St. Louis	538,327	37,448	6.96%	70,600	13.11%
<b>TOTAL</b>	<b>\$ 14,250,715</b>	<b>\$ 1,202,126</b>	<b>8.44%</b>	<b>\$ 2,090,100</b>	<b>14.67%</b>

**CONSTRUCTION SERVICES**

CAMPUS	FY 2010				
	Total Contracts Awarded	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
Columbia	\$ 77,577,936	\$ 5,523,088	7.12%	\$ 16,237,019	20.93%
Kansas City	13,684,671	2,937,463	21.47%	758,129	5.54%
Rolla	12,777,916	888,466	6.95%	941,878	7.37%
St. Louis	2,650,119	193,018	7.28%	126,485	4.77%
<b>TOTAL</b>	<b>\$ 106,690,642</b>	<b>\$ 9,542,035</b>	<b>8.94%</b>	<b>\$ 18,063,511</b>	<b>16.93%</b>

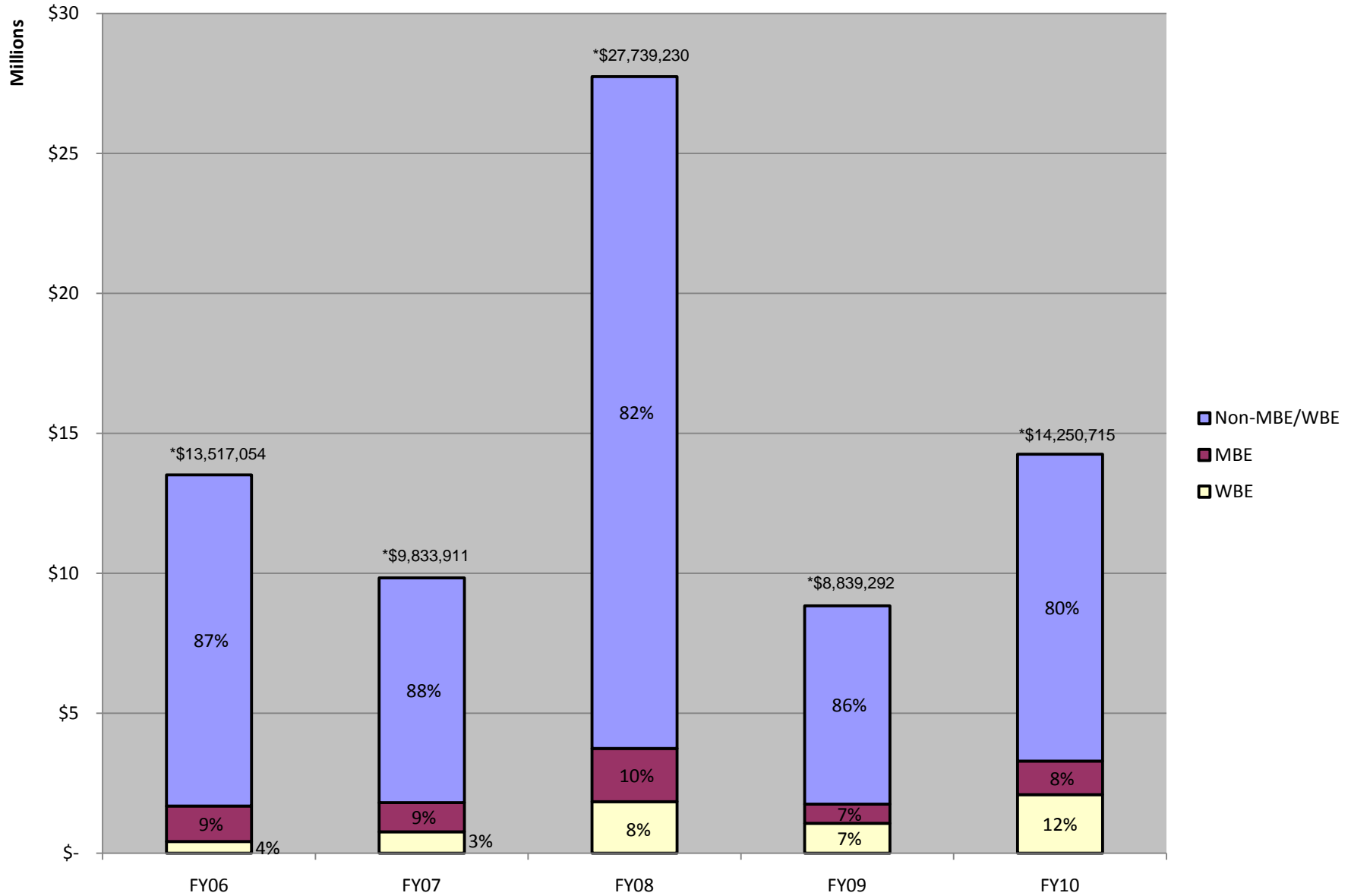
**PROCUREMENT**

CAMPUS	FY 2010				
	Total Purchases	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
Columbia	\$ 173,684,706	\$ * 957,327	0.55%	\$ * 6,480,992	3.73%
UM Health Care	108,885,514	* 439,269	0.40%	* 1,295,648	1.19%
Kansas City	29,988,383	* 509,465	1.70%	* 760,396	2.54%
Rolla	17,304,035	41,999	0.24%	280,804	1.62%
St. Louis	15,025,305	547,311	3.64%	333,169	2.22%
<b>TOTAL</b>	<b>\$ 344,887,944</b>	<b>\$ * 2,495,371</b>	<b>0.72%</b>	<b>\$ * 9,151,009</b>	<b>2.65%</b>

\* Total MBE Participation 2nd Tier: \$595,550 (23.8%)

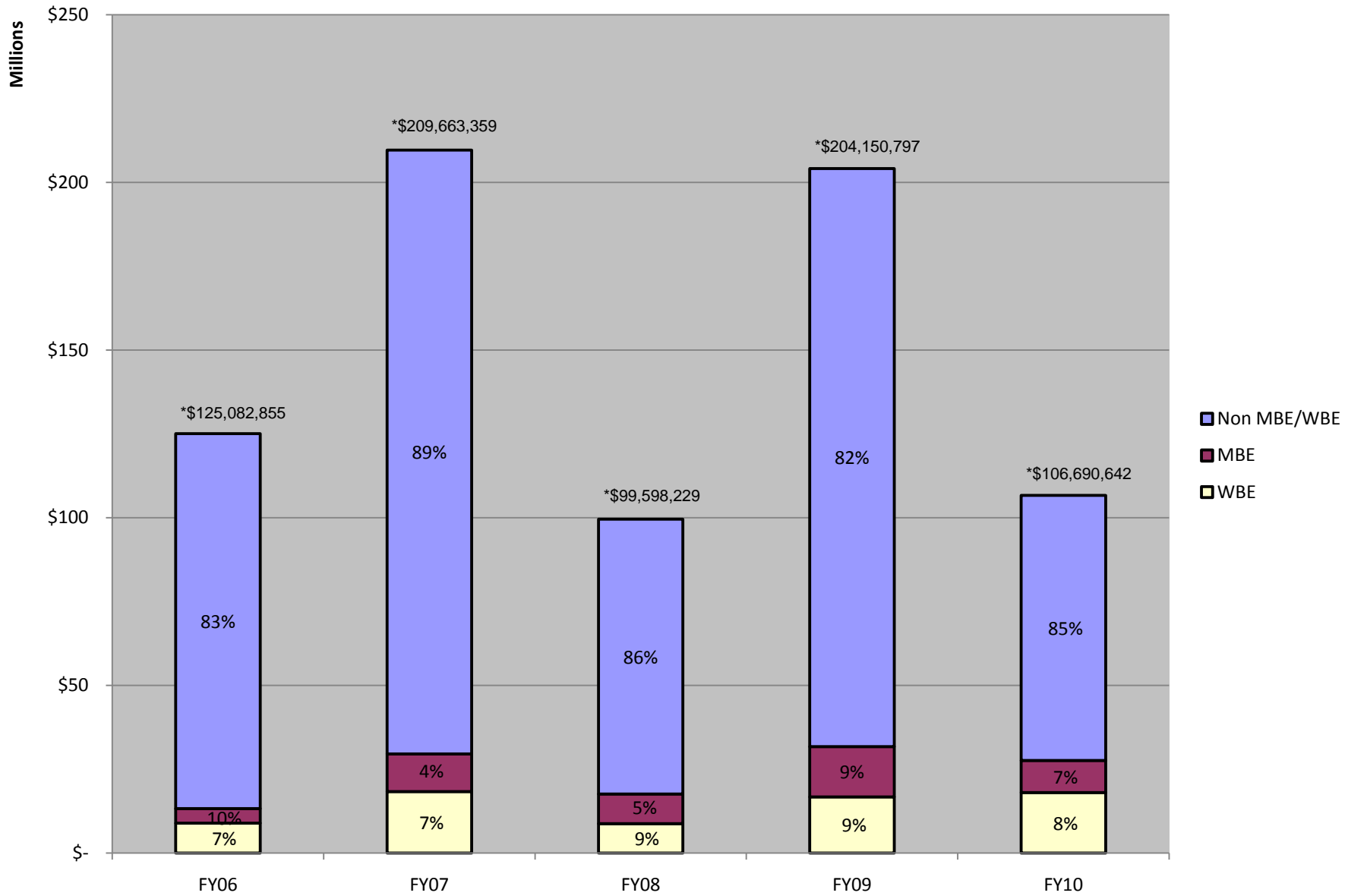
\* Total WBE Participation 2nd Tier: \$242,267 (2.6%)

**Table 1**  
**Architecture/Engineering Services**



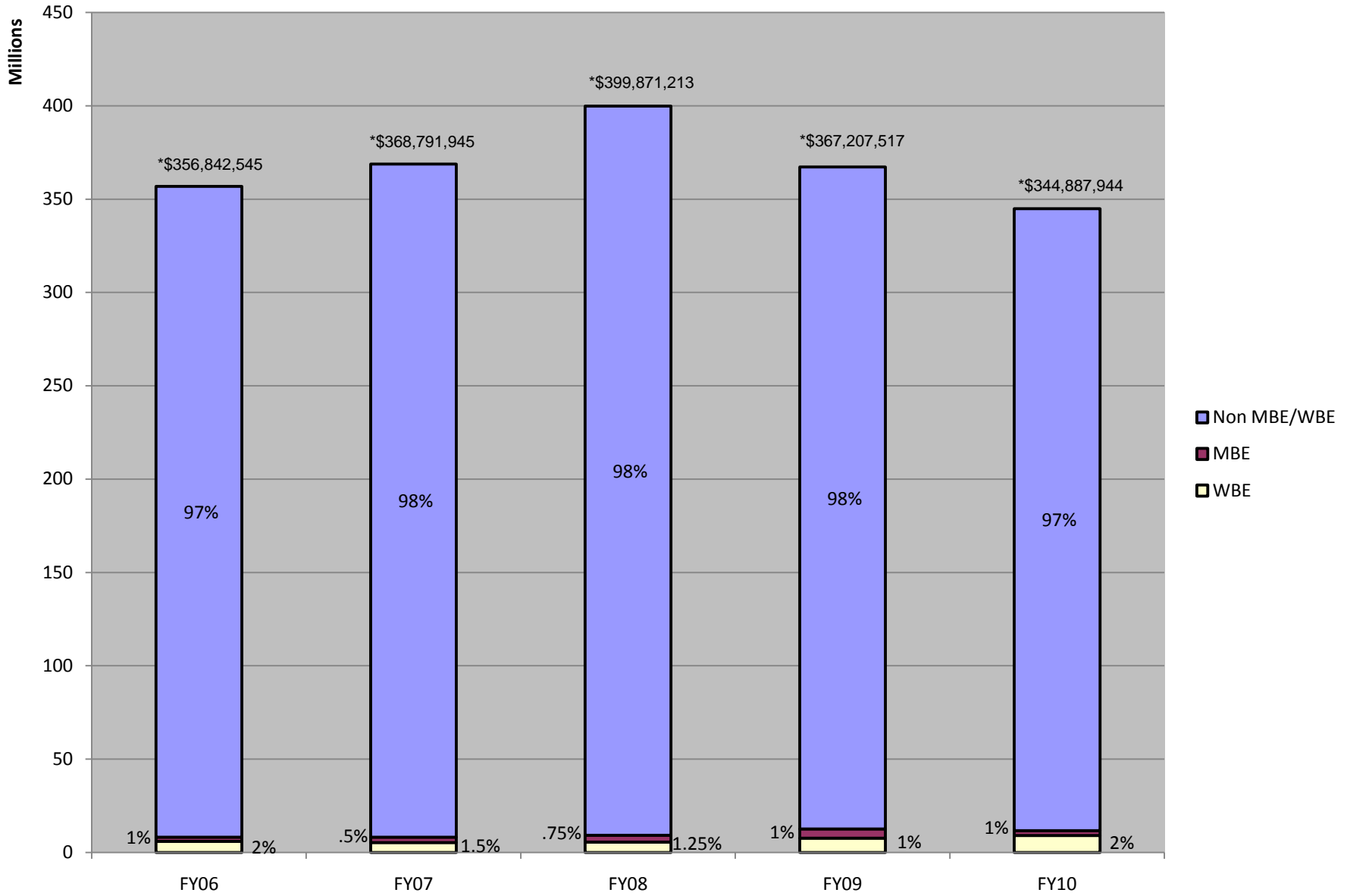
\* Total University Spend

**Table 2  
Construction Services**



\* Total University Spend

**Table 3  
Procurement**



\* Total University Spend

**FY06**

**ARCHITECTS/ENGINEERS**

CAMPUS	FY 2006				
	Total Contracts Awarded	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
COLUMBIA	\$ 9,930,782	\$ 948,363	9.55%	\$ 247,030	2.49%
KANSAS CITY	2,013,592	279,849	13.90%	162,355	8.06%
ROLLA	753,552	7,500	1.00%	0	0.00%
ST. LOUIS	819,128	36,556	4.46%	5,000	0.61%
<b>TOTAL</b>	<b>\$ 13,517,054</b>	<b>\$ 1,272,268</b>	<b>9.41%</b>	<b>\$ 414,385</b>	<b>3.07%</b>

**CONSTRUCTION**

CAMPUS	FY 2006				
	Total Contracts Awarded	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
COLUMBIA	\$ 83,467,258	\$ 2,791,478	3.34%	\$ 6,277,537	7.52%
KANSAS CITY	4,210,707	320,404	7.61%	636,841	15.12%
ROLLA	35,898,692	1,016,389	2.83%	1,501,442	4.18%
ST. LOUIS	1,506,198	179,542	11.92%	527,448	35.02%
<b>TOTAL</b>	<b>\$ 125,082,855</b>	<b>\$ 4,307,813</b>	<b>3.44%</b>	<b>\$ 8,943,268</b>	<b>7.15%</b>

**PROCUREMENT**

CAMPUS	FY 2006				
	Total Purchases	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
COLUMBIA	\$ * 162,923,156	\$ * 1,020,167	* 0.63%	\$ * 2,406,597	1.48%
UM HEALTH CARE	* 133,041,717	* 840,720	* 0.63%	* 2,745,781	2.06%
KANSAS CITY	* 27,742,892	* 166,932	* 0.60%	* 413,114	1.49%
ROLLA	16,646,603	12,473	0.07%	222,423	1.34%
ST. LOUIS	16,488,177	147,501	0.89%	249,008	1.51%
<b>TOTAL</b>	<b>\$ 356,842,545</b>	<b>\$ 2,187,793</b>	<b>0.61%</b>	<b>\$ 6,036,923</b>	<b>1.69%</b>

\* Purchasing M/WBE values include 2nd Tier purchases

**FY07**

**ARCHITECTS/ENGINEERS**

CAMPUS	FY 2007				
	Total Contracts Awarded	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
COLUMBIA	\$ 7,006,017	\$ 509,281	7.27%	\$ 498,472	7.11%
KANSAS CITY	2,003,007	520,159	25.97%	219,005	10.93%
ROLLA	656,017	8,000	1.22%	50,000	7.62%
ST. LOUIS	168,870	-	0.00%	-	0.00%
<b>TOTAL</b>	<b>\$ 9,833,911</b>	<b>\$ 1,037,440</b>	<b>10.55%</b>	<b>\$ 767,477</b>	<b>7.80%</b>

**CONSTRUCTION**

CAMPUS	FY 2007				
	Total Contracts Awarded	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
COLUMBIA	\$ 189,908,815	\$ 9,402,238	4.95%	\$ 11,841,591	6.24%
KANSAS CITY	4,755,297	618,851	13.01%	904,869	19.03%
ROLLA	6,445,377	390,100	6.05%	164,905	2.56%
ST. LOUIS	8,553,870	851,344	9.95%	5,395,891	63.08%
<b>TOTAL</b>	<b>\$ 209,663,359</b>	<b>\$ 11,262,533</b>	<b>5.37%</b>	<b>\$ 18,307,256</b>	<b>8.73%</b>

**PROCUREMENT**

CAMPUS	FY 2007				
	Total Purchases	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
COLUMBIA	\$ * 174,433,019	\$ * 1,472,118	* 0.84%	\$ * 3,086,352	1.77%
UM HEALTH CARE	* 118,677,849	* 914,779	* 0.77%	* 1,700,594	1.43%
KANSAS CITY	* 31,549,944	* 92,025	* 0.29%	* 270,675	0.86%
ROLLA	* 19,445,641	42,098	* 0.22%	120,770	0.62%
ST. LOUIS	* 24,685,492	309,433	* 1.25%	207,919	0.84%
<b>TOTAL</b>	<b>\$ * 368,791,945</b>	<b>\$ * 2,830,454</b>	<b>* 0.77%</b>	<b>\$ 5,386,310</b>	<b>1.46%</b>

\* Purchasing M/WBE values include 2nd Tier purchases

**FY08**

**ARCHITECTS/ENGINEERS**

CAMPUS	FY 2008				
	Total Contracts Awarded	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
COLUMBIA	\$ 19,887,902	\$ 1,380,007	6.94%	\$ 580,545	2.92%
KANSAS CITY	6,310,478	398,030	6.31%	847,194	13.43%
ROLLA	598,196	0	0.00%	274,625	45.91%
ST. LOUIS	942,654	115,000	12.20%	141,680	15.03%
<b>TOTAL</b>	<b>\$ 27,739,230</b>	<b>\$ 1,893,037</b>	<b>6.82%</b>	<b>\$ 1,844,044</b>	<b>6.65%</b>

**CONSTRUCTION**

CAMPUS	FY 2008				
	Total Contracts Awarded	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
COLUMBIA	\$ 55,343,548	\$ 2,097,691	3.79%	\$ 5,436,861	9.82%
KANSAS CITY	38,089,850	4,657,677	12.23%	3,074,945	8.07%
ROLLA	2,114,061	0	0.00%	0	0.00%
ST. LOUIS	4,050,770	2,135,459	52.72%	222,565	5.49%
<b>TOTAL</b>	<b>\$ 99,598,229</b>	<b>\$ 8,890,827</b>	<b>8.93%</b>	<b>\$ 8,734,371</b>	<b>8.77%</b>

**PROCUREMENT**

CAMPUS	FY 2008				
	Total Purchases	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
COLUMBIA	\$ 198,733,614	\$ * 1,415,239	* 0.71%	\$ * 2,782,082	1.40%
UM HEALTH CARE	129,241,388	* 800,585	* 0.62%	2,219,450	1.72%
KANSAS CITY	31,977,476	* 901,345	* 2.82%	* 326,570	1.02%
ROLLA	20,489,036	13,597	0.07%	82,969	0.40%
ST. LOUIS	19,429,699	472,507	2.43%	164,129	0.84%
<b>TOTAL</b>	<b>\$ 399,871,213</b>	<b>\$ 3,603,273</b>	<b>* 0.90%</b>	<b>\$ 5,575,200</b>	<b>1.39%</b>

\* MBE participation includes 2nd tier: \$672,440 (19%)

\* WBE participation includes 2nd tier: \$381,948 (7%)



**FY09**

**ARCHITECTS/ENGINEERS**

CAMPUS	FY 2009				
	Total Contracts Awarded	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
COLUMBIA	\$ 5,414,567	\$ 170,592	3.15%	\$ 939,000	17.34%
KANSAS CITY	1,944,136	431,965	22.22%	101,300	5.21%
ROLLA	611,520	-	0.00%	18,800	3.07%
ST. LOUIS	869,069	88,355	10.17%	5,500	0.63%
<b>TOTAL</b>	<b>\$ 8,839,292</b>	<b>\$ 690,912</b>	<b>7.82%</b>	<b>\$ 1,064,600</b>	<b>12.04%</b>

**CONSTRUCTION**

CAMPUS	FY 2009				
	Total Contracts Awarded	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
COLUMBIA	\$ 131,706,976	\$ 6,249,418	4.74%	\$ 7,790,405	5.91%
KANSAS CITY	65,859,027	7,562,680	11.48%	8,627,775	13.10%
ROLLA	3,594,869	136,000	3.78%	234,031	6.51%
ST. LOUIS	2,989,925	1,078,896	36.08%	90,461	3.03%
<b>TOTAL</b>	<b>\$ 204,150,797</b>	<b>\$ 15,026,994</b>	<b>7.36%</b>	<b>\$ 16,742,672</b>	<b>8.20%</b>

**PROCUREMENT**

CAMPUS	FY 2009				
	Total Purchases	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
COLUMBIA	\$ * 188,506,883	\$ * 2,038,109	* 1.08%	\$ * 3,951,929	2.10%
UM HEALTH CARE	114,868,136	* 439,715	* 0.38%	* 2,436,325	2.12%
KANSAS CITY	* 35,097,710	** 2,155,903	* 6.14%	* 721,395	2.06%
ROLLA	* 11,707,778	62,375	0.53%	198,282	1.69%
ST. LOUIS	* 17,027,010	197,518	1.16%	418,477	2.46%
<b>TOTAL</b>	<b>\$ * 367,207,517</b>	<b>\$ * 4,893,620</b>	<b>1.33%</b>	<b>\$ 7,726,408</b>	<b>2.10%</b>

\*Total MBE participation 2nd tier: \$431,134 (8.8%)

\* Total WBE participation 2nd tier: \$825,383 (10.7%)

**FY10**

**ARCHITECTURE/ENGINEERING SERVICES**

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