

SUPPLIER DIVERSITY Newsletter

The Newsletter of the KCTCS Supplier Diversity Initiative



NEWSLETTER DATE:
Q1 2013 Vol. 2 No. 1

Supplier Spotlight: RCF Group Expertise and Leadership Leads to Opportunity With Gateway Community and Technical College

Carl Satterwhite, President of RCF Group, a certified minority business enterprise and diverse supplier to Gateway Community and Technical College in Florence, Kentucky, applauds the opportunities created for diverse businesses through KCTCS' Supplier Diversity Initiative. "One of the measures of success of the Initiative is proven by the fruit it produces. RCF Group was introduced to Gateway by National Diversity Solutions (a fellow KCTCS supplier). This "pay it forward" approach is evidence the system is vibrant, alive and fertilizing the seeds of inclusion," says Satterwhite. With a freshman son attending school in Lexington, Satterwhite adds he is proud of the unity shown by the educational and economic development communities of Kentucky to embrace multiculturalism. "As an African-American business owner it is encouraging to see our country's diversity reflected in our region and by KCTCS."

RCF Group focuses on providing tailored and comprehensive workplace solutions, gaining insight through listening sessions to understand each customer's business culture, needs and challenges. The company also utilizes their knowledge and expertise to help customers exceed goals, ensure accountability and responsiveness to form a long-term relationship, while delivering superior service.



Carl Satterwhite
President/Owner, RCF Group

RCF Group began as a furniture-based business, but has grown to provide many other services, including furniture and furnishings, architectural interiors, and facility services. Fate, however, had as much a hand in the creation of this long-recognized leader in the area of diversity and inclusion as did Satterwhite's leadership. "This kind of ambiguous career was sort of put on me," he laughs. While studying stationary engineering at the University of Cincinnati, Satterwhite learned to maintain and operate a wide range of equipment. "I was working at Kroger as a parking attendant at the time because there were just no available internships open for stationary engineering," said Satterwhite. During that time Kroger asked him to do what was undefined work of managing their workspace, furniture and furnishings. "This had no name then, it was just for needs they had that no one was doing at the time."

Around 1985 this previously undefined field began to come more into focus and was called "space/operational/facilities management". Satterwhite was recruited by Procter & Gamble (P&G) to work in facilities

management and his wife, Dawn, who was already working for the company, encouraged him to accept the job. After 10 years of working at P&G, Satterwhite came to understand that for corporate America, facilities management was not their core competency. "I just knew large companies, like P&G, would ultimately get out of trying to do these things themselves and begin to outsource their workspace design and furniture needs," he says. With this realization soon came the decision many potential entrepreneurs face: remain at the stable job or strike out on their own and create something uniquely their own. "I had to make a decision to either go out and create a business or wait for that outsourcing to begin."

In 1999, Satterwhite started Infinity Services, offering furniture installation, and warehouse and dock operations. "Our very first customer was Globe Business Interiors (GBI)," he says, adding that the CEO of GBI was Scott Robertson. Satterwhite had first worked with GBI while at P&G and knew the company took a very inclusive view of business partners and customers.

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Nominations Open for Supplier Diversity Champions

Nominations sought from all 16 KCTCS colleges for First Annual Supplier Diversity Champions.

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Construction Opportunity at BCTC Draws Supplier Interest

Diverse supplier opportunity the focus of event regarding renovations at college's Newtown campus.

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First KCTCS Supplier Diversity Fair Announced

Diverse suppliers invited to attend and exhibit at October 30th event at KCTCS System Office.

Want to hear about new, matching opportunities for your business with KCTCS? Register today by visiting supplierdiversity.kctcs.edu.





What is the KCTCS Supplier Diversity Initiative?

One of the five goals of the Kentucky Community and Technical College System's (KCTCS) 2010-16 Strategic Plan is to **cultivate diversity, multiculturalism and inclusion.**

To that outcome, KCTCS is committed to using suppliers who reflect the diversity of the students attending KCTCS colleges and the citizens of the Commonwealth of Kentucky.

The business classifications used by KCTCS to define diverse suppliers include, but are not limited to, ethnic minority designation such as **African-American, Hispanic- American, Asian-American, Native American or other minority ethnicities.** KCTCS also considers the following as diverse suppliers: **businesses owned by women, veterans or individuals with disabilities.**

KCTCS, through its relationship with National Diversity Solutions (NDS, a diverse-owned strategic sourcing, category management, and supplier diversity enhancement company), utilizes a **Diverse Supplier Collaboration Portal** to register, qualify and communicate with current and potential diverse suppliers of certain goods and services. Once registered, suppliers are eligible to receive invitations to participate in opportunities to provide goods/services through a competitive RFP/RFQ process. There is no cost associated for suppliers to register or participate in identified opportunities. To be successful with KCTCS, suppliers must provide impeccable quality and deliver as promised at competitive costs. Register your diverse business today by visiting supplierdiversity.kctcs.edu.

RCF Group (continued from page 1)

RCF Group (formerly River City Furniture), was founded by Satterwhite and Robertson in 2003 through a joint venture of their then respective companies. The formation of RCF Group was also noteworthy as the first joint venture facilitated by Cincinnati USA Regional Chamber of Commerce's Minority Business Accelerator. The program was created to allow minority-owned companies to grow quickly and be more viable candidates to service large corporations. In addition to its opportunity with Gateway Community and Technical College, the company's client roster includes P&G, MetLife, Cincinnati Children's Hospital Medical Center, Toyota, Western & Southern Financial Group, Great American Insurance and more.

"It's one thing to have a corporate and technical background; it's another to prove it," notes Satterwhite. "In this space, there are still very few minority firms. Companies want to know you're qualified, have financial wherewithal, etc. You really have to

prove your value and demonstrate cost savings every day," he adds.

Satterwhite and his company have certainly demonstrated their value to Gateway, whose main campus is located in Edgewood, Kentucky. Jack Keller, special assistant to the president, notes that the college recently had the need to move quite a bit of donated office cubicles to a newly leased building that, due to the complexity of the furniture involved, required a very specific skill set. "The company was very knowledgeable and professional," says Keller. "We were highly impressed by everyone from RCF Group, from the customer representatives to the installers," he adds. "We will definitely use their services in the future."

For additional information on RCF Group, visit the company's web site at thercfgroup.com, or call (513) 612-7303.

KCTCS Announces Nominations Open for "Supplier Diversity Champions"

KCTCS has announced they are seeking nominations from the business teams of each of the 16 system colleges for the **First Annual Supplier Diversity Champions!** The ideal individual at each college will have:

- A. Demonstrated their commitment to making the KCTCS *Supplier Diversity Initiative* a success through their results and/or efforts in championing the *Initiative*.
- B. Served as a champion of the *Initiative* to multiple audiences, including fellow faculty/staff/employees, diverse suppliers, local supporting business organizations (i.e.

chambers of commerce, Rotary, etc.), local non-diverse businesses, etc.

Winners will be recognized by the System Office with a unique lapel pin and certificate to be presented to the winner at each college's "back to school" celebration in August.

A complete list of all Champions will be featured in the next KCTCS Supplier Diversity Initiative newsletter.





Diverse Supplier Event Held at Bluegrass Community and Technical College in Support of Construction Opportunities at Newtown Campus

Approximately 30 diverse suppliers, general contractors, state Finance Cabinet officials, architects, college officials and others attended a special event held May 23 at Bluegrass Community and Technical College's (BCTC) Newtown Campus to discuss multiple construction-related opportunities available to diverse suppliers in support of renovation at the college's satellite campus.

Contractor services related to the complete renovation of the existing classroom building are required as is the adding of an additional classroom wing. The project will include installation of a new mechanical system utilizing existing ductwork (where possible), a new electrical system including complete rewiring of the building, and new architectural finishes to

include relocation of walls, new suspended ceiling and lighting, new floor coverings, and completely renovated restroom facilities. Also included in this project is the demolition of three older buildings along Newtown Pike and site improvements to support the building renovation (expansion and repaving of parking lots, reconfiguring of Newtown Pike to include a turn lane, and possible widening of the entrance drive).

While bidding for the renovation closed on July 17, additional opportunities for diverse suppliers may still be available with general contractors on this or future projects. Interested suppliers are invited to contact Rob Knight, Dean of Operations with BCTC, at 859-246-6858 or by email at rob.knight@kctcs.edu.



Minority Business Enterprises (or MBEs)

are those in which at least 51 percent of the company is held by one or more African-Americans, Hispanics, Native Americans, Asian Pacific Americans, Asian Indian Americans, and other groups as defined by Federal law.

Women-Owned Business Enterprises

(or WBEs) are those in which one or more women own and control at least 51 percent of the company.

Disabled Business Enterprises (or DBEs)

are those that are at least 51 percent owned and controlled by one or more disabled/physically challenged individuals pursuant to the federal Americans with Disabilities Act.

Veteran-Owned Businesses (VOB's)

are at least 51 percent owned and operated by a service veteran.





KCTCS to Participate in Lexington-Bluegrass Area Minority Business Expo



KCTCS will be participating in the 11th Annual Lexington-

Bluegrass Area Minority Business Expo, August 1 – 2 at the Lexington Convention Center.

The Business Expo presents networking opportunities in which local businesses and community leaders can interact and showcase their products and services. Corporate buyers, as well as procurement entities representing the government, will be present. Targeted one-on-one sessions designed to personally connect your business with organizations looking for minority and women-owned businesses are available as well.

The event will feature keynote speaker Dr. Farrah Gray, named as one of the most influential black men in America by the

National Urban League, Ebony Magazine and Black Enterprise have also recognized him as an entrepreneurial icon and best-selling author.

Diverse suppliers wishing to learn more about potential opportunities with KCTCS and the system's 16 colleges will be able to discuss upcoming purchasing opportunities with business affairs staff at the KCTCS booth.



JCTC Participating in Tri-State Minority Supplier Development Council Annual Business Opportunity Fair

Jefferson Community and Technical College (JCTC) will be exhibiting at the Tri-State Minority Supplier Development Council's 2013

Business Opportunity Fair, July 31 from 1:15-4:00 p.m. (EST)



at the Galt House Hotel (located at 140 N Fourth St. in downtown Louisville).

More than 125 companies from 10 states are expected to attend the fair, which is designed to facilitate connections between minority-owned businesses and major corporations.

KENTUCKY COMMUNITY AND TECHNICAL COLLEGE SYSTEM SUPPLIER DIVERSITY FAIR

Wednesday, October 30, 2013, 3-6 p.m. (EST) | KCTCS System Office | 300 N. Main St., Versailles, KY 40383

All diverse suppliers interested in receiving opportunities with the Kentucky Community and Technical College System (KCTCS) are invited to exhibit and attend the first **KCTCS Supplier Diversity Fair**, to be held October 30, 2013, from 3-6 p.m. (EST) at the KCTCS System Office located at 300 North Main Street in Versailles, KY.

This exciting event will allow diverse businesses to **meet directly with, and exhibit to, buyers** from all of KCTCS' 16 colleges throughout the state as well as officials from the KCTCS System Office. Buyers and officials from other organizations such as Commerce-Lexington, Kentucky

Chamber of Commerce, Kentucky Finance and Administration Cabinet, Lexington-Fayette Urban County Government (LFUCG), Small Business Administration, Toyota, University of Kentucky and more are anticipated to be in attendance.*

Registration/exhibit space is **FREE** but extremely limited. Registrations will be honored on a first-come, first-serve basis. For additional information on this event contact David Holcomb, Director of Purchasing, at (859) 256-3282. To register your business today please visit supplierdiversity.kctcs.edu.



Schedule

2 - 3 p.m.	Exhibitor Set Up
3 - 3:15 p.m.	Opening Remarks
3:15 - 6 p.m.	Supplier Diversity Exhibit Hall Open
3:30 - 4:15 p.m.	Special Session 1: TBD
4:30 - 5:15 p.m.	Special Session 2: TBD
6 p.m.	Supplier Diversity Exhibit Hall Close

* Tentative list of participating organizations and schedule subject to change, KCTCS is an equal opportunity employer and education institution.

register today at supplierdiversity.kctcs.edu

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