

2016 ANNUAL REPORT

# MEDA

MISSOURI ENERGY DEVELOPMENT ASSOCIATION

Leadership



Community



Resource  
Partner



## Utilities working together to make a difference in their communities

*Report prepared by MEDA Business Diversity Committee*

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## MEDA President Message

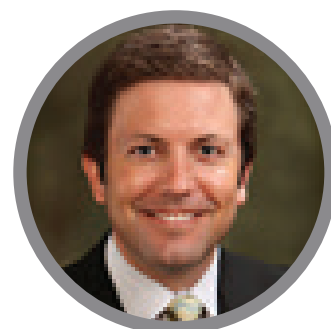
Organized in 2003, the Missouri Energy Development Association (MEDA) is the association of Missouri's Investor-Owned Utilities and their strategic partners. Our members serve nearly 4 million customers, invest over \$1 billion in-state annually, and employ over 11,500 Missourians while providing the electric, natural gas, and water services integral to the safety and prosperity of all Missourians.

Our mission is to work closely with Missouri Investor-Owned Utilities and their strategic partners, representing their interests and advocating balanced policies in legislative and regulatory arenas. MEDA provides creditable public policy leadership, pivotal industry awareness and education, and strategic business intelligence.

Our vision is to be the consummate advocate for Missouri's Investor-Owned Utility Companies and their strategic partners, while proudly serving as an important industry information resource.

MEDA's Business Diversity Task Force has supported for many years our Investor-Owned Utility Companies business diversity programs, development of an overall strategic plan, design and implementation of our website, and coordination of communications between Missouri Investor-Owned Utility Companies and with the Missouri Public Service Commission. MEDA is committed to providing access and opportunity to qualified businesses owned and operated by minorities, women, veterans and service disabled veterans. MEDA maintains a website specifically for our Business Diversity Task Force, wherein diverse businesses register in one location and can be accessed by all of Missouri's Investor-Owned Utilities.

As the President of MEDA, I continue to encourage our Business Diversity Task Force in increasing opportunities for diverse owned businesses, whether it be by the utilization of our website or by procurement strategies within each company. With efficient and increased outreach by our Investor-Owned Utility Companies, we believe we can extend our reach and engage minority-owned businesses across Missouri and other states in the region.



**Trey Davis**  
***President, Missouri Energy Development Association***

# MEDA

MISSOURI ENERGY DEVELOPMENT ASSOCIATION



## VISION

We strive to **strengthen economic development** of our region through **support** and **advancement** of small and diverse business enterprises.

## MISSION

To provide **leadership in business diversity** by developing relationships that will result in a **competitive and innovative supplier base** reflecting our diverse business profiles and by **sharing best practices** to advance our business diversity programs.



## BUSINESS DIVERSITY TASK FORCE MEMBERS



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602 Joplin Ave.  
Joplin, MO 64802



1200 Main St.  
Kansas City, MO 64141



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727 Craig Rd.  
St. Louis, MO 63141



700 Market  
St. Louis, MO 63101



P O Box 270868  
Littleton, CO 80127

Organizations & Community Partners
American Association of Blacks in Energy AABE
Asian Chamber of Commerce
Edison Electric Institute (EEI)
Greater Kansas City Chamber of Commerce (GKCCC)
Heartland Black Chamber of Commerce (HBCC)
Hispanic Chamber of Commerce (Kansas City & St. Louis)
National Association of Minority Contractors (NAMC)
National Association of Regulatory Utility Commissioners (NARUC)
National Gay & Lesbian Chamber of Commerce (NGLCC)
National Minority Supplier Development Council (NMSDC)
St. Louis Regional Chamber
Utility Industry Group (UIG)
Women's Business Enterprise Council (WBENC)

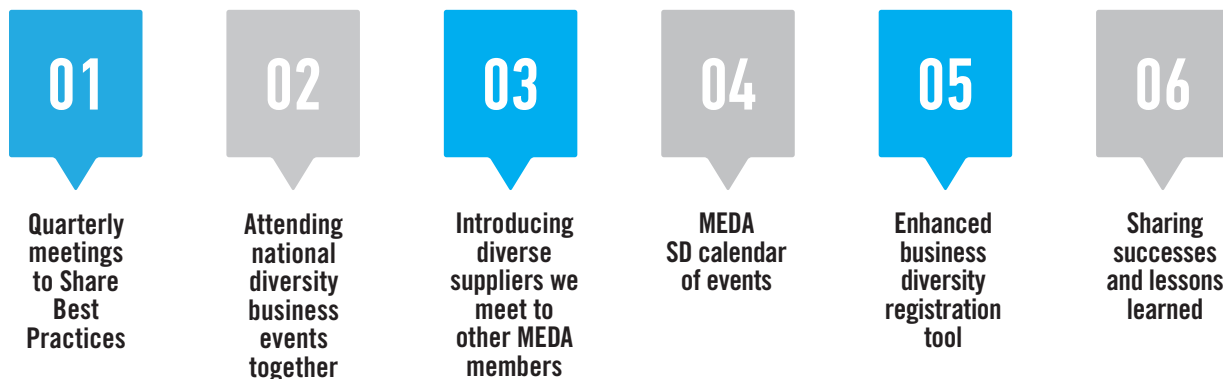
Events Hosted by Member Utilities
Diversity Symposiums – Kansas City/St. Louis
Hispanic Chamber of Commerce/Kansas City/ St. Louis hosted business after-hours receptions
Leading Supplier Academy Workshops
Tuck School of Business Kansas City - Building a High Performing Business
CVS Outreach Presentation
Kansas City Supplier Spotlight
Business Diversity Annual Awards and Recognition Ceremony
SBA - Matchmaking Events
MED-Week
Midwest Business Diversity Expo
MCC Procurement One on One
Women's Business Development Council
Host graduation for diverse suppliers - Turner School of Construction

Supplier Outreach/Initiatives
Sharing supplier lists amongst member utilities
Attending procurement one on one events
Required % of spend with diverse suppliers in all bid packages
Including at least two diverse suppliers in all bid packages
Vetting new suppliers
Sending suppliers to Tuck School of Business
Light Source Mentoring Program
Mentoring Programs
Hosting lunch and learn events for diverse suppliers to meet prime suppliers that we do business with
Safety Fair to meet with diverse suppliers
Attend National Business opportunity fairs to meet with diverse suppliers
Participate in national Utility Industry Groups to share best practices and supplier information
Distributech
National Association of Minority Women Owned Law Firms
Institute for Supply Management
Women's Business Development Center Events/Awards
Leading Supplier Academy Workshops
PSC Luncheon, Business Diversity Financial Luncheon - St. Louis
Hispanic Chamber of Commerce business after hours reception
B&CS and Generation Diversity Summit - April
Operations Business Diversity Summit - October

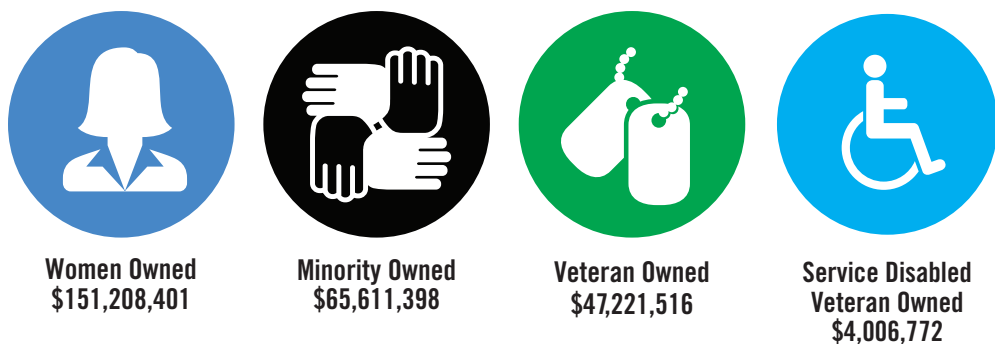




## Initiatives to improve our Business Diversity Programs



## Diversity Spend 2016



**Total spend with diverse suppliers \$255,859,315**

## In conclusion

The MEDA SDTF maintains an active role in participating in programs and collaborating with other organizations across the State of Missouri that promote the development and utilization of diverse businesses. The SDTF investor-owned companies continue to work together and encourage suppliers to register on the SDTF supplier portal.

***We are committed to continuing to be proactive in supporting and improving business diversity and development.***

## Business Diversity Goals & Strategies

Members of the SDTF establish annual corporate and business segment diversity goals.

Many members of the SDTF have established a Tier II reporting policy that is intended to enhance, not replace, efforts to increase meaningful sourcing opportunities for diverse suppliers. Tier II reporting refers to requiring first tier, or prime, suppliers to submit subcontracting or sub-supplier plans that meet certain diversity requirements.



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## Tuck School of Business Graduation KC



## Appendix A: Diverse Definitions

### **Disabled Veteran Business Enterprise – (DVBE)**

A for-profit enterprise presently located in the United States or its trust territories, and is at least 51% owned by an individual(s) who has performed active service in one of the United States armed services and has a disability. The individual(s) must be involved in the day-to-day management of the business.

### **Disadvantaged Business Enterprise – (DBE)**

A for-profit enterprise presently located in the United States or its trust territories, and is at least 51% owned, controlled, operated and managed by a socially and economically disadvantaged individual or individuals, who must have a net worth of less than \$750,000, excluding the equity of the business and primary residence and must meet applicable size standards for small businesses in their industry.

### **HUB Zone Small Business Concern – (HUB Zone)**

A small business must be located in a “historically underutilized business zone” that is owned and controlled by one or more United States citizens and at least 35% of its employees must reside in a HUB Zone to qualify for the HUB Zone program.

### **Historically Black Colleges/Universities & Minority Institutions – (HBCU/MI)**

Historically Black and minority colleges and universities that are recognized by the government as legitimate set-aside business opportunities.

### **Lesbian, Gay, Bisexual, and Transgender - (LGBT)**

A for-profit enterprise presently located in the United States or its trust territories, and is at least 51% owned, controlled, operated and managed by a LGBT individual(s) of U.S. citizenship.

### **Minority Business Enterprise – (MBE)**

A for-profit enterprise presently located in the United States or its trust territories, and is at least 51% owned and operated by a U.S. citizen(s)



who is a member of one of the following groups:

- African American: Black racial groups of Africa.
- Hispanic American: Spanish or Portuguese speaking areas of Latin America or the following regions: Mexico, Central America, South America, and the Caribbean basin.
- Native American: American Indian, Eskimo, Aleut, and Native Hawaiian. Individuals must be regarded as such by the community of which the person claims to be a part. Native Americans must be documented members of a North American tribe, band, or otherwise organized group of native people who are indigenous to the continental United States or who otherwise have a special relationship with the United States or a state through treaty, agreement, or some other form of recognition.
- Asian Pacific: Japan, China, Indonesia, Malaysia, Taiwan, Korea, Vietnam, Laos, Cambodia, the Philippines, Thailand, Samoa, Guam, the U.S. Trust Territories of the Pacific, or the Northern Marianas.

- Asian Indian: India, Pakistan, and Bangladesh.

### **Service Disabled Veteran Business Enterprise – (SDVBE)**

A business concern that is at least 51% owned by one or more service disabled veterans (as defined in 38 USC 101 (16)), or, in the case of any publicly owned business, at least 51% of the stock is owned by one or more service disabled veterans. In addition, the management and daily business operations must be controlled by one or more service disabled veterans. In the case of a permanent or severe disability, the spouse or caregiver of such a service-disabled veteran may control the management and daily operations.

### **Small 8(a) Business – (8a)**

A small business unconditionally owned and controlled by one or more socially and economically disadvantaged citizens of the United States, and demonstrates potential for success.

### **Small Business – (SBE)**

A for-profit enterprise presently located in the United States or its trust territories, and is at least 51% owned, controlled, operated and managed by a socially and economically disadvantaged individual or individuals, who must have a net worth of less than \$750,000, excluding the equity of the business and primary residence and qualifies as a small business under the criteria and size standards in 13 CFR 121 (see FAR 19.1). The size of your subcontractors and suppliers is determined by the NAICS code of their subcontract.

### **Small Disadvantaged Business – (SDB)**

A for-profit enterprise presently located in the United States or its trust territories, and is at least 51% owned, controlled, operated and managed by a socially and economically disadvantaged individual or individuals, who must have a net worth of less than \$750,000, excluding the equity of the business and primary residence and must meet applicable size standards for small businesses in their industry.

### **Veteran-Owned Business – (VO)**

A business concern that is at least 51% owned by one or more veterans (as defined in 38 USC 101 (2)), or, in the case of any publicly owned business, at least 51% of the stock is owned by one or more veterans. In addition, one or more veterans must control the management and daily business operations.

### **Woman Business Enterprise – (WBE)**

A for-profit enterprise presently located in the United States or its trust territories, and is at least 51% owned, controlled, and operated by a woman or women of U.S. citizenship. Individual(s) must be involved in the day-to-day management of the business.





## Appendix B: Certifying Agencies



Asian American  
Chamber of Commerce of Kansas City – AACC



City of Kansas City



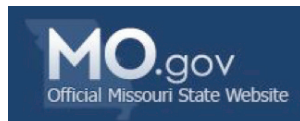
City of St. Louis



MidAmerica Gay  
& Lesbian Chamber – MAGLCC



Mid-States Minority Supplier Diversity  
Development Council – NMSDC



State of Missouri



State of Kansas



State of Missouri



U.S. Small Business Administration – SBA



