



BUSINESS DIVERSITY DEVELOPMENT

ANNUAL REPORT

FISCAL YEAR 2018–2019

Our Journey of Inclusion
and Business Success



ST. LOUIS LAMBERT
INTERNATIONAL AIRPORT.





BUSINESS DIVERSITY DEVELOPMENT

2018–2019



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Letters from Airport Leadership

The Airport, our airlines, and business partners have a lot to be thankful for in our accomplishments for FY2019.



St. Louis Lambert International Airport (STL) has always been a vital transportation link for our region, connecting our businesses, organizations and residents to all parts of the globe through air travel. The Airport is also committed to economic growth and utilizing our region's diverse workforce to carry out our daily operational missions.

The Airport, our airlines, and business partners have a lot to be thankful for in our accomplishments for FY2019. STL continued its streak of month-over-month passenger activity growth nearing four years at the end of the fiscal year. In total, STL served more than 15.8 million passengers, an increase of 4.1 percent over the previous year. Connecting travel accounted for 22 percent of enplanements. We welcomed Sun Country Airlines, which began scheduled service to Fort Meyers, FL and Tampa, FL. We also welcomed Contour Airlines with service between STL and Fort Leonard Wood, MO. Southwest Airlines continued to beef up seats and frequencies to its schedule, including more seasonal flights to the Caribbean, like Jamaica and the Dominican Republic.

We've continued to improve passenger amenities and services. This past year we unveiled several modern charging lounges. We also welcomed the Urban Chestnut bar, and a second Dunkin' Donuts location in Terminal 2 as we continue to expand offerings.

The increased passenger activity and healthy concessions are just some of the contributing factors for the Airport's economic health. In the last year, all three major rating agencies have upgraded credit ratings for Airport debt, to reflect our best ratings in more than a decade.

Safe and efficient operations by our team and our partners also help keep the Airport on track to meet its goals. From outreach to certification, our Business Diversity Development team is constantly engaged with businesses to expand contract opportunities. I'm always encouraged by the new connections we make that will no doubt lead to beneficial partnerships and contributions for the Airport.

A handwritten signature in black ink, reading "Rhonda Hamm-Niebruegge".

Rhonda Hamm-Niebruegge
Director of Airports



Development Corporation (SLDC). Williams noted a number of new development projects in and around St. Louis, touching on the many contributions of minority and women-owned business owners, which have exceeded the city's participation goals.

Also, in FY2019, the BDD passed a major milestone by completing our first project using the Construction Workforce Management System (CWMS). Designed to assist in tracking trucking participation on federally funded projects, the CWMS was designed and built by a locally MBE/DBE certified firm. In addition, the use of this innovative software provided a chance to beta test enhanced features of this cloud-based tracking equipment and software, while allowing the BDD to get more accurate, real-time reports on trucking participation on projects. Truly, this endeavor stands as a testament to the core values and mission of the BDD.

The Business Diversity Development (BDD) department continued in our pledge to offer companies the finest environment for top technical assistance and certification training. We remained intensely dedicated in assisting those companies in developing partnerships with prime contractors in their industries, as well as successfully competing for opportunities, such as Airport contracts.

Of particular note in FY2019, the BDD achieved an average certification turnaround time of 65 days. Through the years, the BDD has worked diligently to fine tune the certification process. This, along with strong partnerships with local Chambers of Commerce and community agencies, has allowed for increased opportunities for minority and women-owned businesses.

In April, hundreds of people attended the Business Diversity Forum (BDF), presented by the BDD and held at St. Louis Lambert International Airport. This event provided a tremendous opportunity for local businesses to network, share ideas, and give voice to their ideas and ideals. One particular highlight of the forum was the keynote address, delivered by Otis Williams, Executive Director for the St. Louis

Every single day, I have the privilege of meeting and working with businesses, entrepreneurs and talented individuals who are simply in search of opportunity. And every day, I see that, with opportunity, these wonderfully talented people can exceed any expectations.

Thank you, once again, for supporting our continued progress.

Amber D. Gooding
Airport Assistant Director
of Community Programs
& Business Diversity
Development

Business Diversity Development Team

Amber D. Gooding

Barbara Carter – Administrative Assistant III Airport Events

Tonya Anderson – Program Manager I Certification

Cassandra Bazile – Certification Officer

Leslie Dunlap – Certification Officer

Jackie Taylor – Certification Officer

Georgetta Vann – Certification Officer

Marie Yancey – Certification Officer

Carrie Bagwell – Program Manager I Compliance

Mission

We provide minority and woman-owned businesses with access to contract opportunities that will enable them to realize economic benefits, which in turn supports the overall mission of St. Louis Lambert International Airport. This is achieved through our careful leadership and oversight of the Minority and Woman-Owned Business Enterprise (M/WBE) Programs and the Disadvantaged Business Enterprise (DBE) and the Airport Concessions Disadvantaged Business Enterprise (ACDBE) Programs.

Vision

Consistent with the overall Mission Statement, our vision is to offer the best environment for companies to receive the top technical assistance and certification training, to develop partnerships with prime contractors in their industries, and to compete successfully for Airport contract opportunities.

Goals & Objectives



Communication

Communicate BDD key programs and responsibilities.



Organizational Effectiveness

Organizational effectiveness is an outcome of our commitment to continuous process improvements. We routinely examine alignments, implement new technologies and strategies for optimal results.



Increase Visibility

Increase the visibility of the office among small and diverse businesses, and other agency stakeholders.



Increase Efficiency

Increase the efficiency of the administrative functions of the BDD office. Improve monitoring and tracking of all Airport projects.



Increase Understanding

Increase understanding of the requirements for the DBE and ACDBE programs versus the local M/WBE programs.



ABNA CORP (MBE/WBE)

ABNA Corp brings passion in its work in building stronger infrastructure in cities across the nation.

With a resume that boasts of work on sewer pipelines, roadways, airports and mass transit, as well as helping provide healthy drinking water and clean air, ABNA Corp has played a significant role in everyday life for millions of people.

ABNA Corp has provided engineering services for Civil, Structural, Transportation, and Geotechnical as well as Land Surveying, GIS/Planning, Construction Management, General Contracting, and Testing and Inspection Services since 1994.

ABNA Corp is licensed in Missouri, Illinois, Arkansas, Louisiana, Oklahoma, Indiana, Michigan, Kansas, Kentucky, Arkansas, and Iowa. With offices in St. Louis, Chicago and Southern Illinois, and has clients in numerous industries including commercial, industrial, K-12 systems, higher education and healthcare.

Major projects by ABNA Corp include high speed rail, City Arch River 2015, O'Hare Modernization Program, I-64 Design/Build

and the Lindbergh Tunnel, Monsanto's W1 Parking Garage, BJC Center for Outpatient Care and the Salvation Army Design/Build.

The firm also provides expertise for heavy civil infrastructures such as highways, bridges, transit, levees, sign structures, sewer systems, and other public utilities. ABNA Corp has DBE/MBE/WBE/SBE certification.

ABNA Corp has earned numerous awards during its 25 years, including the National Organization of Minority Engineers (NOME) for Top Minority Achiever Acting as Prime on the Illinois State Toll Highway Authority's Jane Addams Memorial Tollway (I-90) and Lee Street Interchange Project, and the American Council of Engineering Companies of Missouri presented ABNA Corp with an Honor Award for the Washington Avenue Streetscape Project.

ABNA Corp's business philosophy stems from the belief that communication is the key to the successful delivery of every project, by being diligent in offering ideas, processes and confirming decisions with their clients on a regular basis.

Business Diversity Development Programs

Business Diversity Development is responsible for creating and administering programs that encourage the growth and development of minority, woman-owned and disadvantaged businesses so that they can compete for contracts for St. Louis Lambert International Airport and the City of St. Louis to the fullest extent possible.

FEDERAL PROGRAMS

Disadvantaged Business Enterprise

The Airport has established a Disadvantaged Business Enterprise (DBE) program for Department of Transportation (DOT) contracts to ensure non-discrimination in the award and administration of those contracts. The primary remedial goal and objective of the DBE program is to level the playing field by providing small businesses owned and controlled by socially and economically disadvantaged individuals a fair opportunity to compete for federally funded contracts.

Airport Concessions Disadvantaged Business Enterprise

The Disadvantaged Business Enterprise contracting program states that the Airport Concessions Disadvantaged Business Enterprises (ACDBEs) have an equal opportunity to receive and participate in concessions opportunities. St. Louis Lambert International Airport's policy ensures non-discrimination in the award and administration of contracts for concessions by airports receiving DOT financial assistance. Our policy ensures that our ACDBE program is tailored in accordance with applicable law, and that only firms that fully meet the program's eligibility standards are permitted to participate as ACDBEs at our Airport.

Title VI

Title VI of the Civil Rights Act prohibits discrimination on the basis of race, color, and national origin in programs and activities receiving federal financial assistance. Under the careful guidance of Business Diversity Development, we further ensure non-discrimination in all of its programs and activities, whether those programs are federally funded or not. Each tenant, contractor, subcontractor, concessionaire and franchise is required to adopt Title VI assurances while providing an activity or service at the Airport.

LOCAL PROGRAMS

City of St. Louis Minority and Woman Business Enterprise	The Minority/Woman Business Enterprise (M/WBE) policy seeks to foster participation by minority-owned businesses in construction, goods and services, and professional services. The policy sets a goal of at least 25 percent certified minority-owned business enterprise participation and at least 5 percent certified woman-owned business enterprise participation for contracts and purchases where City of St. Louis funds are expended.
Outreach and Technical Assistance	Our Outreach and Technical Assistance Program disseminates information pertaining to opportunities and solicitations to the DBE and M/WBE community. We conduct vendor training on the compliance monitoring system, seminars on how to become certified, and networking events to connect the DBE and M/WBE community with prime contractors.
City of St. Louis Living Wage	Business Diversity Development is responsible for the management and monitoring of the City of St. Louis' Living Wage program. The Living Wage Ordinance states that employers benefiting from City contracts and financial assistance pay their employees a living wage rate equal to 130 percent of the Federal Poverty Guidelines for a family of three plus a fringe benefit rate. Nothing less than the applicable living wage rate should be paid by the recipient of a service contract, City financial assistance, or concession agreement, unless otherwise certified for exemption.



Excel Business Concepts

A Business Development Firm

**Excel Business
Concepts
(MBE/WBE)**

Excel Business Concept's Founder: agency is 'in direct response to pursuing my purpose'

The founder of Excel Business Concepts, a public relations and marketing agency, believes her business is proof that dreams can become reality.

"Starting my business was in direct response to pursuing my purpose," said Crystal Allen Dallas, Chief Creative Strategist for Excel. "My desire (was) to create a legacy for my family, and the belief that I could, with my years of experience working in corporate and non-profit organizations, provide innovative solutions to my clients."

Launched in 2015, Excel Business Concepts is a woman-minority owned firm that helps clients develop the right plan to fulfill their own dreams. Excel provides a personal touch to enable business growth through a variety of services including strategic counsel, community engagement, social media management, creative services and web design, brand development, market research, crisis management and training.

Excel's clients include: Grace Hill, The Fuller Center for Housing, The Metropolitan

St. Louis Sewer District, U.S Chamber of Commerce and Triad Sports & Family Chiropractic.

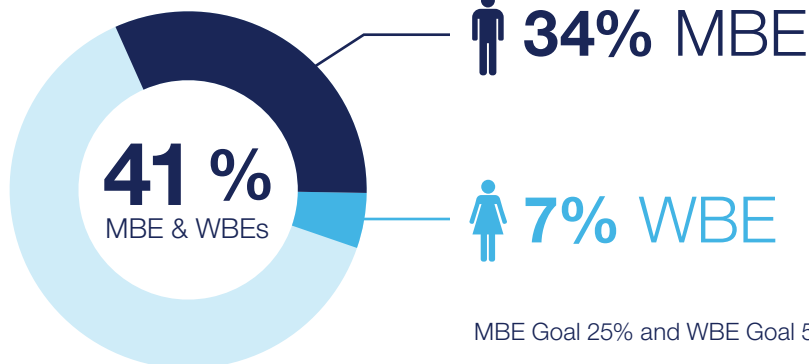
One example of Excel's work is "Know Your Zone," a public awareness initiative provided by The Metropolitan St. Louis Sewer District to help residents determine what flood zone they live in and research their flood insurance needs. Homeowners, renters and business owners are encouraged to contact their insurance agent and see if they are covered by their current policy or need to purchase additional coverage.

The agency's mission statement references the "spirit of excellence," which Dallas said is the model on which her company stands.

"I love the quote, 'There is no traffic on the extra mile,'" she said. "We believe that excellence is the standard for every engagement and experience that we have with clients. We are committed to providing the highest quality of service to our clients every time. Our clients rely on our expert knowledge and ability to execute campaigns in a meaningful and concise way. Our ability to be innovative, efficient and responsive to our client's needs has helped to grow our company."

Program Achievements

GENERAL SERVICE CONTRACTS

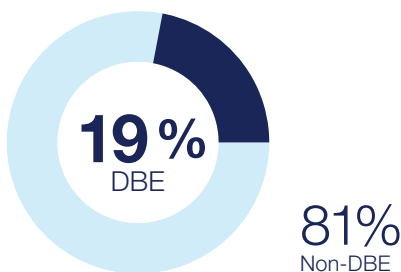


59%
Non-Certified

Represents payments made on all active contracts through June 30, 2019.

CONSTRUCTION AND PROFESSIONAL SERVICE AGREEMENTS

Federally Funded

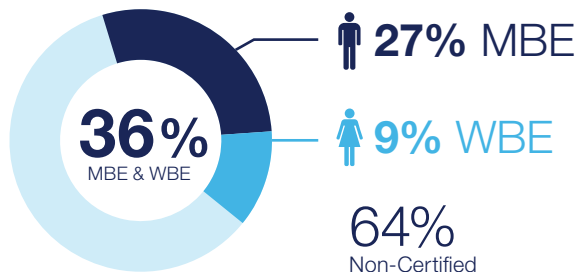


DBE Goal 21%



Represents payments made on all federally funded active contracts through June 30, 2019.

Locally Funded



MBE Goal 25% and WBE Goal 5%



Represents payments made on all active contracts through June 30, 2019.

Willie Jefferson Hauling Co. (MBE)



Willie Jefferson Hauling Co. built on hard work

Willie Jefferson was not afraid to take a chance when it came to providing for his family.

Jefferson borrowed against his house to buy his first truck in hopes of launching a hauling business in the 1970s. More than 40 years later, Willie Jefferson Hauling Co. is still moving concrete, rocks, dirt, asphalt and other debris from demolitions.

Over the years, Jefferson has worked with many other larger hauling firms that knew they could trust him to do the job. In the process, he built a reputable name for himself, which has kept the work coming in consistently.

“Nearly every contractor knows me,” the 81-year-old said proudly. “I’ve worked for many of them and your name gets out there. There’s a lot of work out there and I am thankful that I get calls when I’m needed.”

At one time, Jefferson operated 12 hauling trucks. Now he has a fleet of nine trucks with six drivers working for him. He doesn’t do the labor part anymore, except for maintenance on his trucks.

“I’m an old man now,” Jefferson said with a chuckle, adding, “I do all my own supervising.”

Jefferson’s hauling company has been a certified MBE for 15 years through St. Louis Lambert International Airport. Being a contractor for the airport is important to Jefferson because the certification helps small, African-American owner operators like himself have a shot at good paying jobs.

Jefferson got hauling work on the recent demolition at BJC Hospital, which is undergoing significant new construction. Jefferson said it was a tremendous opportunity for him.

“That was a really big job. I was running 38 trucks a day,” he said. “I had to hire drivers and their trucks to do the job.”

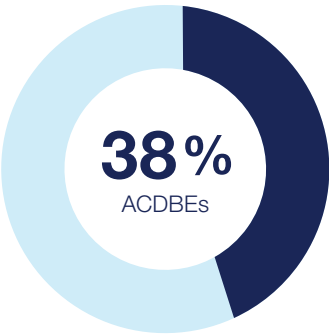
In his work with major hauling companies, Jefferson said he was hired because of his minority business status. “I did all the minority work when minority participation was required,” he said.

The secret to Jefferson’s success over the years is not really a secret, he said. Just keep the focus and don’t give up.

“I mortgaged my house to get my first truck and worked it up to 12,” he said. “I never had an SBA loan or anything like that. I’m a person who never gave up. I’ve had hard times, but I never gave up.”

Concessions

St. Louis Lambert International Airport’s ACDBE program continues to perform well and stimulates economic growth in the St. Louis region in the Federal Fiscal Year (FFY) 2018.

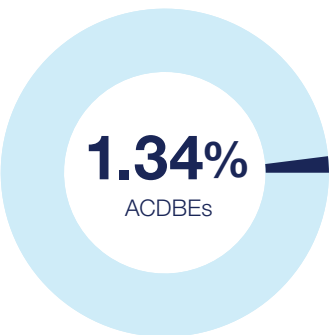


ACDBE Goal 27.9%



Represents revenue during the 2018 Federal Fiscal Year (October 1, 2017 – September 30, 2018)

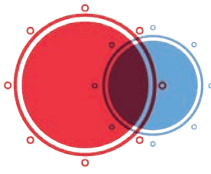
Car Rental Concessions



ACDBE Goal 1.6%



Represents purchases during the 2018 Federal Fiscal Year (October 1, 2017 – September 30, 2018)



7NT

7NT Enterprises, LLC (MBE)



Engineering firm 7NT Enterprises, LLC, Named After Card Game Strategy

Pratap Rajadhyaksha, founder of the Dayton, OH, engineering firm 7NT Enterprises, LLC, is an avid and championship-caliber player of the card game Bridge. He named his company after the game he loves because of what it represents. 7NT is the symbol for Seven Notrumps, the highest contract in the game of Bridge. Proper execution of this contract requires great care and precision. Rajadhyaksha feels that the 7NT symbol reflects those characteristics that he has always brought to service the needs of his clients.

“I learned to play Bridge in college, and I was pretty good,” Rajadhyaksha says. “When I decided on a name for my company, I had to name it something. The great precision and care that’s required to make the contract happen in Bridge applies to my company.”

An engineering firm at its core, 7NT, a certified MBE, has 48 professional and technical staff members specializing in complex drilling, laboratory services, geotechnical engineering, water/wastewater engineering, environmental services, surveying, construction management/inspection and materials testing. Due to the highly specialized nature services, 7NT personnel are invited to work on complex projects nationwide.

7NT was formed in 2008 by Rajadhyaksha, a 40-year veteran of the engineering/construction industry. After graduating from MIT, he spent the

first 30 years of his professional career helping to build one of the largest privately held engineering firms in the Midwest. Upon leaving the firm, Rajadhyaksha formed 7NT in order to practice his specialty of water/wastewater engineering, particularly as it related to the control of combined sewer overflows (CSO).

Rajadhyaksha is proud of all his company’s work. It was a signature project in Indianapolis that led to the opportunity to work with the Metropolitan St. Louis Sewer District. That job—the Deep Rock Tunnel Connector in Indianapolis, valued at \$270 million—is part of a federally mandated plan to curb the overflow of raw sewage into local bodies of water. The system will store 200 million gallons of sewage during and after wet weather events. The tunnel and pump station project started construction in December 2011, and 7NT continues to service the project.

The project has been extremely successful, Rajadhyaksha said. The work established “world records for tunneling in a day, week and month. 7NT personnel take great pride in contributing to this massive accomplishment. We are a small company that works on very large projects,” he said.

A native of India, Rajadhyaksha moved to America with his parents 50 years ago, and he became a U.S. citizen in 1975. “This is what America is all about,” he said. “I came here, worked hard all my life and had success building a company and creating a lot of jobs.”

Program Outreach Efforts





FoxArchitects

FoxArchitects
(WBE)

FoxArchitects creates projects based on “Informed Designs” to meet cultural needs of clients

FoxArchitects is a building design company that connects understanding and meaning before the foundation is laid. Guided by an approach that values purpose as well as aesthetics, the firm utilizes the psychology of architectural concepts, delving into the realm of human behavior to meet the expectations of the client.

FoxArchitects CEO, Janet Paley, said the company’s objective is to impact the culture and environment of the workspace within a commercial building design process so the finished product will inspire and delight, a philosophy she calls “Informed Design.”

“It is all about getting people to work together,” Paley said. “We set measurable goals that become the roadmap for our work. Any project can ‘look good.’ Great projects respond to our clients’ needs. It is important for designs to support the culture.”

FoxArchitects is currently working in locations around the country including Arizona, Texas, Oregon, Wisconsin and Colorado. The firm’s inspirational designs can also be seen in the northeastern Europe

country of Latvia, where FoxArchitects participated in The Baltic Way Design Competition, a project to memorialize the ethnic struggles of the Baltic people.

The 22-employee firm is busy throughout Missouri and the St. Louis area as well. A list of the company’s regional projects include: Reinsurance Group of America Headquarters, Progress West Hospital Newborn Intensive Care Unit, the Rick Jordan Chocolatier, Jesuit Archives and Research Center, Krispy Kreme, Tim Hortons, the Bosnian Islamic Center, the National Museum of Transportation and Emerson Automation Solutions.

The firm is certified WBE through the City of St. Louis. Paley, who is a major stockholder in FoxArchitects, has been with the firm since 1983. With a background in interior design, Paley has played an essential role in the firm’s success and growth, with responsibilities including overall financial and operational management, and project management for select clients. The company was founded in 1978 by Michael Fox, a military veteran who recently retired from the firm as its status changed from a Veteran Business Enterprise to a Woman-Owned Business Enterprise.

St. Louis Lambert International Airport Welcomes Newly Certified Firms

In FY2019, St. Louis Lambert International Airport received 144 applications for local businesses to become certified as a minority (MBE) or woman-owned business (WBE) as well as a federally-certified disadvantaged business (DBE). Using a new streamlined and more user-friendly process, the airport certified 153 total businesses. That means over 100 companies will have the opportunity to benefit from the airport's diversity supplier programs and grow in our local community.

Applications Received FY2019

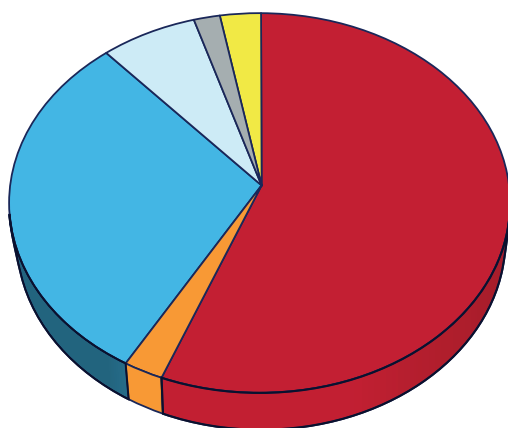


Certification Decisions FY2019



Certified Firms by Ethnicity*

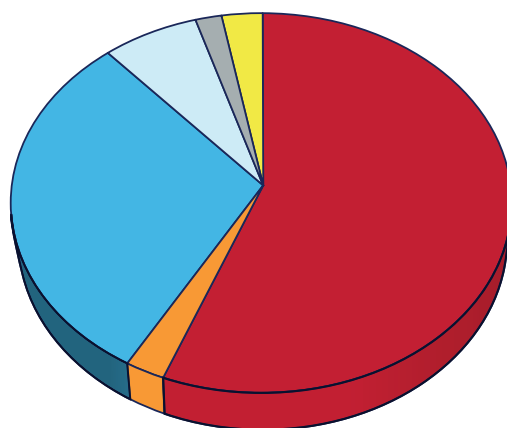
DBE/MBE/WBE/ACDBE Firms



<div></div>	African American	494
<div></div>	Asian Pacific American	21
<div></div>	Caucasian	268
<div></div>	Hispanic American	61
<div></div>	Native American	15
<div></div>	Other Minority	1
<div></div>	Subcontinent Asian American	24

TOTAL: 884

* As of August 6, 2018



<div></div>	African American	487
<div></div>	Asian Pacific American	20
<div></div>	Caucasian	265
<div></div>	Hispanic American	60
<div></div>	Native American	13
<div></div>	Other Minority	1
<div></div>	Subcontinent Asian American	26

TOTAL: 872

* As of September 9, 2019

Newly Certified Firms 7.1.18 – 6.30.19

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Ace Metal Recycling, LLC
5900 Manchester Ave.
St. Louis, MO 63110
(314) 781-6860
melissa@acemetalrecycling.org
DBE/WBE

Cress, LLC
4661 Maryland Ave.
St. Louis, MO 63108
(314) 218-0900
customer@cressenergy.com
MBE

Digital World Creations, LLC
St. Charles, MO 63304
(314) 445-5660
mscott@digitalwc.com
WBE

Durant Consulting Services, Inc.
125 Clearbrook Place SW
Atlanta, GA 30331
(404) 229-5280
cdurant@durantconsultingservices.com
DBE

ECB Solutions, LLC
5045 Lake Crest Circle
Hoover, AL 35226
(205) 215-4347
ellis@ecb-solutions.com
DBE

Fuhrman Engineering, Inc.
1022 Eastport Plaza Dr.
Collinsville, IL 62234
(217) 529-5577
gfuhrmann@fuhrmann-eng.com
WBE

Global Parking System of Indiana, Inc.
47 S. Pennsylvania St., Ste. 202
Indianapolis, IN 46204
(317) 246-7275
pcollier@globalparkingsysteminc.com
ACDBE/DBE

Intergrated Concepts Installations
7537 Norwalk Ln.
St. Louis, MO 63121
(314) 489-2895
icicont@hotmail.com
DBE/MBE

JB Move Solutions, LLC
20 S. Central Ave.
Clayton, MO 63105
(314) 499-1359
jwilson@relocationstrategies.net
DBE/WBE

Jetz Media, LLC
14909 Greenberry Hill Ct.
Chesterfield, MO 63017
(314) 629-7165
jetzmediabiz@gmail.com
MBE

KAI/Alliance, LLC
2060 Craigshire Rd.
St. Louis, MO 63146
(314) 241-8188
KAIDesign@kai-db.com
MBE

Maintenance Unlimited Janitorial, Inc.
6891 Hazelwood Ave.
St. Louis, MO 63134
(314) 227-4600
ehenry@maintunlimited.com
MBE

New Day Realty, Sandra M. Dew
and Associates, LLC
2324 N. Florissant Ave.
St. Louis, MO 63106
(314) 368-6460
newdaydew@yahoo.com
MBE/WBE

PKM Engineering Design
Limited Liability Company
830 Nykiel Ct.
St. Louis, MO 63011
(314) 568-3361
pkumar2@aol.com
MBE

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18 Vine Concessions, LLC
26 10th St. W., Ste. 1911
St. Paul, MN 55102
(816) 651-1125
elliotttrhreatt@gmail.com
ACDBE

DonVal Mizzou, LLC
3201 Domain St., Ste. #1
St. Charles, MO 63301
(636) 757-3021
valerie@donvalmizzou.com
MBE/WBE

JCM1
125 Half Mile Rd.
Red Bank, NJ 07701
(732) 337-4954
JCM1lcnj@gmail.com
ACDBE/DBE

LRB Home Health Care Agency
320 Brookes Dr.
Hazelwood, MO 63042
(314) 363-1853
lisaprice10@yahoo.com
MBE/WBE

Optimal Concessions, LLC
7500 S. Pitkin Ct.
Centennial, CO 80016
(303) 944-1957
zachm@optimalconcessions.com
ACDBE

Thurman L. Brooks CPA, LLC
8816 Manchester Rd., #314
St. Louis, MO 63144
(314) 578-6458
thurman@tlbjcpa.com
MBE

Tsquared Traffic & Transportation, LLC
7722 Big Bend Blvd.
Webster Groves, MO 63119
(314) 375-3748
carrie@tsquaredtt.com
DBE/WBE

Vee & J Hauling, LLC
1360 S. 5th St.
St. Charles, MO 63301
(314) 541-0448
vstewart@vee-j.com
DBE/MBE/WBE

VMC Creative Designs
1268 Forest Home Dr.
St. Louis, MO 63137
(314) 441-1678
vmccreatedesigns@gmail.com
MBE/WBE

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Brackett Building Group
5303 Claxton Ave.
St. Louis, MO 63120
(314) 262-0902
brackettbldggroup@gmail.com
DBE/MBE

Christner, Inc.
168 N. Meramec Ave., #400
St. Louis, MO 63105
(314) 725-2927
hello@christnerinc.com
WBE

Cut and Trim Lawn Care Services, LLC
1216 S. 13th St.
St. Louis, MO 63104
(314) 775-4781
stancoop70@gmail.com
MBE

Edwards & Hill Communications, LLC
10810 Guilford Rd., Ste. 101
Annapolis Junction, MD 20701
(301) 317-4250
tony@edwardsandhill.com
DBE

Hustle Up, LLC
2060 Craigshire Rd.
St. Louis, MO 63146
(314) 865-3888
hustleup@theupcompanies.com
MBE

Obax Infrastructures, LLC
2170 S. Mason Rd.
St. Louis, MO 63131
(314) 581-9074
ceo@obaxworld.com
MBE

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Angie's Transportation, LLC
4550 Gustine Ave.
St. Louis, MO 63116
(314) 385-3540
angelina@angiestrans.com
WBE

Kingsway Development, LLC
4901 Delmar Blvd.
St. Louis, MO 63108
(314) 361-3984
office@conversions.us
MBE

Lockridge Cleaning Company, LLC
100 Sansonmet
Florissant, MO 63031
(314) 477-9066
lockridgecleaningco@yahoo.com
DBE/MBE

Mick's Plumbing, LLC
12310 Old Halls Ferry Rd.
Florissant, MO 63033
(314) 308-5000
micksplumbing001@gmail.com
MBE

My-T-Sharp Janitorial Services, LLC
4158 Fox Crossing Dr.
Florissant, MO 63034
(314) 210-3913
hemphilldeannal@gmail.com
MBE

New Concept Construction, LLC
12860 Sandalwood Dr.
Florissant, MO 63033
(314) 755-1833
john@newconceptconstruction.net
MBE

Prado Construction
1875 Weil Rd.
Troy, IL 62294
(618) 667-9375
ceprado@pradoconstructiononline.com
DBE

Pure Concepts Property Management
4444 Lindell Blvd., #6
St. Louis, MO 63108
(314) 941-9310
director@pureconceptsproperty
management.com
WBE

Regency Contractors, Inc.
818 Lone Star
O'Fallon, MO 63366
(636) 294-6234
regencycontractorsinc@gmail.com
WBE

Rise Above Tower Solutions, LLC
598 Wood Chuck Ln.
Lake St. Louis, MO 63367
(314) 223-3086
tylerrmartin42@outlook.com
MBE

The Berry Group, LLC
100 N. Broadway, Ste. 900
St. Louis, MO 63102
(314) 206-4114
bryanb@craneagency.com
MBE

The Mylai Group, LLC
111 Hollow Brook Dr.
Florissant, MO 63034
(314) 443-8776
themylraigroup@gmail.com
MBE

NOV | 2018

Angie's Transportation, LLC
4550 Gustine Ave.
St. Louis, MO 63116
(314) 385-3540
angelina@angiestrans.com
DBE

Aschinger Electric Company
877 Horan Dr., P.O. Box 26322
Fenton, MO 63026
(314) 568-1640
emartin@aschinger.com
WBE

Becker Media, LLC
3547 Halliday Ave.
St. Louis, MO 63118
(314) 681-0367
missy@wbeckermmedia.com
WBE

Chi Chi, LLC
393 N. Euclid Ave., Ste. 240
St. Louis, MO 63108
(314) 678-0500
jbray@chichillc.com
WBE

Exstare Federal Services Group, LLC
6915 Stoneybrooke Ln.
Alexandria, VA 22306
(703) 765-4050
nancy@exstarefederalservices.com
DBE

Frontier Door & Glass, LLC
9442 Green Park Garden Dr., #E
St. Louis, MO 63123
(314) 393-3854
arichie@frontierdoorglass.com
MBE

GC Engineering, LLC
16100 Chesterfield Parkway West
Chesterfield, MO 63017
(314) 303-6825
garychai@live.com
MBE

Harambee, LLC
1142 Hodiament Ave.
St. Louis, MO 63112
(314) 486-0999
zachary@harambeellc.com
DBE/MBE

Huber & Associates, Inc.
7225 Cheshire Ln.
St. Louis, MO 63123
(573) 634-5000
ehuber@teamhuber.com
WBE

Illuminative Strategies, Inc.
3309 Robbins Rd., #139
Springfield, IL 62704
(847) 421-7274
kent@illum-strat.com
DBE

M2 Concepts, LLC
11429 Grapeleaf Dr.
Fort Worth, TX 76244
(214) 562-2424
raymick24@aol.com
ACDBE

POP Marketing, LLC
723 River Hills Dr.
Fenton, MO 63026
(314) 630-5044
laura@pop-stl.com
WBE

Savvy Technologies, LLC
4220 Duncan Ave.
St. Louis, MO 63110
(314) 283-0006
elaine@savvycoders.com
WBE

DEC | 2018

Adobe DeSigns, LLC
3745 Bloomington Ave.
Minneapolis, MN 55407
(612) 822-2385
vguerra@adobedesignsllc.com
DBE

Executive Real Estate
Consulting Services, Inc.
6600 West Main St.
Belleville, IL 62223
(618) 397-4460
Angel.Lewis1@ercs-team.com
MBE/WBE

HLS Hauling III, LLC
5540 Norway Dr.
St. Louis, MO 63121
(314) 482-8992
HLSIIIILLC@gmail.com
DBE

JLT Enterprises, LLC
6439 Plymouth Ave., Ste. W126
St. Louis, MO 63133
(314) 355-2608
joseph@jltenterprisesllc.com
MBE

Sultan General Construction
Company, LLC
14328 Wild Fox Ct.
Florissant, MO 63034
(314) 571-8549
r_straughter@yahoo.com
DBE

Whatever It Takes Electrical
Contractors, LLC
1552 7th St.
St. Louis, MO 63104
(816) 743-0770
john@witecinc.com
MBE

Zagros Robotics, Inc.
12148 Lackland Rd.
St. Louis, MO 63146
(314) 341-1836
jneal@zagroseng.com
MBE

JAN | 2019

A7 Infrastructure, LLC
906 Olive St., Ste. 902
St. Louis, MO 63101
(314) 657-0358
bpopoola@a7engineering.com
DBE

Airport Best Taxi Service, LLC
5021 Granberry Way Ln.
St. Louis, MO 63115
(314) 456-8686
airportbesttrans@yahoo.com
ACDBE

Exquisite Taste Events, LLC
111 Rue Saint Francois
Florissant, MO 63031
(314) 271-7999
exquisitetastebudz@gmail.com
MBE

GCL Environmental Resources
Management, LLC
2714 Salena, Apt. B
St. Louis, MO 63118
(314) 580-9744
lomaxg49@gmail.com
MBE

MK Parking Services, LLC
613 Big Bend Rd., Ste. #981
Manchester, MO 63021
(309) 706-4118
mkparkinginfo@gmail.com
MBE

My-T-Sharp Janitorial Services, LLC
4158 Fox Crossing Dr.
Florissant, MO 63034
(314) 210-3913
hemphilldeanna@gmail.com
DBE

NCI, Inc.
4463 W. Four Ridge Rd.
House Springs, MO 63051
(636) 677-6655
norphan@aol.com
WBE

New Concept Construction, LLC
12860 Sandalwood Dr.
Florissant, MO 63033
(314) 755-1833
john@newconceptconstruction.net
DBE

TREKK Design Group, LLC
17 Cassens Ct.
Fenton, MO 63026
(816) 874-4656
ldodson@trekkllc.com
WBE

Verwhid Consulting Services, LLC
D|B|A Verwhid Express
1105 La Roux Court
St. Louis, MO 63137
(314) 736-5851
verwhid@gmail.com
MBE/WBE

FEB | 2019

Blues City Tours
664 Marshall Ave.
Memphis, TN 38103
(901) 522-9229
m.holley@bluescitytours.com
ACDBE/DBE

Edwards & Hill Communications,
LLC D/B/A Edwards & Hill
Office Furniture
100 S. 4th St., Ste. 550
St. Louis, MO 63102
(301) 317-4250
tony@edwardsandhill.com
MBE

Exquisite Taste Events, LLC
111 Rue Saint Francois
Florissant, MO 63031
(314) 271-7999
exquisitetastebudz@gmail.com
DBE

Five23 Group, Inc. D/B/A Lumenor
Consulting Group
115 S. Smead Ct.
Roswell, GA 30076
(404) 918-9078
info@lumenorconsulting.com
DBE

ILMO Contracting, LLC
200 Debra Dr.
Fairview Heights, IL 62208
(618) 823-7178
corey@ilmocontracting.com
MBE

JLT Enterprises, LLC D/B/A
Dickey-T Design & Properties, LLC
6439 Plymouth Ave., Ste. W126
St. Louis, MO 63133
(314) 355-2608
joseph@jltenterprisesllc.com
DBE

Lorbert Imports, LLC
1455 Page Industrial Blvd.
St. Louis, MO 63132
(314) 283-2696
lorbertimports@gmail.com
WBE

Luna Consulting, LLC
2647 Russell Blvd.
St. Louis, MO 63104
(573) 201-6379
ronaluna@gmail.com
DBE/MBE

Mind Your Manners, Limited
35 E. Wacker Dr., Ste. 3100
Chicago, IL 60601
(312) 564-5680
e.turner@wegrp.com
MBE/WBE

S.R. Miller Consulting, LLC
321 Cuivre Point Dr.
Moscow Mills, MO 63362
(314) 307-1621
Miller.S.R.Consulting@gmail.com
WBE

MAR | 2019

Architextures Interior Design, LLC
8725 Big Bend Blvd.
Webster Groves, MO 63119
(314) 961-9500
christi@architexturesllc.com
WBE

Arthur Fields Company
767 Vogel Pl.
East St. Louis, IL 62205
(618) 781-2684
arthurfieldsco@gmail.com
MBE

Elastizell of St. Louis, Inc.
410 Tenth St.
Valley Park, MO 63088
(636) 225-4311
jane@elastizellstl.com
WBE

G&V Mobile Detail Service, LLC
1633 Emerald Creek Dr.
Florissant, MO 63031
(314) 409-8675
G-VMobile2010@sbcglobal.net
ACDBE/DBE/MBE

Harris Company, Inc.
3350 Morganford Rd.
St. Louis, MO 63116
(314) 335-7324
prince@harriscoinc.com
MBE

Juggernaut Industries
911 Washington Ave., Ste. 500
St. Louis, MO 63101
(314) 556-8039
info@juggernaut-industries.com
MBE

MyEventsCoordinator, LLC
9944 W. Florissant Ave.
St. Louis, MO 63136
(314) 874-3016
info@MyEventsCoordinator.com
MBE/WBE

Purpose First Advisors, LLC
5622 Delor St.
St. Louis, MO 63109
(314) 703-1790
cmaxfield@purposefirstadvisors.com
WBE

STL Design and Construction
Services, LLC
1400 S. 3rd St., Ste. 201
St. Louis, MO 63104
(314) 499-3027
joe.osuma@stdlac.com
MBE

APRIL | 2019

BRC Distributors, Inc
730 Lantern Ln.
Olivette, MO 63132
(314) 994-9434
brctl@sbcglobal.net
MBE

Burris Electric, LLC
1919 Homefield Estates Dr.
O'Fallon, MO 63366
(636) 734-0960
jason@burriselectric.net
MBE

CloserLook Search, Inc.
2025 Riverside Dr.
Columbus, OH 43221
(614) 523-3974
sumithra@zeddigital.net
DBE

Comcentia, LLC
1025 W. Glen Oaks Ln.
Mequon, WI 53092
(414) 871-1100
info@comcentia.com
DBE

Duchess Rose Royal Treats, LLC
1610 Olive St.
St. Louis, MO 63103
(314) 690-3149
duchessrose64@gmail.com
MBE/WBE

H2Ltg, LLC
813 Aston Way Dr.
O'Fallon, MO 63368
(636) 248-5351
julia@h2ltg.com
WBE

The Renee Group, Inc.
305 Selig Dr. SW
Atlanta, GA 30336
(470) 282-3851
srobertson@thereneegroup.com
DBE

MAY | 2018

ABG Law Office, LLC
7710 Carondelet Ave.
Clayton, MO 63105
(314) 721-8844
agabel@abglawoffice.com
WBE

Blue Rider Design, LLC
731 Laurel Oak Dr.
Frontenac, MO 63131
(314) 540-1125
lexieottomorrison@gmail.com
WBE

Cullinan Companies, LLC
1650 Beale St.
St. Charles, MO 63303
(309) 999-1700
jsitter@cullprop.com
WBE

ENPAQ, LLC
3130 Gravois Ave., Admin. 2nd Floor
St. Louis, MO 63118
(618) 304-1500
tony.hagerty@enpaqconsulting.com
DBE/MBE

Fields Electrical Supply Company
1426 Collins St.
St. Louis, MO 63102
(816) 387-1364
vic@fieldssupplycompany.com
MBE

Fox, Inc.
1 Memorial Dr.
St. Louis, MO 63102
(314) 621-4343
info@fox-arch.com
WBE

Kim Hoskins Environmental
Consulting, LLC
1700A Gilsinn Ln.
Fenton, MO 63026
(314) 276-9575
kim.cole@KimHEC.com
WBE

Power House Electric, Inc.
8428 Page Ave.
St. Louis, MO 63130
(314) 732-1148
powerhouseelectricstl@gmail.com
DBE/MBE

PSRI Technologies, LLC
111 Hilltown Village Center
Chesterfield, MO 63017
(636) 778-3434
nconley@psritech.com
MBE/WBE

JUN | 2019

Aguirre Project Resources, LLC
2955 Wood Lake Trail
Grand Prairie, TX 75054
(214) 552-5172
charles.a@apr3d.com
DBE

Better Weekdays, Inc.
911 Washington, Ste. 701
St. Louis, MO 63101
(917) 403-2127
chris@betterweekdays.com
MBE

Nationwide Trucking, LLC
2965 Dover Dr.
Florissant, MO 63033
(314) 397-7500
nationwidetruckingllc@gmail.com
MBE

RMB Contracting, LLC
18 N. Brighton Park Ct.
St. Charles, MO 63303
(314) 222-7832
rmbmechanical@mechanicalsprof.com
DBE/MBE/WBE



G&V Mobile Detail Service

G&V Mobile Detail Service makes vehicle owners feel good as they drive

George Smith, owner of G&V Mobile Detail Services LLC, has an eye for detail that makes people feel happy inside their ride. "I'm a neat freak," Smith said, his company goes to clients' homes or place of business and cleans vehicles from top to bottom.

"We get every nook and cranny," he said. "We provide a quality and professional job that makes our clients' vehicles look fresh and our clients feel good."

With three trucks and six employees on the road, G&V – which stands for George and his wife, Valerie – is a certified MBE. The company specializes in detailing by hand, but the trucks are fully equipped with the tools of the trade – steamer, vacuum, polishes, brushes, microfiber cloths, clear coat cleaners, buffer. "We do all of it," Smith said.

G&V's target market consists of high-end professionals such as bankers, doctors, corporate lawyers and other individuals and businesses who, in his words, have incomes and revenues of "six and seven figures."

A pharmaceutical operator for 25 years at Mallinckrodt, Smith launched his mobile detail service with just \$12 in 2010 after a lockout from the company. He started cleaning cars of Mallinckrodt colleagues to make ends meet following the lockout. From there, G&V took off.

Smith's company earned the opportunity to do contract work with St. Louis Lambert International Airport, thanks to his interaction with an executive from Enterprise Car Rentals. While Smith performed contract detailing on Enterprise's fleet of vehicles, the executive mentioned that she was considering light colored floor mats for the Exotic Car Collection, which includes cars and SUVs with names like Infiniti, Audi, Mercedes, Lamborghini, Jaguar, Porsche, Maserati and Cadillac.

Smith said he felt the lighter colored mats would be hard to clean, so he suggested laying rubber floor mats on top of the lighter ones. "I told her that since Enterprise buys so many cars, the manufacturers will give the rubber mats," he said. Thankful for the suggestion, the executive referred Smith's mobile detail service to the airport, and Smith said getting that contract will grow his business and enable him to hire more employees.



BUSINESS DIVERSITY DEVELOPMENT

2018–2019





Contact Us



10701 Lambert International Blvd., St. Louis, MO 63145-0212 U.S.A.



314.426.8111



businessdiversity@flystl.com

flystl.com/bdd



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