

The Least Traveled Road

News affecting the Wisconsin, Iowa and Central Illinois Minority Supplier Development Council

March 2011

Partners for Profit Business to Business Symposium

[Click here](#) for event information, registration and advertising opportunities!

Ameren-ComEd Supplier Diversity Symposium



29-30 March
2011
Ameren -
Springfield, IL

[Click here](#) for more information.

John Taylor Appointed Director, Supplier Diversity - Cargill



John Taylor joined Cargill in August 2010, and serves as Director of Supplier Diversity. In this role, he is responsible for increasing alignment and coordinating supplier diversity goals among business units. He will continue Cargill's participation in local and national organizations dedicated to stimulating the growth of minority-owned and woman-owned businesses. John will also encourage Cargill's employees to support small businesses and businesses owned by women, minorities and other disadvantaged

groups when seeking new sources of supplies and services. He will also have a continued focus on mentoring activities with the leaders of disadvantaged businesses and developing and administering the company's diversity strategies and initiatives.

Wisconsin Minority Business Management Seminar

5-9 June 2011
UW-Madison - Madison, WI

[Click here](#) for more information.

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Scott VanderSanden Named Honorary Chairperson of the Partners for Profit Business to Business Symposium

Scott VanderSanden, President of AT&T Wisconsin, has been named Honorary Chairperson of the Partners for Profit Business to Business Symposium, which will take place at the Country Springs Hotel and Conference Center in Pewaukee, Wisconsin, on 25 March 2011.



A 22-year veteran of AT&T, VanderSanden got the President's position in November 2006. Prior to that he led AT&T Wisconsin's most important regulatory initiatives in recent years, including winning state approval to offer long distance and successfully directing the company's activities in a major wholesale pricing review by the Public Service Commission of Wisconsin (PSC).

VanderSanden started his AT&T career after an 18-month stint with United Equitable, a Chicago-based insurance company. A suburb of Chicago native, he began his career at AT&T, then known as Ameritech, in the finance and central regulatory departments. His duties included lobbying the Federal Communications Commission on several major issues, including implementation of the federal Telecommunications Act of 1996.

VanderSanden holds a Master's Degree in Business Administration from the University of Wisconsin-Madison and an undergraduate degree in Finance from the University of Wisconsin-Eau Claire.

For event and registration information, please visit <http://pfp2011.eventbrite.com/>.

New Certification - Vanguard Construction Building a Solid Reputation



In just two years, Vanguard Construction (VC), a Milwaukee-based minority-owned design-build general contractor and construction management company, has been able to build a solid reputation of completing quality construction projects on time and on budget.

"It is our intent for every client to understand, feel and absorb the passion and commitment that has been the driving force of our firm since its inception," said Al Smith, Vice President. "From the very first day of operation, we have strived to create a machine that is well run, beneficial to our employees and a complement to the communities in which we work. It is an uninterrupted, continuous internal effort to ingrain our core values of honesty, integrity and respect into every artery of our organization."

VC's strength lies in its staff. It has a diverse group of talented individuals who are committed to the company's mission, vision and core values. Relying on its staffs' various skill sets and professional backgrounds, VC has been able to provide innovative solutions to many aspects of the construction process.

Backed by a strong upper management team, VC staff has worked on over \$15 million in construction projects since 2009. These include Alta Mira II, a \$6.2M 57-unit senior living facility; Hill Crest, a \$4.1M 41-unit senior living facility; Empowerment Village, a \$3.1M 35-unit supportive housing project; Lisbon Terrace, a \$1.6M 24-unit low income housing project; among others.

"As owners and property managers of commercial and residential real estate, VC approaches every project from an owner's perspective to give its customers the highest quality product at the best price," said Kalan Haywood, President.

Whether you are a developer seeking a general contractor or a general contractor searching for a general contractor to partner with, you will find the necessary information that will assist you in beginning the process of bringing your project to fruition.

For more information about VC, please visit www.vanguardcs.com.

