

CEO Roundtable1

June 13, 2012

Minutes:

Attendees: Clifford Smith, Craig Ascue, Adrian Williams, Sylvester Heater, Van Williams, Ken Canty, Evelyn DeLaineHart, Erica Wright.

The meeting began at 8:15am and was held at SBG-EEG in Ladson. Mr. Clifford Smith graciously hosted the first meeting of the CEO Roundtable.

After introductions, EDH provided a brief overview of the goals and objectives of the CEO Roundtable. Discussion began with the naming of the Chair and Vice Chair, Ken Can't and Clifford Smith respectively.

Some best practices practices were identified and included:

- Use of minority firms as general contractors vs trades.

- Prime sponsored schools e.g., Turner

- Inclusion of diverse industries beyond construction and engineering

- Teaming

A discussion ensure regarding these practices. Emphasis was place on the need for minority firms to be recognized as GCs capable of responding to bids rather than sibs/trades firms. This occurs with large buying organizations such as CCSD and Austin-Hitt. In addition, the need for teaming was recognized along with the various barriers to making this happen. Members were asked to recommend buyers or suppliers that would add value to the efforts of the MBP.

Certifications recommended by EDH included the UCP, CMSDC Metro Chamber membership. The County SBE program was also recommended due to its ease. UCP and 8A firms are grandfathered into the County's SBE program.

Reporting was also a major discussion item. EDH explained the need to capture info to provide to financial sponsors. A simplified format will be developed and place on the website. A draft will be developed and sent to members for review. Items to be included are employees, contracts, contract values, growth, philanthropy, and certifications.

A website has been developed and will be released on July 1. CEOs were asked to review this info and provide feedback on anything incorrect, to be added or deleted, or simply deemed important.

The CMSDC Business Opportunity Conference as discussed. It will be held in Charleston July 31 through August 1st at the Embassy Suites. Membership was strongly encouraged due to the networking opportunities along with the numerous national organizations to be represented.

Further discussion included the need to add all the hospitals, not just MUSC and Trident. Mr. Ascue suggested that employment opportunities should be an issue for discussion and inclusion on the website. Mr. Smith suggested getting budgets form major buying organizationsMr. Hester suggested creating a vertical view of business by sector to make review and inclusion easier. EDH will begin his with assistance from Mr. Hester. Members suggested that a request for top issues from members be solicited so they can be discussed and addressed.

General discussion included news from various members. Mr. Canty informed the group of his new relationship with the port in Savannah. He and EDH will arrange a meeting with Jim Newsome here in Chas. He also informed the group that he expanded and has new offices in Savannah. Discussion dolled regarding the meeting (NAVFAC) in Savannah today. Mr. Hester disclosed that he is creating opportunities for young people at his facilities. Mr. Canty is doing the same with two interns. Member activities that will inform and educate the membership should be sent by email to EDH for inclusion on the website. Mr. Hester informed the group that Roger Quallman was named the new procurement director at Bosch. EDH will contact him today to get him on the Procurement Roundtable.

EDH will follow-up with the activities listed below:

Send info regarding CMDC certification along with conference information.

Send email addresses to members

Begin vertical business views

Request top issues from Leadership Council members