

NCMSDC BOE 2019

THE POWER
OF BUSINESS
2 DIVERSITY



North Central
Minority Supplier
Development Council

THANK YOU!

Welcome to the NCMSDC Business Opportunity Exchange (BOE) and thank you for joining us!

Joining us this year marks another transition in our BOE programming format. Last year, we transitioned from our former Business Opportunity Fair (BOF) to the Business Opportunity Exchange (BOE), and we brought our five-state region together into one region-wide BOE. We switched to the BOE format to heighten our program focus on the meaningful “exchange” between and amongst our members, MBEs, stakeholders, partners, and volunteers from across our region (Iowa, Minnesota, North Dakota, South Dakota, & Wisconsin) and beyond, thanks to those who join us from across the nation.

This year, based on your feedback, we are moving further away from the “fair” and “trade show” format to an even more intentional matchmaker program. The trade show walls have been removed. We have revamped the program to focus more on the meaningful exchange of information that will create the business strategy to build the capacity of our MBE firms and allow our corporate members to develop diverse sourcing solutions with partners that reflect their customer base. The exchange value is not just corporate member to MBE but also corporate member to corporate member, through the sharing of best practices, and MBE to MBE, through the discovery of areas MBE firms can conduct business with one another or partner together to obtain new business.

Thank you for joining us to be part of this exchange! Over the course of the NCMSDC BOE conference, we hope you strengthen your current business relationships and build new business relationships that will lead to our mutual goal, which is to create MBE contract award successes!

OUR MISSION

To provide business development services to corporate members and certified MBEs to enhance relationships and maximize business opportunities.

The North Central Minority Supplier Development Council was established in 1975 as a non-profit organization to provide access for the promotion, education and development of minority business enterprises through the proactive assistance and participation of member corporations, non-profits and government agencies. This endeavor continues today as we work together to foster profitable business relationships.



LEADERSHIP WELCOME LETTER

Welcome to the **43rd North Central Minority Supplier Development Council (NCMSDC) Business Opportunity Exchange (BOE)**. We come together again with our corporate members, Minority Business Enterprises (MBEs) and partners to celebrate successes, recognize our collective impact and forge new and strengthen old relationships.

Building business relationships is what brings us together. Our relationships drive economic growth. Through our work together, we grow businesses that, in turn, enrich lives and help communities thrive. The business case for supplier diversity is an economic case. With nearly 100 corporate members in our region and over 325 MBEs, our members and MBEs employ millions of people around the world and generate billions of dollars in annual revenues.

Our BOE this year marks another transition as we work together to discover how to drive the best value for our members and MBEs, in our annual region-wide program. Based on feedback from you, we have brought the program down to one-day and have taken away the trade show booths. Thanks to your input, we have centered the morning around presentations by commodity and centered the afternoon around 1:1 matchmaker meetings. Repeating from last year, we will once again come together to honor our region-wide award winners for 2019, during our annual Awards Luncheon.

We will seek your feedback on today’s program model, and we will further revise our annual BOE program next year to provide you enhanced value. The supplier diversity climate is changing, and the NCMSDC wants to change with the times to make sure we are serving your company’s needs. We have some exciting changes coming from our strategic planning process, and look forward to creating programming that is more centered on meaningful connections to opportunities and meaningful connections to one-another, to support your programs, processes and business growth.

We are all creating economic impact through the work we do every day. We hope you use this conference as a launching pad to create more contract opportunities with each other. Doing business with each other creates the business growth, jobs and communities that are better for all of us. Enjoy the conference, and we thank you for being here.



Jerry Fulmer
Chairman



Heather N. Olson
President & CEO



Edna Abernathy
MBEIC Chair



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NCMSDC STAFF

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- **Antronette Mahomes**, Program Specialist, Operations & MBE Certification
- **Robert Williams**, Coordinator, Programs, MBE Services & MBE Certification
- **Cindy Radtke**, Program Specialist, Communications & Development

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SUBCOMMITTEE

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- **Suj Chandrasekhar**, Strategic Insights Inc.
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- **Veronica Johnson**, Archer Daniels Midland Company (ADM)

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- **Suj Chandrasekhar**, Strategic Insights, Inc.
- **Jay Parker**, Taylor Corp
- **Elizabeth Tran**, TechniSource Packaging Group

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- **Adonica Randall**, MBEIC Co-2nd Vice-Chair
- **Mohan Rao Dhavileswarapu**, Genisys Technologies Inc., MBEIC Co-2nd Vice-Chair
- **Clifton Phelps**, Equity Supply Group, MBEIC Financial Secretary
- **Marshall Payne**, Qualmar Technology Group, MBEIC Secretary

MEMBERS

- **Gerald Bestler**, Gerald Integrated Logistics
- **David Garcia**, American Mergers & Manufacturing - International, LLC
- **Tim Knudson**, Wells Technology, Inc.
- **Princeton Kokku**, Oasys Technologies
- **Tito Machado**, Electrical Testing Solutions
- **Jacqueline Moore**, Creative Marketing Resources
- **Ugo Nwagbaraocha**, Diamond Discs International
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- **Prema Patil**, Tanson Corporation
- **Dharani Ramamoorthy**, Xylo Technologies, Inc.
- **Prakash Saripalli**, My3Tech Inc.
- **Nabi Shaik**, Adam Information Technologies LLC
- **Damani Short**, Lexico
- **Mandeep Sodhi**, Select Source International

RUN-OF-SHOW

NCMSDC 2019 BUSINESS OPPORTUNITY EXCHANGE (BOE) SCHEDULE

THURSDAY, SEPTEMBER 26TH

Minneapolis Convention Center: 1301 2nd Ave S, Minneapolis, MN 55403

2:00 PM - 4:30 PM

MBE INPUT COMMITTEE GENERAL ASSEMBLY

4:30 PM - 8:00 PM

NCMSDC BOE 2019 OPENING RECEPTION

FRIDAY, SEPTEMBER 27TH

Minneapolis Convention Center: 1301 2nd Ave S, Minneapolis, MN 55403

7:00 AM - 8:30 AM

REGISTRATION OPENS

8:30 AM - 9:30 AM

KICK-OFF BREAKFAST WITH FEATURED PRESENTATIONS

9:45 AM - 11:00 AM

ASK THE PROCUREMENT PROFESSIONALS

11:15 AM - 12:45 PM

NCMSDC BOE 2019 AWARDS LUNCHEON

1:00 PM - 1:15 PM

NCMSDC BOE 2019 RIBBON CUTTING

1:15 PM - 3:45 PM

1:1 MATCHMAKER MEETINGS

4:00 PM - 6:00 PM

NCMSDC BOE 2019 CLOSING RECEPTION

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BRONZE SPONSORS



THE SUPPLIERS OF THE YEAR (SOY)

The Suppliers of the Year (SOY) are nominated by North Central MSDC (NCMSDC) Corporate Members, in four (4) class categories, based on company annual revenue. The SOY recognizes those NCMSDC Minority Business Enterprises (MBEs) who have distinguished themselves and their businesses by:

- successfully demonstrating growth in sales and employment while overcoming significant obstacles;
- consistently providing high quality products and services at competitive prices, offering innovative approaches, and cost-saving ideas;
- continuously growing MBE to MBE purchases;
- helping to improve the quality of activities and services provided by the affiliate council; and
- significantly contributing to the growth and development of society and their community.

The four (4) Local NCMSDC SOY winners go forward to the National Minority Supplier Development Council (NMSDC) for Regional and National award competition.

Congratulations to the following NCMSDC 2019 Local Supplier of the Year Winners:



NCMSDC CLASS 1 SUPPLIER OF THE YEAR:



CIO SERVICES PRACTICE LLC

d/b/a Lexico

Owner: Damani Short

damani@lexicoconsulting.com

630-740-8224

www.lexicoconsulting.com

Product Description:

CIO Services Practice, LLC provides business strategy consulting services. It helps companies develop strategic plans, technology roadmaps, and business process improvement/business transformation plans. Buyers of their services typically include CEO's, CFO's, CIO's and COO's.

Lexico's Nominator Shared:

"We engaged with Lexico to work on projects in both our Marketing and our Business Systems divisions." Our Chief Information Officer (CIO) stated that "Lexico worked with the Business Systems organization to develop bottoms up cost model for Business Systems. They performed exceptional work, developed excellent content and brought significant benchmark data to the table to help us compare to other industries. The materials developed have been used in multiple interactions internally with the CFO and CEO and have served as the foundation for similar zero-based budget activities in other business units outside of IT."

NCMSDC CLASS 2 SUPPLIER OF THE YEAR:



PERFORMIX

Owner: Sunil Bafna

sbafna@performixbiz.com

952-888-2791

www.performixbiz.com

Product Description:

Business management survey, project management, software services, cloud computing, mobile application, and machine learning.

Performix's Nominator Shared:

"Performix leverages its rich experience in Business Intelligence to work on critical data related projects. They understand data at a qualitative and quantitative level and can provide multiple channels of it efficiently. They have been able to assist us in analyzing and structuring our data whether it's Big Data or Small. Their Mobile Apps and Web Apps delivery makes sure that we have considered all known end-user platforms and creates an optimal solution for us."

NCMSDC CLASS 3 SUPPLIER OF THE YEAR:



MLCV STLP, LLC

d/b/a DoubleTree Hilton Minneapolis – Park Place

Owner: Joseph Nayquonabe

jnayquonabe@mlcorporateventures.com

320-532-8219

<http://doubletree3.hilton.com/en/hotels/minnesota/doubletree-by-hilton-hotel-minneapolis-park-place-MSPPHDT/index.html>

Product Description:

DoubleTree by Hilton Minneapolis - Park Place is a hotel located in the enticing West End development just outside of downtown Minneapolis, MN. With 297 well-appointed rooms, including 34 suites, our hotel is your home when visiting for business or pleasure. In addition, the DoubleTree by Hilton Minneapolis - Park Place has over 26,000 square feet of functional meeting space with 17 meeting rooms and 2 adjacent ballrooms ideal for corporate meetings.

DoubleTree Hilton Minneapolis – Park Place’s Nominator Shared:

“In 2019, we partnered with DoubleTree Hilton Minneapolis – Park Place to plan, organize and host our annual Minneapolis Supplier Diversity Joint Procurement Fair. The staff at the DoubleTree Hilton Minneapolis – Park Place partnered during the event planning phase, the day-of set up and execution and the event wrap up and feedback. DoubleTree Hilton Minneapolis – Park Place provided the room set up, event refreshments and room take down. Every employee of the DoubleTree Hilton Minneapolis – Park Place we worked with or spoke to was polite and extremely helpful. The event was executed seamlessly, with positive feedback received from the various parties and individual involved or participating in the event.”



NCMSDC CLASS 4 SUPPLIER OF THE YEAR:

WELLS TECHNOLOGY

WELLS TECHNOLOGY, INC.

Owner: Andrew Wells, III

andy@wellstech.com

218-751-5117

www.wellstech.com

Product Description:

Manufacturing CNC precision-machined fasteners. Distributor of industrial & construction supplies: fasteners, tools & equipment, safety, metals, alloys & materials, abrasives, welding, metalworking, hydraulics & pneumatics, electrical, janitorial, chemicals & paints, lifting & rigging, HVAC, plumbing.

Wells Technology’s Nominator Shared:

“In 1989, Andy Wells III started his business with one manual lathe in his garage, doing much of his work for free while working tirelessly to build a loyal customer base. Today, his business has grown into a 55,000-square-foot plant with nearly 50 employees. In 2005, Andy created the Wells Academy, a program that welcomes Native Americans who have difficulty finding work as a result of lack of education and training, prior alcohol/drug abuse or a non-violent criminal history. The Wells Technology team contributes their time and effort into teaching these individuals a skill (CNC machining) and instills in them the value of hard work and responsibility, along with attendance, cooperation and teamwork. To date, the Academy has trained 84 men and women, some of whom remain employed at Wells Technology. One of the largest contributions Wells Technology makes each year is to host their premiere annual event, the Wells Academy Golf Tournament. This is a fundraiser to support future students of Wells Academy. The event brings together not only people of the local community, but companies from all over the Midwest to enjoy a day of fellowship and sport, while raising money for a worthy program. We [nominator] have seen this company grow from 10 employees to a pillar within their community. We are proud to recognize their success and promote them as an example of the very positive outcomes of [our] Supplier Diversity program.”





THE NATIONAL CORPORATION OF THE YEAR

The National Corporation of the Year is awarded to a National Corporate Member that displays strong support for the MBEs as a community. This corporation generated interest at all levels of the company. In most cases, this corporation must have had strong impact increasing procurement opportunities for the MBEs in Iowa, Minnesota, North Dakota, South Dakota, Wisconsin, and nationally, by showing an increase in dollars awarded to MBEs from year to year. The corporation also displays strong support for the NCMSDC and its efforts to develop business relationships with MBEs.

The corporation is a role model for other corporations to follow and tracks its progress in developing MBEs and supportive activities.

The NCMSDC National Corporation of the Year must be nominated by an NCMSDC Minority Business Enterprise (MBE), and the selection of the NCMSDC National Corporation of the Year is made by the members of the NCMSDC MBE Input Committee (MBEIC).

Nominees are reviewed based on their company's commitment to supplier diversity, outreach, total MBE spend and increase in MBE spend.

NCMSDC National Corporation of the Year winners are put forward to the National Minority Supplier Development Council (NMSDC) for NMSDC National Corporations of the Year consideration.



2019 NCMSDC NATIONAL CORPORATION OF THE YEAR:



ARCHER DANIELS MIDLAND COMPANY (ADM)

Representative Name: Veronica K. Johnson

Division: Global Procurement

www.adm.com/our-company/procurement/supplier-diversity

The NCMSDC MBE Input Committee is honored to award the NCMSDC National Corporation of the Year Award to Archer Daniels Midland (ADM). As ADM's supplier diversity representative, Veronica Johnson works with a wide range of diverse businesses to bring them into the sourcing process and to encourage their growth with ADM. These business partners include, but are not limited to: farmers, trucking firms, energy suppliers, parts manufacturers, chemical distributors, packaging companies and service providers. ADM tracks and analyzes spend with their diverse suppliers, educates their internal stakeholders about supplier diversity, participates in regional and national supplier events, and benchmarks with other Fortune 500 companies to surpass best practice standards. ADM's efforts have been acknowledged as Veronica Johnson has received recognition as a Top 30 Champion of Diversity by DiversityPlus Magazine, a Top 25 Woman Impacting Diversity; a Top 100 Leader in Supplier Diversity by WE USA Magazine, and this year, Veronica Johnson received the inaugural Chairman's Leadership Award presented by ADM for her work with Supplier Diversity and Diversity & Inclusion. Under Veronica Johnson's leadership, ADM's total spend with certified MBEs went up 10% from 2018 to 2019.

"Enhancing supplier diversity is an important way we fulfill our customers' expectations and set the competitive standard in our industry. A diverse network of vendors and contractors can enhance the efficiency of our operations and help us deliver value to shareholders."

— **Juan Luciano, Chairman and CEO**





THE REGIONAL CORPORATION OF THE YEAR (TIE)

The Regional Corporation of the Year is awarded to an NCMSDC Regional Corporate Member that displays strong support for MBEs as a community. This corporation generates interest at all levels of the company. In most cases, this corporation must have had strong impact increasing procurement opportunities for the MBEs in Iowa, Minnesota, North Dakota, South Dakota, Wisconsin, by showing an increase in dollars awarded to MBEs from year to year. The corporation also displays strong support for the NCMSDC and its efforts to develop business relationships with MBEs.

The corporation is a role model for other corporations to follow and tracks its progress in developing MBEs and supportive activities.

The NCMSDC Regional Corporation of the Year must be nominated by an NCMSDC Minority Business Enterprise (MBE), and the selection of the NCMSDC Regional Corporation of the Year is made by the members of the NCMSDC MBE Input Committee (MBEIC).

Nominees are reviewed based on their company's commitment to supplier diversity, outreach, total MBE spend and increase in MBE spend.

2019 NCMSDC REGIONAL CORPORATION OF THE YEAR:



FROEDTERT HEALTH

Representative Name: Heidi Moore

www.froedtert.com/suppliers/diversity

Froedtert Health, under the leadership of Heidi Moore, has hosted NCMSDC meetings, sponsored the healthcare vertical supplier diversity summit, and has provided thought leadership on supplier diversity in the healthcare space. Froedtert Health's supplier diversity goal is to develop and maintain an equitable and competitive business environment that strengthens the women- and minority-owned business community, while enhancing the relationships between Froedtert Health and the communities they serve. Froedtert Health is dedicated to diverse procurement relationships. Their Supplier Diversity program is not an initiative – it is a belief that uniqueness among people and cultures drives innovation, empowers progress, strengthens the community and facilitates success. Froedtert Health has increased its total spend with MBEs year-over-year and has increased the number of total MBE firms utilized.

Why is Supplier Diversity Important to Froedtert Health?

- Diversity generates new perspectives and ideas.
- Their suppliers are also their customers.
- Investing in their community is the right thing to do.
- They choose to be a leader in strengthening their local diverse business community.
- They are committed to act as a corporate citizenship role model – for their employees and for their community.



THE REGIONAL CORPORATION OF THE YEAR (TIE)

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The corporation is a role model for other corporations to follow and tracks its progress in developing MBEs and supportive activities.

The NCMSDC Regional Corporation of the Year must be nominated by an NCMSDC Minority Business Enterprise (MBE), and the selection of the NCMSDC Regional Corporation of the Year is made by the members of the NCMSDC MBE Input Committee (MBEIC).

Nominees are reviewed based on their company's commitment to supplier diversity, outreach, total MBE spend and increase in MBE spend.



2019 NCMSDC REGIONAL CORPORATION OF THE YEAR:



KNUTSON CONSTRUCTION

Representative Name: Ramona Wilson

www.knutsonconstruction.com/commitment-to-diversity

Knutson Construction, under the leadership of Ramona Wilson, has hosted NCMSDC meetings, served on NCMSDC program planning committees and has previously served on the NCMSDC Board of Directors. Knutson has a long history of including minority and women partners in their project opportunities, and they are fully committed to meeting or exceeding contract and workforce goals. Knutson Construction developed the Knutson Alliance Program (KAP), to support public and private project bid opportunities. KAP members are given opportunities to bid on their projects and are often one (1) of three (3) bidders on the bid list within their scope of work. Knutson tailors' scopes of work to benefit KAP members, including: availability, capacity, and specialty. Members are given free access to project plans and specifications. Knutson reviews member estimates prior to submission and provides feedback. Knutson monitors workload and strives to create steady opportunities, allowing members to better plan their schedule, workload, and income. Plus, payment for members is often expedited. Ramona Wilson started the supplier diversity program at Knutson Construction, upon being hired in 2013. Ramona Wilson has led the efforts since 2013 to grow Knutson's spend with MBE firms year-over-year. Knutson Construction recognizes that it is in their best interest to encourage a broad base of subcontractors, suppliers and vendor relationships, understanding that utilizing diverse subcontractors, suppliers and vendors contributes to the economic growth and expansion of the communities they serve.





NCMSDC CHIEF PROCUREMENT OFFICER OF THE YEAR

The NCMSDC Chief Procurement Officer (CPO) of the Year

Award is presented to an outstanding leader whose vision, passion and integrity has proven impactful within the Chief Procurement Officer's corporation, as well as the larger supplier diversity community.

Nominees are reviewed based on how they have supported the NCMSDC office and network, through their active engagement with the NCMSDC, including committee participation and participation in NCMSDC programs. Nominees are also reviewed based on how they have actively engaged MBEs and driven acceptance of minority supplier development as a priority within their company.

2019 NCMSDC CHIEF PROCUREMENT OFFICER OF THE YEAR:



MINNESOTA TWINS BASEBALL CLUB

Representative Name: Bud Hanley

Division: Senior Director, Procurement

Bud Hanley, currently in his 12th season as Senior Director, Procurement with the Minnesota Twins, and he is responsible for management and oversight of all strategic sourcing, vendor management, and supplier diversity. A founding member of MLB's Procurement Task Force, Bud Hanley was awarded the first ever Major League Baseball Supplier Advocate Award in 2018. Year-over-year Bud Hanley's diverse spend is in the top 10 of all MLB sports clubs.

Bud Hanley has been involved with the NCMSDC for over 11 years and has served on the NCMSDC Board of Directors for nine (9) of those years. Bud Hanley Chairs the NCMSDC Fund Development Committee, and the Strategic Planning Committee Funding Model Subcommittee. Bud Hanley has hosted NCMSDC programs and actively participates in NCMSDC programming throughout the region. Additionally, Bud Hanley created and hosted the first Minnesota Sports Supplier Diversity Summit (MSSDS), connecting MBEs directly with other Minnesota professional and collegiate sports procurement officials.

Bud Hanley provides public recognition to numerous diverse businesses with the Jackie Robinson Most Valuable Diverse Business Award (MVDBP) annually. He is the driving force within the Twins organization in creating the organization's procurement policy requiring a bid from a diverse business on all RFQ/RFP submissions. Bud Hanley solicited and gathered local MBE contact information for 2014 MLB All Star Game, and he awarded MBE opportunities with MLB during the ASG.

Bud Hanley has received numerous honors for his leadership in supplier diversity within Major League Baseball (MLB), and the NCMSDC is honored to have his leadership in our region and to recognize him with the Chief Procurement Officer (CPO) of the Year Award.



THE ADVOCATE OF THE YEAR

The Advocate of the Year Award is given to an individual who has contributed to minority business development. The Advocate of the Year should be visible in the business community and be a strong supporter of the NCMSDC. He/She should actively seek to promote the NCMSDC mission of fostering minority business development. This Advocate will have demonstrated outstanding and extraordinary efforts and initiative to promote long-term success for minority businesses and will have demonstrated outstanding services to the NCMSDC, as well as the NCMSDC MBE Input Committee, on its goals and programs.

2019 NCMSDC ADVOCATE OF THE YEAR:



VERONICA JOHNSON **Supplier Diversity Lead** **Archer Daniels Midland Company (ADM)**

Veronica Johnson serves as 2nd Vice Chair of the NCMSDC Board of Directors, is a member of the NCMSDC Executive Committee, Chairs the NCMSDC HR/Personnel Committee, and formerly served on the NCMSDC Certification Review Committee. Veronica Johnson's passion for the supplier diversity space, and her commitment to the NCMSDC is visible through her commitment of volunteer time and talent to everything from staff development to making cold calls to NCMSDC Members and MBEs encouraging their participating in NCMSDC programs.

As the Supplier Diversity Lead for Archer Daniels Midland Company (ADM), Veronica Johnson works with ADM's category leaders who use the BRAVO database for proposal purposes. Once they establish the need for a proposal, Veronica is sent an alert to add diverse suppliers to the BRAVO database. Every ADM proposal has the opportunity for diverse suppliers to be included in the bidding process.

Veronica Johnson's commitment to getting diverse suppliers engaged with opportunities has driven ADM's spend with NCMSDC MBE firms. Veronica Johnson has received numerous recognitions for her work, including being recognized by Diversity Plus Magazine as a Top 30 Champion of Diversity.



THE ADVOCATE OF THE YEAR

The Advocate of the Year Award is given to an individual who has contributed to minority business development. The Advocate of the Year should be visible in the business community and be a strong supporter of the NCMSDC. He/She should actively seek to promote the NCMSDC mission of fostering minority business development. This Advocate will have demonstrated outstanding and extraordinary efforts and initiative to promote long-term success for minority businesses and will have demonstrated outstanding services to the NCMSDC, as well as the NCMSDC MBE Input Committee, on its goals and programs.

2019 NCMSDC ADVOCATE OF THE YEAR:



ManpowerGroup®

DR. SABRINA W. ROBINS
Director - Operations
ManpowerGroup

Dr. Robins has been a passionate and active member of ManpowerGroup's Supplier Diversity Advisory Council for the past 9 years. She is the business unit champion for the business group "TAPFIN" and provides guidance on solutions to support client's supplier diversity initiatives and works with other business leaders for the purpose of increasing their awareness about the importance of supplier diversity. She has successfully garnered the support of her leadership team to help drive the message that supplier diversity must be reflected through-out TAPFIN's programs/accounts, shared service centers, billing, vendor enrollment, and performance management. Dr. Robins is a leader by example and models how to be a successful P&L leader, meet targets, and leveraging supplier diversity partners to meet the end client and TAPFIN's goals. For the accounts she personally manages, Dr. Robins ensures that viable/profitable opportunities are available for NCMSDC MBEs.

Dr. Robins attends NCMSDC and NMSDC programs and serves on the Annual ManpowerGroup Supplier Diversity Roundtable steering committee. She also volunteered to help organize the NCMSDC Northeast Wisconsin Supplier Diversity Awareness Summit that was held in Appleton, WI. Dr. Robins' approach as a champion of supplier diversity leads her to be a thought leader both inside of ManpowerGroup and industry. She ensures that all of her accounts exceed the client's supplier diversity spend goals and takes every opportunity to highlight the successes of MBEs her programs.



THE IMPACT AWARD OF THE YEAR

The Impact Award of the Year The NCMSDC Impact Award recognizes an individual whose volunteer commitment of time and talent to the NCMSDC over the last year both enhanced the operations of the NCMSDC, as well as furthered the mission of the NCMSDC.

2019 NCMSDC IMPACT AWARD OF THE YEAR:



VERONICA JOHNSON **Supplier Diversity Lead** **Archer Daniels Midland Company (ADM)**

Veronica Johnson has been active with the NCMSDC for over five (5) years. During this time, she has served as an NCMSDC Board Director, NCMSDC Board Secretary, NCMSDC Board 2nd Vice Chair, NCMSDC Executive Committee Member, and as Chair of the NCMSDC HR/Personnel Committee. Veronica Johnson also previously served on the NCMSDC Certification Review Committee. Through this passionate support of the NCMSDC and of supplier diversity, Veronica Johnson has logged an estimated 200+ hours volunteering her time and talent to the operations and mission of the NCMSDC.

Beyond time spent directly supporting the NCMSDC, Veronica Johnson has mentored and coached MBE's on doing business with not only her company but with other corporations. She has been called upon to give advice on starting a Supplier Diversity programs at the corporate level, and she was instrumental in supporting an incumbent certified MBE of the NCMSDC in maintaining a \$30M contract.

Veronica Johnson has always made herself available whenever the NCMSDC Board, staff or MBEs have reached out to her. On numerous occasions, Veronica Johnson has stepped up and offered to take on more. Veronica Johnson makes the time to support the issues and growth related to the NCMSDC and its MBEs, and she extends herself wherever and whenever needed, without pause, because of her passion to help grow NCMSDC and support its MBEs.



THE MBE-MBE AWARD OF THE YEAR

The MBE-MBE COLLABORATION of the Year Award is awarded to an NCMSDC certified MBE that does substantial business with other MBEs. To be eligible for consideration the nominee must be currently certified and in good standing with the NCMSDC.

This award recognizes and honors a certified NCMSDC MBE that demonstrates sound business management, sources with other MBEs, and seeks out opportunities to partner, collaborate, and form strategic alliances with other certified NCMSDC MBEs.

Nominations are submitted by a certified MBE in good standing within the NCMSDC. The nominee must have satisfied all contractual and financial obligations to the subcontractor MBEs, in order to qualify for the award. The award is given to a certified NCMSDC MBE with a history of partnering/ collaborating with other certified NCMSDC MBEs to grow capacity, increasing their annual spend, sharing best practices and/or enabling increased business insights. Final determination of this award is made by the MBE Input Committee Awards Selection Committee.

2019 NCMSDC MBE-MBE AWARD OF THE YEAR:



MBE FIRM: ABAXENT
Owner: Adonica Randall

Abaxent has provided contracting opportunities to four (4) MBEs in recent years. Some of these opportunities are ongoing, with one that spanned over 10 years. The opportunities have ranged from technology resources, technology contractors, payroll services and joint RFP response collaboration. Abaxent has done over \$1 Million a year in direct spend with diverse businesses each year over the last three years.



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2019 NCMSDC MBE-MBE AWARD OF THE YEAR:



MBE FIRM: JCP CONSTRUCTION

Owner: Clifton Phelps

JCP Construction has provided contracting opportunities to three (3) MBEs in recent years. Due to the opportunities awarded to fellow MBE firms by JCP Construction, two (2) of the MBE firms were able to take their companies to market with expanded capabilities and were able to grow their companies into new market segments/industries. By contracting with these MBEs, JCP Construction has increased revenue in sales and increased their market in the construction industry. JCP Construction will exceed \$2 Million in direct MBE spend this year and spent nearly \$2 Million in the last two years.



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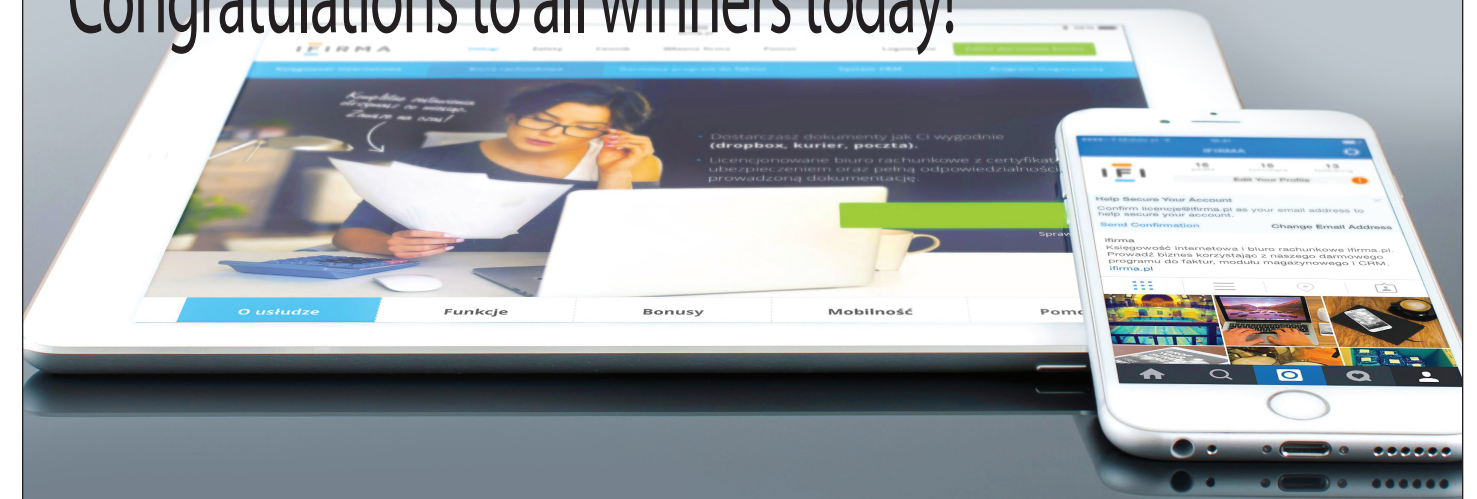
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If your firm has been certified as a minority, women or veteran owned business, we encourage you to complete a diverse supplier profile on our website at:
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To learn more, visit
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At WEC Energy Group, we believe using diverse suppliers makes good business sense. Supplier diversity fosters competition, enhances job creation and generates additional purchasing power in the communities where we do business. We are committed to building meaningful partnerships with certified minority-, women-, service-disabled- and veteran-owned business enterprises.

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