



Prepared for
Economic Development Council (EDC)
Mansfield Downtown Partnership

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

Procurement Services

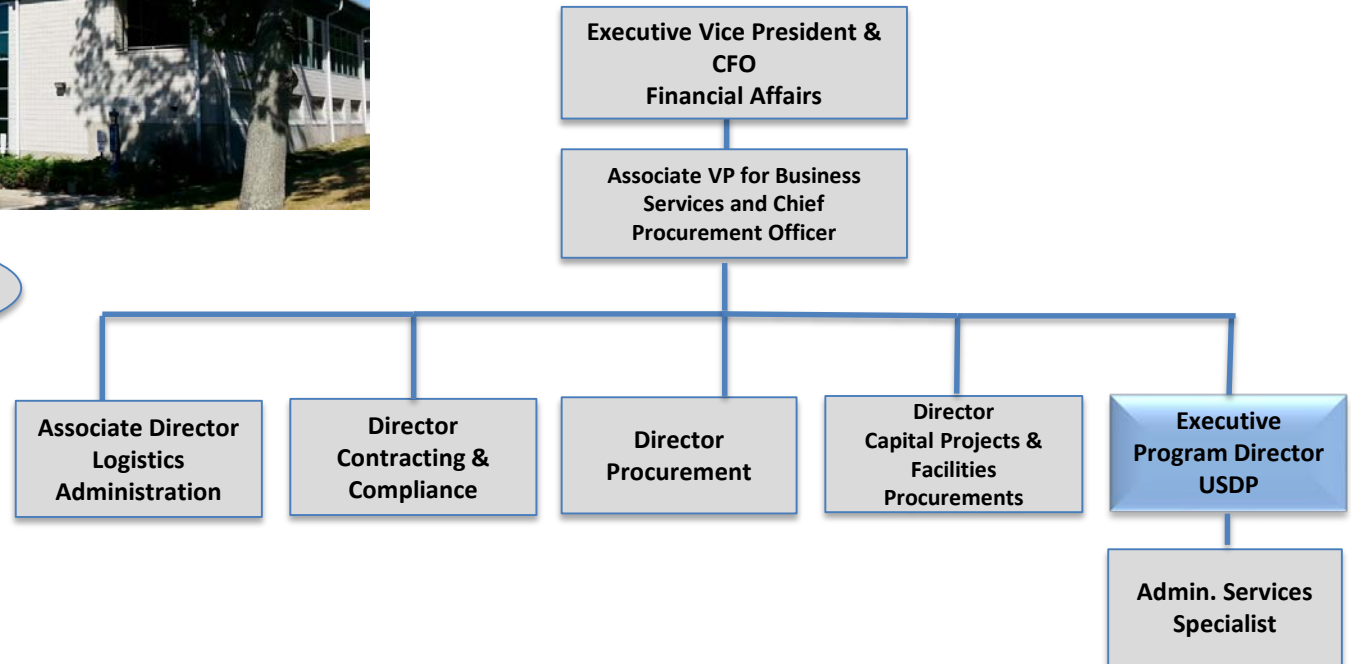
August 28, 2018

UConn

Location



3 Discovery Drive
Storrs, CT 06269



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

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

Encouraging & Educating

Vendor Characteristic Reference



<u>Contract Name</u>	<u>Contract No.</u>	<u>Expires</u>	<u>Vendor Name</u>	<u>Contact Name</u>	<u>Contact Phone</u>	<u>Vendor Characteristics</u>
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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-ty

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

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.

Minority Business Enterprise (MBE) - 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

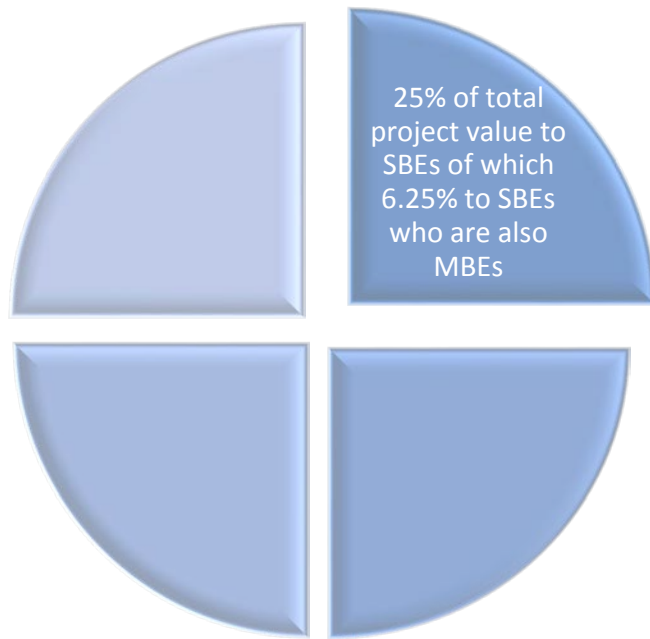
Pursuant to CGS Sec. 4a-60g: Set-aside program for small contractors, minority business enterprises, individuals with disabilities and nonprofit corporations.

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),

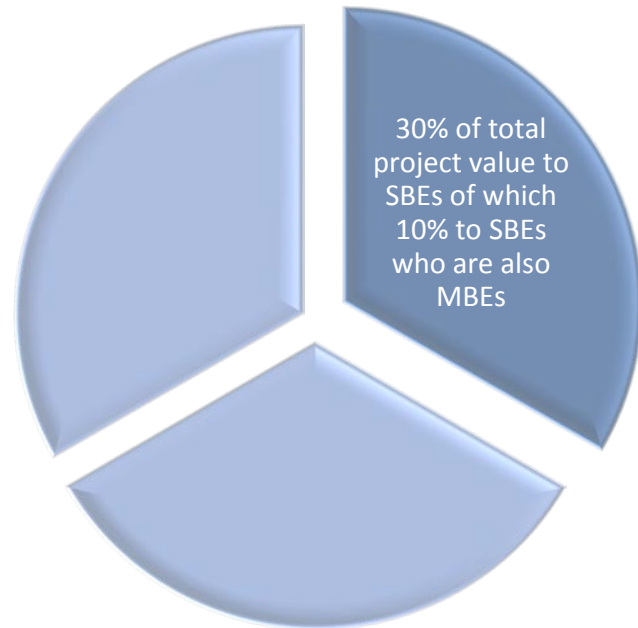
- ☑ 25% of their budgets for construction, housing rehabilitation, and purchasing supplies and services to be awarded to certified small business enterprises (SBEs), with
- ☑ 25% of this amount to be awarded to certified minority business enterprises (MBEs).



Construction-Related S/MBE Utilization Goals



CGS Sec. 4a60g – FY Set-Aside Program Goals for State Agencies



For Bioscience and Next Gen CT University Commitment

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

 Click	 Click	 Click	 Click
STATE	FEDERAL	University and STATE Agency	STATE AND MUNICIPAL
CT DAS Supplier Diversity Program	U.S. Small Business Administration	UConn Supplier Diversity Program (USDP)	CT CHRO Affirmative Action Contract Compliance Unit
The State of Connecticut's SBE/MBE Certifying Agency	Provider of Contracting Assistance Programs to help Small Businesses Win Federal Contracts	UCONN's Program... Educating, Advocating for S/MBE Inclusion, Encouraging Participation, Measuring Compliance	Connecticut's S/MBE Utilization Enforcement and Monitoring Agency

Stakeholder Engagement

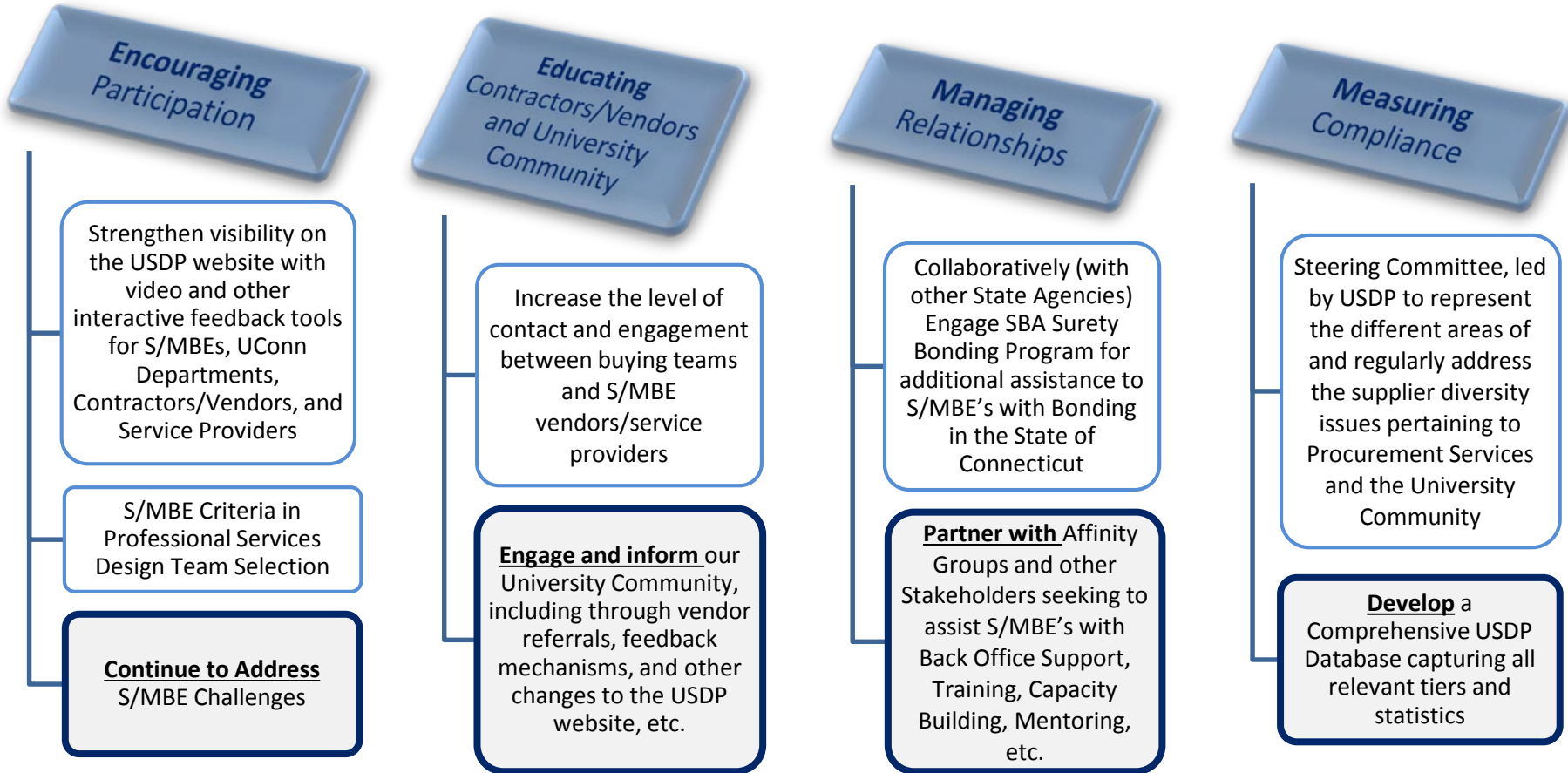
- S/MBE Service Providers (Bonding, Loans, Supplier Development)
- Community Groups, Alliances, Affinity Groups

	
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



Questions



Contact Information



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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)
- Sam's Food Store(\$60k)
- Wally's Chicken Coop (\$56k)
- Subway (\$42k)
- Breuggers Bagels (33k)
- HA Café (\$27k)