



**NOTICE**

**Business Enterprise Council**

**Council for Minorities, Females and Persons with Disabilities**

**Monday, November 1, 2021**

**1:30 pm – 3:30 pm**

**Location: Webex Event**

**MINUTES**

I. Welcome

Chair Johnson welcomed everyone to the meeting.

II. Call to Order

Chair Johnson called the meeting to order at 1:33 pm. Kori Acosta proceeded with roll call.

III. Roll Call

Roll call was conducted. Quorum was established.

<b>BEP Council</b>				
<b>ATTENDANCE ROSTER: COUNCIL MEMBERS</b>				
<b>Members</b>	<b>Present</b>			<b>Absent</b>
	<b>In person Chicago</b>	<b>In person Springfield</b>	<b>via WebEx</b>	
<b>Arielle Johnson, Chair</b>			<b>x</b>	
<b>Alex Bautista</b>			<b>x</b>	
<b>Bola Delano</b>			<b>x</b>	
<b>Emilia DiMenco</b>			<b>x</b>	



Jaime DiPaulo				x
Ryan Green			x	
Larry Ivory			x	
Andrew Johnson			x	
Jesse Martinez			x	
Sharron Matthews			x	
Jonathan McGee				x
Edward McKinnie				x
Kaney Frances O'Neil				x
Hedy Ratner				x
Tracy Sullivan			x	

**Note: Meeting was held via WebEx video conference to adhere to the social distancing guidelines, due to the COVID -19/Coronavirus pandemic.**



Agency Representatives

Business Enterprise Council				
ATTENDANCE ROSTER: Agency Representatives				
Agency	Representative	Present		
		In person - Chicago	In person - Springfield	via WebEx
Central Management Services	Kori Acosta			
	Raven DeVaughn			
	Terrence Glavin			
	Claudia Gomez			
	Carlos Gutierrez			
	Arielle Johnson			
	Macassa Johnson			
	Julie Langrehr			
	Harry Reinhard			
	Leslie Taylor			

Total: 10 CMS and other Agency Employees attended this meeting.

Posted Business

IV. Approval of the Minutes for August 23, 2021 BEP Council Meeting

Member Green motioned to defer approval of the minutes from August 23, 2021 to the next meeting. Member Bautista seconded. All agreed. Approval of the minutes was deferred to the next BEP Council meeting.

In accordance with the Illinois Open Meetings Act (5 ILCS 120) and the Freedom of Information Act (5 ILCS 140) the above meeting is open to the public  
Business Enterprise Council

Member Matthews stated she had follow-up items regarding the minutes for Chair Johnson which she would be sending to her.

V. **Chair's Report – Arielle Johnson**

a. **Hispanic Heritage Month**

- a. Chair Johnson announced that between September 15<sup>th</sup> and October 15<sup>th</sup> they celebrated Hispanic Heritage Month. They held a conversation with the Hispanic American Construction Industry Association ([HACIA](#)) about SB1608 and reciprocity updates.

b. **Indigenous People's Day**

- a. Chair Johnson expressed gratitude that Member Johnson was able to provide education regarding Native American owned businesses during the Indigenous People's Day celebration.
- b. She also thanked Dr. Nzinga, the new Chief Equity Officer in the Office of the Governor for adding to the context of the conversation in terms of work that is being done to collaborate with BEP and the Native American community to ensure access, equity, and inclusion.

c. **NASCA Awards**

- a. Chair Johnson stated that the National Association of State Chief Administrators ([NASCA](#)) held their leadership conference in Rochester, New York last week where BEP was awarded for innovation in state government as it relates to diversity and procurement.
- b. She announced there will be a press release coming out soon.

d. **Holiday Council Meetings Schedule**

- a. Chair Johnson proposed that the date for the next BEP Council meeting be moved due to December 27<sup>th</sup> falling on the 1<sup>st</sup> workday after the holiday weekend. The new date proposed was December 13<sup>th</sup>. A vote was taken.
- b. Member Matthews motioned to move the next BEP Council meeting to the proposed date of December 13<sup>th</sup>. Member Bautista seconded. All agreed. The next BEP Council meeting date was moved up from December 27<sup>th</sup> to December 13<sup>th</sup>.

VI. **Subcommittee Reports**

- Certification Subcommittee Report – **Chair Sullivan**

1. Chair Sullivan informed the council of the increase in certifications and impact of reciprocity. She thanked staff for sharing data and analytics with them.
  2. She echoed Member Johnson's request that information be shared with the subcommittees in advance, rather than the day of, so that they can be prepared.
  3. Chair Sullivan commented that they had two appeals, one for Environmental Design Inc. was tabled for more information to be submitted and the other for A & W Plumbing regarding a denial which was upheld.
- Outreach Subcommittee Report – **Chair Delano**
1. Chair Delano stated that the September 28<sup>th</sup> meeting was more about nominations, however the next meeting would be about getting down to the details.
  2. She outlined that the new member of the Outreach staff will be introduced at the November 16<sup>th</sup> meeting.
  3. Chair Delano related that some of the excellent work that was done before her time will be completed or finalized in accordance with completing the strategic plan.
  4. She announced that Outreach is increasing work with other agencies and the Chicago Minority Supplier Development Council ([CMSDC](#)) as well.
  5. Chair Delano highlighted that she had also suggested they work with the Council of Governments.
- Compliance Subcommittee Report – **Chair Matthews**
1. Chair Matthews thanked Member Ivory for facilitating the compliance meeting on her behalf.
  2. She reminded the members of the need to set-up a workgroup to review the 2021 Compliance Plans.
  3. Chair Matthews suggested that each subcommittee come up with 3 priorities and make recommendations to give to CMS staff to share with the Governor's Office/CEI as one document, so that they know where they are going and what their ideas and major priorities moving forward toward the end of the fiscal year in June
  4. She pledged that this would be a good way to introduce themselves and added that CMS is doing something similar. Chair Matthews said they

could have it put together nicely with their agendas and ready for the full council meeting for them to agree on.

VII. **Ongoing Business**

a. Update from Certification Division – **Carlos Gutierrez**

- i. Mr. Gutierrez provided an update of the [webinar series](#).
- ii. He reported that they will have 3,300 vendors by the end of the week, but let it be known that their numbers do fluctuate.
- iii. Mr. Gutierrez detailed that their target is an additional 5,500 by December which is a little short. He added they are once more working with the City of Chicago, Cook County, and CMSDC to reach out to vendors.
- iv. Chair Johnson congratulated Mr. Gutierrez and his team for performing significant outreach to fill the gap of not having an outreach team, as well as to ensure that once vendors are certified that their questions are answered.
- v. Member Matthews requested that they add the chart regarding what percentage of vendors are also registered with [BidBuy](#). She stressed this is just as important as getting certified.
- vi. Mr. Gutierrez noted that the option to register for BidBuy is present during the certification renewal process and what happens is that many vendors skip the BidBuy registration process since it is not mandatory. He outlined it is the 1<sup>st</sup> question asked by the system and if the vendor answers yes, they are registered, the system automatically assumes the vendor is BidBuy registered.
- vii. Mr. Gutierrez pointed out that mandating BidBuy registration is an option for the council to consider, but that without a council mandate he is unable to move forward.
- viii. He also stated that some vendors certify with the intent to do business solely with the private sector.
- ix. Member Delano cited questions she has received from those asking why should they be part of BEP.
- x. Member Martinez offered that in the vertical construction business there is significant opportunity to the point where some have had to turn down opportunities.
- xi. Member Ivory pointed to concerns that African American businesses have, and over sheltered markets and exemptions that need to be moved forward. He said they need to do more and challenge themselves. He asked about the status of the contract that DHS put out for rebid.

b. Update from Outreach Division – **Arielle Johnson**



- i. Chair Johnson announced that Margarita Olmos starts with the Outreach Division on November 16<sup>th</sup>. She said Ms. Olmos is bilingual and will be joining the next BEP Outreach Subcommittee meeting. Chair Johnson added that Ms. Olmos will soon be joined by an Outreach Manager to lead her.
  - c. Update from Compliance Division – **Harry Reinhard**
    - i. Mr. Reinhard had a correction on the Compliance Subcommittee Meeting. He stated it was not DOT, but that it was the Department of Innovation and Technology that was there when the council was questioning them on their emergency procurements and BEP participation.
    - ii. Mr. Reinhard reported that roughly 50% of BEP Certified Vendors receive contracts with the state.
    - iii. He stated that not having all BEP certified vendors listed in BidBuy causes difficulty in notifying all the appropriate BEP vendors of the procurement, as Notification lists are generated from BidBuy only.
    - iv. Mr. Reinhard reported they have received 86% of all compliance plans. He said for FY22, with just a few outstanding Compliance Plans, the Dollars Subject to the goal is at 11.9 billion dollars, which calculates a 30% aspirational goal close to 3.6 billion - the 1<sup>st</sup> time a BEP goal has been calculated over 1 billion dollars.
    - v. He remarked that 2021 will be another record year of expenditures and added that every year BEP participation increases – a positive trend.
    - vi. Member Delano requested a breakdown by minority and female of available vendors.
    - vii. Member Matthews pointed out that historically a lot of the contracts seem to go to the same vendors and that a lot are not BidBuy registered.
  - d. Sheltered Markets – **Arielle Johnson**
    - i. Chair Johnson stated she would re-share the data analysis (Sheltered Markets) training. She outlined that the BEP Council has the authority to establish sheltered markets which should be memorialized by a resolution.
    - ii. Member Delano commented that perhaps they need to have a conversation to identify various sectors for sheltered markets.
    - iii. Member Matthews recommended that 1<sup>st</sup>, that they be given a list in descending order of all the sectors where BEP has less vendor representation in, and 2<sup>nd</sup>, they be given a list of business sectors where they have depth.

VIII. **New Business**

- a. Mentor Protégé Update – **Arielle Johnson**

- i. Chair Johnson announced that Magdalena Toussaint will be joining BEP as the new Mentor Protégé Program Manager in December, in time to participate in subcommittee meetings. Her background is in compliance and there will be a Mentor Protégé Coordinator as well.
    - b. Goal Credit – **Jesse Martinez**
      - i. Member Martinez spoke of the barriers and conditions involved in participation and receiving goal credit in vertical construction, specifically when a prime hires a subcontractor. Member Martinez also spoke of his concern that BEP subcontractors that subcontract out work take on risk and expressed a desire for such subcontractors to earn credit for work performed by its subcontractors.
      - ii. Ms. Langrehr stated that under the BEP Act a commercially useful function has to be performed in order to be counted towards the BEP goal. She explained that the BEP Act refers to the federal regulations to define a commercially useful function. She added that the council can vote for a shift in the rules if it seeks to adopt a different requirement.
      - iii. Member Ivory asked that Member Martinez speak with businesses working in minority contracting and have them give the council some feedback.
      - iv. Member Dinkins stated being in favor of Member Martinez’s work, as she is an electrical vendor who does 80% of the work and subs out a small portion to add capacity.
    - c. JCAR Update – **Radhika Lakhani**
      - i. Ms. Langrehr presented on behalf of Ms. Lakhani. She stated that they are working on updates regarding SB1608 and the trailer bill.

## IX. Public / Vendor Testimony

- a. Ms. Michelle Snyder – Health Pro  
Ms. Snyder signed-up to give public testimony but was not present when called.
- b. Tammy Little – Little Transportation:
  - i. Ms. Little stated her desire to become recertified with the DHS program.
  - ii. Chair Johnson responded that she would speak to her after the meeting.
- c. Mr. Malcolm Weems – Weems Way Consulting
  - i. Mr. Weems stated that no one can present a list of what is the problem with BEP utilization. Mr. Weems pointed out that he thought that was something (the council) should know or have available to them.

## X. Upcoming Business Enterprise Council & Subcommittee meeting dates:

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Business Enterprise Council





ILLINOIS

JB Pritzker, Governor

DEPARTMENT OF CENTRAL MANAGEMENT SERVICES

Janel L. Forde, Director

- Next Council Meeting – Monday, December 13, 2021
- Next Certification Subcommittee Meeting – Monday, November 22, 2022
- Next Outreach Subcommittee Meeting – Tuesday, November 16, 2022
- Next Compliance Subcommittee Meeting – Wednesday, November 17, 2022

#### XI. **Adjournment**

Member Delano motioned to adjourn the meeting. Member Bautista seconded. All agreed.  
The meeting adjourned at 3:24 pm.

#### **BEP [Outreach Events](#)**

**Note: There will be no IPB Notices and Solicitations Reports for this meeting.**