DIVERSITY AT THE UNIVERSITY OF ILLINOIS - VENDORS AND CONTRACTORS
Purpose: To provide access to procurement opportunities by creating an equitable and competitive business environment while stimulating the growth and development of businesses owned by minorities, females and persons with disabilities.

MAFBE Act Highlights
- Act adopted in 1989
- Established minimum goals for minority, female and persons with disabilities
  - 10% for minority and female business enterprises
  - 2% for persons with disabilities
What defines a MABFE owned business?

- It is 51% owned and controlled by one or more of the following:
  - Minority Persons (African American, Hispanic, Asian American, Native American)
  - Females
  - Persons with Disability (severe physical or mental disability), and
- It has average annual gross sales over the last 3 tax years under $31.4M

Current Goal of 19%

- Female Caucasian – 9%
- Minority (Female) – 3%
- Minority (Male) – 5%
- Persons with Disability – 2%
FY07-FY09 CAPITAL & NON-CAPITAL MAFBE EXPENDITURES

<table>
<thead>
<tr>
<th>Year</th>
<th>Non-Capital</th>
<th>Capital</th>
<th>Total Expenditures (in Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY07</td>
<td>$14.7</td>
<td>$12.2</td>
<td>$26.9 Total (364% of goal)</td>
</tr>
<tr>
<td>FY08</td>
<td>$12.9</td>
<td>$12.7</td>
<td>$25.6 Total (226% of goal)</td>
</tr>
<tr>
<td>FY09</td>
<td>$12.3</td>
<td>$8.6</td>
<td>$20.9 Total (321% of goal)</td>
</tr>
</tbody>
</table>

MAFBE Goal (19%)
- FY07: $7.4M
- FY08: $11.3M
- FY09: $6.5M
FY07-FY09 MAFBE EXPENDITURES BY CATEGORY

<table>
<thead>
<tr>
<th>Total Expenditures (in Millions)</th>
<th>FY07</th>
<th>FY08</th>
<th>FY09</th>
</tr>
</thead>
<tbody>
<tr>
<td>Persons With Disabilities</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Female (Minority)</td>
<td>$0.9</td>
<td>$0.8</td>
<td>$0.6</td>
</tr>
<tr>
<td>Female (Caucasian)</td>
<td>$3.6</td>
<td>$2.5</td>
<td>$2.1</td>
</tr>
<tr>
<td>Minority (Male)</td>
<td>$11.2</td>
<td>$12.8</td>
<td>$13.6</td>
</tr>
</tbody>
</table>

- FY07 Total: $26.9
- FY08 Total: $25.6
- FY09 Total: $20.9
MAFBE OUTREACH ACTIVITIES

- Initiated Annual MAFBE Conference two years ago
  - UIC-sponsored conference held in Chicago
  - Representation from all University of Illinois campuses, departments, other higher education institutions, and government agencies
  - Attended by approximately 239 MAFBE vendors in 2009, a 35% increase from 2008

- Outreach Events – A total of 16 for 2008 and 2009, including:
  - Alliance of Business Leaders and Entrepreneurs (ABLE)
  - Chicago Minority Business Development Council Opportunity Fair
  - Women’s Business Development Council Entrepreneurial Conference
  - Hispanic American Construction Industry Association Construction Expo
  - Illinois Hispanic Chamber of Commerce Business Expo
  - National Organization of Minority Architects (NOMA) Annual Conference
VENDOR WORKSHOPS

- Purchasing Vendor workshops are conducted bi-monthly at the UIC campus
  - Topics include:
    - Doing Business with the University of Illinois – Capital Programs and Facilities Management
    - Accessing Financial Resources for Small Business
    - Understanding Government Procurement

- The Office of Capital Programs and Real Estate Services is conducting the following workshops:
  - Workshop for Professional Service Consultants
  - Insights into Administration of QBS for Professional Service Consultants
  - Construction Management Training Initiative Workshop
FY07-FY09 MAFBE & DIVERSITY EXPENDITURE TRENDS

Total Expenditures (in Millions)

FY07: $76.7
FY08: $58.2
FY09: $55.3

Total (MAFBE + Diversity)

Diversity Firms > $31.4M
FY07: $49.8
FY08: $32.6
FY09: $34.4

MAFBE Firms < $31.4M
FY07: $26.9
FY08: $25.6
FY09: $20.9
CHALLENGES TO ACHIEVING MAFBE/DIVERSITY GOALS

- Budget cuts leading to reduced expenditures
- Procurement Code that requires awards to the lowest, responsive, responsible bidder—particularly challenging in the construction area
- Limited opportunities particularly for certain highly specialized, large purchases
- Limited ability to capture minority subcontracting expenditures
- Have selected existing in-house capabilities in many of the same areas as minority/diversity firms
CURRENT & FUTURE EFFORTS TO IMPROVE PARTICIPATION

- Continue vendor workshops, outreach activities and notification of bid opportunities
- Improve tracking of minority subcontracting expenditures
- Use pre-proposal conferences as an opportunity to encourage firms to network and team up on projects
- Explore the designation of certain commodities for the achievement of higher MAFBE participation in University purchases.
- Expand campus participation/involvement to increase MAFBE/diversity expenditures