

# **University of Missouri**

## **Fiscal Year 2011 Minority/Women Business Enterprises**

### **Narrative Report**

#### **Overview**

Despite the austere economic climate, the University of Missouri has been able to find a “silver lining” in this weak economy by turning threats into opportunities through the establishment of its Advocacy-Mentoring program for small, Missouri M/WBE firms. Large firms, particularly Missouri firms that successfully competed for university contracts, voluntarily served as mentors to small M/WBE firms. Similarly, administrators, largely from design and construction, at the four-campus system served as team leaders.

One of the highlights of the M/WBE initiatives at the University of Missouri during FY2011 was the June 29<sup>th</sup> Advocacy-Mentoring Program reception and graduation, “Passing the Torch.” At this event, the University of Missouri’s interim President, Stephen Owens, welcomed the attendees. Each triad - university team leader, mentor and mentee - who started the Advocacy-Mentoring Program in July 2009 was recognized by President Owens with a Torch Award. The graduating class, metaphorically, “passed the torch” to the incoming class of team leaders, mentors and mentees; the graduates challenged them to continue to serve, to teach and when their term expires, “pass the torch” to the next class. The current Advocacy-Mentoring class that started the program in July 2011 is comprised of M/WBE mentee firms in design and construction as well as a medical distributor and a staffing firm.

In addition, the M/WBE Advisory Council members, who served a three year term which started in 2008, “passed the torch” to new members. The departing members of the council, too, were recognized for their service by the President with Torch Awards. The council is a highly diverse group whose members include M/WBE owners, university administrators, as well as leaders and representatives from the State of Missouri - Office of Administration, City of St. Louis, St. Louis Minority Supplier Development Council and MOKAN.

Moreover, the University of Missouri was invited to present, as a best practice, its Advocacy-Mentoring program at the 2011 annual CACUBO conference in Omaha, Nebraska.

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 core mission of the University of Missouri.

#### **Architecture/Engineering Services**

During FY2011, the total dollar amount of contracts awarded at the University of Missouri (UM) decreased 28.55% (\$4,068,103) relative to FY2010. Likewise, MBE participation amounts decreased 49.12% (\$590,477) and WBE participation decreased 60.92% (\$1,273,251).

## **Construction Services**

Conversely, during FY2011, the total dollar amount of contracts awarded by UM increased by 45.21% (\$48,238,575) from FY2010; MBE participation increased 26.79% (\$2,555,883); in contrast, WBE participation decreased 21.94% (\$3,963,947) in FY2011.

## **Procurement**

During FY2011, total University purchases increased 65.93% (\$227,397,305) from 2010; MBE participation increased 181.18% (\$4,521,087). WBE participation increased 41.18% (\$3,768,543) during FY2011.

Moreover, 2nd tier spend, dollars spent by the University's prime suppliers with MBE firms, increased 65.09% in FY2011 (\$387,646) and WBE firms, 2nd tier spend increased 205.91% (\$498,853) in FY2011.

## **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 (Treasury) of the University continues to seek MBE participation in financial services that involve University funds. The following table highlights MBE participation in this area for FY2011:

<b>Financial Service</b>	<b>MBE Business Name</b>	<b>Total Transactions/ Investment</b>	<b>MBE Participation</b>	<b>% MBE Participation</b>
Broker Transactions	Loop Capital Markets	\$840,957,389	\$123,083,700	14.6

**UNIVERSITY OF MISSOURI**  
**FY11 M/WBE PARTICIPATION REPORT**

July 1, 2010 - June 30, 2011

**ARCHITECTURE/ENGINEERING SERVICES**

CAMPUS	FY 2011				
	Total Contracts Awarded	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
Columbia	\$ 5,560,584	\$ 135,531	2.44%	\$ 563,209	10.13%
Kansas City	2,728,339	299,422	10.97%	135,000	4.95%
Rolla	1,093,510	58,140	5.32%	61,700	5.64%
St. Louis	800,179	118,556	14.82%	56,940	7.12%
<b>TOTAL</b>	<b>\$ 10,182,612</b>	<b>\$ 611,649</b>	<b>6.01%</b>	<b>\$ 816,849</b>	<b>8.02%</b>

**CONSTRUCTION SERVICES**

CAMPUS	FY 2011				
	Total Contracts Awarded	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
Columbia	\$ 131,785,322	\$ 10,263,779	7.79%	\$ 12,644,219	9.59%
Kansas City	6,310,450	784,535	12.43%	497,368	7.88%
Rolla	13,416,024	646,620	4.82%	684,654	5.10%
St. Louis	3,417,421	402,984	11.79%	273,323	8.00%
<b>TOTAL</b>	<b>\$ 154,929,217</b>	<b>\$ 12,097,918</b>	<b>7.81%</b>	<b>\$ 14,099,564</b>	<b>9.10%</b>

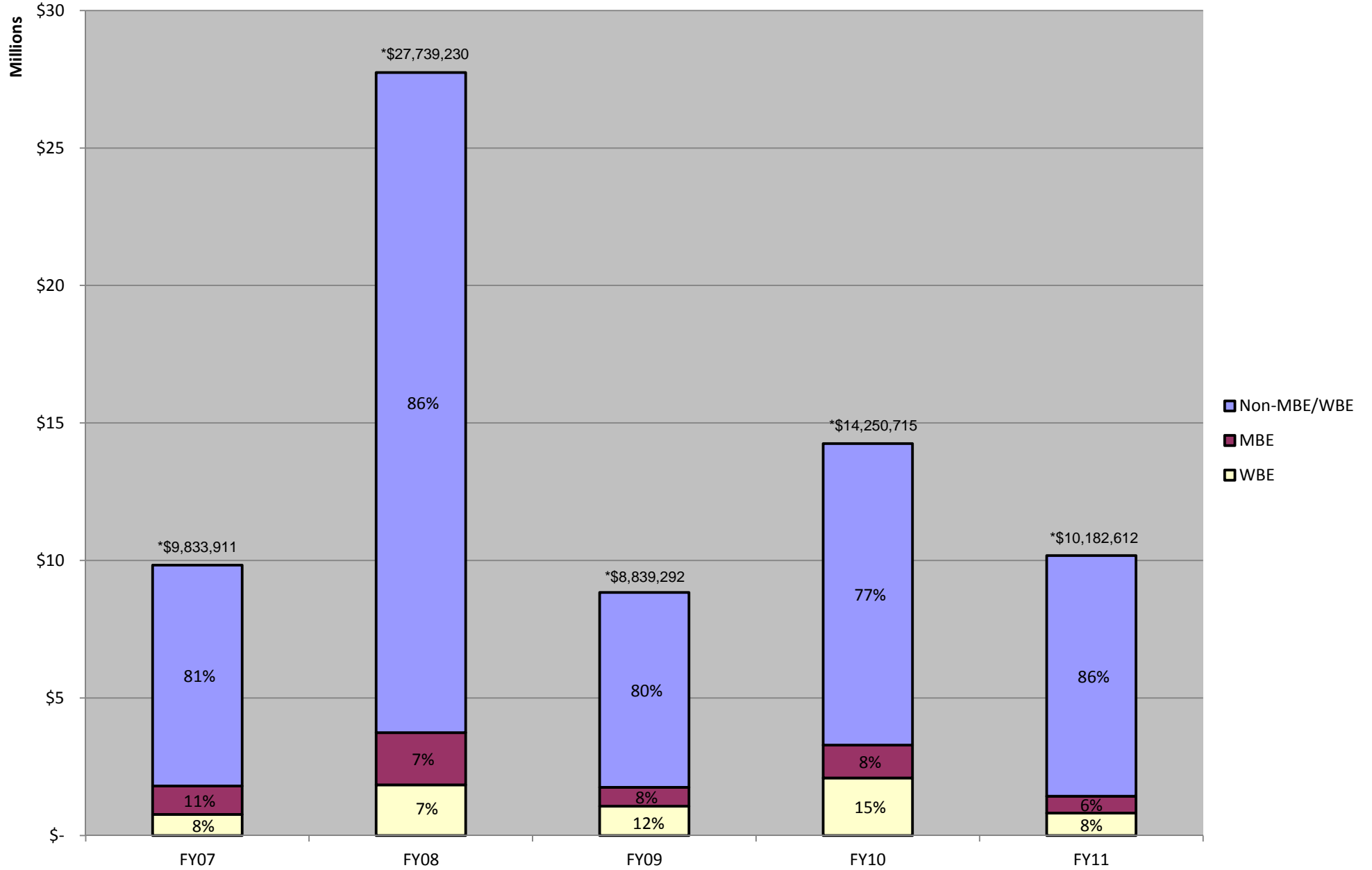
**PROCUREMENT**

CAMPUS	FY 2011				
	Total Purchases	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
Columbia	\$ 198,393,948	\$ * 2,713,779	1.37%	\$ * 7,097,994	3.58%
UM Health Care	210,030,642	* 2,348,839	1.12%	* 2,710,259	1.29%
Kansas City	34,178,976	* 1,046,114	3.06%	* 1,663,910	4.87%
Rolla	21,519,386	129,323	0.60%	908,696	4.22%
St. Louis	15,591,647	778,403	4.99%	538,694	3.46%
<b>TOTAL</b>	<b>\$ 479,714,599</b>	<b>\$ * 7,016,458</b>	<b>1.46%</b>	<b>\$ * 12,919,552</b>	<b>2.69%</b>

\* Total includes MBE Participation 2nd Tier: \$983,196 (14.01%)

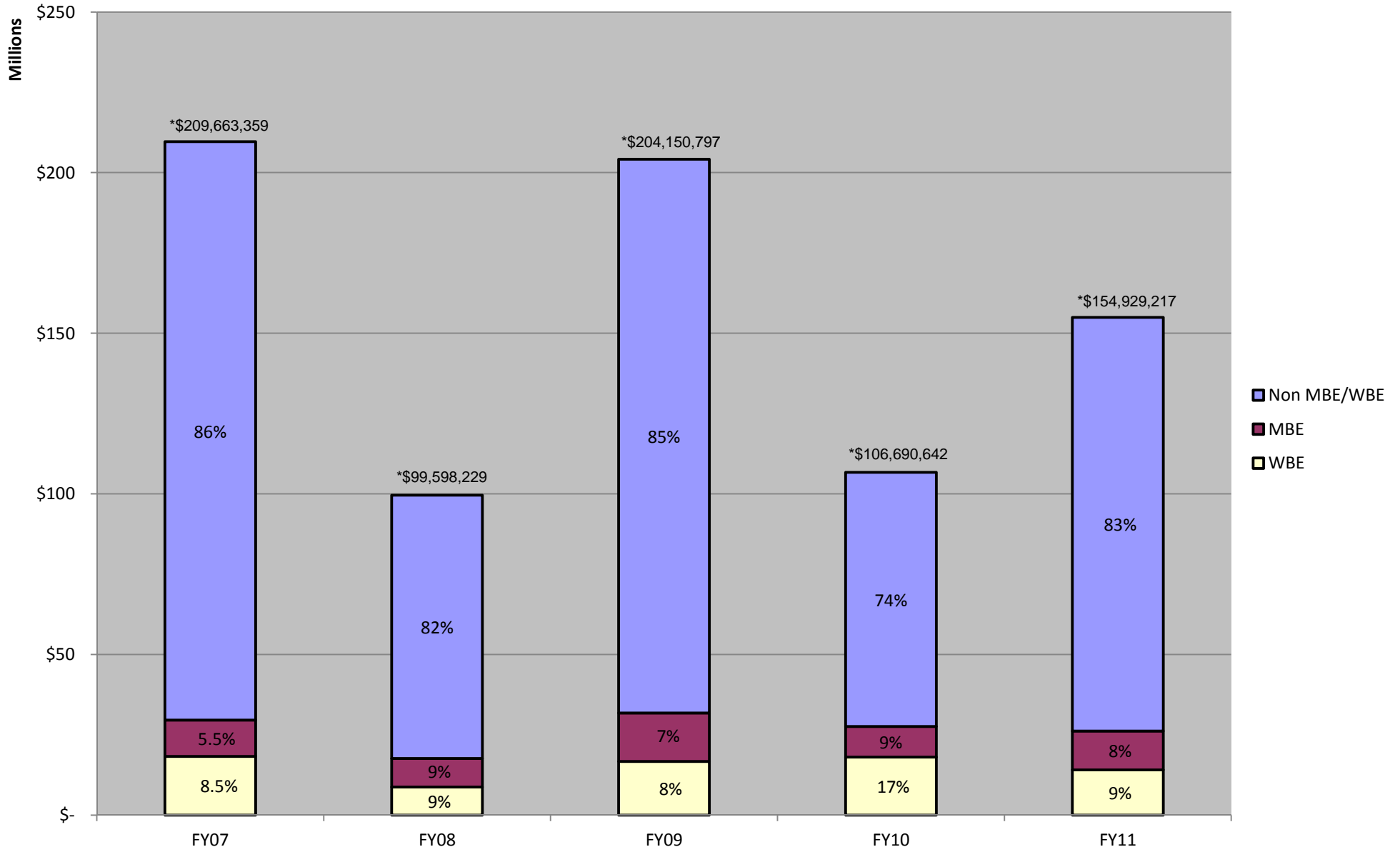
\* Total includes WBE Participation 2nd Tier: \$741,120 (5.74%)

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



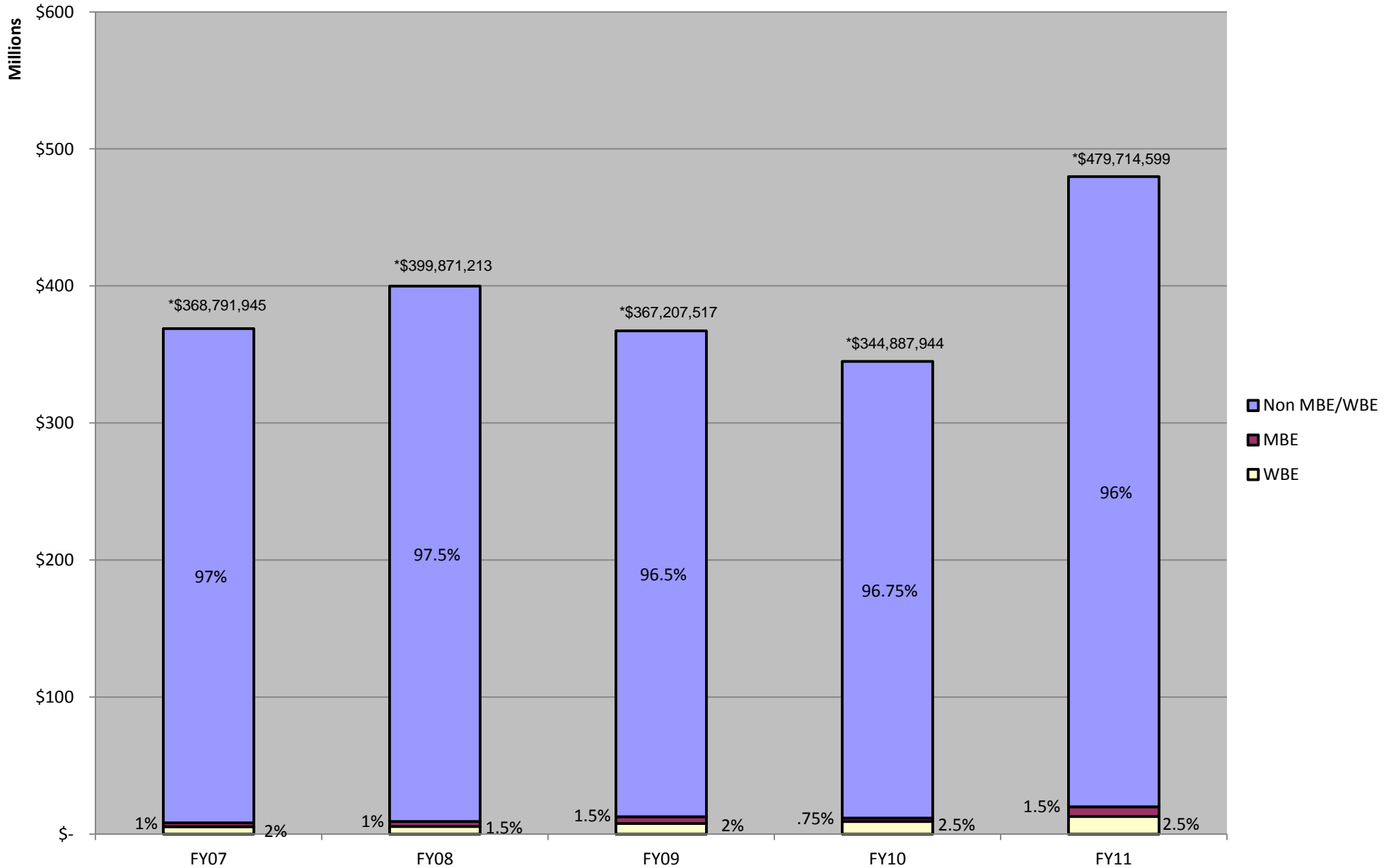
\* Total University Spend

**Table 2  
Construction Services**



\* Total University Spend

**Table 3  
Procurement**



\* Total University Spend

**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**

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%)

**FY11**

**ARCHITECTURE/ENGINEERING SERVICES**

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