



Mountain Plains  
Minority Supplier  
Development Council

# *Opening Doors to New Horizons*



Mountain Plains  
Minority Supplier  
Development Council

## **MINORITY ENTERPRISE & SUPPLIER DIVERSITY EXPO**

**WEDNESDAY, OCTOBER 19TH**

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TABLE OF CONTENTS

A letter from Stan Sena .....8

Agenda.....9

A letter from Belinda Hooks..... 10

MPMSDC Staff Page ..... 11

Corporate Plus ..... 12

Proclamation..... 13

Presenters .....14-16

MPMSDC Board of Directors ..... 17

A Letter from Loretta Lowell ..... 18

Minority Buisness Enterprise Input Committee ..... 19

MPMSDC Council Facts.....20-21

Regional Councils List.....24-25

Connection Zone.....26-27

Sponsors..... Back Cover

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This year's Conference, coupled with the Business Opportunity Exchange, is an experience you can't afford to miss. The one-day Business Opportunity Exchange is Monday, October 24. With space for more than 750 booths, this unique national tradeshow attracts national/local NMSDC corporate members and Asian, Black, Hispanic and Native American business enterprises from the U.S. and abroad, all with the same goal—to expand their professional and business contacts.

You must be an NMSDC-certified minority-owned business, national/local corporate member, government agency or resource organization to exhibit. For more information, please contact Nicole Hambric, CEM at [Nicole.Hambric@NMSDC.org](mailto:Nicole.Hambric@NMSDC.org) or 212-944-2430, ext. 138.

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#### BOOTH FEES\*

	Before 9/2/16	After 9/2/16
• National Corporate Members/Government Agencies	\$1,500	\$1,750
• Local Corporate Members	\$1,750	\$2,000
• NMSDC-Certified MBEs/Resource Organizations	\$1,000	\$1,250

\* Booth fees do not include optional Conference registration, meals or event tickets.

#### CORPORATE MEMBERSHIP

Join the hundreds of corporations dedicated to minority supplier development and become an NMSDC national corporate member today. For more information, please contact Maureen Simonette, Director of Development and Member Services, at [Maureen.Simonette@NMSDC.org](mailto:Maureen.Simonette@NMSDC.org) or 212-944-2430, ext. 118.

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Promote your company's supplier diversity program or your products, services and solutions with an ad in the official NMSDC Conference Journal. For more information, please contact LaQuita Moore at [LaQuita.Moore@NMSDC.org](mailto:LaQuita.Moore@NMSDC.org) or 212-944-2430, ext. 135.

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For more information, visit [www.NMSDCConference.com](http://www.NMSDCConference.com)





# Opening Doors to New Horizons

## A LETTER FROM STAN SENA PRESIDENT AND CEO OF THE MPMSDC

October 19, 2016



Welcome to the Mountain Plains Minority Supplier Development Council first ever Minority Enterprise & Supplier Diversity Expo!

We along with ConAgra Foods and our Presenting Sponsors Creighton University and MCL Construction will utilize this Expo to provide our corporate members and MBEs certified by the Mountain Plains MSDC opportunities to strength their current business relationships and to forge new and beneficial relationships.

The day promises to be a great experience for both MBEs and corporate buying entities. Our Market Place trade fair provides attendees great opportunities to better understand the products or services of those presenting at the Market Place. In addition, our 1 on 1 sessions provide our certified MBEs the ability to present their business case to those corporate buying entities to "Open Doors to New Horizons".

We appreciate your support both by participation in and sponsoring this major event. We have seen many successes so far this year-a number of our certified MBEs have been successful in obtaining new/additional business as a result of these efforts-our Corporate members have stepped up by providing more, specific, and detailed opportunities for our certified MBEs. Our MBEs have also improved their profile in addressing the need to come to our events prepared with collateral/material that show their capacity, capability, and skill sets.

Although we have shown continued success in our efforts this 2016, we know we can do more. Our goal is to be the premier organization that helps create wealth in the minority business community. We commit to you that we will continue our efforts in providing quality programming, access and opportunity to our certified MBEs to be successful in their business and we commit to our corporate members our continued efforts in providing value in your membership by understanding your needs, certifying capable and qualified MBEs, and helping you meet your supplier diversity goals.

Thanks you all, again, for your continued support! Have a great day.

Stan Sena  
President/CEO  
Mountain Plains MSDC



**Proudly Serving Colorado, Kansas, Nebraska and Western Missouri**



# Opening Doors to New Horizons



## AGENDA

**8:00 am - 9:30 am: Breakfast Program**

**Welcome** - Debra Lockett, Mistress of Ceremonies

**Opening Remarks and Purpose of the Day** - Stan Sena, Mountain Plains MSDC, President/CEO

**Presentation of the Proclamation**

**Greetings, Presenting Sponsor** - Creighton University

**Presentation of the Colors** - Offutt Air Force Base Honor Guard

**Invocation**

**Breakfast Served**

**Greetings from the Board of Directors** - Tim Norton, Associate Vice President of Facilities Management, Creighton University

**Breakfast Keynote** - Lance Morgan, President and Chief Executive Officer of Ho-Chunk, Inc.

**Closing Comments** - Stan Sena, Mountain Plains MSDC

**10:00 am – 11:00 am: Trade Fair and Connection Zone**

**11:30 pm – 1:00 pm: Luncheon Program**

**Welcome** - Debra Lockett, Mistress of Ceremonies

**Opening Remarks** - Stan Sena, Mountain Plains MSDC, President/CEO

**Greetings, Presenting Sponsor** - MCL Construction

**Invocation**

**Lunch Served**

**Featured Luncheon Panel** - View from the Top: The Future of Minority Business Development

**Remarks, Closing Reception Sponsor** - ConAgra Foods

**Special Acknowledgments and Closing Remarks**

**1:00 pm – 2:30 pm** - Trade Fair and Connection Zone Continued

**2:30 pm - 3:30 pm** - Closing Reception featuring a desert bar with live music





## GREETINGS FROM THE MARKET PRESIDENT (CO/NE)

October 19, 2016



On behalf of the staff of the Mountain Plains Minority Supplier Development Council (Mountain Plains MSDC), we welcome you to the 1st Annual Minority Enterprise & Supplier Diversity Expo! The theme for this year's ME Expo is 'Opening Doors to New Horizons'. After forty-two years of service, the Mountain Plains MSDC continues to be a pipeline for its corporate members and Minority Business Enterprises by providing access to opportunities.

We are pleased for the very first time, to have an event of this type in Nebraska. This event could not have happened without having great champions in Nebraska such as ConAgra Foods, Creighton University and MCL Construction. Events such as these help our certified Minority Business Enterprises have an opportunity to engage, connect and build relationships with both national and regional corporate members.

We are delighted that Mr. Lance Morgan will be joining us as the morning keynote speaker and during the luncheon panel, corporate members of the Council will share different perspectives related to their individual fields.

The Mountain Plains MSDC would like to thank several major contributors to this year's Minority Enterprise & Supplier Diversity Expo. First, we thank our generous sponsors who have teamed with us by providing financial and other support, as well as our ongoing and future efforts. Second, we thank our speakers and presenters who have teamed with us to provide substance to the ME Expo. Third, we thank each of our volunteers who do much to make the ME Expo run smoothly and otherwise make it a success. Not in the least, we thank you for your attendance engagement and participation, without which much value would be lost.

Sincerely,

Belinda Hooks  
Market President (CO/NE)  
The Mountain Plains MSDC



Photos by A'Star's Photography



# Mountain Plains Minority Supplier Development Council

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Stan Sena  
President &  
CEO



Belinda Hooks  
Market President  
CO/NE



Randy  
McCall  
Executive  
Director  
MBDA



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McCain  
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**The Mountain Plains MSDC  
is the Proud Operator of the  
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**The mission of the Mountain Plains Minority Supplier Development Council is to provide corporate America and government entities with greater access to the goods and services of Minority-owned business in order to develop lasting and mutually beneficial business relationships.**





## What is Corporate Plus®?

Corporate Plus® is an unprecedented membership program for NMSDC-certified minority businesses of the highest caliber. This program was created to address corporate member requests for assistance in locating minority suppliers with the capacity to fulfill national contracts.

The Corporate Plus® members have demonstrated their capacity to execute national contracts for major corporations. NMSDC national corporate members nominate MBEs for this designation, which elevates their profile among national corporate members and facilitates the MBEs broader participation throughout the NMSDC network.

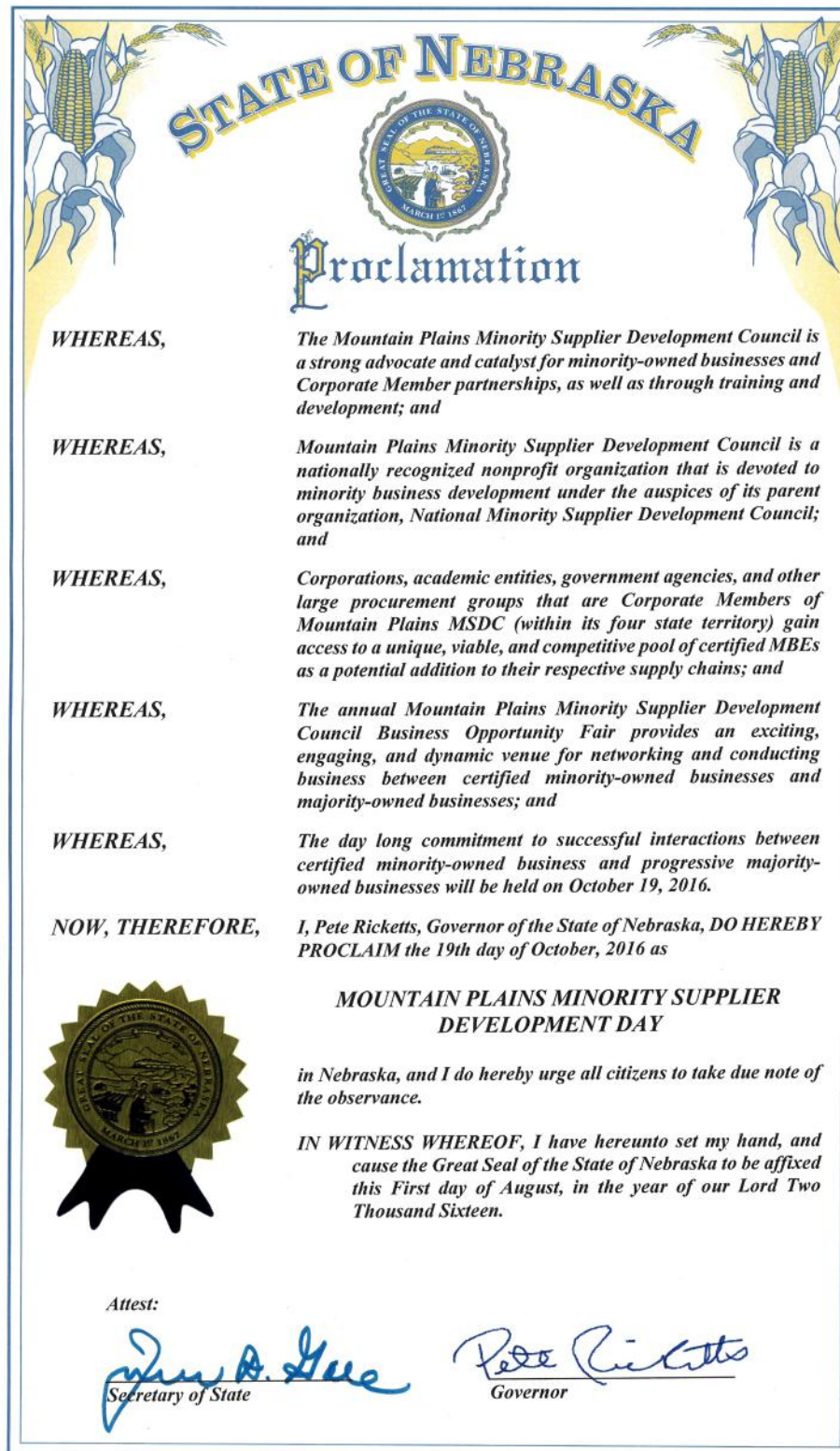
The success of the Corporate Plus® program and member MBEs helps raise the level and perception of minority businesses to national prominence in corporate America.

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## PRESENTERS



### Lance Morgan

President and Chief Executive Officer of Ho-Chunk, Inc.

Morgan launched Ho-Chunk, Inc. in 1994 as the economic development corporation of the Winnebago Tribe of Nebraska. Under Morgan's leadership, Ho-Chunk, Inc. has been recognized by a variety of national organizations including: Innovations in Government Award, sponsored by Harvard University and the Ford Foundation; Honoring Nations Award, also sponsored by Harvard; Minority Business Magazine, Entrepreneurial Spirit Award; Distinguished Alumni Speaker, Harvard Law School; Small Business Administration; U.S. Department of State; U.S. Department of Commerce; and the White House.

Morgan was selected as a "Champion of Change" by the White House in 2011. In 2012, he was awarded the Nebraska Builder Award by the University of Nebraska and the keynote speaker for commencement ceremonies. Morgan was appointed to the Board of Trustees of the Smithsonian's National Museum of American Indian in 2013/2014, he was honored with the Advocate of the Year Award by the U.S. Department of Commerce's Minority Business Development Agency.

Morgan earned a Bachelor's Degree in Economics from the University of Nebraska (B. S. 1990) and graduated from Harvard Law School (J.D. 1993). He is a member of the Minnesota Bar Association. Morgan is an enrolled member of the Winnebago Tribe of Nebraska.



### Jillnell Joiner

Senior Supplier Diversity Manager for the American Red Cross

Jillnell Joiner is responsible for providing guidance and success towards the company's supplier diversity initiative.

She travels throughout the Country putting on workshops about "How to Do Business with American Red Cross". She started in her position with American Red Cross, May, 2013. She worked for a non-profit membership organization in Washington, DC for 26 years as a Purchasing/Supplier Diversity Manager. Jillnell is a tireless advocate, liaison, and go-to person for diverse

vendors who wish to do business with the American Red Cross.

Before working at American Red Cross, Jillnell worked as a Supplier Diversity Consultant for a woman owned company getting them on the GSA schedule. She also trained the Sales Representatives about "Doing Business with Corporations".

She received her Under-graduate and Graduate degrees from Strayer University in Washington, D.C. She lives in Washington, DC with her husband Ron Joiner.



### Nicole Schippel

Preconstruction Specialist/Estimator, MCL Construction

Nicole Schippel is an estimator at MCL Construction where she works closely with owners and architects/engineers throughout the various phases of design, preparing budgetary estimates for building construction projects that aid in project planning and making financial decisions. Before getting her start in commercial construction estimating, Ms. Schippel enjoyed working in residential redevelopment within Detroit, Michigan's historic neighborhoods and carrying out commercial revitalization efforts on Lansing, Michigan's Westside.

## PRESENTERS (con't)



### **Lauren Hickman**

Sr. Manager - Strategic Sourcing and Supplier Diversity, Union Pacific Railroad

Lauren Hickman is currently the Sr. Manager of Strategic Sourcing and Supplier Diversity at Union Pacific Railroad as of May 2016. Her first role at the UP was during the summer of 2010 as a Sr. Supply Analyst Intern. After successfully completing her Masters of Business Administration from Clark Atlanta University with a specialization in Finance, she took a fulltime position with the UP as a Sr. Analyst in the Supply Department. Prior to her current role, she has also served as the Manager and Sr. Manager of Strategic Sourcing at the UP, interned for the US Department of

Defense and worked in financial services at Citizens Bank & Trust Company. In 2009, she earned her Bachelor of Science in Finance and Economics from Fisk University in Nashville, Tennessee.



### **Mike Liebherr**

Vice President, Procurement, ConAgra Foods, Inc.

Mike Liebherr, Vice President, Procurement relocated to the corporate headquarters in Chicago, IL the summer of 2016. In his new role Mike is responsible for Materials and Operations Planning, Supplier Diversity and key initiatives within Margin Management.

Mike was previously the Vice President of Commodity Procurement and Commodity Risk Management for ConAgra Foods in Omaha, NE.

Mike joined ConAgra in 2006 as Director of Transportation Procurement. In 2008 he was promoted to Vice President of Transportation and in 2010 became Vice President of Commodity Procurement and Risk Management as part of ConAgra's Enterprise Procurement Team based in Omaha, NE.

Prior to joining ConAgra, Mike held positions primarily in Purchasing or Logistics with Ralston Purina, Purina Mills, Koch Industries, Cargill and Land O' Lakes.

Mike is from Greenville, Ohio and received his BA in Business from Otterbein University, Westerville, Ohio.



### **Tim Norton**

Associate Vice President of Facilities Management, Creighton University

Tim Norton is responsible for overseeing Creighton's urban campus 4.2M sq. ft. with 140 acres of grounds and a deferred capital budget of \$10 million - \$15 million. Tim has over twenty years of leadership, administrative and management experience which includes responsibilities for the development and communication of plans and policies for administrative support functions in government and educational settings. Tim's training and experience includes operation, revenue, and capital budget development; safety, security and environmental health compliance training and

community relations, including collaborative funding and asset utilization agreements. Tim is currently a doctoral candidate at the St. Cloud State University with the thesis: Impact of Facilities on Recruitment and Retention. He holds a Master of Science from MSU-Mankato with an emphasis in technical writing and procurement strategies and a Bachelor of Science from the University of Minnesota.



## MISTRESS OF CEREMONIES



### **Debra A. Luckett**

Chief Operating Officer, OSP Prevention Group, Inc.

Debra Luckett is the Chief Operating Officer for OSP Prevention Group, Inc. Ms. Luckett has worked in the private and public sector for Executive Forum, CoBank, Southwest Airlines, City and County of Denver, US West Communications, ICG Communications, and Novations Group. Ms. Luckett is a customer service practitioner, master trainer, organizational development expert, and human resources specialist. Her areas of expertise include operations, service delivery, business development, sales, human resources, project management, diversity, performance management, leadership training, strategic planning, executive coaching, and customer service.

Ms. Luckett is certified to train numerous leadership and development workshops. Ms. Luckett has also conducted programs for international clients in London, Italy, and Canada. She brings over 21 years of leadership experience from multiple industries that has gone through tremendous change due to the application of technology, regulatory reform, and increased global focus. She understands that organizations need to have access to cutting edge and innovative ideas in order to thrive. Debra excels in facilitating process improvement teams, establishing best practices, contributing to the overall performance of the operations and managed services departments, implementing creative organizational solutions, and creating long-term healthy customer relationships acting as the bridge between the client and operations teams.

## PANEL MODERATOR



### **Bill Mabry - Morning Session**

CEO of OSP Prevention Group, Inc.

Bill Mabry, CEO of OSP Prevention Group, Inc. (OSP), built his company on a foundation of strength and vitality that fosters a team whom all take great pride in their accomplishments, excellent services and their environment in which they carry out their mission: driving quantitative results and changing outcomes for broadband providers, underground facility operators and government agencies.

Bill founded OSP in 2012 after thirteen years of being in the telecom industry, working for telecom giants such as MCI, North American Digicom, VDC Telecommunications, ICG and Ericsson.

Known as “a numbers guy”, Bill is a sales professional who also serves as a great mentor, to not only his staff at OSP, but also within the community for various non-profits. He also enjoys golf, traveling, working out, and spending time with his family and new baby girl.

## MOUNTAIN PLAINS MSDC BOARD OF DIRECTORS

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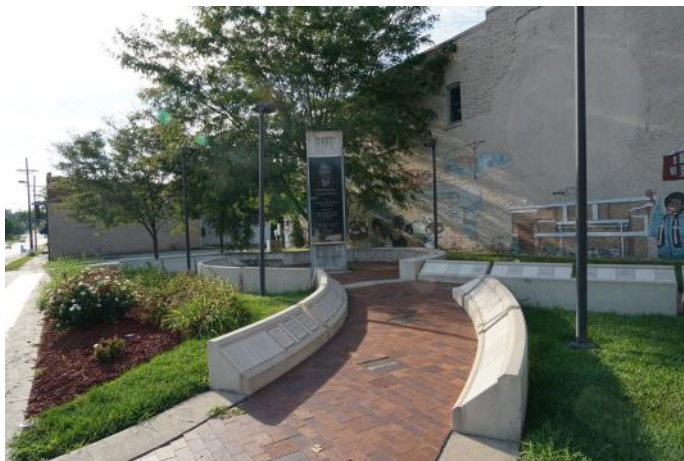
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**Stan Sena**  
President/CEO  
Mountain Plains Minority Supplier  
Development Council



Photos by A'Star's Photography



## Loretta Lovell, Chair of the Mountain Plains MSDC Minority Business Enterprise Input Committee (MBEIC)

October 10, 2016



On behalf of the MBEIC, we welcome and thank you for attending the first 2016 Minority Enterprise & Supplier Diversity Expo (ME Expo) in Omaha, NE. An expo provides a great opportunity for showcasing your company's qualifications as well as meeting new companies for business growth opportunities.

As my continuing theme, I have asked that each of the MBEIC members in attendance spend time reaching out to as many MBE attendees as possible, to introduce themselves and find out more about you and your company for MBE to MBE contracting opportunities as well.

It is always my desire that through this event, keys are provided to open doors of opportunity for both MBE and Corporate members.

Thank you!

Loretta Lovell

Chair,

Minority Business Enterprise Input Committee (MBEIC)



Photos by A'Star's Photography

## MINORITY BUSINESS ENTERPRISE INPUT COMMITTEE (MBEIC)

The Minority Business Enterprise Input Committee (MBEIC) is the leadership group of Certified Minority Business Enterprises (MBE) within the Mountain Plains MSDC. In addition to serving on the MBEIC, the MBEIC Chair serves on the Mountain Plains MSDC's Board of Directors. The MBEIC is a critical component in the Mountain Plains MSDC and helps to assist the Mountain Plains MSDC with various issues concerning the MBE community. The MBEIC takes on many tasks throughout their term including:

- Acting as an advocate for issues related to minority business development.
- Providing a platform for suppliers to network and partner for future business opportunities.
- Supporting the mission of the Mountain Plains MSDC.
- Recommending and developing programs for the Mountain Plains MSDC's MBEs and our diverse partners.
- Serving as a liaison between the MBEs and the Mountain Plains MSDCs Board of Directors

The Mountain Plains MSDC truly appreciates the MBEIC's contribution to the Council!

**Loretta Lovell (Chair)**

CEO  
LFL International dba Lizzy's Food  
Littleton, CO

**Anthony Sanchez**

President  
CABB, Inc. dba The Office Cleaners  
Omaha, NE

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CEO  
Perfecta Media, LLC dba Blabfeed  
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**Judy Donnelly**

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VistaConnections Inc.  
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**Wy Livingston**

President & CEO  
Wystone's World Teas  
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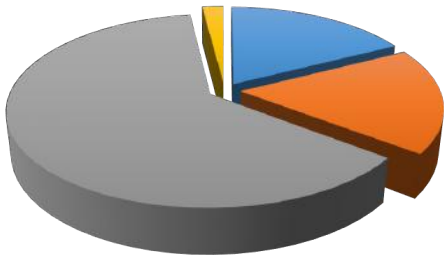
**Albert Gonzales**

President  
Gonzales Consulting Services  
Greenwood Village, CO



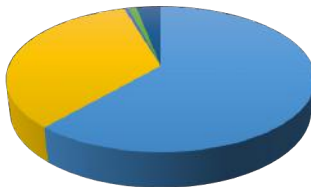
## COUNCIL FACTS

### MBE by Class



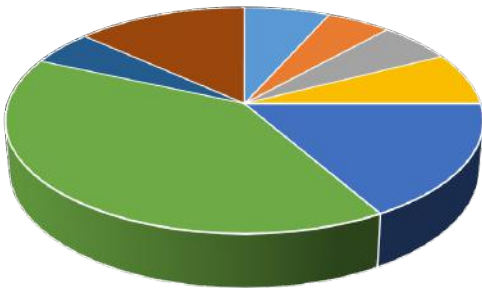
- Class 1 (<\$1M) - 39.09%
- Class 2 (\$1M - \$10M) - 40.10%
- Class 3 (\$10 M - \$50M) - 16.24%
- Class 4 (>\$50 M) - 4.57%

### MBE Structure



- Corporation - 61.42%
- Individual or Individual d/b/a - 0.00%
- Joint Venture - 0.00%
- Limited Liability Corp or Company - 34.01%
- General Partnership - 0.51%
- Limited Liability Partnership - 1.02%
- Sole Proprietorship - 3.05%

### All MBEs by Ethnicity



- Asian-Indian American Female - 4.06%
- Asian-Indian American Male - 3.05%
- Asian-Pacific American Female - 3.55%
- Asian-Pacific American Male - 4.57%
- Black American Female - 10.15%
- Black American Male - 24.37%
- Native American Female - 3.05%
- Native American Male - 8.12%

### Male MBEs by Ethnicity



- Asian-Indian American Male - 4.4%
- Asian-Pacific American Male - 6.62%
- Black American Male - 41.91%
- Hispanic American Male - 35.29%
- Native American Male - 11.76%

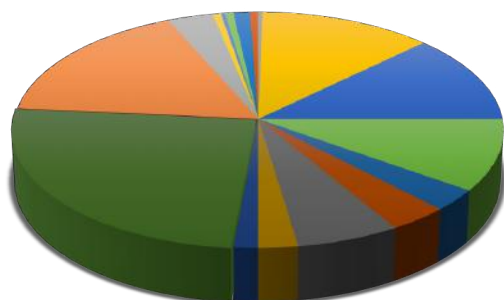
### Female MBEs by Ethnicity



- Asian-Indian American Female - 13.11%
- Asian-Pacific American Female - 11.48%
- Black American Female - 32.79%
- Hispanic American Female - 32.79%
- Native American Female - 9.84%

## COUNCIL FACTS

### NAICS



Agriculture, Forestry, Fishing and Hunting	- 0.0%
Mining	- 0.0%
Utilities	- 0.30%
Construction	- 12.50%
Manufacturing	- 12.20%
Wholesale Trade	- 9.82%
Retail Trade	- 2.98%
Transportation and Warehousing	- 3.57%
Information	- 6.25%
Finance and Insurance	- 2.38%
Real Estate and Rental and Leasing	- 1.49%
Professional, Scientific, and Technical Services	- 25.00%
Management of Companies and Enterprises	- 0.0%
Administrative and Support and Waste Management and Remediation Services	- 16.96%
Educational Services	- 3.27%
Health Care and Social Assistance	- 0.60%
Arts, Entertainment, and Recreation	- 0.30%
Accommodation and Food Services	- 0.60%
Other Services (except Public Administration)	- 1.19%

### MBE's by Gender and Minority Classification Asian-Indian American



Female - 57.14% Male - 42.86%

### MBE's by Gender and Minority Classification Asian-Pacific American



Female - 43.75% Male - 58.25%

### MBE's by Gender and Minority Classification Native American



Female - 27.27% Male - 72.73%

### MBE's by Gender and Minority Classification African American



Female - 25.97% Male - 74.03%

### MBE's by Gender and Minority Classification Hispanic American



Female - 29.41% Male - 70.59%



# Denver MBDA Business Center

***A CATALYST  
FOR GLOBAL  
BUSINESS EXPANSION***

- ☒ Access to Contracts
- ☒ Access to Capital
- ☒ Access to Markets

**Where Businesses  
Come to Grow**

VISIT US ONLINE: [mbda.gov/businesscenters/denver](http://mbda.gov/businesscenters/denver)

Operated by the Mountain Plains Minority Supplier Development Council



## MBDA BUSINESS CENTER IN DENVER, COLORADO FACT SHEET

### Where Businesses Come to Grow

#### WHO ARE WE

The Denver MBDA Business Center works in partnership with minority business enterprises (MBEs) across the US to grow their businesses and realize new opportunities. Our primary goal is assist firm's increase in size, scale, capacity thereby creating and retaining jobs. We help MBEs move to their next level.

#### WHAT WE OFFER

The Center is uniquely positioned to offer management and technical services relevant for a dynamic market-place including: business consulting, matchmaking, contract opportunity sourcing, finance sourcing and access to international markets.

#### HOW WE OPERATE

- We collaborate with a national network of MBDA Business Centers throughout the United States and its territories
- Partner with other organizations to maximize value
- Categorize and assess immediate and long-term business needs
- Provide group plus one-on-one training and education

#### PERFORMANCE STATISTICS

Since Center Opening in 2011 through Jan 31, 2016:

- |   |               |
|---|---------------|
| • Dollar Value of Contracts and Procurements: | \$565,541,904 |
| • Dollar Value of Financial Transactions:     | \$333,488,190 |
| • Number of Clients Served:                   | 221           |
| • Number of Jobs Created:                     | 1,272         |
| • Number of Jobs Retained                     | 5,671         |







# Opening Doors to New Horizons

## REGIONAL COUNCILS LIST

### **Capital Region Minority Supplier Development Council**

*Serving the District of Columbia, Maryland and Northern Virginia*  
Ms. Sharon Pinder, President/CEO  
10750 Columbia Pike, Suite 200  
Silver Spring, MD 20901  
(301) 593-5860  
sharon.pinder@crmsdc.org

### **Carolinas-Virginia Minority Supplier Development Council**

*Serving North Carolina, South Carolina and Southern Virginia*  
Mr. Eric Watson, President/CEO  
9115 Harris Corners Parkway, Suite 440  
Charlotte, NC 28269  
(704) 549-1000  
eric.watson@cvmsdc.org

### **Chicago Minority Supplier Development Council**

*Serving Metro Chicago and NW Indiana*  
Ms. Shelia Morgan, President/CEO  
105 West Adams Street, Suite 2300  
Chicago, IL 60603  
(312) 755-8880  
shill@chicagomsdc.org

### **Dallas/Fort Worth Minority Supplier Development Council**

*Serving Metro Dallas – Fort Worth*  
Ms. Margo Posey, President/CEO  
8828 N. Stemmons Freeway, Suite 550  
Dallas, TX 75247  
(214) 630-0747  
margo@dfwmsdc.com

### **Eastern Minority Supplier Development Council**

*Serving Pennsylvania, Southern New Jersey and Delaware*  
Ms. Valarie Cofield, President/CEO  
The Bourse Building  
111 S. Independence Mall East, Suite 630  
Philadelphia, PA 19106  
(215) 569-1005  
vcofield@emsdc.org

### **Florida State Minority Supplier Development Council**

*Serving Florida*  
Ms. Beatrice Louissaint, President/CEO  
9499 NE 2nd Avenue, Suite 201  
Miami, FL 33138  
(305) 762-6151  
beatrice@fmsdc.org

### **Greater New England Minority Supplier Development Council**

*Serving Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont*  
Mr. Peter F. Hurst, Jr. President/CEO  
333 State Street  
Bridgeport, CT 06004  
(203) 288-9744  
phurst@gnemsdc.org

### **Houston Minority Supplier Development Council**

*Serving Metro Houston*  
Ingrid Robinson, President/CEO  
Three Riverway, Suite 555  
Houston, TX 77056  
(713) 271-7805  
ingrid.robinson@hmsdc.org

### **Michigan Minority Supplier Development Council**

*Serving Michigan*  
Ms. Michelle Sourie Robinson President/CEO  
100 River Place, Suite 300  
Detroit, MI 48207 (313) 873-3200  
msrobinson@minoritysupplier.org

### **Mid-States Minority Supplier Development Council**

*Serving Indiana (except NW IN), Central Illinois & Eastern Missouri*  
Ms. Carolyn Mosby, President/CEO  
2126 North Meridian Street  
Indianapolis, IN 46202 (317) 921-2675  
cmosby@midstatesmsdc.org

### **Mountain Plains Minority Supplier Development Council**

*Serving Colorado, Kansas, Nebraska, and Western Missouri*  
Mr. Stan Sena, President/CEO  
6025 S. Quebec St, Suite 135  
Centennial, CO 80111  
(303) 623-3037  
stan@mpmsdc.org

### **New York & New Jersey Minority Supplier Development Council**

*Serving New York and Northern New Jersey*  
Mr. Terrence Clark President/CEO  
320 West 37th Street, 9th Floor  
New York, NY 10018  
(212) 502-5663  
tclark@nynjmsdc.org

### **North Central Minority Supplier Development Council**

*Serving Minnesota, Wisconsin, Iowa, No. Dakota, and So. Dakota*  
Mr. Duane Ramseur, President/CEO  
111 3rd Avenue South, Suite 240  
Minneapolis, MN 55401  
(612) 465-8881  
dramseur@northcentralmsdc.net

### **Northwest Mountain Minority Supplier Development Council**

*Serving Washington, Alaska, Oregon, Montana, Wyoming, Idaho, and Utah*  
Mr. Fernando Martinez, President/CEO  
545 Andover Park West, Building 1, Suite 109  
Tukwila, WA 98188  
(253) 243-6959  
fmartinez@nwmtmsdc.org

## REGIONAL COUNCILS LIST

### **Ohio Minority Supplier Development Council**

*Serving Ohio*

Mr. Keith Eakins President/CEO  
100 East Broad Street, Suite 2460  
Columbus, OH 43215  
(614) 225-1565  
keakins@ohiomcdc.org

### **Pacific Southwest Minority Supplier Development Council**

*Serving Arizona & Metro San Diego*

Mr. W. Scott Gregory, President/CEO  
8655 East Via de Ventura  
Scottsdale, AZ 85258  
(602) 495-9950  
sgregory@pswmsdc.org

### **Puerto Rico Minority Supplier Development Council**

*Serving Puerto Rico & U.S. Virgin Islands*

Ms. Jacqueline Marie Matos President/CEO  
1225 Ponce de León Avenue Lobby 2, Suite F  
San Juan, PR 00907-3921  
(787) 627-7268  
jacquelinematos@prmsdc.org

### **Southern California Minority Supplier Development Council**

*Serving Metro Los Angeles and Southern California (except Metro San Diego)*

Ms. Virginia Gomez President/CEO  
800 West 6th Street, Suite 850  
Los Angeles, CA 90017  
(213) 689-6965  
vgomez@scmsdc.org

### **Southern Region Minority Supplier Development Council**

*Serving Alabama, Arkansas, Louisiana and Mississippi*

Ms. Mia McNeal, President/CEO  
400 Poydras Street, #1960  
New Orleans, LA 70130  
(504) 293-0400  
mmcneal@srmsdc.org

### **Southwest Minority Supplier Development Council**

*Serving New Mexico, Oklahoma and Southwestern Texas*

Ms. Karen Box, President/CEO  
912 Highway 183 South, Suite 101  
Austin, TX 78741  
(512) 386-8766  
karen@smsdc.org

### **TriState Minority Supplier Development Council**

*Serving Kentucky, Tennessee and West Virginia*

Ms. Cheri Henderson  
President/CEO  
220 Athens Way, Suite 105 Plaza 1 Building, Metro Center  
Nashville, TN 37228  
(615) 259-4699  
chenderson@tsmsdc.net

### **Western Regional Minority Supplier Development Council**

*Serving Hawaii, Nevada and Northern California*

Mr. Cecil Plummer President/CEO  
80 Swan Way, Suite 245  
Oakland, CA 94621  
(510) 686-2555  
president@wrmsdc.org



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## CONNECTION ZONE

### American Red Cross

The American Red Cross is part of the world's largest volunteer network found in 187 countries. Inspired by the Swiss Global Red Cross Network on her visit to Europe, Clara Barton and a circle of her acquaintances founded the American Red Cross in Washington, D.C. on May 21, 1881. Their mission is to prevent and alleviate human suffering in the face of emergencies by mobilizing the power of volunteers and the generosity of donors. Their services include Disaster Relief, Lifesaving Blood, Training & Certification, Supporting America's Military & Veteran Families & International Services.

### CenturyLink

CenturyLink is a global communications, hosting, cloud and IT services company enabling millions of customers to transform their businesses and their lives through innovative technology solutions. CenturyLink offers network and data systems management, Big Data analytics and IT consulting, and operates more than 55 data centers in North America, Europe and Asia. The company provides broadband, voice, video, data and managed services over a robust 250,000-route-mile U.S. fiber network and a 300,000-route-mile international transport network.

### ConAgra

In 1919, ConAgra was founded in Grand Island, Nebraska by Frank Little and Alva Kinney whom together bought four grain mills as Nebraska Consolidated Mills (NCM). In 1922 the headquarters were moved to Omaha, in 1940, the company began producing flour at its own mill, and in 1942 ventured into the livestock feed business. Throughout the years ConAgra grew into a major American packaged foods company with prominent American brand names. ConAgra also boasts a Commercial Foods segment which makes and sells a variety of specialty food and ingredients to major national and international restaurant chains, foodservice distributors and other food makers across the world.

### Creighton University

Creighton University, located in Omaha, NE, offers a top-ranked education in the Jesuit tradition for people who want to contribute something meaningful to the world. Founded in 1878, Creighton is one of 28 Jesuit colleges and universities in the U.S. More than 8,000 undergraduate, graduate and professional students come to Creighton each year to find their place in the world through lives of leadership and service. Creighton's nine schools and colleges deliver powerful education that connects arts and sciences, law and business with health science programs in dentistry, medicine, nursing, pharmacy, occupational and physical therapy, public health and emergency medical services.

### Hallmark

Founded in 1910 by Joyce Hall, Hallmark Cards is a privately owned American company headquartered in Kansas City, Missouri. Hallmark is the largest U.S. manufacturer of greeting cards and creates products sold in more than 40,000 retail stores across the U.S. and in over 30 languages in 100 countries worldwide. The brand also reaches people online at Hallmark.com and through their retail partners' web sites, and on television through cable's top-rated Hallmark Channels and Hallmark Hall of Fame movies. The company has More than 27,000 people worldwide work for Hallmark and its subsidiaries: 9,500 full-time and 17,800 part-time employees. There are 8 U.S. Subsidiaries in the Hallmark family of companies, including Crayola LLC.



## CONNECTION ZONE (Con't)

### MCL Construction

Based in Omaha, Nebraska, MCL Construction is able to earn that trust by establishing a culture of excellence with its employees and its building partners. Bob Carlisle, one of the firm's construction managing principals co-founded the firm in 1987. Bob is an Omaha native and is a graduate of Creighton Prep and UNO. Gary Leapley, the firm's second managing principal, joined the firm in 1996. He is a native of Onawa, Iowa, and a graduate of Iowa State University. MCL Construction is also a proud member of the United States Green Building Council (USGBC) and constructed the first LEED Platinum project in the state of Nebraska.

### Metropolitan Utilities District

The Nebraska Legislature created the Metropolitan Utilities District in the early 1900s as a political subdivision of the State to provide water and natural gas to the metropolitan Omaha. (M.U.D.) is the only metropolitan utility district in the State of Nebraska and the fifth largest public gas utility in the United States. They are a public utility and proud to be customer-owned. The District is governed by a board of seven directors, elected by their customer-owners. They serve natural gas to 224,950 customers in Omaha, Bennington, Fort Calhoun, Springfield, Yutan and Bellevue and also provide safe drinking water to 208,256 customers in Omaha, Bellevue, Bennington, Carter Lake, La Vista, Ralston, Waterloo and the Papio-Missouri Natural Resources District (which supplies water to Fort Calhoun). MUD has more than 850 employees who live and work in the community.

### Union Pacific Railroad

One of America's most recognized companies, Union Pacific Railroad connects 23 states in the western two-thirds of the country by rail, providing a critical link in the global supply chain. From 2006-2015, Union Pacific invested \$33 billion in its network and operations to support America's transportation infrastructure. The railroad's diversified business mix includes Agricultural Products, Automotive, Chemicals, Coal, Industrial Products and Intermodal. Union Pacific serves many of the fastest-growing U.S. population centers, operates from all major West Coast and Gulf Coast ports to eastern gateways, connects with Canada's rail systems and is the only railroad serving all six major Mexico gateways. Union Pacific provides value to its roughly 10,000 customers by delivering products in a safe, reliable, fuel-efficient and environmentally responsible manner.

### Wells Fargo

Wells Fargo & Company is a diversified, community-based financial services company with \$1.9 trillion in assets. Founded in 1852, Wells Fargo provides banking, insurance, investments, mortgage, and consumer and commercial financial services through more than 8,600 locations, 13,000 ATMs, online (wellsfargo.com), and mobile devices. The company is headquartered in San Francisco, but is decentralized so every local Wells Fargo store is a headquarters for satisfying their customers' financial needs and helping them succeed financially. They do business with 70 million customers and one in three U.S. households. Wells Fargo has approximately 268,000 team members in 36 countries and territories across our more than 90 businesses. At the end of second quarter 2016, Wells Fargo ranked third in assets among U.S. banks and was the world's most valuable bank by market capitalization.



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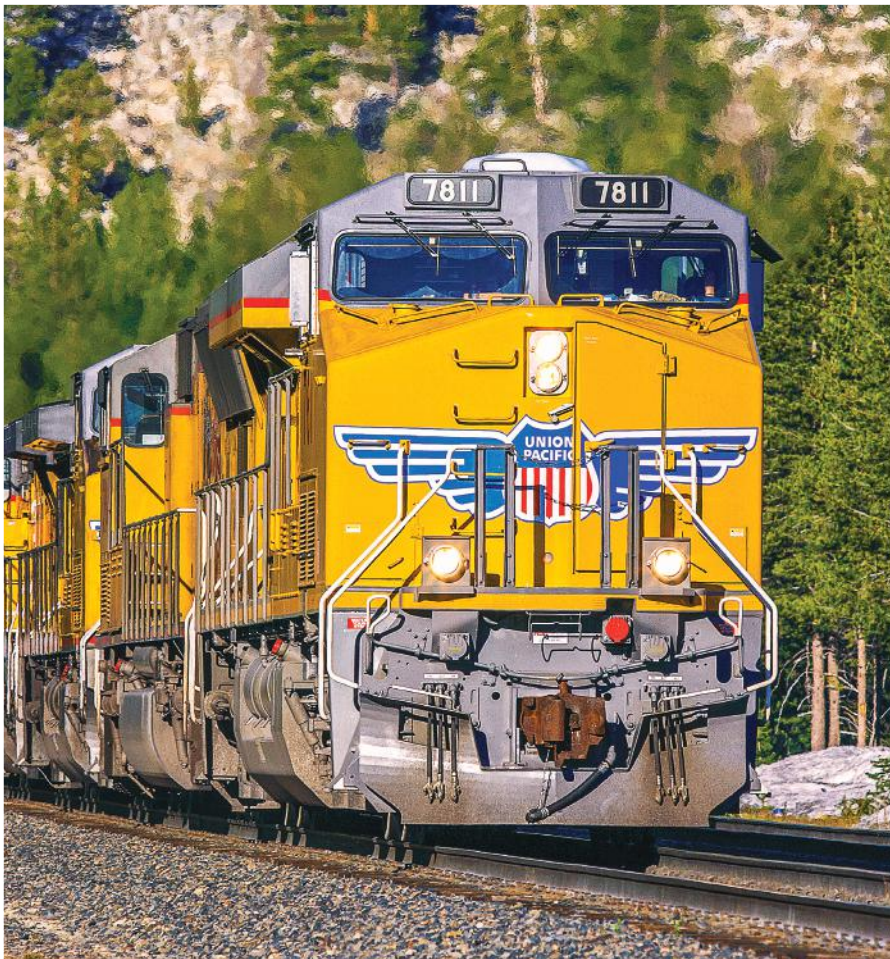
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*We are a premiere software-engineering and Information  
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pleased to offer its continued  
support of the Mountain Plains  
Minority Supplier Development  
Council.*



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a diverse group of Americans  
connected a nation.**

**Their feat was recorded in history.  
Their name was Union Pacific.**

We have known from our infancy that diversity  
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**BUILDING AMERICA®**





**NOTES**



# Working Together to Make a Big Difference

.....

Home of ConAgra Foods' largest workforce, we are committed to supporting Omaha. We strive to build a supplier base that is as diverse as our customer base, one supplier at a time.

For more information about our  
Supplier Diversity Program please visit us at:  
[www.conagrafoods.com/our-food/suppliers/diversity](http://www.conagrafoods.com/our-food/suppliers/diversity)

ConAgra is a "Proud supporter of the Mountain Plains Minority Supplier Development Council."





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