



Minority Business Partnership Leadership Council  
Agenda  
April 4, 2012  
8:00AM

- |       |                                                                                                                                                                      |                 |
|-------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|
| I.    | Overview and Purpose                                                                                                                                                 | Bill Goodwin    |
| II.   | Administrative Housekeeping                                                                                                                                          | E. DeLaine Hart |
|       | A. Chairmanship Term Recommendation:<br>Mr. Bill Goodwin through December 2012                                                                                       |                 |
|       | B. Composition Recommendation:<br>33 members (Attached)                                                                                                              |                 |
|       | C. Meeting Time and Date Recommendation<br>Quarterly: January, April 4th, July 11 <sup>th</sup> *, October 3rd<br>1 <sup>st</sup> Wednesday, 8-9:30am, Metro Chamber |                 |
|       | D. Leadership Council Term Recommendation: Staggered 2 and 3 years<br>Select preferences – Notify Erica Wright                                                       |                 |
| III.  | Round Tables                                                                                                                                                         | Bill Goodwin    |
|       | A. CEO Round Table Composition<br>Self select 10 CEOs/Owners from membership (Attached)                                                                              |                 |
|       | B. Purchasing Round Table Recommendation<br>See Attached                                                                                                             |                 |
| IV.   | Strategic Plan Review – Goals and Objectives                                                                                                                         | Bill Goodwin    |
| V.    | Website Review – Marketing                                                                                                                                           | E. DeLaine Hart |
| VI.   | Metrics – What’s important                                                                                                                                           | Bill Goodwin    |
|       | Recommendations:                                                                                                                                                     |                 |
| VII.  | Other Business                                                                                                                                                       | Bill Goodwin    |
| VIII. | Adjournment                                                                                                                                                          |                 |
- Due to July 4<sup>th</sup> holiday, meeting will be held the following week, July 11th

MBPLC	Purchasing Roundtable
<p>Sylvester Hester, Key Logistics Solutions* 3  Richard Harkness, 3  Susan Burroughs, Trident Health Systems 2  Darrin Thomas, Thomas Media  Dale Collier, Brownstone Construction  Craig Ascue, Ascue Body &amp; Repair* 3  Ken Canty, Freeland Construction*  Matt Brewer, Choate Construction  Fred Anthony, Broadband Company*  Jeff Messick, Johnson Controls 3  David Ginn, CRDA  Teddie Pryor, Charleston County  Robert Fairey, Trident Construction 2  Bryan Derreberry, Chas Metro Chamber  Sue Stevens, Charleston Int'l Airport  Mayor Riley, City of Charleston  Mayor Summey, City of North Charleston  Mayor Swails, Town of Mt. Pleasant  Bill Goodwin, The Goodwin Group* 3  Yvette Beckett- Tuggle, CMSDC 2  Boeing Representative  Sabra Slaughter, MUSC 2  Otha Meadows , Trident Urban League  Audrey Whetsell, Resource Partners*  Adrian Williams, Atlantic South Consulting* 3  Sam Johnson, Summerville Ford Mercury  Calvin Whitfield, CCCS International*  Clifford Smith,CBG-EEG*  Charles McKenzie, C.E.McKenzie Assoc  Keith Waring, Charlestowne Associates  Ron Jones, Chas Metro Chamber  Joseph Jefferson, Palmetto Civil Group*  Van Williams, Grounds Maintenance Inc*  Harold Gillens, Quintech Engineering*  James Newsome III, SCPA (TBD)</p> <p>CEO Roundtable</p>	<p>Chris Brumbeck/Kevin Landry, Trident Health  Monica Rubinstein, Boeing  Tim Connor, SCPA  Gary Cooper, City of Charleston  Denise Badillo, City of North Charleston  W. Keith Brown, City of Chas Housing Authority  Fred Feil, Charleston County Schools  Barrett Tolbert, Charleston County  Sam Stephens, Dorchester County  Kathy Edenborough, Joint Base  Monica Scott, College of Charleston  Eddy Medina, Choate Construction  Jackie LaJoie, CMSDC  Ralf Hedstein, Bosch</p>

## Goals & Objectives

The key long term goals and objectives of the Minority Business Partnership are summarized as follows:

No	Goal	Target Date
1	Develop/execute strategic connections via significant transactions	5/2010 to Present
2	Pool, organize, and activate resources	January 2011
3	Target and secure 25 Charleston focus firms	November 2011
4	Create Leadership Council	April 2012
5	Create CEO and Purchasing Roundtables	April 2012
6	Complete Strategic Plan	April 2012
7	Confirm funding sources	July 2012
8	Target and secure 20 Charleston committed buying organizations (5 Public/15 Private)	July 2012
9	Create communications strategy, i.e., develop marketing and public relations plan, website	July 2012
10	Create Charleston spend goals	October 2012
11	Partnership Infrastructure – CMSDC Partnership	TBD
12	Convert MBP to non-profit organization	TBD

## **Partnership Members**

- |     |                                    |                         |
|-----|------------------------------------|-------------------------|
| 1.  | Atlantic South Consulting Services | Adrian Williams         |
| 2.  | Birch Heating & Air                | Cyrus & Beverly Birch   |
| 3.  | The Broadband Company              | Fred Anthony            |
| 4.  | Chao & Associates*                 | Jimmy Chao              |
| 5.  | Charleston Brace Company           | Nathaniel Jackson       |
| 6.  | CCCS International                 | Calvin Whitfield        |
| 7.  | C.E. McKenzie                      | Charles McKenzie        |
| 8.  | Christie Brothers                  | Randi Christie          |
| 9.  | Construction Dynamics*             | Nate Spells             |
| 10. | Corporate Staffing                 | Robbie Robinson         |
| 11. | Davenport Construction*            | John Davenport          |
| 12. | Electronic Health Network*         | Charles Williams        |
| 13. | Erimic Catering                    | Gene & Juanita Robinson |
| 14. | Frasier Construction               | Willie Frasier, Jr.     |
| 15. | Freeland Construction              | Ken Canty               |
| 16. | Goodwin Group                      | Bill Goodwin            |
| 17. | Gullah Cuisine                     | Charlotte Jenkins       |
| 18. | Grounds Maintenance Inc.           | Van Williams            |
| 19. | GrowthNet*                         | David Middleton         |
| 20. | IG Global Sourcing*                | Robert Chandler         |
| 20. | Key Logistics                      | Sylvester Hester        |
| 21. | Louis Masonry & Stucco             | Chauncey Johnson        |
| 22. | Ozzyco Construction                | Oswaldo Hurtado         |
| 23. | Palmetto Civil Group               | Joseph Jefferson        |
| 24. | Paragon Builders*                  | Eric Byrd               |
| 25. | Quality Touch Janitorial           | John Brown              |
| 25. | Quintech Engineering               | Harold Gillens          |
| 26. | Randolph Technologies*             | George Randolph         |
| 27. | Resource Partners                  | Audrey Whetsell         |
| 28. | SBG-EEG                            | Clifford Smith          |
| 29. | Sea Island Site Prep               | Keith Green             |
| 30. | Site Prep Construction             | Kenney Maybank          |
| 31. | SLG Consulting                     | Stephen L Grant         |
| 32. | Small Business Group               | Clifford Smith          |
| 33. | Summerville Ford Mercury           | Sam Johnson             |
| 34. | Thomas Media                       | Darrin Thomas           |
| 35. | Unique Supplies & Equipment        | Joseph Grant, Jr        |
| 36. | Zeb's Quality Cleaning             | Joseph Harrison         |

## Role of MBP Member

To guide promote and support the work of the MBP

Develop a significant understanding of the issues related to growing minority owned businesses in the region

Informed ambassadors of the mission of the MBP

Holds staff accountable to metrics and outcomes of the work

Balances their influence and understanding with healthy impatience for enhanced outcomes

Strongest supporter and asks the right questions

## CEO Roundtable:

Best Practices

Capacity Solutions

Resource Availability

Certification

Other issues

## Purchasing Roundtable:

Best Practices

Diverse Spend Solutions

Resource Availability

Goal-setting Practices/Methodology

Certification

Other issues

## **Strategy/Action Plan**

**Goal 1: Develop and execute strategic connections via significant transactions**

1. Meet with every regional buyer to establish a relationship
2. Create opportunities to connect buyers with suppliers
3. Identify all spending opportunities and relay to suppliers

**Goal 2: Pool, organize, activate resources**

1. Identify regional, state, and federal business resources
2. Develop database of resources
3. Create database of focus firms and buying organizations
4. Obtain presence at local organizations, e.g., LAMC, SCORE, Chambers, etc.
5. Develop reporting and tracking systems .

**Goal 3: Create Leadership Council.**

1. Identify regional public/private sector leaders/buyers.
2. Request attendance at leadership meeting and provide overview of strategy
3. Create structure to include size, membership composition and requirements, meeting schedule, etc.

**Goal 4: Target and secure 25 focus firms**

1. Identify all sizable regional businesses and ensure they meet requirements
2. Present partnership strategy and ask for commitment
3. Vet firms to ensure status and capabilities
4. Obtain necessary data for reporting and tracking purposes
5. Ensure Chamber and CMSDC membership

**Goal 5: Establish detailed budget and execute funding plan**

1. Develop operational budget
2. Identify 3 year funding to support Partnership
3. Obtain funding commitments via MOAs by March '11
4. Identify additional sources of funding

**Goal 6: Partnership Infrastructure**

1. Contract with CMSDC
2. Identify location and staffing requirements
3. Include contractual requirements

**Goal 7: Create Communications Plan**

1. Develop website with access links to spend opportunities
2. Develop newsletter
3. Get on local agendas, e.g., Chamber, CMSDC
4. Secure membership with CMSDC

**Goal 8: Create CEO Roundtable**

1. Identify minority business CEO and owners of sizable firms
2. Establish mission of identifying and sharing best practices, MBE capacity solutions, resource availability, certification, etc.
3. Establish structure for completing mission, e.g., group size, meeting schedule, objectives, requirements, owned

**Goal 9: Create Purchasing Roundtable**

1. Identify regional Purchasing Directors, Facility Managers, Supply Chain Managers, Supplier diversity Managers, DBE/MBE Managers, etc.
2. Establish mission of identifying and sharing best practices, developing spend solutions, resources, goal setting practices/methodology, certifications, etc.
3. Establish structure for completing mission, e.g., group size, meeting schedule, objectives, requirements, owned

**Goal 10: Target and secure 25 buying organizations**

1. Identify, meet, establish relationship with all regional buyers, e.g., public, healthcare, suppliers, education, federal agencies, etc.
2. Ascertain their buying needs and schedules
3. Determine their minority spend levels – help them set one
4. Provide drafts of minority inclusion policy.
5. Create opportunities to connect buyers with suppliers
6. Identify all spending opportunities and relay to suppliers

**Goal 11: Complete strategic plan**

1. Develop draft for work
2. Schedule session to review
3. Finalize

**Goal 12: Develop regional spend goals**

1. Ascertain current spend with buying organizations
2. Develop goals for private and public sector organizations