



333 YEARS TO PARITY!

YEARS

0000

MONTHS

00

WEEKS

00

DAYS

00

HOURS

00

THE CASE FOR CHANGING SUPPLIER DIVERSITY AS WE KNOW IT



HISTORICAL PERSPECTIVE

1968 ▼

April

Dr. Martin Luther King, Jr was assassinated just after delivering a speech about economic withdrawal to encourage boycotts of US companies in order to address economic disparity

Riots ensued throughout the nation

Root cause of riots:
Racial Injustice and
its systemic effects

Solution: Economic
withdrawal
(boycotts)

July

President Nixon commissions an advisory group to pinpoint and address the underlying cause



“RIOTS ARE THE LANGUAGE OF THE UNHEARD.” Dr. Martin Luther King, Jr.

1969 ▼

March 5

President Nixon signs E.O. 11458 to form the Office of Minority Business Enterprise (now MBDA)



1971 ▼

October

E.O. 11625 expands agency scope, allowing grants to outside organizations to develop MBEs

1972 ▼

National Minority Purchasing Council (now NMSDC) is founded in Chicago

1974 ▼

NMPC receives grant from MBDA to take programs national and NMPC became NMSDC



2020 ▼

Murders of George Floyd and others sparks widespread protests throughout the nation.

Many corporations respond with supportive letters, pledges and checks. While commendable, these steps won't achieve necessary and sustainable economic impact.

Genuine corporate commitment from the top down is critical

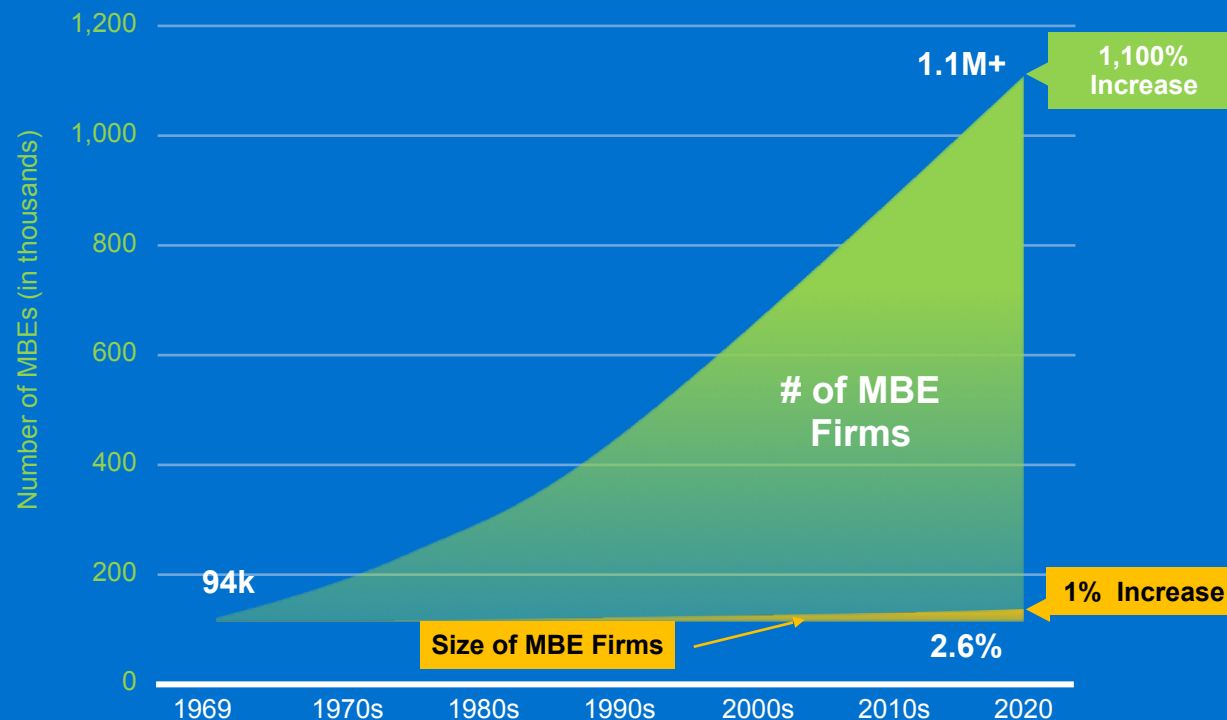


“Those who fail to learn from history are condemned to repeat it.” George Santayana



RESULTS & IMPACT

50+ Year Snapshot



Number of minority businesses

89,000 employer MBEs in 1969 to 1.1 million in 2018

UNITS: 1,100% Growth In 51 years



Lack of MBE Sales Growth

Only 2.6% of MBEs have revenue over \$1M in 2018.

SIZE: Just over a 1% increase in 51 years.



CORPORATE SUPPORT IS VITAL!



“Our struggle is for genuine equality, which means economic equality.”

Dr. Martin Luther King, Jr.

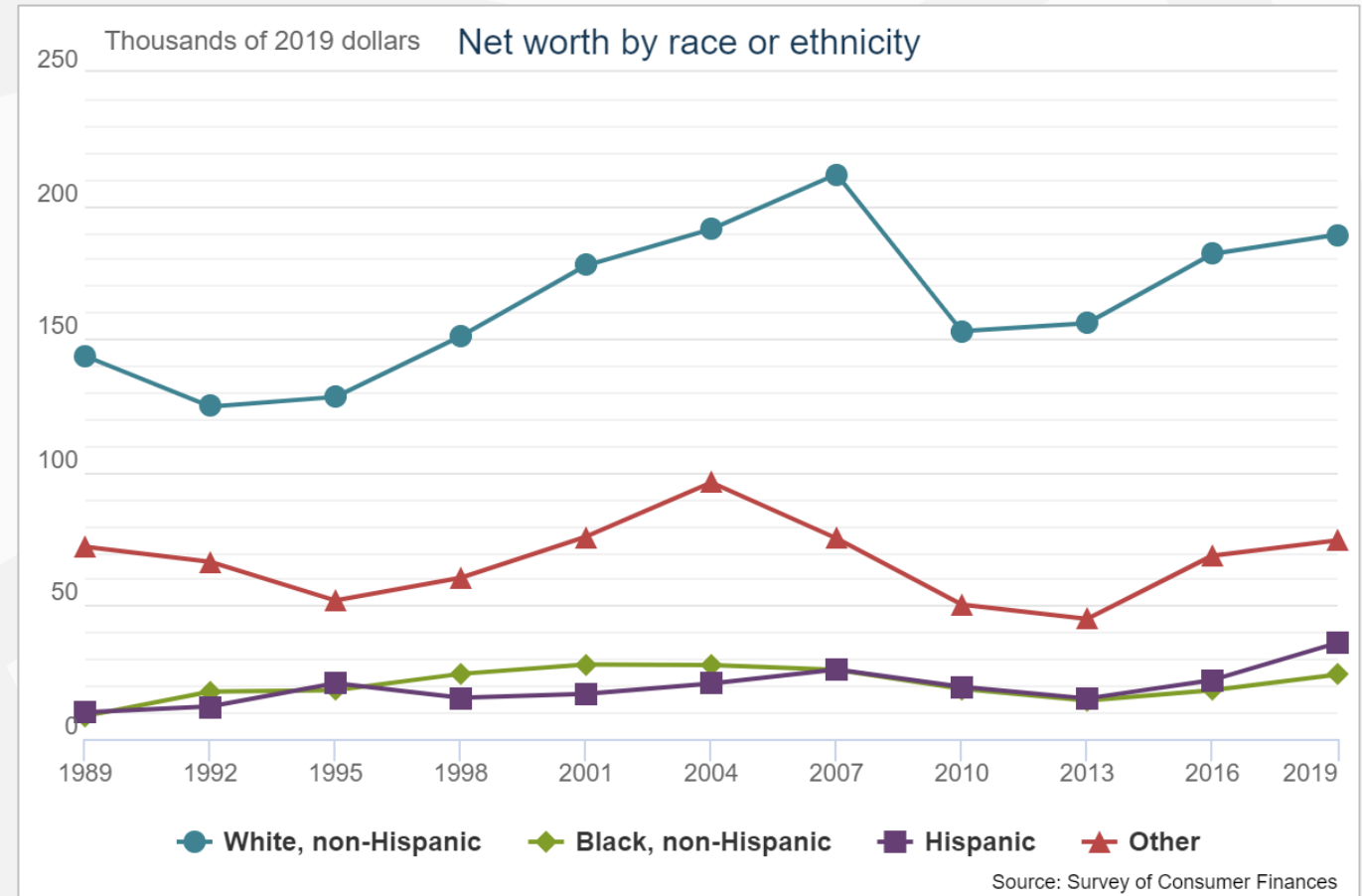


ECONOMIC INEQUALITY FOR MINORITIES PERSISTS

Supplier.io

The Gap widens ...

White households have 8 times the wealth of Black households and 5 times that of Hispanic households.

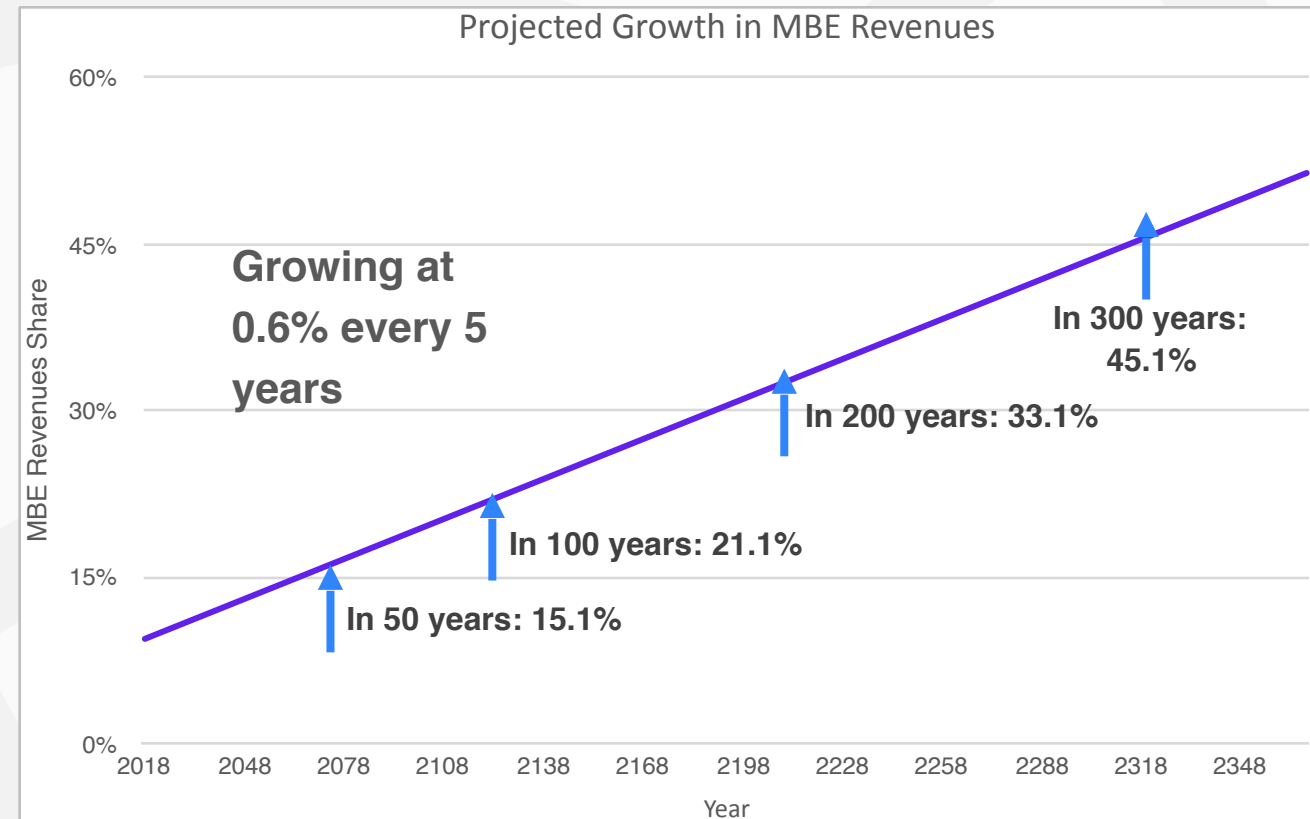




ECONOMIC INEQUALITY FOR MINORITIES PERSISTS

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**At current
revenue growth
rates, it will
take 333 years**





“What does it profit a man to be able to eat at an integrated lunch counter if he doesn’t have enough money to buy a hamburger?”

Dr. Martin Luther King, Jr.



ECONOMIC INEQUALITY FOR MINORITIES PERSISTS

What can we do **TODAY**
to make progress?



ECONOMIC INEQUALITY FOR MINORITIES PERSISTS

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**Increase spend
with MBEs 1%/
year**

Average MBE spend:
3.29%

Target MBE spend:
13%-16%



ECONOMIC INEQUALITY FOR MINORITIES PERSISTS

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Working together, we can reduce it to

15 YEARS



ECONOMIC INEQUALITY FOR MINORITIES PERSISTS

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A Solid Business Case for Racial Equity

The \$8 trillion potential gain
in GDP is
**larger than the current
GDP of every country in
the world except the U.S.
and China.**



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