

# KCP&L's commitment to supplier diversity



## WE ACTIVELY SEEK DIVERSE BUSINESS PARTNERS TO HELP EVERYONE SUCCEED

Kansas City Power & Light's (KCP&L) commitment to supplier diversity is playing a significant role in developing minority-owned and woman-owned businesses seeking to establish themselves in the Kansas City marketplace. Building on more than a decade of minority supplier initiatives, KCP&L has provided a level playing field for numerous diversely owned enterprises to participate in its competitive bidding process and, ultimately, do business with KCP&L.

"I really appreciate the fact that KCP&L has gone out and tried to find jobs we can do for them," explained **Jason Lofton**, president of **QTI, Inc.**, Olathe, Kansas. QTI started out as a telecom utility contractor, but through support from organizations such as the MidAmerica Minority Business Development Council, Jason was able to build a relationship with KCP&L to provide underground power distribution solutions as well as fiber work.

"If KCP&L sees an opportunity that might be a good fit, they'll call me and let me know. In fact, KCP&L actually sells my company to other companies by referring and recommending us for jobs. I feel like KCP&L really looks after my interests and is totally committed to helping my company succeed and grow," Jason noted.



***KCP&L's support has helped Jason Lofton, president of QTI, Inc., achieve many of his business goals. "The company is truly behind you in helping you grow your business. It's not just lip service . . . it's like a whole group of people working to help you succeed."***

## MENTORING, NURTURING, CONNECTING

KCP&L views our Supplier Diversity program as a great opportunity to mentor and nurture minority- and women-owned businesses in our community. Our goal is to connect these business partners with appropriate decision makers and help them turn those connections into positive business results. By getting involved with each minority- and women-owned business and doing all we can to help them succeed, our company wins, their company wins, and our entire community wins through resulting economic development.

According to **Rosana Privitera Biondo**, president, **Mark One Electric Co.**, a specialty electrical contracting firm headquartered in Kansas City, Mo., KCP&L's outreach brought her company to the table on some of the biggest construction jobs in Kansas City.

"Life is all about opportunity, and KCP&L gave us the opportunity to do a job," she commented. "We succeeded in completing that job, which led to another opportunity, which hopefully will lead us to other opportunities. We're just a small company trying to make it in a pretty big world, and we're very grateful that KCP&L pushed the envelope and gave us the chance to fail or succeed. The company's support has really meant a lot to us."



***Rosana Privitera Biondo (right), president of Mark One Electric, appreciates the fact that KCP&L gives smaller minority- and women-owned businesses a chance to compete with bigger companies. "KCP&L actively came to us and asked us to participate in their bidding process. We had to prove that we could adequately deliver on our promises, but once we succeeded, the company has been a great supporter and opened many doors for us." Pictured with Rosana is Tim Jones, KCP&L's Supplier Diversity manager.***

## UPCOMING OPPORTUNITIES

Currently, KCP&L is very involved with implementing our Comprehensive Energy Plan, designed to meet the economic, environmental and energy needs of the rapidly growing Kansas City region now and for years to come. Key elements of the plan include:

- Iatan 2, a high-efficiency coal-fired plant scheduled to be in service by 2010
- Environmental upgrades at two of our existing facilities (La Cygne and Iatan 1) to improve the air quality in our region through significant reductions in regulated emissions
- 100 megawatts of wind generation at our new Spearville Wind Energy Facility, Spearville, Kansas (completed) with future plans for additional wind generation
- Demand management, distributed generation, customer efficiency and affordability programs, as well as transmission and distribution improvements

There will be many prime contractor (first tier) and subcontractor (second tier) opportunities for minority- and women-owned businesses to bid on upcoming work as KCP&L pursues its Comprehensive Energy Plan.

## ELIGIBILITY

KCP&L follows the general guidelines of the U.S. General Service Agency (GSA) and the Small Business Administration (SBA) and other non-profit certifying organizations to determine supplier diversity status.

If your firm is certified as one of the classifications below, we invite you to participate in our Supplier Diversity program:

**Minority-Owned Business Enterprise (MBE):** At least 51 percent owned, managed and controlled by one or more African Americans, Hispanic Americans, Native Indian Americans, Asian Indian Americans or Asian Pacific Americans.

**Women-Owned Business Enterprise (WBE):** At least 51 percent owned, managed and controlled by one or more women.

**Small Disadvantaged Business (SDB):** At least 51 percent owned by one or more individuals who are both socially and economically disadvantaged. This can include a publicly owned business in which at least 51 percent of its stock is owned by one or more socially and economically disadvantaged individuals and whose management and

daily business is controlled by one or more such individuals. *Disadvantaged* refers to minority status and usually does not include non-minority women.

**8(a):** Small disadvantaged businesses that are certified under section 8(a) Business Development Program by the Small Business Administration (SBA).

**HUBZone Business:** Small business, operating in an Historically Underutilized Business Zone, that meets the following requirements:

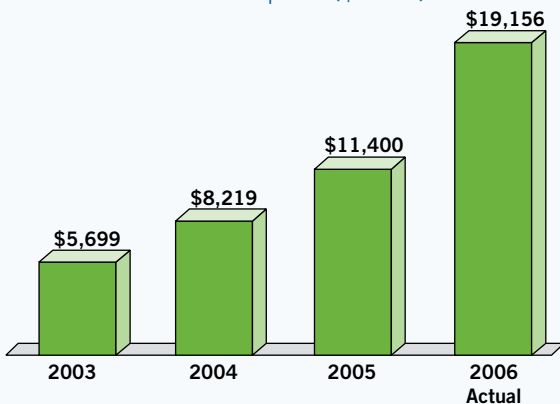
- Controlled by one or more U.S. citizens
- At least 35 percent of its employees reside in a HUBZone
- HUBZone status must be certified by the SBA

**Veteran-Owned Business Enterprise (VBE):** At least 51 percent owned, managed and controlled by one or more veterans.

**Service-Disabled Veteran-Owned Business Enterprise (SDVBE):** At least 51 percent owned, managed and controlled by one or more individuals with a service-connected disability.

### Spending on the Rise

MWBE\* Spend (\$000's)



*Since 2003, KCP&L has more than tripled its supplier diversity spending, and the company is committed to increasing those numbers in the coming years.*

*\*Minority- and women-owned business enterprise*

## CONTACT US TODAY



**Tim Jones**, KCP&L's Supplier Diversity manager, is the connection between our decision makers and minority- and women-owned enterprises. Contact Tim today at **(816) 556-2595** or e-mail **[tim.jones@kcpl.com](mailto:tim.jones@kcpl.com)** if you're a minority- or women-owned business. He can answer any questions you have about our

initiatives and explore whether KCP&L's outreach programs might benefit you. He also can help determine whether your products and/or services are suited to future KCP&L contracts. You also can visit our Web site, **[www.kcpl.com](http://www.kcpl.com)**, for more information on our Supplier Diversity program.



**[www.kcpl.com](http://www.kcpl.com)**