

**BEFORE THE PUBLIC SERVICE  
COMMISSION OF THE STATE OF MISSOURI**

SUMMARY OF MEETING

COMES NOW Kansas City Power & Light Company and KCP&L Greater Missouri Operations Company (collectively, the “Company”) and for its Summary of Meeting states as follows:

**Event: Company Presentation Regarding Supplier Diversity Update**

**Date: Wednesday, June 1, 2016**

**Time: During MPSC Agenda Beginning @ 1:00 p.m.**

**Location: MPSC Agenda Room, 9<sup>th</sup> Floor Governor Office Building, Jefferson City, MO**

Company Attendees:

Maria Jenks, Vice President of Supply Chain  
Valeria Coyazo, Supplier Diversity Manager  
Matt Dority, Director of Regulatory Affairs  
Martha Davis, Regulatory Liaison Manager

For summary of meeting see attached presentation.

Respectfully submitted,

*/s/ Robert J. Hack*

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Attorneys for the Company

## CERTIFICATE OF SERVICE

The undersigned certified that a true and correct copy of the foregoing document was sent by electronic transmission, facsimile, U.S. Mail or e-mail to all parties of record in all of its contested cases pending before the Missouri Public Service Commission on this 3<sup>rd</sup> day of June, 2016.

*/s/ Robert J. Hack*

Robert J. Hack

# ***Supplier Diversity Update***

***Missouri Public Service Commission***

**Maria Jenks, Vice President - Supply Chain**

**June 1, 2016**



# Supplier Diversity Program Overview

*KCP&L is committed to increasing opportunities for diverse suppliers and enhancing competitiveness of the supply base. KCP&L is recognized by the community as a business partner of choice by improving life in the communities we serve, part of our core Guiding Principles.*

- EEI Supplier Diversity Excellence Award 2013
- Business alignment:
  - Cultural awareness and leadership from top down
  - Corporate, divisional and project-based diverse spend goals
  - Bidding process and Tier II requirements/reporting
  - Supplier Diversity Advisory Council and Light Source Mentoring Program
  - Internal educational and awareness programs
  - Annual supplier diversity awards and recognition event
- Community outreach:
  - Partnership with chambers, councils, economic development agencies, local government, etc.
  - Chair, Kansas City Procurement Roundtable – collaboration with other major corporations
  - Business Opportunity Exchanges and Symposiums
  - Education and training programs and sponsorships

# Partnerships with Community Organizations

American Association of Blacks in Energy	Mountain Plains Minority Supplier Development Council – NMSDC affiliate
Asian American Chamber of Commerce of Kansas City	Midwest Women’s Business Enterprise Council – WBENC affiliate
Edison Electric Institute – Supplier Diversity Committee	Minority Contractors Association of Kansas City
Greater Kansas City Chamber of Commerce - Small and Diverse Business Committees	City of Kansas City, Missouri
Heartland Black Chamber of Commerce	Missouri Energy Development Association – Supplier Diversity Task Force
Hispanic Chamber of Commerce of Greater Kansas City	Utility Industry Group – Under NMSDC
Mid-America Gay & Lesbian Chamber of Commerce	Kansas City Procurement Roundtable

# Program Results

*In 2015, KCP&L spent \$243 million with diverse, disadvantaged and small businesses – an all time high. Since 2010, our spend with diverse suppliers has nearly doubled.*

M/WBE  
(Minority & Woman Owned)  
\$101 million

VO (Veteran Owned &  
Service-Disabled VO)  
\$16 million

DBE (Disadvantaged)  
\$22 million

Other Small Business  
(incl. 8A, HubZone, etc.)  
\$104 million

# The KCP&L Light Source Mentoring Program: Building Relationships with Emerging Suppliers

*Since 2007, the Light Source program has helped emerging diverse suppliers enhance their skills and increase their visibility and viability.*

Light Source supplier participants are paired with a senior KCP&L leader and procurement advocate who provide business advice and counsel, connect them with training options, and help expand their network of contacts and opportunities.

- Officer meets with the supplier quarterly
- Procurement advocate assigned to each supplier
- 12 suppliers currently in program
- 44 suppliers graduated to Alumni
- Program has been adopted by 9 other companies and organizations, both within and outside of the greater Kansas City area, and has now assisted more than 75 diverse suppliers



# PowerConnections Mentoring Program



*POWERConnections is designed to assist diverse business owners in strengthening their business by leveraging the expertise of corporate partners and to help them identify and overcome barriers.*

- The PowerConnections Program was led by KCP&L and patterned after KCP&L's LightSource mentoring program.
- Six corporate members participate in the program including a bank, law firm, casino, health care firm and construction company.
- 18 MBE/WBE Suppliers currently in the program.



# MEDA Supplier Diversity Task Force

# Missouri Energy Development Association (MEDA) Supplier Diversity Task Force (SDTF)

- Officially formed in August 2011, the SDTF under MEDA was organized in order for member companies to exchange information, share best practices, and provide ongoing support of each company's supplier diversity programs and advancement of diverse business in the State of Missouri.
- Current SDTF members include: Ameren, Empire, KCP&L, Laclede Gas, Liberty Utilities, Missouri American Water, and Summit Natural Gas.
- Docket Number AO-2011-0332.
- The 2015 Annual Report contains information about the SDTF activities and results for the year.

# Missouri Energy Development Association (MEDA) Supplier Diversity Task Force (SDTF)

***Objective: To provide leadership in supplier diversity by developing relationships that will result in a competitive and innovative supplier base reflecting our diverse business profiles and by sharing best practices to advance our supplier diversity programs.***

- KCP&L is a founding member and current chair of the Task Force
- Meets bi-monthly; share best practices
- Developed strategic plan and publishes annual report
- Created supplier portal and supplier registration site
- Provide support and mentorship to grow members' supplier diversity programs
- Participate in outreach events locally and nationally
- Attended Ameren's Symposium in St. Louis, KCP&L's Symposium in Kansas City and MEDA Day at the Capitol
- Commissioner's event to introduce diverse financial institutions

# Commitment to Supplier Diversity

Parting thoughts:

- KCP&L and members of the MEDA SDTF are committed to supplier diversity
- In the past few years we have implemented a number of best practices and have grown our spend with small and diverse businesses
- We continue to work to evolve and elevate our programs both at the national level and across the state

# Appendix

# Success Stories: Light Source Testimonials

- Three Feathers Construction
- Technology Group Solutions
- Dubois Consulting
- QTI, Inc.

# Three Feathers Construction and Sales/Heartland Fabrication and Machine

- Three Feathers Construction and Sales LLC, which continues growing rapidly, landed a \$2.25 million contract as part of a KCP&L project to retrofit its La Cygne, Kansas, generating station.

*“The La Cygne Environmental Retrofit Project is one that we’ll really be able to hang our hat on. As we prove ourselves with KCP&L and prove that we’re the contractor they believe we are, it will open up the doors for a whole lot more work. The Light Source mentoring program has been a great relationship for us. Three Feathers started out as a small business and would not have had the opportunity to grow without the support of KCP&L.”*

*Three Feathers Construction & Sales  
President Mike Hudson*



# Technology Group Solutions LLC (TGS)

- Certified minority- and woman-owned provider of technology infrastructure and service solutions to state and local governments and small- to medium-sized businesses.
- TGS's goal is to align technology needs with their clients' business direction.
- TGS offerings include storage and backup solutions, IT projects and staffing, life-cycle management, and IT hardware and software procurement.

*“As a Light Source alumnus, we found the program extended beyond the mentoring and networking opportunities. Having access to a KCP&L mentor who is quick to respond to your business requests and provides guidance on the operational and financial questions is necessary for an entrepreneur to grow and be successful. Something I valued through Chuck’s management style was, ‘never get upset and treat everyone like family.’ The TGS family has a ‘special sauce’ that has contributed to our success, along with our relationships with our vendors and clients.”*



*Lenora Payne, TGS CEO*



# DuBois Consulting

- Provides each client with specialized services in site development, water supply distribution, urban hydrology, storm water management, erosion control and structural design (new construction and renovation).

*CEO Ajamu Webster says, “The KCP&L Light Source program has impacted our business in two ways: It significantly increased our revenue by providing contracting opportunities to our engineering staff, and it greatly improved our business management capabilities by providing technical support to our operations staff. The Light Source program is a ‘Best Practice Initiative’ for corporate leadership, community reinvestment and **value-added** advocacy for minority/women-owned businesses.”*

## FIRST FRIDAYS IN CROSSROADS ART DISTRICT:

CROSTOWN SUBSTATION UNVEILING  
JUNE 7, 2013 (KANSAS CITY, MISSOURI)



## QTI, Inc.

- Offers turnkey solutions for all of your general contracting needs.
- Provides general construction services along with fiber optic network build outs, asphalt/concrete repairs, underground power distribution, custom surveillance/security installations, low voltage and electrical services, fencing and metal fabrication and warehouse distribution.

*“QTI has been a member of the Light Source program for four years. Our participation in the program has been priceless to our organization. We have received guidance on acquiring real estate for our business, proposals that we submitted to other companies outside of KCP&L and introductions to other large firms we are now doing business with. Meeting with my mentor affords me the opportunity to receive an objective look at my organization and receive constructive critiques of our past performance and our future plans. I highly recommend this program to any business that is invited to participate.”*

*QTI President  
Jason Lofton*



# Supplier Diversity Recognition

# Supplier Diversity Recognition

**2015**

**Corporation of the Year Award - KCP&L**

Mountain Plains Minority Supplier Development Council

**2014**

**Chairman's Award – KCP&L**

Greater Kansas City Hispanic Collaborative

**Legacy Award – KCP&L**

Greater Kansas City Collaborative

**Hispanic Collaborative Award – Valerie Coyazo**

Greater Kansas City Hispanic Collaborative

**El Dorado Corporation of the Year Award – KCP&L**

Hispanic Chamber of Commerce of Greater Kansas City

# Supplier Diversity Recognition (continued)

**Corporation of the Year - KCP&L**

Kansas Department of Commerce

**Top 25 Women in Power Impacting Diversity - Valerie Coyazo**

Diversity Plus Magazine

**Corporation of the Year - KCP&L**

Asian Chamber of Commerce of Greater Kansas City

**Community Advocate of the Year - Valerie Coyazo**

Mountain Plains Minority Supplier Development Council (MPMSDC)

**City Impact Award – KCP&L**

City Impact

