



Jeremiah W. Nixon
Governor

State of Missouri Office of Equal Opportunity

Let's work together on Building Missouri's future!

Volume 5, May 2011



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Welcome to Volume 5 of the Office of Equal Opportunity (OEO) Newsletter!

As Fiscal Year 2011 comes to an end, we have seen increased numbers of Minority and Women Business Enterprises (M/WBE) that have applied for certification with the state of Missouri. One of the advantages of M/WBE certification is that it allows a Prime Contractor to engage in a sub-contractor relationship with other M/WBE vendors through inclusion on the M/WBE directory that can be accessed at www.oa.mo.gov/oeo.

It is always our No. 1 priority to notify M/WBE vendors about the economical opportunities available at the state of Missouri. We are pleased to report that during this year the OEO has compiled this type of information on one website that is easily accessible to any M/WBE.



Kelvin Simmons
Commissioner

Please visit <http://oa.mo.gov/oeo/oeobids.htm> to view a listing of bids with the state of Missouri exceeding \$25,000. There also is a listing of agency bid proposal sites, as well as links to other bidding opportunities in Missouri. Simply visit the website to respond to the various economic opportunities that are available.

Good luck with your business endeavors!

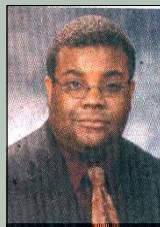
THE OEO STAFF

State of Missouri Office of Administration Office of Equal Opportunity

Truman State Office Building
301 W. High St, Room 630
P.O. Box 809
Jefferson City, MO 65102
Phone 573-751-8130 * Fax 573-522-8078
www.oa.mo.gov/oeo/



Alan Green
Director



Ken Franklin
Assistant Director
St. Louis



Roxy Flores
Fiscal and
Administrative
Officer



Elizabeth Birks
Outreach
Coordinator
Kansas City



Nancy Heyer
Certification
Officer



Janet Carter
Certification
Specialist

Let's talk about Certification...



Nancy Heyer
Certification
Officer

How does OEO's Certification Program evaluate control?

The previous newsletter provided examples of ownership criteria and as promised, we have provided similar information regarding requirements for establishing majority control. The following are examples that can help you determine whether your firm meets this aspect of the M/WBE Certification criteria. To be considered eligible as an M/WBE status, at least 51% of the firm must be controlled by minorities and/or women.

The minority or women owners must have the power to direct or cause the direction of the management and policies of the firm and to make day-to-day and long-term decisions on matters of management, policy, and operations. There can be no restrictions on the minority or woman's discretion.

Only independent firms are eligible for certification. A firm is independent if its viability does not depend on its relationship with another firm or firms. In determining independence, OEO will consider the firm's relationships with non-M/WBEs in areas such as personnel, facilities, equipment, financial and bonding support and other resources. OEO must establish whether a present or recent employer/employee relationship compromises the independence of the applicant.

There can be no restrictions through corporate charters, by-laws, partnership or operating agreements, contracts, or informal devices (e.g., cumulative voting rights, voting powers attached to different classes of stock, employment contracts, requirements of concurrence by non-minority or non-female owners, voting trusts,

or restrictions on or assignments of voting rights) that prevent the minority or woman, without the cooperation or vote of any non-minority or male, from making business decisions of the firm. A minority or woman must hold the highest official position in the firm (e.g. president or chief executive officer). Board meeting minutes must be provided to verify the most recent elections.

In a corporation, the minority or women owners must control the board of directors. Shareholder meeting minutes and by-laws must be provided to verify who is elected to the board and establish who controls it.

In a partnership, one or more of the minority or women owners must serve as general partners, with control over all partnership decisions. A written partnership agreement must be provided in a limited liability company (LLC), the minority or women owners must be the managing members. The operating agreement must be provided to confirm authority.

Please refer to our web page www.oeo.mo.gov/oeo/ where our Initial Application and Policies and Procedures Manual can be found. Learn more about how specific control issues are viewed and evaluated. For instance: expertise, license requirements, outside employment, involvement of family members, remuneration, leasing practices, franchises, parent or holding companies, subsidiaries and more.

Every applicant seeking certification has the burden of demonstrating to OEO, by a preponderance of the evidence, that it meets the ownership and control requirements for certification. Please remember that OEO staff always is available to provide assistance and answer questions. Please feel free to contact us at 573.-751-8130 or 877-259-2963

WELCOME NEWLY CERTIFIED M/WBE VENDORS FOR MARCH AND APRIL 2011

CONSTRUCTION INDUSTRY M/WBE VENDORS CERTIFIED DURING MARCH AND APRIL

Name	Code	City	Certification #	Service Provided
Petro Con, Inc.	M3	Ballwin City, KS	M04183	Environmental remediation-construction.
Barco Construction Management	W0	Ballwin	W04161	Supplier of mortarless brick siding product.
Greenstone Investments	M1	St. Louis	M04141	Residential rehabilitation & complete construction services, including new construction, specialize in historic rehabs and tax credits.
Advance Security & Technologies,	M0	Kirkwood	M04151	Security systems, sale, install & provide 24 hour monitoring for commercial/residential fire alarm panels & burglary alarm equip. panels & CCTV Closed Circuit television and access control.
Design Supply, Inc.	W0	Kansas City	W04181	Material supplier of doors/frames & hardware to commercial contractors.
O. Lee, LLC dba Drain Surgeons, LLC	W0	Arnold	W04162	Drain & sewer cleaning, septic tank & grease trap pumping, crawler camera sewer mains & vector pumping.
Gerald Perry Tennis Company, Inc.	W0	Springfield	W04168	Tennis court construction and resurfacing.
Blue Diamond Services, LLC	W0	House Springs	W04139	Local hauling of gravel, sand, topsoil and rock.
Red Dot Studio, Inc.		St. Louis	W04154	Architecture, space planning, interior design & facilities consulting.

CONSTRUCTION INDUSTRY M/WBE CERTIFIED VENDORS DURING MARCH AND APRIL

Name	Code	City	Certification #	Service Provided
Baseline Supply, LLC	W0	Monroe Township, NJ	W04170	Supplier of construction materials & building supplies.
Luebbert Engineering	W0	Jefferson City	W04167	Civil engineering, storm water pollution prevention (SWPPP), spill prevention (SPCC), street sidewalk, site, parking lot, storm sewers & BMP, sanitary sewer & erosion control design.
"Custom Cutts" Lawn Care Service, "LLC"	M5	St. Louis	B04177	Landscape, lawn maintenance services, for commercial & residential properties.
Sims Construction, LLC	M0	Richmond Heights	M04158	General construction contractor, commercial & residential, carpentry, concrete, structural concrete, dry wall, metal studing, painting, electrical, flooring and doors.
DJ's Tile and Marble Installers, LLC	M0	Hazelwood	M04145	Installation of floor coverings.
Milam Contracting, LLC	M3	Sturgeon	M04169	Excavating, hauling, demolition, snow removal, grading, land clearing, tree work, green waste recycling, tub grinding & concrete.

SERVICE ORIENTED M/WBE CERTIFIED VENDORS DURING MARCH AND APRIL

Name	Code	City	Certification #	Service Provided
F.W.T. Enterprises II, Inc. dba Alpha Graphics # 190	W0	Kansas City	W04180	Marketing solutions, printing, duplication, design, bindery, promotional products.
Casey Communications, Inc.	W0	St. Louis	W04160	Full service marketing communications firm.
Byrne Software Technologies, Inc.	W0	Chesterfield	W04179	Software development, information technology consulting.
Naked Branding, LLC	W0	Webster Groves	W04150	Graphic design, marketing, branding & advertising services.
RSA Education & Technology Resources, LLC	M0	Ballwin	M04134	Education, technology, statistics & biomedical research.
Eastlake Cleaning Service	W0	New Haven	W04133	Janitorial service.
Cardiovascular Technology, Inc.	W0	Chesterfield	W04146	Medical sales, capital equipment & disposable medical products.
Code Monkey, LLC	M1	Fenton	M04135	Computer repair & software development.
Service International, Inc.	M6	Springfield	M04155	Food service and uniforms.
Community Response Independent Living Program, Inc.	M5	University City	B04132	Transitional housing & support services for young adults in foster care & homeless persons.
Gill Industries, LLC	M0	St. Louis	M04153	Products to reduce maintenance costs and to increase fuel economy for a variety of machinery, including cars, diesel trucks, motorcycles, air conditioners etc.
BNF Staffing Corp.	M5	St. Louis	B04152	Healthcare services, staffing agency for RN's, LPN's & CAN's.
Cleaning Strategies, LLC	M0	St. Louis	M04148	Janitorial services.
Wallis Lubricant, LLC	W0	Cuba	W04185	Distributor of lubricant products like packaged & bulked industrial, commercial, & private vehicle oils.
Wallis Oil Co., Inc.	W0	Cuba	W04184	Petroleum marketer.
Petraborg Law Firm, LLC	W0	St. Louis	W04147	Legal services.
Progressive Professional Services, LLC	M5	Jefferson City	B04136	Professional services,
For The Record, LLC	W0	Springfield	W04157	Court reporting.

SERVICE ORIENTED M/WBE CERTIFIED VENDORS DURING MARCH AND APRIL

Name	Code	City	Certification #	Service Provided
Bi-Lingual In-Home Assistant Services, Inc.	W0	St. Louis	W04175	Social services.
Wyse Decisions, LLC	W0	St. Thomas	W04137	Energy & environmental consulting, environmental grant writing & professional management.
Officer CPA Firm, LLC	W0	Springfield	W04156	Certified public accounting firm providing tax & audit services.
ALW Solutions, Inc.	W0	Rocky Mount	W04140	Information technology services.
Paulette Brown dba Bowling Green Motor Vehicle and License Office	M5	Bowling Green	B04138	License bureau, drivers license, etc. renewals.
B Cinalli Designs, LLC	W0	Nixa	W04166	Interior design.
KDG Trucking, LLC	W0	Villa Ridge	W04178	Local trucking & material supplier.
B.I.C. Design Co.	M1	N. Kansas City	M04182	Fire protection system designs.
Omega Solutions, LLC	W0	St. Louis	W04159	Information technology professional services.
Santiago & Associates, Inc.	M7	St. Louis	B04144	Freight brokerage & transportation services.
Saxena White P.A.	M6	Boca Raton, FL	B04171	Class action securities litigation, law firm.
Synergy Tek, LLC	M0	Kansas City	M04149	IT consulting.
Bollinger County Abstract & Tile Co., Inc.	W0	Marble Hill	W04142	Abstracts, title insurance secured insured real estate closings, escrow services, letter reports, searches, consultations, notary services.
Supreme Cleaning Services, LLC	M5	St. Louis	B04176	Janitorial, cleaning maintenance services for commercial offices, apartment units & businesses.
Kelly Sly dba DIGGIT	M2	Columbia	M04143	Custom apparel, screen printing, embroidery, banners, posters, business cards, design, decals, video & audio, promotional products, brochures, menus, postcards & websites, t-shirts and t-shirt.
Jasun Technologies, LLC	M1	Chesterfield	M04173	Civil engineering consulting, construction inspection management, transportation planning & design, storm water management, computer s
Pinnacle Technical Resources, Inc.	M7	Dallas	B04165	IT consulting & staffing, managed services. Vendor management & payroll services.
Unitech Consulting, LLC .dba Chameleon Integrated Services	M2	St. Louis	M04172	IT consulting.
Mason Tillman Associates, Limited	M5	Oakland, CA	B04164	Business & employment, database design, regulatory compliance, community outreach & IT Services.
Metro Office Solutions, Inc.	M6	Belcamp, MD	B04163	Office supplies & Office furniture.
Jackson's Heated Pressure Washing, LLC	M0	Caruthersville	M04186	Pressure washing services, surfaces that they clean are buildings, concrete, patios etc.
VKF	M7	Lawrence, KS	B04174	Dispatching trucks to various sights.

**Would you like to be
featured on our website and newsletter?
Contact us at 877-259-2963 or by e-mail at Roxana.flores@oa.mo.gov.**

Women-Owned Small Business Federal Contract Program Begins in 2011



Bill Stubby
PTAC Director, Central Region

The Women-Owned Small Business Federal Contract Program provides equal access to federal contracting opportunities for women-owned small businesses (WOSB) and economically disadvantaged women-owned small businesses (EDWOSBs). The

program allows contracting officers to set aside specific federal contracts for WOSBs and EDWOSBs.

The WOSB Program became effective in the Federal Acquisition Regulation on April 1, 2011. The federal goal is to prepare WOSBs and EDWOSBs to compete for contracts awarded starting in July 2011.

To be an eligible WOSB, a company must:

1. Be a small business that is at least 51% percent unconditionally and directly owned and controlled by one or more women who are U.S. citizens.
2. Have a woman manage the day-to-day operations, make long-term decisions for the business, hold the highest officer position in the business and work at the business full-time during normal working hours.

To be an eligible EDWOSB, a company must:

1. Be a WOSB that is at least 51% owned by one or more women who are "economically disadvantaged".
2. Have an economically disadvantaged woman manage the day-to-day operations, make long-term decisions for the business, hold the highest officer position in the business and work at the business full time during normal working hours. A woman is presumed economically disadvantaged if she has a personal net worth of less than \$750,000 (with some exclusions), her adjusted gross yearly income averaged over the three years preceding the certification less than \$350,000, and the fair market value of all her assets is less than \$6 million.

Please note that for both WOSB and EDWOSB, the 51% ownership must be unconditional and direct.

Certification:

To participate in the program, a WOSB or EDWOSB must meet the eligibility requirements and either 1) self-certify their business (Self-Certification at www.ccr.gov) OR (2) be certified by an Small Business Administration (SBA)-

approved Third-Party Certifier (no third parties approved yet). All WOSBs and EDWOSBs must register their status in the **Central Contractor Registration (CCR)** and the **Online Representations and Certifications Application (ORCA)**, as well as upload required documents to the WOSB Program Repository.

Contracting Details:

Eligible Industry Codes: There are more than 300 6-digit North American Industry Classification Systems (NAICS) codes that are eligible for Federal contracting under the WOSB Program.

Contracting officers may set aside a requirement for WOSBs if:

1. The NAICS code is in an industry in which SBA has designated that WOSBs are substantially underrepresented.
2. The contracting officer has a reasonable expectation that two or more WOSBs will submit offers.
3. The anticipated award price of the contract does not exceed \$6.5 million in the case of manufacturing contracts and \$4 million in the case of all other contracts.
4. The contracting officer believes the contract can be awarded at a fair and reasonable price.

Contracting officers may set aside a requirement for EDWOSBs if:

1. The NAICS code is in an industry in which SBA has designated that WOSBs are underrepresented.
2. The contracting officer has a reasonable expectation that two or more EDWOSBs will submit offers.
3. The anticipated award price of the contract does not exceed \$6.5 million in the case of manufacturing contracts and \$4 million in the case of all other contracts.
4. In the estimation of the contracting officer, the contract can be awarded at a fair and reasonable price.

For assistance in becoming certified, contact our partner Missouri Procurement Technical Assistance Center (MOPTAC). For more information, their website is www.moptac.net.

MOPTAC has offices in Kansas City, Blue Springs, Columbia, St. Louis, Macon, West Plains, St. Joseph, Springfield and Clayton.

Resources for M/WBE Vendors

Missouri Department of Economic Development Programs for Business

The Missouri Department of Economic Development offers a listing of programs for businesses.

For a full listing, please visit

<http://www.ded.mo.gov/businesses/BusinessAssistance.aspx>

Missouri Linked Deposit Program

This program is administered through the State Treasurer's Office to enable financial institutions to make low-cost loans to businesses and farms to create jobs and help Missouri's economy grow. Visit

www.treasurer.mo.gov/LinkedDeposit.asp.

Missouri Procurement Technical Assistance Centers (MOPTAC)

MOPTAC's mission is to assist businesses—including small, disadvantaged and women-owned firms— in obtaining federal, state and local government contracts. Visit

www.missouribusiness.net/PTAC

Missouri Small Business Regulatory Fairness Board (SBRFB)

The SBRFB provides a key interface between state regulatory agencies and affected small businesses. For more information, please visit

<http://www.sbrfb.ded.mo.gov/>

Missouri Business Portal

This is an online resource as a single point of entry for business registration, filings, licenses, and permits for doing business in the State of Missouri.

<http://www.business.mo.gov/>

MoFAST: SBIR/STTR Program

Help for entrepreneurs and small businesses seeking federal funding for technology and life sciences businesses, products, research and development.

Visit www.mofast.net.

Missouri Women's Council

Provides information and resources regarding business, education and career development to Missouri's women. Visit www.womenscouncil.org or call toll free at 877-426-9284.

1,665

The number of State of Missouri Certified M/WBE Vendors waiting to do business with you! Please visit

<http://>

www.directory.oeo.oa.mo.gov/

Future Events



June 2, 2011

Sen. Claire McCaskill's Procurement Conference

Warrensburg

Time: day-long event

Cost: \$50

Location: University of Central Missouri campus
University Union Building, Room 234B
Warrensburg, MO 64093

Contact: Shirley Krzesinski, sbtcdc@ucmo.edu

Phone: 660-543-4402

Missouri's largest government procurement conference

Exhibitors interested in showcasing their products and services at the conference's trade show should call 573-882-8058 to reserve an exhibition booth. Registration details for businesses interested in attending the confer-

2011 Missouri Women in Business Conference

June 10

Columbia, MO

Hilton Garden Inn

To register visit www.mwbc2011.com

Enrollment fee is \$125 per registration.

53rd Annual Governor's Conference on Economic Development

Sept. 21-23, 2011

Springfield, MO

University Plaza Hotel and
Convention Center

<http://www.ded.mo.gov/Conference/GovConference.aspx>

Beyond The Crisis The Business of Business

Ask the Banker....

Responses provided by Mac McDougell,
Relationship Manager at Regions Bank



Alan K. Green
OEO Director

While speaking before the American Society of Newspaper editors in 1925, President Calvin Coolidge said, "After all, the chief business of the American people is business." As a president who presided over a period of rapid economic expansion, it seems Coolidge knew what he was talking about. Some 85 years later, business growth remains an important contributor to the nation's pride, stability and strength.

Beyond the crises of today, most reports indicate that steady growth is taking place following the worst recession in a quarter century. Some companies that were forced to lay off employees and cut budgets are back to making at least modest profits. At the same time, many people who were "waiting out the storm" before opening their own business are not taking the first step in making their dreams of becoming an entrepreneur a reality.

The Office of Equal Opportunity's numbers are up to 1597, approximately 7 percent increase from Fiscal Year 09 figures. A record 265 M/WBE certifications in Fiscal Year 10 represents a 104 percent increase from Fiscal Year 09 totals.

A recent CBS News Poll showed that about 30 percent of respondents believe the economy is getting worse, that's a 76 percent decline from when the recession began in 2008.

Your success as a small business owner will stem from a more effective and efficient use of your own time and talents. Set clear, specific goals. Success is the progressive realization of a worthy idea. Goals should be written and include deadlines for accomplishment. J.C. Penny once stated, "Give me a stock clerk with a goal, and I will give you a man who will make history. Give me a man without a goal and I'll give you a stock clerk." Without clearly stated goals, your business does not have clear purpose and you will be controlled by events instead of being in control of them.

Most business owners are realizing that for the next cycle of business growth to occur, the economy must be rebuilt with fresh opportunities and ideas for existing businesses, and new enterprise that can keep the market strong.

How can an M/WBE vendor apply for a loan?

Bank credit nowadays is all about relationships. Spreading yourself out among several banks actually hurts a business to a certain extent. Customers who concentrate their business with one bank are given consideration for this when they seek to expand their relationship with the bank. It's advisable to start your credit search with the bank you already do business with. Banks give "extra points" for current relationships. When you talk to your bank, or any others for that matter, ask the banker you are speaking with if they have issued any loans similar to what you are asking and only start dealing with a banker who has. Too much time is wasted dealing with bankers that have a "can do" attitude, only to find out months later that they can't. Usually you are dealing with the wrong type of banker at the bank.

To maximize your chances of obtaining credit with a bank, you should place your checking and savings accounts with the bank. Banks today provide a range of services that a business owner and consumer would find useful. Personal needs for mortgage loans for the home and personal accounts and IRAs enter into the equation.

Business customers should review the bank's offering of Merchant Services, the ability to take a credit card, as well as the issuance of a Rewards Based credit card that earns points for the business owner when used. I-Treasury and On-Line banking are offerings for the more sophisticated clients, as well as help with establishing and maintaining a company 401K Plan.

All of these services count when a bank evaluates you for credit. More is better!

Cash is king and the more cash you can concentrate in a bank, the more your power increases in terms of negotiations. Paying your bills on time, be it trade payables or debt payments to the credit companies, is critically important. One 30 Day Late Pay can drive your credit score down by 80 or more points and you need to have a personal credit score in the high 600s to get credit these days.

Pull your own credit score from the agencies to see what it is. Fix problems now. Pay off old judgments regardless of who is at fault. They will continue to HURT YOU until you do.

Reduce debt in preparation to apply for more. Come to the bank early on, before you exhaust all your personal cash and home equity. The bank will be much more willing to partner with you if you have some (lots) of both. Particularly, for new businesses first seeking financing, keep in mind that you get one drink at the well. That is, ask for a bit more than you think you need because if you find out six months from now that you need more because of unanticipated problems, you probably won't get it.

Continued on page 9

CONTRACTS EXPIRING IN JUNE 2011

ITSD CONTRACTS

COMMODITIES CONTRACTS

Contract #	Description	Expiration Date
C111029001	Fish	6/12/2011
C107260001	Medical File Folders - DMH	6/30/2011
C108192001	Terry Toweling Fabric	6/30/2011
C108212001	Child Safety Seats	6/30/2011
C108217001	Janitorial Supplies	6/30/2011
C108323001	Medical File Folders/Dividers - DOC	6/30/2011
C110209001	Dairy Products - Eastern Region	6/30/2011
C110246001	Dairy Products - Central Region	6/30/2011
C110291001	Bakery Products - Central Region	6/30/2011
C111006001-003	Fleet Passenger Cars	6/30/2011
C111008001-004	Passenger and Cargo Vans	6/30/2011
C111084001-002	Certified Groceries	6/30/2011
C111085001-010	Non-certified Groceries	6/30/2011

PROFFESIONAL SERVICES CONTRACTS

C308223001	JANITORIAL SERVICES - LEWIS AND CLARK BLDG., JCMO	6/15/2011
C306093001	AUTISTIC ASSESSMENT MODEL FOR SOUTHEAST MISSOURI	6/30/2011
C307095001	ADVERTISING AGENCY OF RECORD	6/30/2011
C307040001	DENTAL WELL BEING COMMITTEE	6/30/2011
C307142001	PSYCHOLOGICAL EVALUATION SERVS	6/30/2011
C308126001	UTILITY ACCOUNT REVIEW AND RECOVERY	6/30/2011
C308248001	CONSULTING SERVICES/HEALTH INSUR	6/30/2011
C307035001	REPRODUCTION & DISTRIBUTION OF BID DOCUMENTS	6/30/2011
C307041001 through C307041016	TRANSITIONAL LIVING PROGRAM	6/30/2011
C307092001 through C307092003	RESIDENTIAL FACILITY, CORRECTIONS	6/30/2011
C307109001	TEEN CRISIS CARE - COLUMBIA	6/30/2011
C307109002	TEEN CRISIS CARE SERVICES - JOPLIN	6/30/2011
C307109003	TEEN CRISIS CARE SERVICES - KC	6/30/2011
C307109004	TEEN CRISIS CARE SERVICES - KC	6/30/2011
C307109005	TEEN CRISIS CARE SERVICES - MOBERLY	6/30/2011
C307109006-09	TEEN CRISIS CARE SERVICES - ST. LOUIS	6/30/2011
C307110001	CRISIS NURSERY SERVICES - COLUMBIA	6/30/2011
C307110002	CRISIS NURSERY SERVICES - ST LOUIS	6/30/2011
C307110003	CRISIS NURSERY SERVICES - JOPLIN	6/30/2011
C307110004-05	CRISIS NURSERY SERVICES - KC	6/30/2011
C307110006-10	CRISIS NURSERY SERVICES - ST LOUIS	6/30/2011
C307155001	HOME VISITATION SVCS-CHILD ABUSE & NEGLECT PROGRAM , JOPLIN	6/30/2011
C307203001	CRISIS NURSERY SERVICES - SPRING-FIELD	6/30/2011
C308081001	TRANSITIONAL FACILITY, CORRECTIONS -FEMALE OFFENDERS EAST REG	6/30/2011

Contract #	Description	Expiration Date
C203035001	Food Services Management Software (FSMS)	6/5/2011
C201021001	Medical Transcription System with Digital Dictation	6/6/2011
C210064001	JCL Validation Software Licensing & Maintenance	6/11/2011
C205060001	VU-ACD/100 & CC Announcer System	6/17/2011
C208076001	Kronos Timekeeping Software Upgrade	6/17/2011
C205061001	Search Engine Solution	6/19/2011
C205049001	Learning Management Systems	6/19/2011
C207048001	Microfilm Reader Printers	6/27/2011
C208098001	Records Management Software Services	6/29/2011
C002011001	Mainframe Express Software Maintenance	6/30/2011
C002021001	Call Management System Software	6/30/2011
C203057001	Online Legal Research Subscription	6/30/2011
C203057003	Online Legal Research Subscription	6/30/2011
C203057004	Online Legal Research Subscription	6/30/2011
C204024001	Instructional Online Subscription Services	6/30/2011
C204058001	IVR System/Maint/Support	6/30/2011
C204081001	Ambulance Reporting Software	6/30/2011
C204085001	IVR System/Service/Support	6/30/2011
C204089001	Project Management Training	6/30/2011
C208055001	Safe-Care System Modules/Enhancements	6/30/2011
C501940001	AFIS System Maintenance	6/30/2011
C700181001	Victim Information Notification	6/30/2011
C600518001	Central Processing Unit	6/30/2011
C202022001	Student Loan Administration Services	6/30/2011
C203017001	Drivers License System Support Services	6/30/2011
C204041001	Statewide Satellite Services	6/30/2011
C201040001	Drivers License OTC System	6/30/2011
C206046001	Web-Based Data Management System	6/30/2011
C206047001	MMIS Procurement Consulting Services	6/30/2011
C206057001	CACS/STRATA System Maintenance	6/30/2011
C206086001	Alchemy Workforce Training Service	6/30/2011
C208053001	GEO - Spatial Consulting Service	6/30/2011
C210035001	Employment/Income Verification Services	6/30/2011
C211015001	Security Risk Assessment	6/30/2011
C211041001	Archibus & Energy Portal Migration Services	6/30/2011
C700645001	Metropolitan Area Network (MAN)	6/30/2011
C204033001	First Call CAD Maintenance/Support	6/30/2011
C205011001	Electronic Fingerprinting Services	6/30/2011
C211011001	HIT Provider Survey	6/30/2011
C700668003	Message Switch Maintenance / Support	6/30/2011
C700668005	One Form Software Maintenance / License	6/30/2011
C200103001	TDMF Software	6/30/2011
C206013001	TMS Maintenance Support & Rehosting Services	6/30/2011
C206088001	Unclaimed Property System (UPS) Maintenance	6/30/2011
C204004001	Multifunction Equipment	6/30/2011
C204029001	NLETS Membership	6/30/2011
C204036001	Digital Document Production System	6/30/2011
C206026001	PC Prime Vendor Service	6/30/2011
C207019001	Xerox Maintenance	6/30/2011

Luevano Hart Construction and Burns & McDonnell Mentor-Protégé Relationship Approved by U.S. Small Business Administration



Luevano Hart Construction, LLC and Burns & McDonnell Engineering Company, Inc., have received final approval from the U.S. Small Business Administration (SBA) for a Mentor-Protégé relationship. The agreement formalizes Burns & McDonnell's commitment to support Luevano Hart in its continued growth and development as a full service construction contractor.

Luevano Hart and Burns & McDonnell have worked together on commercial and industrial projects since 2007. The relationship began through the Greater Kansas City Chamber of Commerce Business Mentorship Program.

Through the recently approved SBA Mentor-Protégé Agreement, Burns & McDonnell has committed to continuing to support Luevano Hart's development and growth as a construction contractor. "We are excited to have our Mentor-Protégé relationship approved by the SBA," says Hector Luevano, President. "It is so fulfilling to see our company logo next to the Burns & McDonnell logo as we strive to reflect the same commitment to clients that Burns & McDonnell has shown for over 100 years now. This joint venture allows our small, minority-owned business to submit on projects that we couldn't perform on our own, with the backing of a firm with a strong reputation across the country. We hope that this formalization of our mentor and protégé relationship will provide new opportunities for both companies."

Luevano Hart was established in August 2003 in Kansas City, MO, as a construction contracting company specializing in commercial/industrial plumbing and pipe fitting services. Luevano Hart also is a certified SBA 8(a)

Business Development Program Participant. The company's mission is to provide services through a wide range of commercial/ industrial applications to clients using a highly skilled professional team working together, with common sense and excellent work ethics. The company founders are engineers with over forty years of experience in the business, construction and automotive industries.

In 2010, Luevano Hart Construction was honored by the Mid America Minority Business Development Council (MAMBDC) as Supplier of the Year. In 2009, the firm was the recipient of a Contract Award Recognition from the MAMBDC, recognizing meaningful contract opportunities formed with Burns & McDonnell. Also in 2009, the Minority Enterprise Development committee honored Luevano Hart Construction by naming the firm "Construction Company of the Year". Finally, the Kansas City Small Business Monthly featured Luevano Hart in a publication and listed them as one of Kansas City's "Smart Companies To Watch". Founded in 1898, Burns & McDonnell is an internationally recognized architectural, engineering and construction services firm headquartered in Kansas City, MO, with regional offices across the United States and worldwide.

With more than 3,000 employee-owners, Burns & McDonnell ranks in the top 10 percent of the 500 largest U.S. design firms and the top third of design-build firms by the *Engineering News-Record*. Recently, Burns & McDonnell also was listed in the top 10 of mechanical/electrical firms by *Consulting-Specifying Engineer*.



Luevano Hart Construction Owners received Supplier of the Year Award from Eddie Davis from Mid America Minority Business Development Council

Ask the Banker



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The old adage, "apply for credit when you don't really need it" is so true, particularly in this economic environment. Banks like to get re-paid, and if things are going well, now is the time to get that line of credit in place.

Put a good business plan and projections together. Show your work when preparing the projections. There's a lot of free help out there.

Have experience in what it is you are doing. Seven years is good; 10 years is better. Hire it if you don't have it.

Having collateral is generally required when you seek to borrow money. Raw land has no collateral value for banks today. Maybe that will change. If you are instructing a building on the land, then that's another story. SBA may be able to help if sufficient collateral is unavailable.

But remember, in today's banking world it's all about relationships. Come to the bank as prepared as possible to show you've done your homework, but don't be afraid to talk to a bank about what it is you need to apply for financing and whether the bank has an appetite for that kind of loan. There are a lot of different appetites and it may take you awhile to find the right bank as well as the right banker in that bank.