

TSMSSDC

NEWSLETTER Q4



The Race is On

The 2010 Annual Meeting and Agavé Awards
Thursday, December 9, 2010

The Kentucky Derby Museum
704 Central Avenue
Louisville, KY 40208

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Several prospective corporate members gathered at the YUM!

Highlighted MBEs

Gaylor joins TSMSSDC

TSMSSDC would like to call attention to one of its new corporate members: Gaylor, Inc.

Mortenson Construction

Mortenson Construction's goal of 20% MBE participation has been exceeded, with the final percentage of 23%

Gaylor joins TSMSSDC Membership



TSMSSDC welcomes one of its new corporate members, Gaylor, Inc. Gaylor, Inc. is a premiere national electrical contractor headquartered in Indianapolis. Started in 1984 by John Gaylor, the company boasts 16 locations, and is licensed in 42 states across the U.S. From its first years, President & CEO John Gaylor has steered Gaylor, Inc. toward the inception of a values-driven culture: one that embraced ethics, education, and supplier diversity. Now some 26 years later, the company commands a solid reputation not only for its reputable business practices, but also for its firm stance on conducting business with integrity and strong ethical standards.

From the beginning of the company's existence, John Gaylor had strong relationships with many minority-owned contractors. Those relationships eventually evolved into what is now the Gaylor Office of Supplier Diversity, an extremely rare entity for specialty subcontractors. Another rarity is the implementation of the Diversity Directorship position. Clyde Rainey, Gaylor's first Corporate Diversity Director, oversees the company's workforce diversity, supplier diversity management, minority vendor relations, and Mentor-Protégé Agreements (agreements between Gaylor, Inc. and MBEs, designed to promote WMBE and small business success through council and technical/industry assistance).

According to Rainey, 26% of Gaylor's subcontracting opportunities were awarded to WMBEs and small businesses during the previous five years. "Essentially we decided to join [TSMSSDC] at the grassroots level to foster our relationship between the supplier development council staff, council members, the local community and our Jeffersonville branch, which oversees southern Indiana and all of Kentucky."

In the coming months, Gaylor's Office of Supplier Diversity will be working with TSMSSDC to develop a "Working With Gaylor" Making It Happen session in Louisville, Kentucky. This networking event will be designed to foster stronger relationships with suppliers and subcontractors certified by TSMSSDC, the local community, and Gaylor, Inc. This event will showcase current and future construction opportunities within the region.

Gaylor, Inc.'s efforts are certainly reaping a world of benefits for the minority-owned businesses that partner with this values-based national electrical contractor. From all of us at TSMSSDC, we are so glad you've joined us!

Mortenson Construction



TSMSSDC would like to recognize award-winning contractor Mortenson Construction for its exceptionally high numbers for MBE participation in building the KFC Yum! Center, the brand new Downtown Louisville Arena.

In its more than 56 years of business, Mortenson Construction has ventured beyond its headquarters of Minneapolis



communities where they work and one of the ways they do that is by providing profitable opportunities to local, minority-owned businesses. With that aspiration in mind, they committed to a goal, established by the Louisville Arena Authority, of 20% MBE participation in the building of the arena.

The arena, home of the University of Louisville men's and women's basketball teams, is a 22,000-seat project overlooking the Ohio River. By the time the complex was officially completed on October 10, 2010, Mortenson Construction's goal for MBE participation had been exceeded, as the percentage had jumped to 23%. Of the profits gained from building the arena, \$49 million went to minority-owned firms. "Mortenson is extremely proud of our achievement on the KFC Yum! Center," said Littlejohn, "and especially in providing opportunities for the local minority contracting community to be an integral component of the project."

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to establish locations in major cities throughout the United States, and in Shanghai, China. Ranked in the Top 25 of *Engineering News-Record's Top 400 Contractors Report*, it is no secret that Mortenson Construction is recognized nationally as one of the country's top builders.

Lynn Littlejohn, Mortenson Construction's Director of Community Affairs, described the company's philosophy toward supplier diversity as the desire to maximize minority participation in a meaningful way. She explained that the company believes they should be stewards of the