

University of Missouri
Fiscal Year 2012 Minority/Women Business Enterprises
Narrative Report

Overview

The University of Missouri's economic development mission is manifested in its outreach efforts to include all firms that want to participate in design and construction projects, contracting and purchasing transactions. As these businesses successfully compete for contracts, they are able to generate revenues and provide jobs for *Advancing Missouri*. Equally as important, the inclusion of all firms interested in providing products and services to the university allows the university to obtain quality products and services at competitive prices.

Another example of how the University is working to achieve its economic development mission is through its Advocacy-Mentoring program. One of the primary goals of the program is to assist small firms in developing core business competencies so they can become more competitive and greater contributors to economic development. In the Advocacy-Mentoring Program, large firms, particularly Missouri firms that successfully competed for university contracts, voluntarily served as mentors to small minority and women-owned business enterprises (M/WBEs). Similarly, administrators, largely from design and construction at the four-campus system, served as team leaders. Also, university faculty and MBA students provided consultation to small mentee firms in the Program. The students benefitted in that they applied academic theory to business practice; thus, they obtained valuable experience by working with small firms. The Program resulted in a win-win for the university, the businesses and the students. The second class of the Advocacy-Mentoring program will graduate in the fall, 2012. The award winning program, started initially in July 2009, had its first graduating class in June 2011.

In addition, the University's Minority Business Development (MBD) program partners and collaborates within the four-campus system and externally within the greater community. The establishment of the M/WBE Advisory Council, a best practice at the university, is a model of partnering and collaborating among interdependent entities. The M/WBE Advisory Council consists of a diverse group of representatives from city and state governments, public higher-education institutions in Missouri, M/WBE firms, St. Louis Minority Supplier Development Council, Hispanic Contractors Association of Greater Kansas City, as well as leaders from the four-campus system of the University. As the University of Missouri continues its efforts toward excellence in MBD, the Advisory Council provides input to the University's M/WBE initiatives, shares "best practices" in the industry and advocates for small firms, particularly M/WBE firms.

Moreover, the Director of Minority Business Development promotes the University's M/WBE initiatives within the greater community, particularly in St. Louis and Kansas City, 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 initiatives and contributes to economic development, part of the core mission of the University of Missouri.

Architecture/Engineering Services

During FY2012, the total dollar amount of contracts awarded at the University of Missouri (UM) increased 89.02 % (\$9,065,423) relative to FY2011. Likewise, MBE participation amounts increased significantly, 11.05% (\$ 2,671,513); WBE participation increased 4.82% (\$1,653,901).

Construction Services

Conversely, during FY2012, the total dollar amount of contracts awarded by UM decreased by 25.39% (\$ 39,341,421) from FY2011; M/WBE participation as a percentage of total dollars spent by the university increased slightly.

Procurement

During FY2012, total University purchases increased 5.9% (\$ 28,323,011) from 2011; MBE participation increased significantly, 62.01% (\$11,453,180). To the contrary, WBE participation decreased 63.39% (\$5,012,222) during FY2012. Moreover, 2nd tier spend, dollars spent by the University's prime suppliers with MBE firms, increased 86.68% in FY2012 (\$ 6,400,155); likewise, WBE firms, 2nd tier spend increased 57.07 % (\$ 985,077) in FY2012.

Professional Financial Services

In addition to the efforts by Facilities Planning and Development and Procurement Services to include M/WBEs in the procurement 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 for FY2012:

Financial Service	MBE Business Name	Total Transactions/ Investment	MBE Participation	% MBE Participation
Broker Transactions	Loop Capital Markets	\$ 445,072,868	\$ 39,872,746	8.96 %
Bonds Issued	Valdes and Moreno; Stern Brothers	\$ 105,155,000	\$ 610,000	0.6 %

UNIVERSITY OF MISSOURI
FY12 M/WBE PARTICIPATION REPORT

July 1, 2011 - June 30, 2012

ARCHITECTURE/ENGINEERING SERVICES

CAMPUS	FY 2012				
	Total Contracts Awarded	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
Columbia	\$ 12,185,829	\$ 2,568,575	21.08%	\$ 2,244,675	18.42%
Kansas City	2,459,113	204,954	8.33%	120,000	4.88%
Rolla	4,103,595	428,012	10.43%	51,875	1.26%
St. Louis	499,498	81,621	16.34%	54,200	10.85%
TOTAL	\$ 19,248,035	\$ 3,283,162	17.06%	\$ 2,470,750	12.84%

CONSTRUCTION SERVICES

CAMPUS	FY 2012				
	Total Contracts Awarded	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
Columbia	\$ 80,888,765	\$ 4,077,415	5.04%	\$ 7,275,497	8.99%
Kansas City	25,855,428	3,956,868	15.30%	2,961,119	11.45%
Rolla	2,921,768	276,666	9.47%	256,123	8.77%
St. Louis	5,921,835	888,046	15.00%	928,296	15.68%
TOTAL	\$ 115,587,796	\$ 9,198,995	7.96%	\$ 11,421,035	9.88%

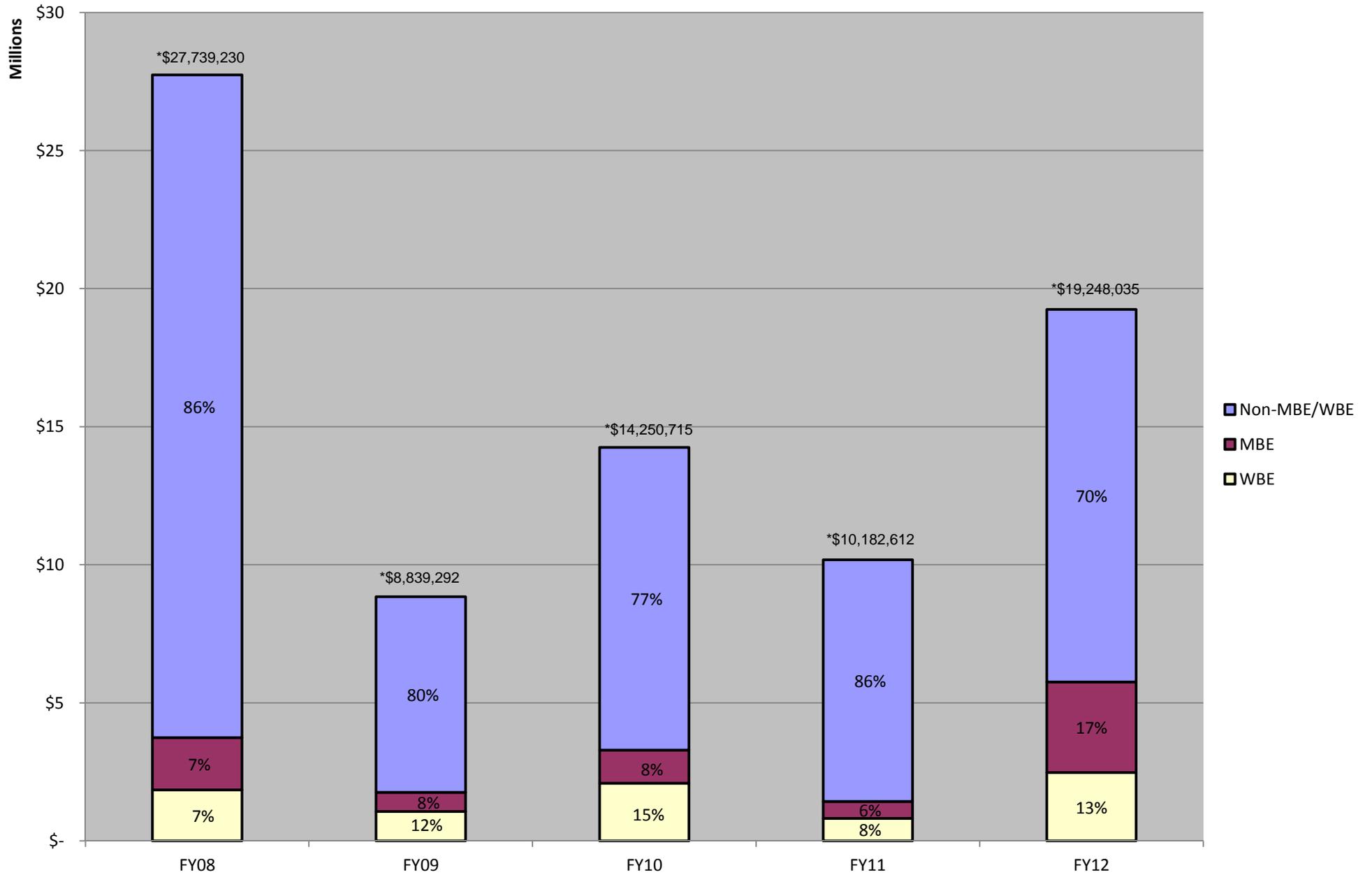
PROCUREMENT

CAMPUS	FY 2012				
	Total Purchases	MBE Participation	% MBE Participation	WBE Participation	% WBE Participation
Columbia	\$ 206,510,127	\$ * 12,812,247	6.20%	\$ * 4,582,500	2.22%
UM Health Care	230,050,284	* 2,674,132	1.16%	* 2,150,799	0.93%
Kansas City	31,330,204	* 1,792,242	5.72%	* 664,497	2.12%
Rolla	21,556,669	217,808	1.01%	198,272	0.92%
St. Louis	18,590,326	973,209	5.24%	311,262	1.67%
TOTAL	\$ 508,037,610	\$ * 18,469,638	3.64%	\$ * 7,907,330	1.56%

* Total includes MBE Participation 2nd Tier: \$7,383,351 (39.8%)

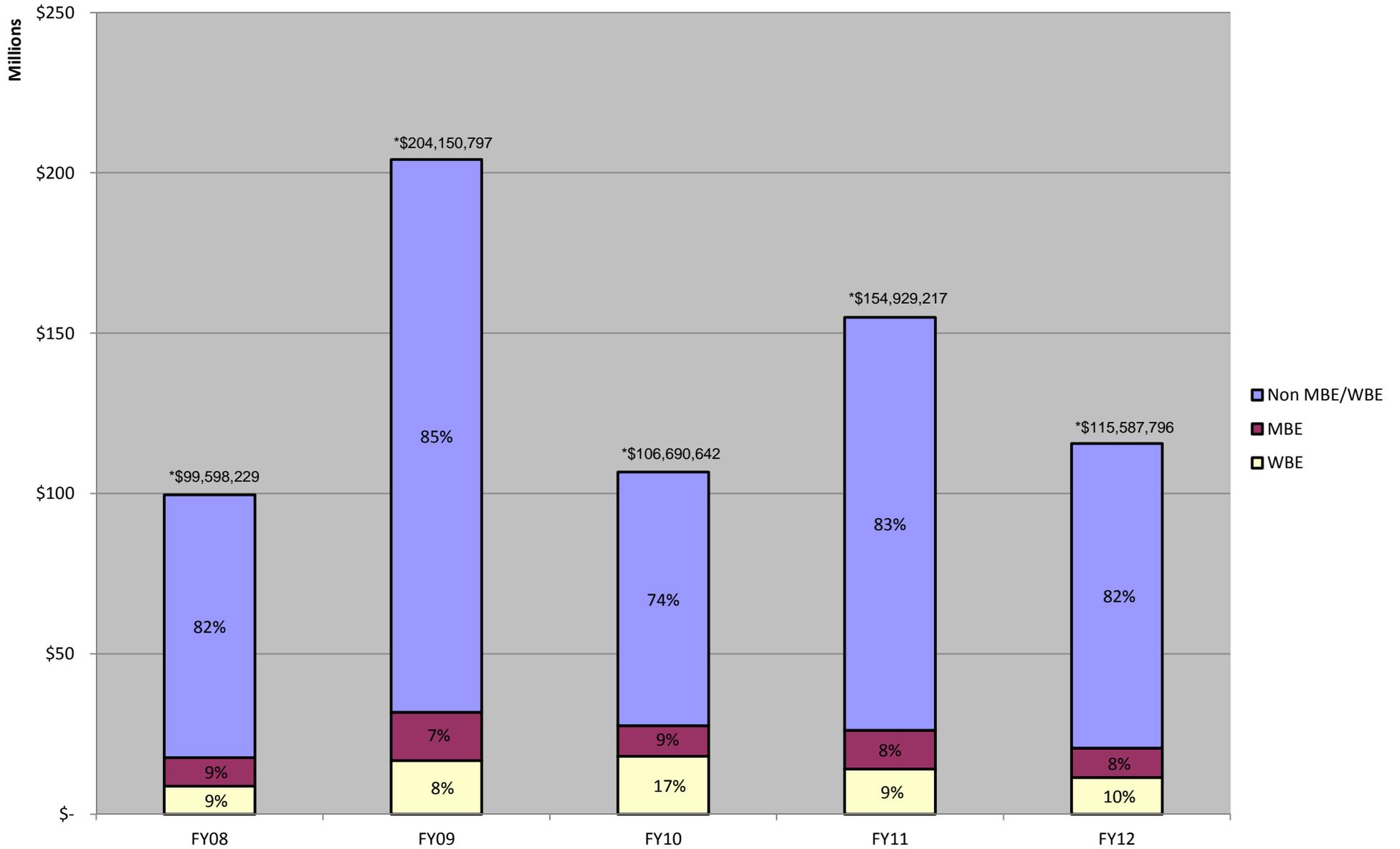
* Total includes WBE Participation 2nd Tier: \$1,726,197 (9.3%)

Table 1
Architecture/Engineering Services



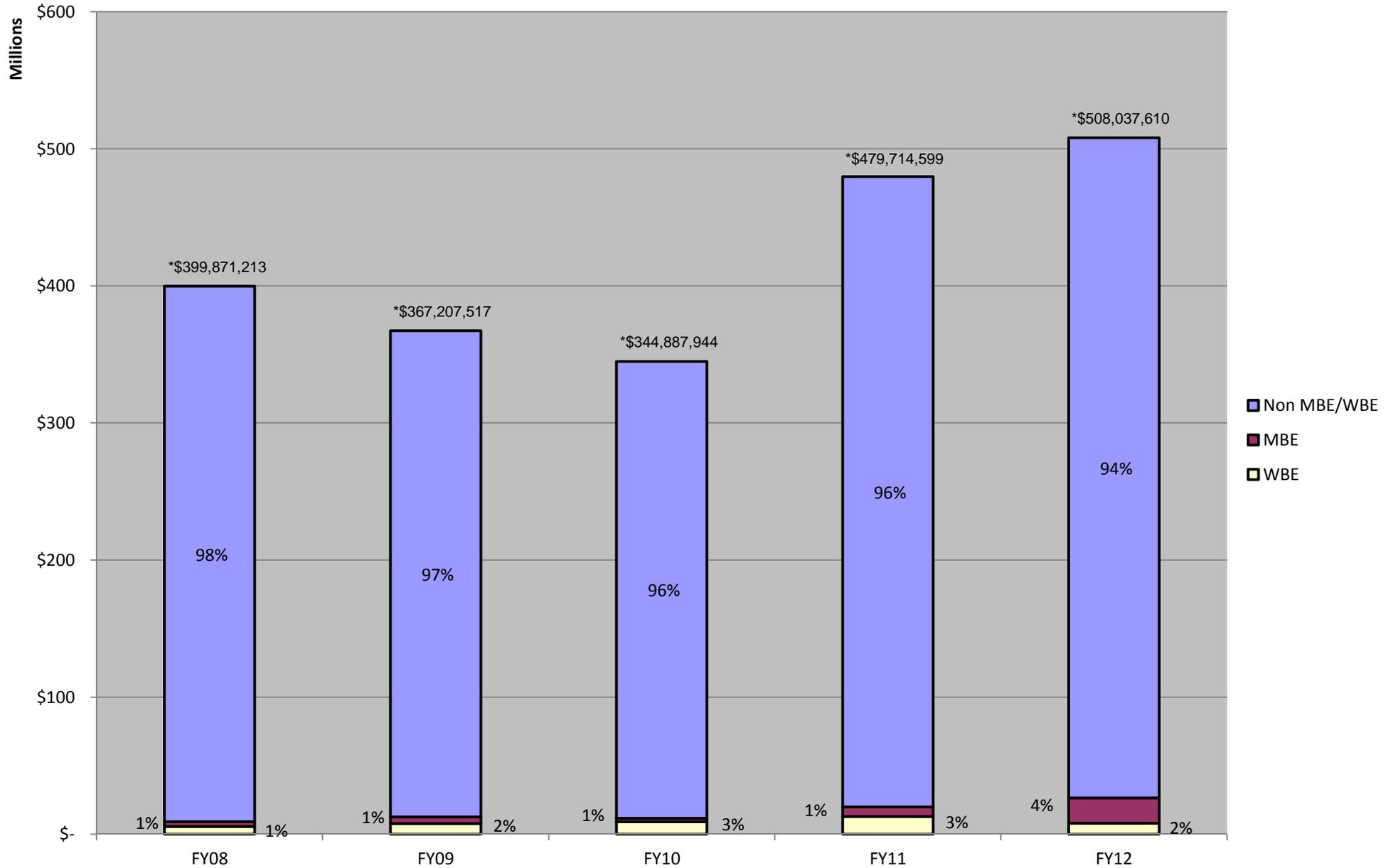
* Total University Spend

**Table 2
Construction Services**



* Total University Spend

**Table 3
Procurement**



* Total University Spend

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%
TOTAL	\$ 27,739,230	\$ 1,893,037	6.82%	\$ 1,844,044	6.65%

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%
TOTAL	\$ 99,598,229	\$ 8,890,827	8.93%	\$ 8,734,371	8.77%

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%
TOTAL	\$ 399,871,213	\$ * 3,603,273	0.90%	\$ * 5,575,200	1.39%

*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	0.00%	18,800	3.07%
ST. LOUIS	869,069	88,355	10.17%	5,500	0.63%
TOTAL	\$ 8,839,292	\$ 690,912	7.82%	\$ 1,064,600	12.04%

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%
TOTAL	\$ 204,150,797	\$ 15,026,994	7.36%	\$ 16,742,672	8.20%

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%
TOTAL	\$ 367,207,517	\$ * 4,893,620	1.33%	\$ * 7,726,408	2.10%

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

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

FY10

ARCHITECTS/ENGINEERS

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%
TOTAL	\$ 14,250,715	\$ 1,202,126	8.44%	\$ 2,090,100	14.67%

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%
TOTAL	\$ 106,690,642	\$ 9,542,035	8.94%	\$ 18,063,511	16.93%

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%
TOTAL	\$ 344,887,944	\$ * 2,495,371	0.72%	\$ * 9,151,009	2.65%

*Total MBE participation 2nd tier: \$595,550 (23.8%)

*Total WBE participation 2nd tier: \$242,267 (2.6%)

FY11

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%
TOTAL	\$ 10,182,612	\$ 611,649	6.01%	\$ 816,849	8.02%

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%
TOTAL	\$ 154,929,217	\$ 12,097,918	7.81%	\$ 14,099,564	9.10%

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%
TOTAL	\$ 479,714,599	\$ * 7,016,458	1.46%	\$ * 12,919,552	2.69%

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

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

ARCHITECTURE/ENGINEERING SERVICES

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Columbia	\$ 12,185,829	\$ 2,568,575	21.08%	\$ 2,244,675	18.42%
Kansas City	2,459,113	204,954	8.33%	120,000	4.88%
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TOTAL	\$ 508,037,610	\$ * 18,469,638	3.64%	\$ * 7,907,330	1.56%

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*Total includes WBE Participation 2nd Tier: \$1,726,197 (9.3%)