

Marnée Morgan

Marnée Graves Consultants, LLC

M/WBE DBE

Quote: “The partnership with the Airport is genuine, and it is real.”

Marnée Morgan, CEO-Principal Consultant – Morgan Graves Consultants, LLC

### A Company Not Discouraged by Work that is Limited During the Coronavirus Pandemic

Marnée Morgan started Morgan Graves Consultants, LLC in 2015. She is not letting the coronavirus pandemic derail her plans for a successful year. Her optimism is strong notwithstanding the work that has slowed at the Airport because of COVID19. Marnée is the prime contractor for the Airport’s Customer Service Surveyor Services Contract. “Our role is to support the surveying component for travelers from their arrival to the airport to their gate departures,” said Marnée.

While the work has slowed with a 93% decline in the passenger count, Marnée has continued to communicate with Airport officials. “I am pleased to say the Airport team rallied around me as a minority, female small-business owner to support our work, and the continuation of the contractual partnership with actively identifying opportunities to continue the work in a different capacity,” she explained.

She goes on to say, “The partnership with the Airport is genuine, and it is real. They support you. They do not just throw you out there and say figure it out – you are supported as a contractor and that in and of itself contributes to your success.”

Work at STL is Marnée’s first experience embarking on a government-based contract. The work with the Airport has presented opportunities for growth. “In the first year of the contract I was introduced to the hospitality side of operations at the Airport to provide professional development training for all the vendors who provide food services in the Airport. Unfortunately, with COVID those discussions surrounding that contract have been put on hold,” she states.

Despite the pandemic situation, Marnée credits her Airport contract with opening new levels of exposure as a leading strategic planning, leadership training and professional development consulting firm. Her exemplary work caught the

attention of German multi-national pharmaceutical and life sciences company, Bayer AG. “We were tapped to fly to Germany to support the executive leadership’s transition to St. Louis for their acquisition of the Monsanto Corporation. I presented transition strategies for their executive leadership team in their effort to make decisions about leaving Germany and coming to St. Louis to work and live,” said Marnée.

Marnée continues to expand on her success. She has her sights set on working with the National Geospatial Intelligence Agency (NGA). “My goal is to eventually acquire a partnership with the NGA for a development opportunity particularly around training with the housing development component,” she explains.

Marnée has degrees in business administration and in management with an emphasis in marketing and leadership. She is passionate about health and human services consulting for non-profit organizations where she began her career. That foundation helped establish a business model that packaged her academic credentials, experience, and networking skills to start her business. It is Marnée’s grandmother who inspired her and where she gets her business savvy. “I didn’t realize the foundation for entrepreneurship that I had within my own family,” she says. Her grandmother owned a restaurant, an insurance company, sold Avon and led a tenant rent strike in the housing development where they lived,” she reflects.

Marnée titled her company, Morgan Graves Consultants, LLC, in honor of her family’s name Graves, and to honor her grandmother.

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