



Northwest Minority Supplier Development Council

Creating Value Through Business Engagements

Corporations Public Agencies Minority Business Enterprises

Supplier Diversity from the Northwest Perspective

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May 17, 2011



Northwest
Minority Supplier
Development Council

Presentation Agenda

- Welcome to Seattle
- Introduction to Northwest MSDC
- Value of Supplier Diversity Leaders
- MBEs Challenge!
- Supplier Diversity Leaders Challenge!



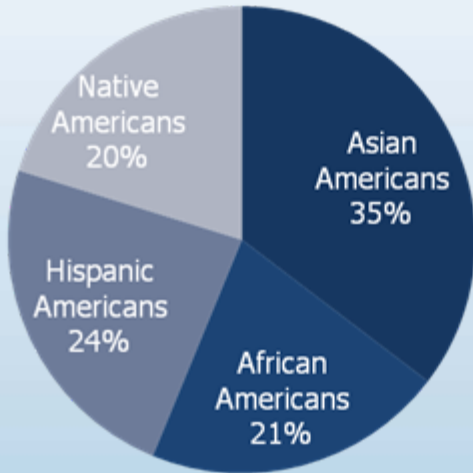
Welcome EEI to Seattle & the Northwest!

- Seattle:
 - Seattle proper is home to over 600,000 residents
 - Seattle Metro is home to over 1.5M residents
 - 22.7% Ethnic Minority
 - Home of the Mariners, Seahawks, Sounders, & Storm
 - Home to the Famous Space Needle, Pike Place Market, and World's best Salmon
 - Where it is cloudy over 220 days a year
 - Rains 155 days a year
 - Annual rainfall is 37 inches of rain
 - 27th in the United States
 - Average 58 sunny days a year

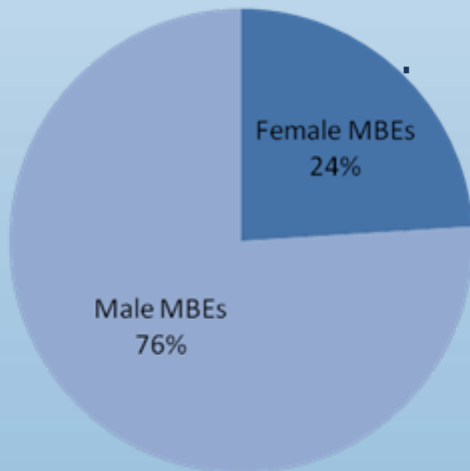


Supplier Diversity & the Northwest MSDC

MBES BY RACE

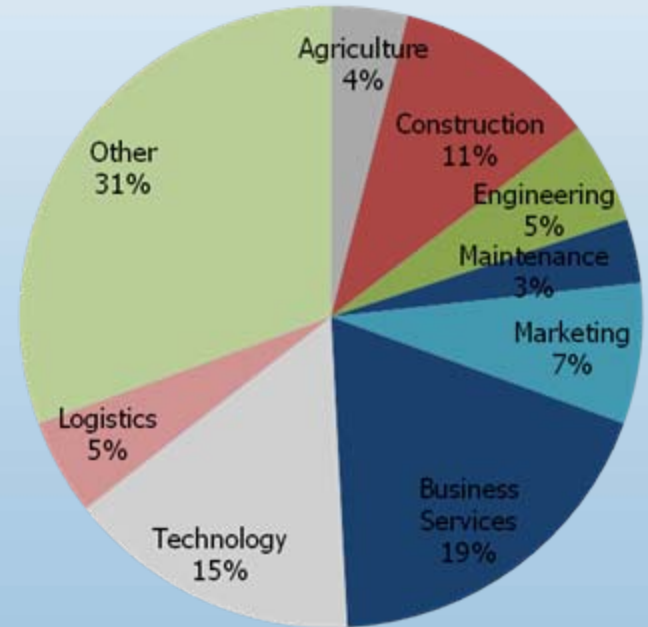


MBES BY GENDER



TOP 8 NORTHWEST MSDC BUSINESS SEGMENTS

- Business Services
- Technology
- Construction
- Marketing
- Engineering
- Logistics
- Agriculture
- Maintenance



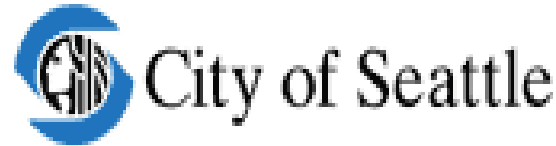


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Supplier Diversity & the Northwest MSDC (cont'd)



Portland General Electric





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Supplier Diversity & the Northwest MSDC (cont'd)

- Receive strong Supplier Diversity support from approximately 84 Corporate and Public Agency Members
- Engaged Supplier Diversity Best Practices Group



NORDSTROM



STARBUCKS®



Microsoft®



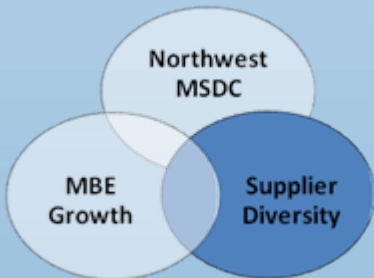


Value of Supplier Diversity Leaders

- Supplier Diversity is one of the most valuable positions within any organization
- Execute the process utilized by corporations to encourage use of Minority Owned Businesses in the delivery of product and/or services.
 - Process designed to afford Minority Owned Businesses a fair and equitable opportunity to participate in the awarding of business.
- Leadership

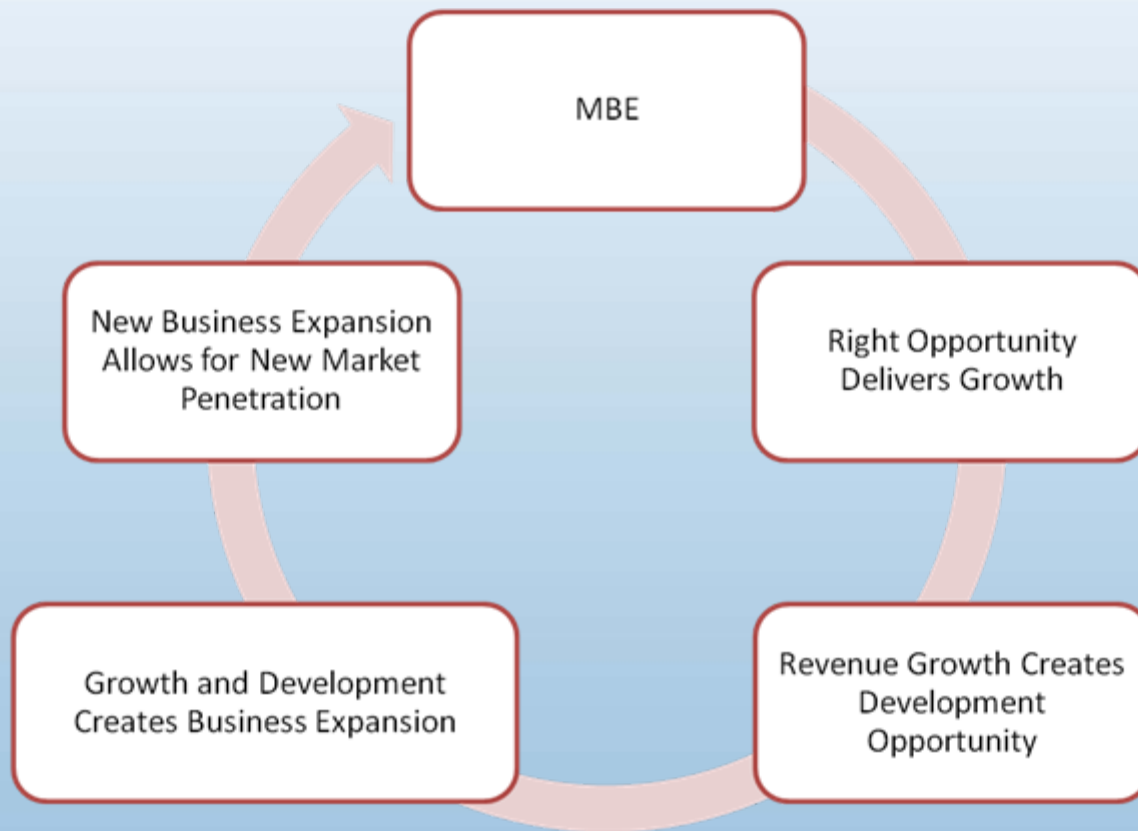


Supplier Diversity Cycle



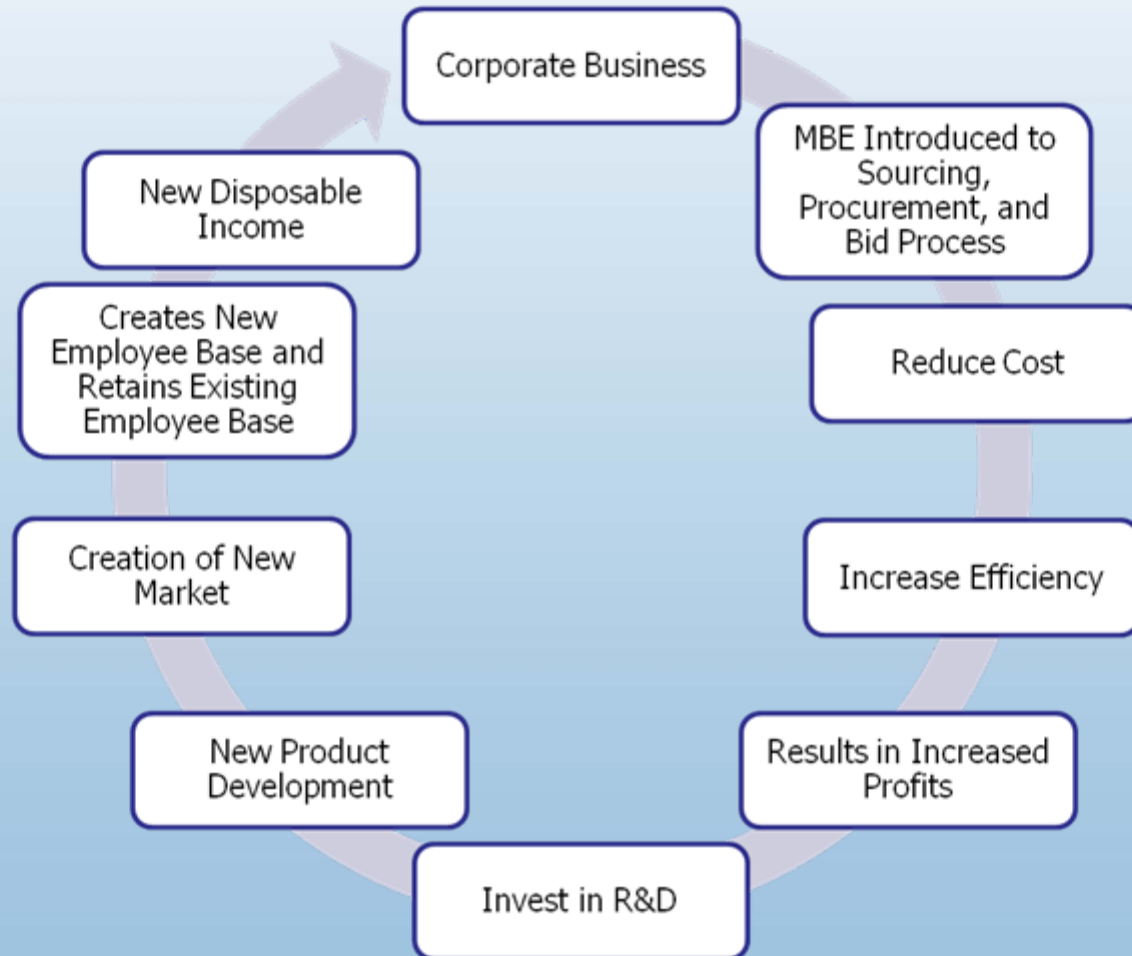


MBE Development & Growth Cycle





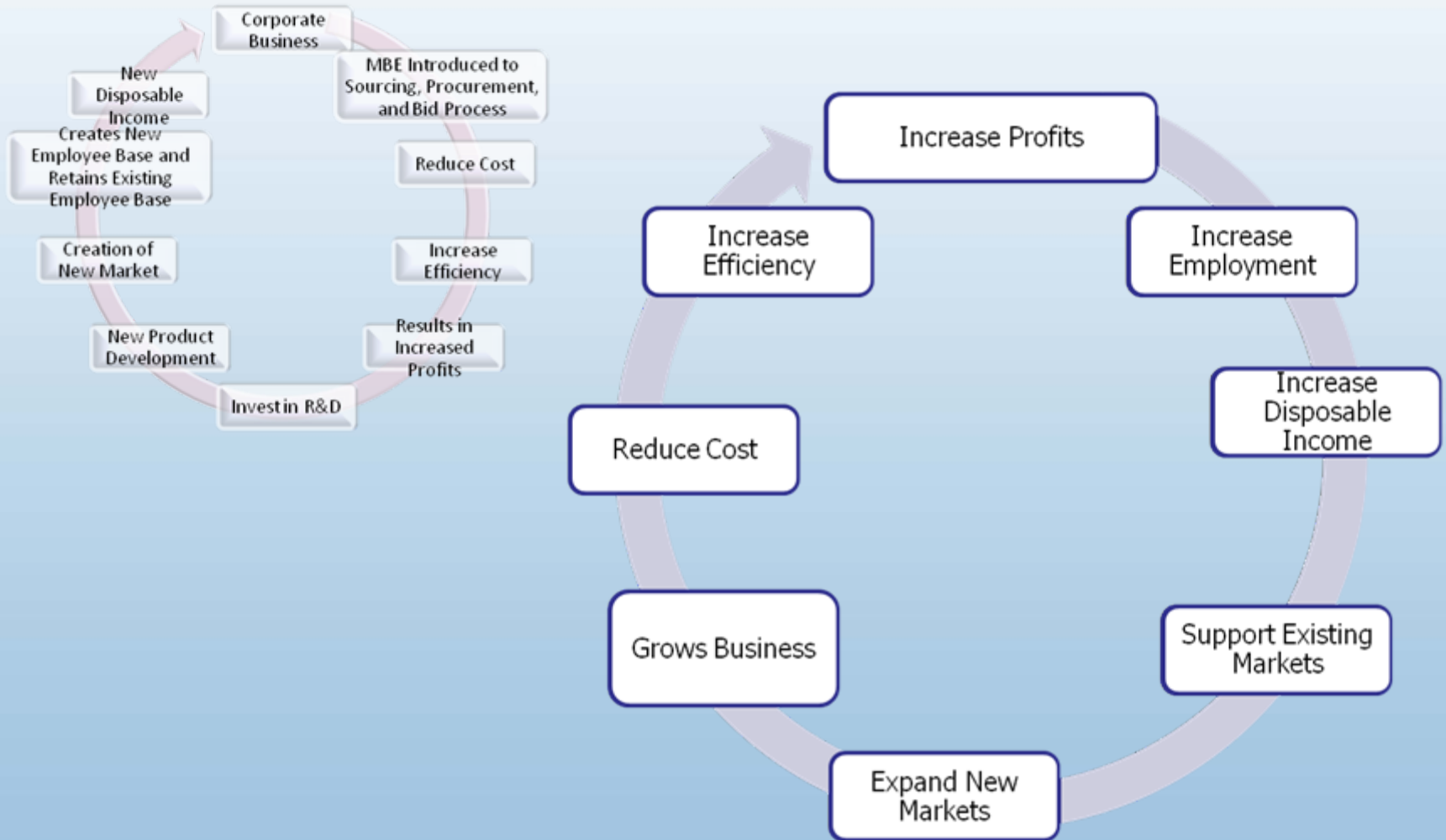
Corporate Economic Cycle with MBE Inclusion





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Economic Impact





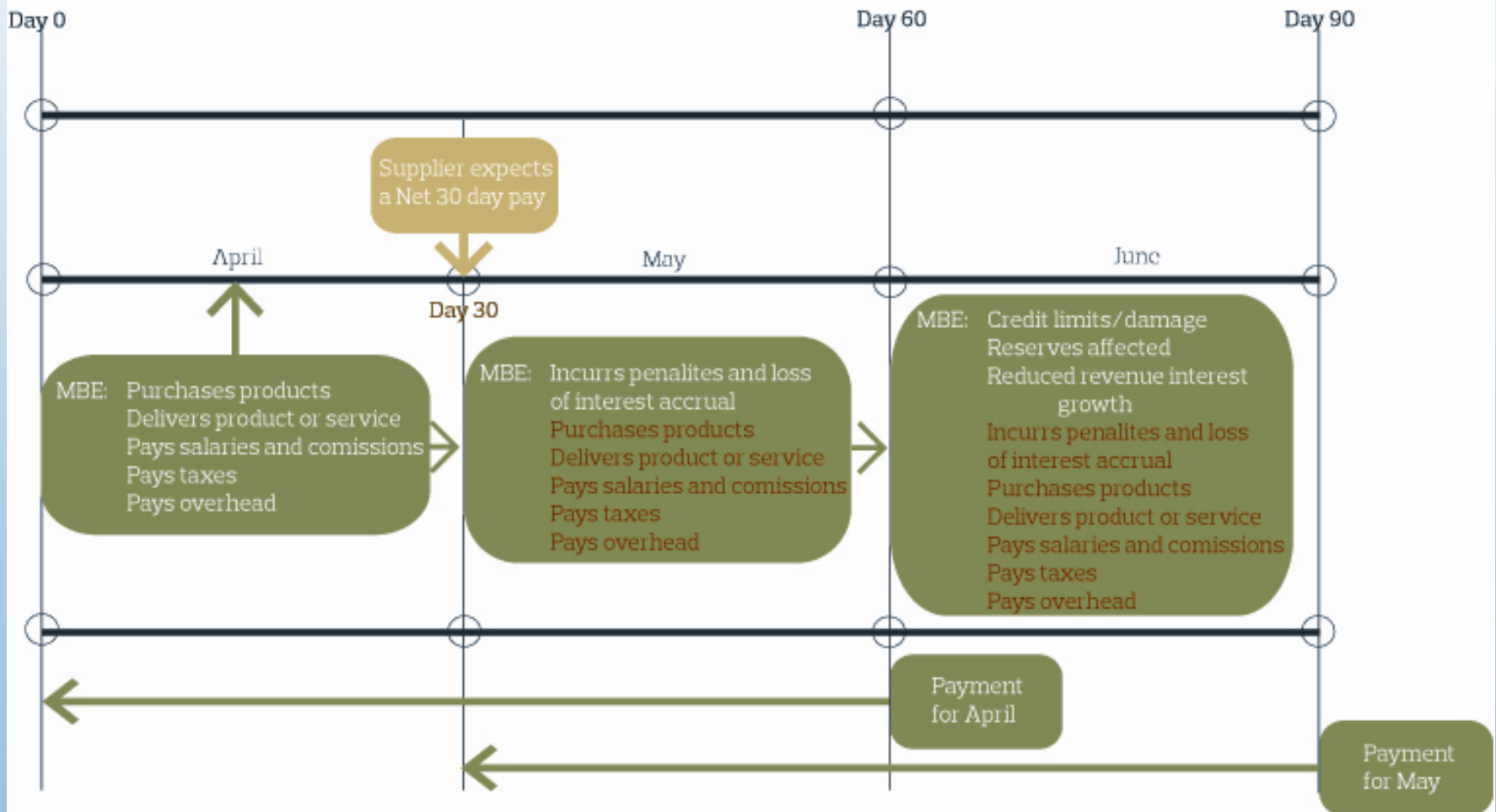
MBEs Challenge!

- External:
 - Barriers to Entry
 - Access To Capital
- Internal:
 - Only 65% of businesses recognize Supplier Diversity as a Mid-to-High Level Priority
 - Adversarial Acceptance within organizations of Supplier Diversity
 - 60 day Net Pay Cycle



MBEs Face Challenges (cont'd)

Net 60 Day Pay





Your Challenge!

- Continue to lead & drive new goals
- Educate the Adversaries – Internal and External
 - This is a business strategy
- Challenge the processes and activities that will or potentially will negatively affect your diverse suppliers
- Challenge your existing Tier 1 Suppliers to increase their Tier 2 Performance



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**Thank you
&
Have a Great Conference!**



**Northwest
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Northwest Minority Supplier Development Council

- Support over 300 MBEs
 - Generate over \$13B in Revenues
 - Generate over 40,000 jobs
 - Generate over 20,000 ethnic minority jobs
 - Focused on 8 key industries to include Energy
(List includes Business Services, Technology,
Construction, Marketing, Engineering, Logistics,
Agriculture, Maintenance)