



Northwest Minority Supplier Development Council

Creating Value Through Business Engagements

Corporations Public Agencies Minority Business Enterprises

MBE Town Hall/Annual Meeting

Northwest MBE Input Committee

June 7, 2011



Overview & Agenda

- Town Hall Overview
- NMSDC/ NWMSDC Introduction
- MBEIC History, Purpose & Mission
- MBEIC Industry Groups
- Q & A
- Upcoming Events



**Northwest
Minority Supplier
Development Council**

Beyond the United States

5 International Councils

- Australian Indigenous Minority Supplier Council (AIMSC)
- Canadian Aboriginal and Minority Supplier Council (CAMSC)
- Minority Supplier Development China (MSDC)
- Minority Supplier Development United Kingdom (MSDUK)
- South African International Business Linkages (SALBL)





**Northwest
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NMSDC

- Develop 20 –year strategic plan
- Develop technology platform to support affiliated Councils
- Develop standardize practices



Marquis Miller
VP Field Operations
NMSDC



Joset B. Wright
President
NMSDC

NMSDC Affiliates

37 Regional Affiliated Councils
3,500 National & Regional Corporate Members
16,000 Certified MBEs

Puerto Rico



**Northwest
Minority Supplier
Development Council**

Northwest MSDC States

5 Northwestern States

314 Certified MBEs

**83 Corporate & Public Agency
Members**



\$13,163,022,100 in Annual Revenues

40,155 Employees

20,645 Ethnic Minority Employees



**Northwest
Minority Supplier
Development Council**

Northwest MSDC Board of Directors
Leadership, Strategic Development, Governance

Northwest MSDC
Leadership, Strategy Development, Strategy Implementation





Committee Members

- Sandy Dupleich, Dynamic Language
MBEIC Chairperson
- Rita Gebenini – Zones Inc.
MBEIC Vice Chairperson
- Ed Davis, Sealaska Corp.
Alaska Regional Vice Chair
- Melissa Meyer, Bruce Int'l.
Oregon Regional Vice Chair
- Shahzad Q. Qadri, Wong Fleming
MBEIC Secretary
- Alex Agudelo – Mundiali, Inc.
- Lono Dickson – Kalani Packaging
- Diane Gaddis – Gaddis Events
- Regina Glenn – Pacific Communications
- Frank Lemos – LDC, Inc.
- Mayumi Nakamura, PSP, Inc.
- Monica Park – Global Resources Group
- Herb Stokes – The Affluence Group
- Darryl L. Russell – The Russell Group
- Sara Shaw – Cassel, Inc.
- Michael Stewart – Stewart Marketing Group, LLC
- Herb Stokes – The Affluence Group, Inc.

Committee Objective

- Assist the Council in establishing programs that are relevant, address the needs, desires, and concerns, and are supportive of certified MBE development.

Committee Chair Expectations

- MBE Feedback liaison
- MBE representative on Executive Committee
- Deliver status reports and committee progress to Board of Directors and President
- Develops committee meeting calendar
- Discharges all rights, responsibilities, and privileges accorded by the National MBEIC.

Committee Expectations

- Fully prepared, engaged and participate in MBEIC meetings
- Work as liaison between MBEs and MBEIC
- Commit to 1-2 hours per meeting and 4-6 hours depending on activity level outside of the meeting



Northwest
Minority Supplier
Development Council

NWMSDC – Vision & Mission

Vision

To be the primary catalyst for economic development and wealth creation for our stakeholders.

Mission

The **mission** of the Northwest Minority Supplier Development Council (Northwest MSDC) is to identify and develop educational and business opportunities for **Minority Business Enterprises (MBEs), Corporations, and Public Agencies** that result in stakeholder growth.



Northwest
Minority Supplier
Development Council

National MBE Input Committee Vision

Represents over *17,500* certified minority business owners nationwide, with gross revenues exceeding *\$104.7* billion.

Northwest Minority Supplier Development Council Values

- *Diversity and inclusion are business imperatives*
- *Commitment to deliver on the organization's mission*
- *Maintain integrity, trust, and respect for all stakeholders*

National Minority Business Enterprise Input Committee Vision

- *The vision of the National MBEIC is to be instrumental in providing input, direction and action to create a business environment for minority businesses that fosters growth, sustainability and relevance....and creates economic growth in minority communities.*



Regional MBEIC

- The purpose and mission of the MBEIC is to work in conjunction with the President, Staff and Board of Directors to provide advice and input regarding the programs operating under the auspices of the Council and to conduct such other activities that the MBEIC adopts in furtherance of its goals to enhance minority economic development provided such actions do not impair the 501(c) (3) tax exempt status of the Council.



Northwest
Minority Supplier
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MBEIC Industry Groups

Committee/Industry Group	Chair
Architecture & Engineering Group	Frank Lemos, LDC
Construction Industry Group	Fernando Martinez (interim), NWMSDC
Green Technology	
Professional Services	
Transportation/Logistics/Warehousing	Lono Dickson, Kalani Packaging
Government Relations	Shahzad Qadri, CDQ Law
Information Technology	Matt O'Donnell, Attunix Corporation



MBEIC Industry Groups

- The types of industry groups should be based on the types of MBEs in the council.
- Their formation is accomplished in concert with the Council President and Staff.
- Because of the number of MBEs in each Council and the diversity of industries/core competencies, Industry Groups provide a means to provide specific services to a specific set of MBEs.
- Industry Groups help increase information flow, participation and capacity building between MBEs.



**Northwest
Minority Supplier
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MBEIC Committees

Northwest MSDC Board of Directors

Thought Leadership, Strategic Development, Governance

Northwest MSDC

Thought Leadership, Strategic Development, Strategy Implementation

Northwest MBEIC

MBE Voice, Awareness, Business Development

**Architecture &
Engineering**

Construction

Green Technology

**Professional
Services**

**Transportation,
Logistics,
Warehousing**

Government

**Information
Technology**



MBEIC Chairperson & Committee Members Expectations

Chairperson:

- Strong leadership and committee development
 - ✓ Lead by example
 - ✓ Visible at all NMBC events
- Full preparation and participation
- Advance meeting and agenda preparation
- Identify how the committee will conduct its work
- Establish committee goals and objectives
- Insure committee is progressing towards established goals
- Implement and oversee committee roles and responsibilities
- Securing approval for execution of activities from Board of Directors
 - ✓ Fiscal responsibility for committee activities
- Report committee status and progress to Board of Directors
- Provide feedback to Committee Members
- Support Committee Member requests

Committee Members:

- Full preparation and active participation in committee work
- Support Board of Directors and carry out the committee roles and responsibilities
- Support committee majority decisions
- Positively affect NMBC reputation in the marketplace
- Participate in all meetings as required
 - ✓ Committee to establish meeting ground rules
 - ✓ Via phone conference
 - ✓ Live
 - 1 – 2 hours per month meeting participation
 - 4 – 6 hours per month committee work
 - May require additional hours depending on activities
- Identify and recommend potential committee members to committee chairperson



Northwest
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Development Council

Architecture & Engineering Group

Committee Members

- Frank Lemos– Committee Chair

Charter

- To deliver superior value to our clients by providing a network of highly qualified experienced MBE/WMBE firms in the Architectural and Engineering professions that are committed to excellence, integrity and accountability to their peers.

Group Objective

To provide expanded business opportunities for Northwest MSDC stakeholders through joint marketing efforts, peer recommendations, collaboration, joint ventures, and introductions to potential clients.

Notable Events & Information

- Quarterly meetings - upcoming

Getting Involved

- Contact: flemos@ldccorp.com



Transportation/Logistics/Warehousing

Committee Members

- Lono Dickson - Committee Chair (Kalani Packaging)
- Jennie Hanson (Petro Card)
- John Bauer (Starbucks)
- Ed Davis (Sealaska)
- Roger Sklar (Nike)

Charter

- To bring MBEs and corporations together for significant partnering opportunities and to build competitiveness for the Northwest region and NMSDC as a whole.

Top 3 Initiatives

- Initiative 1** - Build a data base of viable certified MBEs and their capabilities within the Logistics Industry.
- Initiative 2** - Sponsor a match making event to pair up MBEs and corporate opportunities.
- Initiative 3** - Grow this committee in size and geographic scope to better support our stakeholders for 2012.

Notes

- This is a great way to be visible to the correct people within our member corporations.
- Provides a focused approach to this target market.

Getting Involved

- Contact: Lono Dickson,
Kalani Packaging
E-mail - Lono@kalanipkg.com



Northwest
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Government Relations

Committee Members

- Shahzad Qadri– Committee Chair
-

Charter

Top 3 Initiatives

Notable Events & Information

Getting Involved

- Contact: sqadri@wongfleming.com



Northwest
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Information Technology

Committee Members

- Matt O'Donnell– Committee Chair

Charter

Top 3 Initiatives

Notable Events & Information

Getting Involved

- Contact: matto@attunix.com
- Other involvement
- etc...



**Northwest
Minority Supplier
Development Council**

Q & A



Upcoming Events

- *June 12th – 17th* UW MBE Executive Program
- *June 27th* NWMSDC Opportunity Fair
- *August 29th* NW MSDC Golf Fundraiser
- *Oct 30th – Nov 2nd* National MSDC Conference,
Atlanta, Georgia