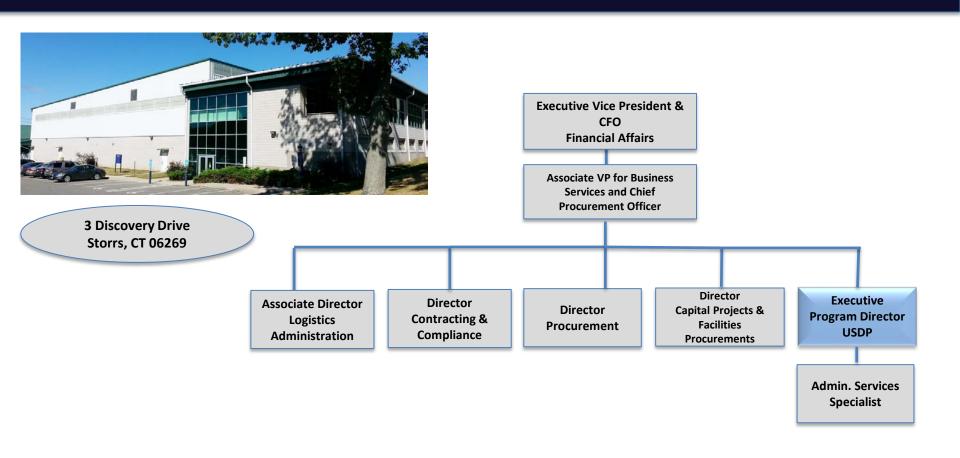
Prepared for Economic Development Council (EDC) Mansfield Downtown Partnership

Veronica F. Cook, MSOM, Executive Program Director Supplier Diversity Program (USDP) Overview

Procurement Services



Location



Agenda

- UCONN Supplier Diversity Program (USDP) Overview
- USDP Core Values
- USDP Website Core Values in Action
- Defining S/MBE
- Goals
- S/MBE Challenges
- State Agency Collaborations Stakeholder Engagement
- Legislative Activity
- Select USDP Strategic Initiatives
- Q&A

USDP Overview

USDP Mission and Core Values

To expand enrollment and participation of small/minority businesses on University contracts, by facilitating the opportunity for said businesses to provide valuable, quality, timely goods and services, while building mutually beneficial, respectful, lasting business relationships with the University community.



USDP Core Values

Encouraging Participation	<u>Educating</u>		
Expos and Matchmaker Events Panel Discussions S/MBE Vendor Showcasing Advocacy to Remove Obstacles	UConn Outreach Events Project Meetings SD Website Encouraging Corrective Action		
Managing Relationships	Measuring Compliance		
State Agency Collaborations	Goal Setting		
Stakeholder Engagement	Reporting		
Legislative Meetings	Tracking Results		
Memberships and Committee participation	Determining Means of Improvement		

Encouraging & Educating

Vendor Characteristic Reference















□ccv

CCV+

CTB

Search View All

Contract Name

Contract No.

Phone

Characteristics

Encouraging the use of S/MBE's by offering our University Community a choice of who to conduct business with by identifying vendor characteristics



AS A SMALL BUSINESS OWNER.

I Aspire... to remove barriers to inclusion.

UDiversity @ UConn

Discover: Supplier Di-ver-si-tv

Educating all who enter the USDP web space about the value and aspirations of Small and Minority Businesses (S/MBE's)

Managing and Measuring



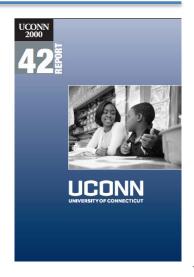
UConn's SMBeConnect Tool

Managing the Relationships between S/MBE's, Procurement Professionals, and the University Community

UConn Procurement Services has launched a new SMBeConnect tool on our Supplier Diversity (USDP) website. It is designed, primarily, to assist small/minority business enterprises (S/MBEs) seeking to conduct business here at the University, by connecting them directly with the buying team responsible for managing their particular commodity(ies). To find Prospective S/MBE Contractors/Vendors/Consultants visit https://supplierdiversity.uconn.edu/prospective-smbes/#

SUPPLIER DIVERSITY	PROGRAM Back-Up Sheets reg	FISCAL YEAR - 2015 wire Totals for each MBE C	(2014-2015) eteropry			
	ENTERPRISE QUARTERLY REPORT - Jul					
	f this form and Back-Up Sheets via			PV 8	T. Hartford CT 08108	
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	VEMENT FUNDS AVAILABLE FROM YO	OUR ADOPTED BUDGET			206.059.041.30	
Page 1 (Summary)	Page) From The Annual Goals Calco	ulations Report		•	206,089,041.30	
		TOTALS (\$)	Contracts		TOTALS (\$)	Contrac
from Small and Minority Co	reprovements Expenditures for Purchases retractors. E AND MISE EXPENDITURES	\$22,305,849.53	359		\$70,813,726.33	1,33
			-	_		_
from Minorty Business D	sprovements Expenditures for Purchases Serprises (MBE) only.					
PLANAF GATROONER						
A) American Indian (N)		\$ 241,085.00		\$	280,651.00	6
B) Asian (A)		\$ 337,410.40		\$	2,607,606.49	69
C) Black (B)		\$ 558,880.50		\$	2,860,517.27	51
D) Disabled Individual (D)		\$ 31,567.16		\$	1,198,707.16	18
E) Hispanic (H)		\$ 686,468.60		\$	2,522,775.87	35
F) Iberian Peninsula (I)		\$ 671,806.62	8	\$	1,812,605.86	- 11
G) Disabled American Indi				\$		0
H) Disabled Asian Americ				\$		0
§ Disabled Black Americ				\$		0
J) Disabled Hispanic Ame				\$		0
K) Disabled Iberian Penin	sula American (DI)			\$		0
L) Woman (W)		\$ 8,820,809.90	100	\$	29,634,354.96	396
M) Woman American India	n (NW)			\$	-	0
N) Woman Asian (AW)				\$	11,401.17	2
O) Woman Black (BW)				\$	967.00	- 1
P) Woman Disabled (DW)				\$		0
Q) Woman Hispanic (HW)				\$		0
R) Woman Bedan Penins		\$ 295,301.00	2	\$	311,845.00	3
5) Disabled American Ind				\$		0
T) Disabled Asian Americ				\$		0
U) Disabled Black Americ				\$		0
V) Disabled Hispanic Ame	rkan Woman (DHW)			\$		0
W) Disabled Iberian Penin	aula American Woman (DfW)			\$	-	0
	(Lines D, G, H, I, J, K, P, S, T,U, V, S W)	\$ 31,587.16		\$	1,198,707.16	18
WBE TOTAL		\$ 9,116,110.90		\$	29,958,358.13	402
MBETOTAL	Lines A - Wh	\$ 11,643,309,18	166	5	41,241,221.78	592

Measuring and Reporting on compliance with State Statutes, ensuring that areas of deficiency are identified and methods of improvement are strategically mapped out to increase S/MBE utilization.



Small/Minority Business Enterprise (S/MBE)

Small Business Enterprises (SBE) – A company that

- ☑ has its principal place of business in Connecticut,
- ☑ had gross revenues not exceeding \$15,000,000.00 during its most recently completed fiscal year, and
- **☑** is "independent".

To be "independent" the viability of the SBE must not depend upon another person, as determined by an analysis of the small contractor's relationship with any other person in regards to the provision of personnel, facilities, equipment, other resources and financial support, including bonding.

Included among these small contractors are businesses owned and operated by women, minorities, and disabled individuals. <u>Minority Business Enterprise (MBE)</u> - A small business (must meet the SBE criteria) with at least

☑ 51% ownership by one or more minority person(s) who exercises operational authority over daily affairs of the business; has the power to direct management and policies, and receives the beneficial interests of the business; possesses managerial and technical competence and experience directly related to the principal business activities of the enterprise; and is a minority as defined in C.G.S. 32-9n(a) or who

☑ is an individual with a disability: American Indian, Asian, Black, Hispanic, has origins in the Iberian Peninsula, a woman (WBE).

Goal Setting

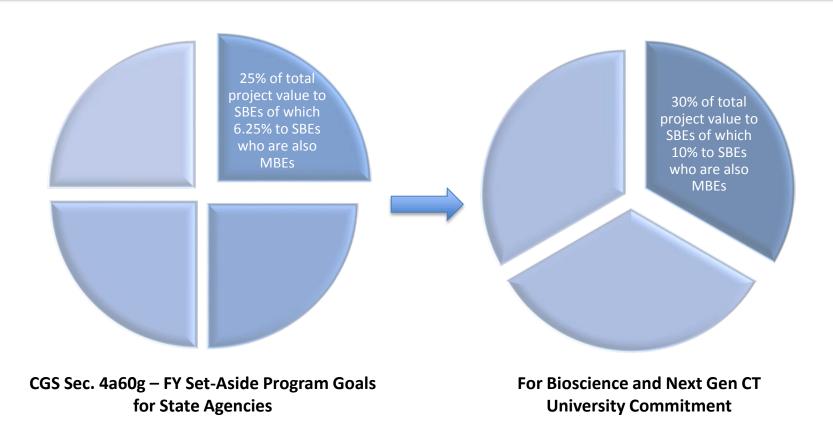
Pursuant to CGS Sec. 4a-60g: Set-aside program for small contractors, minority business enterprises, individuals with disabilities and nonprofit corporations.

State of Connecticut Agencies and political subdivisions of the State must set aside each fiscal year, after approved exemptions by the Department of Administrative Services (DAS),

- <u>25% of this amount</u> to be awarded to certified minority business enterprises (MBEs).



Construction—Related S/MBE Utilization Goals



S/MBE Challenges

AT THE STATE LEVEL

- DAS Certification Process Limitations
- Resource Limitations for State Agencies Advocating for S/MBEs

AT THE UNIVERSITY LEVEL

IN GENERAL

- Navigating UCONN
 - University Perceptions
 - Familiarity and/or Pre-established Relationships

WITHIN CONSTRUCTION

- Pre-qualification Process
- Bidding Requirements
- Bonding
- Insurance
- Submittal Errors and Payment Delays
- Cash Flow Management
- Back Office Administrative Support Gaps
- Capacity Building
- Sustainability and Viability of S/MBEs



Collaboration

State Agency Collaborations



Stakeholder Engagement

- S/MBE Service Providers (Bonding, Loans, Supplier Development)
- Community Groups, Alliances, Affinity Groups



The Entrepreneurial Center & Women's Business Center is part of the University of Hartford's Barney School of Business. They offer business advising, training, technical assistance and more. "From startup to expansion, making your vision a reality."



CT PTAC's mission is to provide marketing and procurement assistance to Connecticut businesses interested in selling their goods or services to federal, state, or local governments. CT PTAC is a statewide program serving all cities and towns in Connecticut.

Legislative Activity

- (2012) **Public Act 11-229** (Section 9) the Department of Administrative Services (DAS) in consultation with the Commissioner of Labor, the President of the University of Connecticut, the Commissioner of Public Works (now the Department of Construction Services DCS) and the Commissioner of Transportation Called for the development and implementation of *a program to increase* the number of state contracts awarded to resident bidders through an in-state contract preference or other method selected by the commissioner
 - > UCONN was an active participant
- (2012-14) Connecticut Disparity Study Phases I and II Initiated by the Connecticut General Assembly, in accordance with Legislation adopted in the 2012 Legislative session, Public Act 12-1 (overview of initial scope of work) and Public Act 12-104 (initial project funding), the Connecticut Academy of Science and Engineering (CASE) was asked to conduct this study of the state's Small and Minority Business Set-Aside Program ("Set-Aside Program")
 - > UCONN was an active participant
- (2014) **Special Act 14-18** established a working group entitled the "Construction Contracting and Bidding Transparency Working Group," chaired by the Commissioner of Administrative Services, charged with studying state construction contracting and subcontracting processes. (Origin Senate Bill 454 An Act Increasing the Transparency of General Bids for State Contracts)
 - > UCONN was an active participant
- (2015 16) *Connecticut Disparity Study Phases III Evidence of Marketplace Disparities,* intended to "document the extent of disparity facing MBEs and WBEs in the private sector of the state's market area".
 - > UCONN will be an active participant

On-Going USDP Efforts

Encouraging Participation

Strengthen visibility on the USDP website with video and other interactive feedback tools for S/MBEs, UConn Departments, Contractors/Vendors, and Service Providers

S/MBE Criteria in Professional Services Design Team Selection

Continue to Address
S/MBE Challenges

Educating
Contractors/Vendors
and University
Community

Increase the level of contact and engagement between buying teams and S/MBE vendors/service providers

Engage and inform our University Community, including through vendor referrals, feedback mechanisms, and other changes to the USDP website, etc.

Managing Relationships

Collaboratively (with other State Agencies)
Engage SBA Surety
Bonding Program for additional assistance to S/MBE's with Bonding in the State of Connecticut

Partner with Affinity
Groups and other
Stakeholders seeking to
assist S/MBE's with
Back Office Support,
Training, Capacity
Building, Mentoring,
etc.

Measuring Compliance

Steering Committee, led by USDP to represent the different areas of and regularly address the supplier diversity issues pertaining to Procurement Services and the University Community

<u>Develop</u> a Comprehensive USDP Database capturing all relevant tiers and statistics

Questions



Contact Information



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Veronica.Cook@uconn.edu - www.supplierdiversity.uconn.edu

UConn Economic Impact

Mansfield Downtown Partnership, Inc. June 28, 2018

University Vendor Spend

- University direct expenditures within local community.
- 2016: \$12,947,283
- 2017: \$5,522,310
- 2018: \$5,747,974

Top 10 University Vendors (by Spend)

- Milton C Beebe & Sons Inc (\$12m)
- Interstate Management Company (\$3.7m)
- Zlotnick Construction Inc (\$2.6m)
- KHR Inc (\$1.3m)
- The Oaks on the Square(\$928k)
- Mansfield Supply Inc

- (\$876k)
- MP Park LLC (\$218k)
- Nathan Hale Inn(\$159k)
- Anthony Calverley Thompson Associates (\$106k)
- Mountain Dairy LLC (\$102k)

HuskyOne Spend

Spend by University students & student groups within the local community

2016: \$881,911

2017: \$374,808

• 2018: \$365,760

HuskyOne Top 10 Vendors (by Spend)

- Dunkin Donuts (\$239k)
- Subway (\$170k)
- Blaze Pizza (\$98k)
- Husky Pizza (\$71k)
- Gansett Wraps(\$64k)
 HA Café (\$27k)
- Sam's Food Store(\$60k)

- Wally's Chicken Coop (\$56k)
- Subway (\$42k)
- **Breuggers Bagels** (33k)