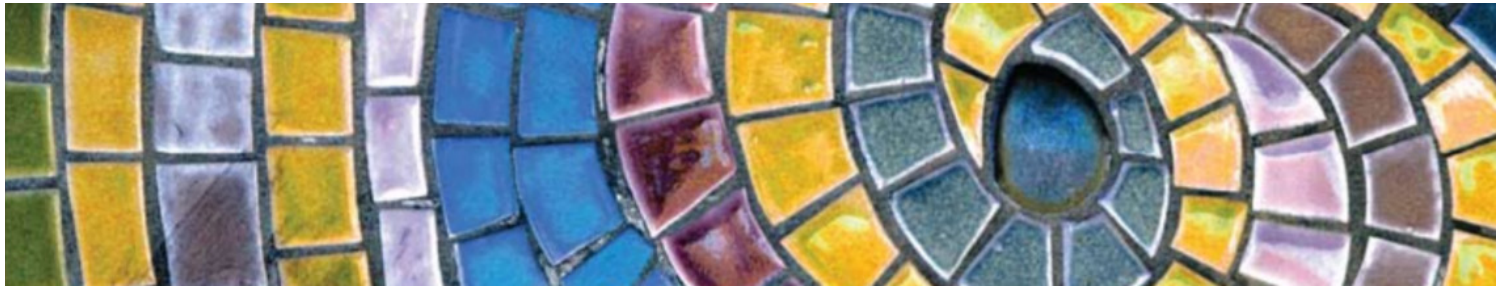




Office of Business and Financial Services



Procurement Diversity Quarterly Connection

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Director's Note

Greetings,
The Office of Procurement Diversity wishes you Happy Holidays. As the Holiday Season is upon us, we find ourselves reflecting on the past year and those who have supported us in our mission to expand procurement opportunities to firms that have been historically under-represented in the procurement process.

We value our relationships, both internally and externally, and we look forward to working with you in the year to come.

We wish you a Happy Holiday Season and a New Year filled with peace and prosperity.

Kind Regards - Sharla

Contact Us

OBFS - Procurement Diversity
UIC:
809 S. Marshfield Ave., 4th Floor
Chicago, IL 60612
UIUC:
111 E. Green St.,
Champaign, IL 61820
Phone:
(312) 996-2971
(217) 244-9671
Fax:
(312) 413-8369
Email:
procurementdiversity@uillinois.edu
Website:
obfs.uillinois.edu/supplier-diversity



John Coronado
UIC Vice Chancellor
Administrative Services



Dale Morrison, John Coronado, Sharla Roberts, Will Davis, and Mike Bass



Will Davis
State Representative

2018 Construction Summit: Developing People. Growing Business.

The room was filled to capacity for the annual Office of Procurement Diversity 2018 Construction Summit, held Nov. 1 at the University of Illinois at Chicago Student Center East.

The event, one of the most anticipated of the year, brought together architects, engineers, design professionals and contractors to cover how to become a successful partner with the University of Illinois System and network with other universities and governmental entities.

Recently appointed UIC Vice Chancellor for Administrative Services John Coronado gave a welcome on behalf of UIC Chancellor Michael Amiridis. Vice Chancellor Coronado provided his thoughts on “increasing minority participation” and committing to “diversity from the very top.” With more than three decades of experience managing complex engineering, construction, and facilities management programs, Coronado

knows how vital it is to have a diverse pool of vendors in the workforce.

State Representative Will Davis of the 30th District was also invited to speak. Representative Davis, a strong advocate for minority-owned firms, works tirelessly to connect with everyone from top business leaders to small neighborhood business owners. He has worked to pass legislation in support of minority-owned firms. Davis spoke to the audience about the importance of “asking questions to continue pushing the issue of why aren’t minorities doing more business? We need to have real conversations.” Representative Davis stated. “It can be difficult talking about the problems you are experiencing but we must drill down to the real issue. Come visit my office. Let’s talk,” he added.

Representative Davis closed on a serious note, but positive energy remained as participants began

networking, meeting vendors and state entities and participating in the workshops.



[See Pages 3 & 4 for more from inside the 2018 Construction Summit...](#)

In the Spotlight: Meccor Industries Outstanding Service Award



Meccor Industries was presented with the Outstanding Service award at last month's Office of Procurement Diversity Construction Summit. This award is typically presented to firms that have a history of providing outstanding service.

Meccor is a true example of how building relation-

ships is imperative to the success in business.

Owner, Johnathan Eng sat down for a brief Q&A to share how he started his business, and lessons learned along the way.

How did your business get started?

Meccor Industries Ltd., was started in February, 1984. I had ownership in two other construction companies previous to Meccor with different business partners. Then, my father, George, and I decided to form our own company to keep it "all in the family."

[Continued on Page 5...](#)

Bautista Electric Bringing Life to Your Environment!



This month's Spotlight feature also includes Urbana-Champaign electrician, Gus Bautista, owner of Bautista Electric. Bautista Electric is an electrical supply company that can meet your needs as an electrical contractor or supplier, and perform as a prime or subcontractor.

For departments or vendors looking for an electrician on a project to

help meet the university's goals, look no further. Gus is a MBE certified vendor with Central Management Services, the City of Chicago, and a DBE with the Illinois Department of Transportation with more than 15 years of in-depth experience working within the University of Illinois System on large scale projects.

A few of the masterpieces that he helped build include:

- State-of-the-art Electrical Computing Engineering (ECE) building
- Blue Water Super Computer building

[Continued on Page 5...](#)

Promote your Department's Brand Using Promotional Item Vendors in iBuy!

Is your University of Illinois department looking for creative ideas for promotional items? Are you hosting an event and would like to make sure your brand or name is remembered? Have no fear, promotional items are here!

Several promotional item vendors are easily accessible in [iBuy](#). These vendors offer a variety of customizable promotional products ranging from apparel, bags, and totes, to computer, phone and music accessories.

Vendors such as Bienali can even design merchandise using the university colors and logos! [See customized items.](#)

If you have questions, please email [OBFS, Office of Procurement Diversity](#).



Tools You Can Use



Vendors: Due to the delayed payment cycle, the State of Illinois has created the **Vendor Payment Program (VPP)**, a voluntary program designed to expedite the time frame of payments to state vendors and service providers. Participation is simple and secure, and vendors receive 100 percent value of their receivables, free of cost. Learn more about eligibility and how the program works on the [Illinois Department of Central Management Services website](#).

Upcoming Events

• March 13 - SIUE Vendor Fair

Learn how to do business at Southern Illinois University Edwardsville.

• April 3 - UIC: Professional Services Diversity Symposium

More details to come!

2018 CONSTRUCTION SUMMIT

Developing People. Growing Business



Contractor's Workshop

Attendees participated in the Contractor's Workshop to understand Job Order Contracting (JOC) and the Contractor's Services Programs. The workshop provided a great opportunity to hear about the criteria the university evaluates and what contractors need to know to become successful proposers. Expert panelist included John Lewis, Senior Director for the Office of Capital Programs (UIC); David Dowler, Associate Director of Construction Services (UIUC); Vy Milunas, Director of Project Management for Physical Plant Amin (UIC); Tracy Sullivan, Assistant Vice President of Procurement and Business Services (GSU); and Irma Lopez, Outreach Manager for the State of Illinois Business Enterprise Program.



Design Professional Panel

Experts presented on the Design Professional Panel including: Sean Reeder, Interim Director, Office of Capital Programs and Real Estate Services (UIUC); Doug Reddington, Architect/Senior Planner in Division of Capital Programs (UIUC); William Bradford, Assistant Director for the Office of Capital Programs (UIC); and Jesse Martinez, FEP Administrator at the Capital Development Board. The panel provided insight into the Qualifications Based Section Process (QBS) and the design proposal submittal and evaluation process. Attendees learned about the criteria the university evaluates and how to become successful proposers.



Kim Johnson,
Architectural Designer

Award Winners

The awards ceremony provided a great opportunity to recognize several businesses for their outstanding contributions and incredible partnerships with the University of Illinois System including the Outstanding Service Awardees Interactive Design (pictured left) and Meccor Industries (see "In the Spotlight" on Page 2), and Diversity Partnership Awardee F.H. Paschen (pictured right)



Anthony Izzi and Charles Johnson

2018 CONSTRUCTION SUMMIT

Developing People. Growing Business

Networking



In the Spotlight (Continued from Page 2)

We originally started Meccor off as a structural concrete and carpentry subcontractor. Over time it has developed into a general contractor that still self performs concrete, carpentry, and miscellaneous metal work.

What lessons have you learned from your experience doing business with the U of I System?

Meccor has built an excellent reputation with the University of Illinois staff for the work it has performed over the last 20-plus years. Two lessons learned have helped to support that reputation:

1. Serve the client

The University of Illinois staff that we work with are hard working, knowledgeable professionals who want to get projects completed. Meccor’s top priority is to serve that need. We deliver a project with the best quality work, on time, and within budget. We strive to be responsive, to manage the work so it runs as smoothly as possible and to make our clients jobs easy.

2. Work as a team, not as adversaries

The majority of our contacts at the University of Illinois have worked with us over many years. Our relationships have grown to ones of mutual respect, fairness and trust. So when problems and conflicts arise, as they often do in construction work, we are able to work together with them to concentrate on solutions to the problem, not who caused the problem. We both have learned to be flexible and to think as a team with a common goal.

Meccor has applied these lessons learned to help build stronger relationships with other clients. We truly value the opportunities the University of Illinois has given us and hope to continue working there in the future.

Bautista Electric (Continued from Page 2)



In addition, Gus has also provided the electrical work for the Siebel Center for Computer Science, Krannert Center for the Performing Arts, and the Chemistry and Life Science Laboratory.

Conveniently located in east-central Illinois, Bautista Electric is well positioned to provide electrical contractor services and supply, both locally and regionally, serving the Chicago market to the north, Peoria and Springfield

markets to the west, Lafayette and Indianapolis to the east, and St. Louis to the south.

As an inside wireman and company owner, he knows the importance of delivering the product on time, on budget and according to design specifications. Understanding that “no plan survives first contact with implementation,” Bautista Electric uses a passion for problem-solving to course correct and meet goals within the fast-paced construction environment.

To learn more about how Bautista Electric can partner with you to meet your electrical contractor needs, please email Gus directly at bautistaelectricinc@gmail.com to schedule a conference call or meeting, or contact the Office of Procurement Diversity.

