

Supplier Diversity Program

Update
August 16, 2011

Supplier Diversity Program

- Purpose:

Seek and establish meaningful opportunities for bona fide minority (MBE) and women (WBE) owned enterprises to conduct business with Hazelwood School District.

Supplier Diversity Program

- District purchases from operating funds- 7/1/10 through 6/30/11:

	<u>Goal</u>	<u>Current Attained</u>
Services- MBE	25%	26.1%
Supplies- MBE	15%	8.3%
Construction-MBE	25%	33.0%

Supplier Diversity Program

- District purchases from operating funds- 7/1/10 through 6/30/11:

	<u>Goal</u>	<u>Current Attained</u>
Services- WBE	5%	3.4%
Supplies- WBE	5%	3.2%
Construction-WBE	5%	42.0%

Supplier Diversity Program

Other Achievements

- Nominated for St. Louis Minority Supplier Development Council "Institution of The Year Award"
- Finalist for SLMSDC – Institute of The Year Award
- Nominated for the St. Louis Minority Supplier Development Council "Buyer/Coordinator of the Year Award"
- Finalist for SLMSDC – Buyer/Coordinator of The Year Award
- Total MBE/WBE spend for Professional Services, Supplies & Equipment for FY 2010/2011 - \$4.3 million
- Overall MBE/WBE spend percentage is 20%
- MBE spending increased 9.4% from previous year

Supplier Diversity Program

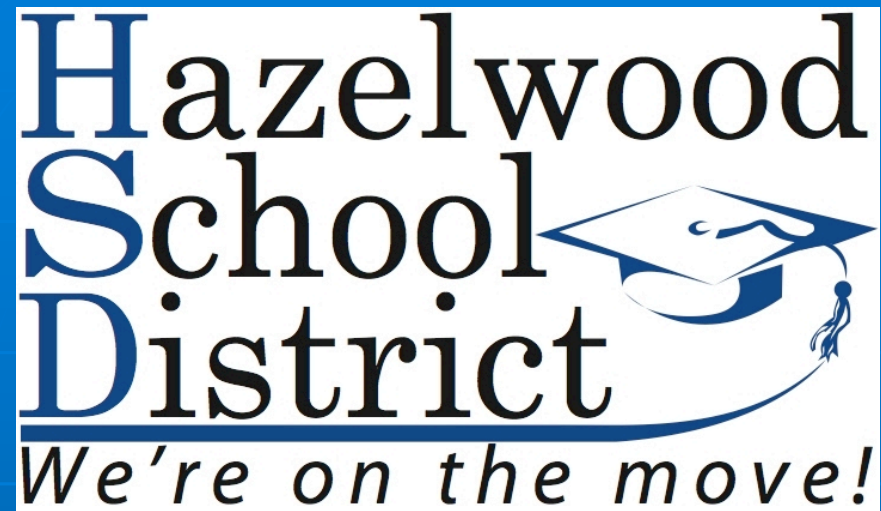
Promotion / Recruiting Strategies

- Lobbied to get CSD to join SLMSSDC – CSD is now an active member
- Participated in SLMSSDC Business Fair
- Represented the District at the St. Louis Airport Authority sponsored MBE/WBE/DBE “How to do business with...” general session. Addressed M/WBE’s on how to do business with the Hazelwood School District
- Attend SLMSSDC (AMP) Association for Minority Purchasing events
- St. Louis Council of Construction Consumers Diversity Committee

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Promotion & Recruiting Strategies

- Conducted networking sessions with general contractors and subcontractor MBE's and WBE's
- Publish bids in minority owned newspapers (i.e., St. Louis American)
- Reached out to MOKAN to help promote bids to MBE's
- Use pre-bid conference to emphasize supplier diversity program
- Supplier Diversity Program goals on bid documents
- Use social media to connect with MBE/WBE's - LinkedIn



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