CAPITAL EXPENDITURES TO FEMALE-OWNED, MINORITY-OWNED, VETERAN-OWNED, AND SMALL BUSINESS ENTERPRISES

Under the provisions of the Illinois Health Facilities Planning Act (20 ILCS 3960/5.3 (b) (2)), **any hospital having more than 100 authorized beds, and having any capital expenditures in excess of $350,000 for the erection, building, alteration, reconstruction, modernization, improvement, extension, or demolition of or by the hospital,** is required to complete this section of the annual hospital questionnaire (items A through J). The hospital may include capital expenditures below the $350,000 threshold, if desired.

A health care system may develop a system-wide annual report that includes all hospitals to comply with this requirement. If the health care system chooses to report in this manner, please indicate it as the reporting entity. The health care system shall use as much State-specific data as possible in this report. If State-specific data is not available, the health care system shall include national data and explain why State-specific data is not available, and what steps the system will take to provide State-specific data in future reports.

If information about the open-ended questions in this section is currently available online for the hospital or health care system, the hospital or health care system may provide the online reference for the pertinent information.

Hospital or Health Care System*	Ingalls Memorial Hospital
Contact Person for this Section	Alder Derose, Director, Business Diversity & Compliance
Contact Telephone	(773) 834-5222
Contact E-Mail	Alder.Derose@Uchicagomedicine.org

* If the reported information is for a Health Care System, please indicate in the space below the hospitals included in the Health Care System.

If the reporting entity cannot provide all State-specific data, explain why State-specific data is not available, and what steps will be taken to provide State-specific data in future reports:

Please provide the following information based on your hospital or health system's most recently completed fiscal year.

For this section, **Qualifying capital expenditures** include "only expenditures ... for the erection, building, alteration, reconstruction, modernization, improvement, extension, or demolition of or by a hospital" [20 ILCS 3960/5.3(b)(1)].

A. What was your organization's goal for qualifying capital expenditures to the following categories of businesses?

	Percentage
Female-Owned Businesses	6.0 %
Minority-Owned Businesses	35.0 %
Veteran-Owned Businesses	0.0 %
Small Business Enterprises	0.0 %

B. What was the amount of your organization's total qualifying capital expenditures for the reporting period? **If your organization had no qualifying capital expenditures, proceed to question D.**

Total Qualifying Capital Expenditures for the Reporting Period (Dollars)	$ 2,487,870.05

C. What amount of your organization's qualifying capital expenditures actually were to the following types of businesses?

	Actual Amount Expended (Dollars)	Percentage of Total (Calculated)
Female-Owned Businesses	$ 1,264,229.83	50.82 %
Minority-Owned Businesses	$ 513,546.07	20.64 %
Veteran-Owned Businesses	$ 0.00	0.00 %
Small Business Enterprises	$ 0.00	0.00 %

D. For what type or types of qualifying capital expenditures is/are your organization actively seeking supplier diversity?

New Construction
Plant Construction and Maintenance
Plant Products and Services
Renovation
Spend Under $10,000

While we apply goals and track and monitor M/WBE outcomes in the areas of spend above.
For the purpose of this document, we are providing outcomes for new construction and renovation project

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E. What is your organization's plan for alerting and encouraging enterprises of your efforts to promote supplier diversity in your planned qualifying capital expenditures?

There are a number of strategies used to inform the various stakeholders of our intention to utilize certified Minority and Women
owned firms on our projects:
-Presentations to the various advocacy groups for the purpose of informing their members of the upcoming project, including bid
packages, liming for bid solicitations, specific project requirements and M/WBE contracting and workforce goals as applicable.
Presentations historically made to members of BCOE, African American Contractors Association, Hispanic
American Construction Industry Association, Federation of Women Contractors, and other advocacy or contracting membership
organization seeking information on an upcoming major project.
-Participation at all prebid activities where in salient project focused information is provided to potential bidders including contracting utilization goals and workforce goals as applicable. Anticipated outcome - Complete competitive bid with M/WBE
utilization provided on bid day.
-Minority and women owned firm participation applied to every project. These goals are stated in specific request for proposal

F. What challenges has your organization encountered in its efforts to promote and encourage supplier diversity?

While we have managed to successfully mitigate most challenges encountered in the implementation of our diversity program we
still have challenges identifying certified minority and women owned firms in particular trade areas specifically plumbing and
mechanical (HVAC). Firms do exist in these service areas but they are low in number. The lack of availability compromises our
ability to achieve maximum participation in this functional area. A strategy we are implementing started with an

G. What could the Illinois Health Facilities and Services Review Board do to assist your efforts to increase supplier diversity?

The IHFSRB can assist in our efforts by continuing to encourage others to develop and implement robust supplier/contractor
utilization programs. By providing certified, diverse firms with the opportunity of a consistent flow of work that they have a real
possibility of winning, these firms have the possibility of increasing their technical capacity and financial depth. These firms will
become organizationally healthy and will be able to hire more workers and take on larger and more complex jobs. They

H. What certifications does your organization recognize in the recruitment of diverse-owned vendors/suppliers?

* City of Chicago
* Cook County
* State of Illinois and/or its Agencies
* Womens Business Development enter or any of its Affiliate Councils
* Chicago Minority Business Development Council and/or any of its Affiliate Councils
* National Minority Business Supplier Development Council and/or any of its Affiliate Councils
* Small Business Administration 8(a)
* Approved entities of the Unified Certification Program

CAPITAL EXPENDITURES TO FEMALE-OWNED, MINORITY-OWNED, VETERAN-OWNED AND SMALL BUSINESS ENTERPRISES

I. How should a potential vendor/supplier contact your organization (point of contact)?

Alder Derose
Director Business Diversity & Compliance
850 East 58th Street Room 410
Chicago, Illinois 60637
773-834-5222

J. How would a vendor/supplier enroll with your organization to be recognized as a vendor/supplier of diversity ownership?

A contractor/supplier does not have to enroll. But may be asked to provide their qualifications and current letter of certification.

K. Do you have particular examples of successful recruitment of diverse-owned vendors/suppliers that could be instructive to other organizations to emulate in their efforts to recruit diverse vendors/suppliers?

*Set achievable but realistic goals
*Accountability - Key staff accountable for meeting or exceeding goals. Consider making this an element of the individual's performance
evaluation.
*Make M/WBE utilization goals part of your contract with construction management firms and general contractors. Goal achievement contract
language flows down to the agreements of the subtrades.
*Put prompt pay language in contracts to assure the M/WBE as well as all firms are paid in a timely manner after the prime contractor receives
payment. Small firms cannot wait 45 to 60 days for payment.
*Look at your hospital's payment processes. How long does it take to pay suppliers, vendors, Contractors? Is there a payment bottleneck in your
process that can be eliminated?

It may be a bit difficult initially to recruit diverse firms. There is a cost associated with bidding work and small firms often times focus their efforts
on preparing and submitting bidding bids to organizations where they believe they have a fair chance of being successful. An organization
without a track record or utilizing diverse firms will have to build trust. Do not simply send the solicitation to the diverse