



Commonwealth of Virginia

DMBE DIALOGUE

DEPARTMENT OF MINORITY BUSINESS ENTERPRISE

Volume 2, Issue 3
September 2011

Virginia Department of Minority
Business Enterprise
Ida McPherson, Director

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DMBE Vision

To be the central business connector for Small, Women-owned and Minority-owned Businesses in the Commonwealth of Virginia.

DMBE HOSTED FIRST REGIONAL BUSINESS MATCHMAKING SUMMIT

Thanks to the many persons who assisted us in hosting the first ever *Regional Business Matchmaking Summit* in Portsmouth Virginia on June 6 and 7. Your support made it possible, at no cost to taxpayers, for over 300 SWaM certified business owners to talk directly to procurement representatives from a number of state agencies, area cities, universities and some of the largest privately-owned companies in Virginia. The businesses were able, in a private setting, to present their capabilities, develop contacts and form new partnerships. We are happy to report that many business owners have already acquired new and rewarding contracts since participating in the Summit.

We would like to offer a special thanks to our sponsors who supported DMBE's effort to provide this first of a kind business matchmaking opportunity to SWaM businesses in Virginia:

SunTrust Bank
Clancy & Theys Construction
VASCUPP Universities
Virginia State University
Bay Electric
SKANSKA

Newport News Shipbuilding
Capital Novus
Wells Fargo Bank
NCP Federal Credit Union
Ferguson Enterprises

A special thanks also to our co-hosts

The cities of Suffolk, Portsmouth, Norfolk, Virginia Beach, Chesapeake, Newport News and Hampton

EVERYBODY'S ASKING: "When and Where is DMBE's next Summit?"

Contact us for more information on upcoming events and business matchmaking assistance for your business.

DMBE CONTACT INFORMATION

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SWaM SUCCESS STORY

Frankie D. Hughes, President & CEO Hughes Capital Management

It has been said that nothing takes the place of intelligence combined with a relentless drive and determination to succeed. Frankie D. Hughes, the Founder and President of Hughes Capital Management of Alexandria, Virginia subscribes to that principle. Ms. Hughes established her woman and minority-owned, SWaM certified firm in 1993. Today it is a leader in the business of fixed income management. Ms. Hughes acknowledges that for Hughes Capital Management, “it is a relationship business” and her steadfast investment in developing and cultivating relationships has paid off for her firm. Most recently, the University of Virginia’s Treasury Management Department, announced that it awarded a contract to Hughes Capital Management, to manage over \$30 million of fixed income securities on behalf UVA’s Medical Insurance Fund.



“This award serves as an example of how persistence and hard work pays off for diverse firms at the University of Virginia,” Eric Denby, Director of Procurement and Supplier Diversity Services, at UVA said.

In addition to recently adding UVA to her firm’s list of stellar clients, Hughes Capital also manages \$235 million for Michelin Tires, \$145 million for the State of Indiana Retirement System, and \$80 million for the Washington D.C. Transit Authority/ Amalgamated Transit Union 689. In summing up the impact that DMBE has made on her business, Ms. Hughes readily acknowledges that “were it not for SWaM certification, we wouldn’t have gotten in the door at UVA or at numerous other state agencies. This certification gets you in the room with the people who understand their institution’s decision making process.”

Despite her many engagements, Ms. Hughes attended and graduated from the first ever DMBE/SunTrust Diverse Business Academy, a four-month Business Training Initiative that was established by DMBE Director Ida McPherson earlier this year in a partnership with SunTrust Bank. She also participated with other SWaM companies on June 6 and 7, 2011 at the first ever DMBE Business Matchmaking Summit in Portsmouth Virginia.

DMBE Director McPherson congratulates Hughes Capital and acknowledges that Hughes Capital is exactly the type of capable and dedicated business that Governor McDonnell has in mind when he shares his views about strongly supporting business expansion opportunities and inclusiveness of SWaM Certified companies in the state’s procurement system. We salute Hughes Capital Management as one of our SWaM Success Stories.

For more information about Hughes Capital Management, Inc., visit its website at www.hughescm.com or contact the office in Alexandria Virginia at 703-684-7222.

Over 20,000 Firms Now SWaM Certified by DMBE!!

The Latest SWaM Stats (As of July 30, 2011)

	<u>Small</u>	<u>Women</u> <u>Owned</u>	<u>Minority</u> <u>Owned</u>	<u>Total</u>
Certified SWaM Firms	8,801	5,060	6,437	20,298

Department of Minority Business Enterprise Interdepartmental Advisory Board Established



Ida McPherson, Director of DMBE, established the Department of Minority Business Enterprise Interdepartmental Advisory Board in November of 2010. The Board meets monthly at rotating host sites, and assists in developing and promoting new initiatives and removing barriers for small, women-owned and minority-owned businesses in the procurement process of the Commonwealth of Virginia.

Board members representing the following agencies shall serve for one year, after which other agencies, will be represented in order to allow additional input from other state participants:

Department of Alcoholic Beverage Control
Department of Motor Vehicles
Department of Agriculture and Consumer Services
Department of General Services
 Division of Purchases and Supply
 Division of Engineering and Buildings
Department of Corrections
 Procurement and Risk Management Unit
 Architectural and Engineering Services
 Facilities Management Services

Virginia State University
Department of Juvenile Justice
VITA
James Madison University
Department of Emergency Management
Virginia Community College System
Department of Minority Business Enterprise
Department of Social Services

The agencies have met monthly since November to address issues in procurement and to study and implement best practices in their agencies and universities. The Board has examined the Commonwealth's procurement system and made recommendations to the Administration on topics such as bonding, marketing and outreach services, access to capital, expansion of the Dashboard and eVA, and revising procurement systems to be more user-friendly.

The Board is now focusing, among other things, on services to Service-Disabled Veterans and ways to capture sub-contracting spend more effectively.

On behalf of the over 20,000 SWaM Certified businesses in our DMBE database, we offer our sincere thanks and appreciation to each member of our Board for volunteering to serve and assist the Governor, Secretary of Administration and the Commonwealth in efforts to expand procurement opportunities for Virginia's small, women-owned, minority-owned and service disabled veteran-owned businesses.

DMBE DIRECTOR'S CORNER

By Ida McPherson



A YEAR IN REVIEW

Although it seems as though I just arrived at DMBE as Director, it has really been a year. Between getting to know the lay of the land, meeting people, attending functions, working through the maze of regulations and bureaucracy, the Department has made significant progress. With the advice and assistance of many of you, we have reached several milestones. Here's a recap of our FY11 year- July 1, 2010 through June 30, 2011.

- ◆ We streamlined the SWaM certification process and shortened it from thirty days to only one week. In the process, we erased a backlog of existing files and moved them to completion.
- ◆ We organized and hosted the first ever DMBE Diverse Business Academy focusing on Business Analysis and Access to Capital with SunTrust Bank, Richmond, Virginia. Fifty (50) businesses attended this intensive training program over a four month period and forged banking and capital relationships.
- ◆ Worked with MGT to complete public hearings and focus groups throughout the Commonwealth to gather anecdotal evidence for Phase 2 of the MGT Disparity Study.
- ◆ We successfully raised public awareness of DMBE services in both the private sector and with state agencies and universities throughout the Commonwealth.
- ◆ Created a strong regional coalition of partners in the supplier diversity communities of Northern Virginia and Hampton Roads and participated in a combined program with the African American, Hispanic and Asian Chambers of Commerce.
- ◆ Worked on enhancement expansions of DMBE Dashboard to capture subcontracting and service disabled veterans' expenditure data with rollout slated before close of FY 12.
- ◆ Reviewed internal budget and operations and recommended changes which resulted in a savings of \$52,000 for the taxpayers.
- ◆ We planned, organized and hosted the first ever DMBE Regional Business MatchMaking Summit in partnership with the cities of Portsmouth, Norfolk, Chesapeake, Suffolk, Newport News and Hampton as described more fully on the front page and raised \$37,000.00 to fund the venture.
- ◆ Created the first DMBE Interdepartmental Advisory Board, which is composed of representatives from 13 state agencies and universities. The Board has been instrumental in analyzing the state's procurement system and making recommendations for greater use and user-friendly applications.
- ◆ Opened three satellite DMBE offices, one in Virginia Beach at the Municipal Center, one at the VDOT central office in Northern Virginia and one at One Franklin Street, Hampton VA.
- ◆ We created the DMBE DIALOGUE newsletter that you are now reading. It serves as a valuable tool that enables us to communicate with stakeholders around the Commonwealth and in other parts of the country. This DMBE Dialogue also provides an opportunity to keep our readers informed of our progress and the most current Supplier Diversity best practices. In turn, DMBE, is better able to build a leadership model for best practices in procurement opportunities in the Commonwealth.

At the end of our first year, we believe that we have re-branded DMBE to focus on the most important part of our mission; we match businesses with real procurement opportunities. We embarked upon this part of the mission with laser focus and have now become known as: "The Business MatchMaker."

While some say it's hard to get things done in state government. We say, "Watch DMBE"!

Upcoming Events

- ◆ **Capitalize on Southern Virginia's Creative Economy Conference**, September 8, 2011, 8:30am to 4:30pm, at Colonial Center for Performing Arts in South Hill, VA., Event is co-sponsored by the Virginia Tourism Commission and Southside Virginia Community College. Call Southside Virginia Community College at (434) 955-2252
- ◆ **SWaM Fest VII**, presented by the Virginia Association of State College and University Purchasing Professionals, September 15-16, Richmond, VA
- ◆ **The Governor's Small Business Summit**, September 26, 2011, 12n – 6pm, Virginia Museum of Fine Arts Richmond, VA. Contact: rachael.steinhoff@vdba.virginia.gov
- ◆ **FORUM 2011**, Virginia's largest event for state and local procurement professionals and supplier partners, November 14 – 16, 2011, Hampton Roads Convention Center, Hampton VA, Contact: suzie.gleason@dgs.virginia.gov

In Memoriam
VIRGINIA F. "BETTY" CURTIS
President
Curtis Contracting, Inc., West Point, VA

The SWaM and DBE Business Community lost a dear friend, colleague and champion when Virginia "Betty" Curtis passed away peacefully recently on August 19, 2011 while surrounded by her loving family. Mrs. Curtis was founder and President of *Curtis Contracting Inc.* of West Point, VA. She founded Curtis Contracting in 1985 and remained active as the leader of the company until her death. She will be remembered for her gracious ways and her love of people and laughter

Mrs. Curtis was not only a successful business owner but she was actively involved in efforts to ensure that Disadvantaged Business Enterprises (DBE) and Small, Women-owned and Minority-owned companies were given the opportunity to participate in the Commonwealth of Virginia's procurement system. She was also an active member of The Virginia Transportation Construction Alliance.

She leaves behind her loving husband of 62 years, Mr. Andrew R. "Mickey" Curtis, children and grandchildren, and a host of other family members and friends. She was an astute business woman and loyal friend in the DBE community and will be greatly missed.