

2015
2016

Office of
**SUPPLIER
DIVERSITY**
Annual Report

Governor Rick Scott
Secretary Chad Poppell



FLORIDA DEPARTMENT of

management
SERVICES

We serve those who serve Florida

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Department of Management Services Secretary Welcome

Florida's economic turnaround is leading the nation, and our small businesses deserve recognition for their role in driving the economy forward. Since 2010, Florida's private sector has added more than 1.2 million jobs, resulting in an unemployment rate of 4.8 percent. These significant achievements indicate optimism in Florida's job market and demonstrate that small businesses in our state are continuing to grow and succeed, hiring one position at a time.

The Office of Supplier Diversity serves as the state's resource in helping small businesses develop through engagement in the state's procurement process. Like any business entity, government buys goods and services for a variety of reasons and opportunities for small businesses to grow in the government sector are achievable. Taking the initial step as an entrepreneur and certifying your business with the Office of Supplier Diversity allows you to gain insight and assistance in navigating the state's purchasing process.

Government continues to seek out the best solutions for the best possible value—and we lean heavily on the small business marketplace to deliver innovative products and services to help us achieve this goal. Certifying more vendors with unique products and services leads to an enhanced competitive environment and better solutions for Florida. That is why I have set an aggressive benchmark to increase the number of certified businesses participating in state procurement. I encourage you, as small business owners, to fully utilize the resources offered by the Office of Supplier Diversity to further your business's success and our economic turnaround.

Sincerely,



Chad Poppell
Department of Management Services Secretary

Office of Supplier Diversity Executive Director Welcome

This past year, the Office of Supplier Diversity (OSD) renewed its focus on bringing value to small businesses who have obtained certification. Certification is critical for those businesses looking to differentiate themselves from their competitors. While we continue to make strides in streamlining the certification process for small business owners, we also remain committed to enhancing our outreach efforts to provide informative tools and resources to assist small businesses in pursuing government contracts.

Though the office continues to concentrate efforts on marketing, educating and training, we have much more to accomplish. The revitalized Supplier Diversity Exchanges have been received positively across four regions, and we will continue hosting these networking opportunities as a way to help businesses connect with each other and with government buyers.

Across the state, OSD has helped small businesses navigate the contracting arena—from learning about what state agencies have purchased in the past to understanding how to utilize MyFloridaMarketPlace and the Vendor Bid system to directly assisting business owners through the certification process. In this next year, we will expand efforts to support state agencies in publishing their future spend plans to keep small businesses informed on what government is looking to purchase in the near future. We will also continue to work on referring certified businesses for a variety of procurement opportunities while forging relationships with other buyers who are seeking diversity in their spending.

It is our goal to assist small businesses in better understanding the state's procurement process so that they can learn how to be successful in winning government work. We look forward to continued collaboration with Florida's small businesses over the next year to further enhance their growth and development in the nation's best business climate.

Sincerely,



Hue T. Reynolds
Office of Supplier Diversity Executive Director

Office of Supplier Diversity Annual Report Fiscal Year 2015-2016

The Office of Supplier Diversity (OSD) is the statewide team within the Division of State Purchasing at the Florida Department of Management Services that serves as a resource for small businesses. Specifically, OSD manages the certification program for Florida-based woman-, veteran- and minority-owned businesses. By providing education, outreach and marketing efforts, OSD has helped improve business opportunity for small businesses through the following activities:

- Assisting small business owners with applicable state certification and recertification;
- Targeting outreach and communications of opportunities specific to unique commodity listings;
- Advocating for the utilization of certified woman-, veteran-, and minority-owned businesses with state, local and private industries;
- Planning, hosting and supporting Florida networking and business exchange events geared toward woman-, veteran- and minority- business owners;
- Providing educational information to state government procurement professionals to help increase the use of small businesses in state and local government procurement contracts; and
- Promoting procurement opportunities across a variety of industries.

Definition of a Woman-, Veteran-, or Minority-Owned Certified Business

To become a certified woman-, veteran-, or minority-owned business, the following requirements must be met:

- Be engaged in commercial transactions;
- Be domiciled in Florida;
- Be 51-percent owned, managed and controlled by an African-American, Hispanic-American, Asian-American, Native-American, woman or veteran who is a permanent resident of Florida and a United States citizen; and
- Be a small business that is independently owned and operated, with a net worth of no more than \$5 million and that employs less than 200 full-time permanent employees, or is recognized as a certified business by the federal government.

Certification benefits include:

- First-tier referrals to state agencies and other public/private entities for purchase order and contract opportunities;
- Exclusive listing of state-certified woman-, veteran- or minority-owned business in an online directory;
- Direct messaging from state agencies and other organizations about procurement opportunities;
- Participation and networking at regional events;
- Mentor-protégé opportunities for business development and guidance from established corporations; and
- Loan mobilization to assist eligible businesses with funding.

Supplier Diversity Exchange: Learn. Network. Grow.

This year, OSD launched its signature event, a rebrand of the previous matchmaker, called the Supplier Diversity Exchange. Held for the first time ever in Pensacola, Jacksonville, Tallahassee and Orlando, these regional events served as a forum for local businesses to interact with state, federal and local government representatives including the Small Business Administration, Small Business Development Center Network, local school districts, public utilities and others. The free events included short presentations, training sessions, networking opportunities and several one-on-one interviews during the Business Exchange, between representatives of local small businesses and various government entities.

As much as possible, OSD collaborated with local entities to help support and customize the event to meet the needs of the area. While each event varied, based on regional need, the energy and networking buzz was palpable at all four Supplier Diversity Exchanges. Below is a summary of each event. The Jacksonville, Tallahassee and Orlando events were sold out due to space limitations and waiting lists were developed for each.

- The Pensacola Supplier Diversity Exchange was held on February 11, 2016, on the University of West Florida (UWF) campus in collaboration with the Small Business Development Center Network and UWF. Eleven state agencies participated in the event and there were a total of 70 individuals in attendance.
- The Jacksonville Supplier Diversity Exchange was held on March 22, 2016, on the University of North Florida (UNF) campus in collaboration with the Small Business Development Center and UNF. Fourteen state agencies participated in the event and there were a total of 112 individuals in attendance.
- The Tallahassee Supplier Diversity Exchange was held on October 4 - 5, 2016, on the Florida State University (FSU) and Department of Children and Families (DCF) campuses in collaboration with MED Week, FSU and DCF. Seventeen state agencies participated in the event and there were a total of 146 attendees in attendance during the course of two days.
- The Orlando Supplier Diversity Exchange was held on November 3, 2016, on the University of Central Florida (UCF) campus in collaboration with UCF and Diverse Strategic Alliances. Fourteen state agencies participated in the event and there were a total of 125 individuals in attendance.



Advisory Council on Small and Minority Business Development member Paul Roldan (left) joined OSD Executive Director Hue Reynolds (center) and DMS Secretary Chad Poppell (right) at the Orlando Supplier Diversity Exchange.



Small business owners market their goods and services directly with state and local buyers during scheduled one-on-one interviews at the Tallahassee Supplier Diversity Exchange.

Ambassador Agreements

The Office of Supplier Diversity continues to align efforts with organizations that support small businesses. In 2016, OSD signed several agreements to solidify relationships that will serve to increase contracting opportunities for Florida's woman-, veteran- and minority-owned small businesses. The below agreements develop and foster a mutual understanding and working relationship to assist small businesses:

- On May 5, 2016, OSD signed an Ambassador Agreement with the Small Business Development Center during its 29th Annual Government Small Business Conference in Tampa.
- On June 17, 2016, OSD signed an Ambassador Agreement with the Gulf Coast African American Chamber of Commerce (GCAACC) in Pensacola.
- On October 19, 2016, OSD signed an Ambassador Agreement with the University of Florida Small Business & Vendor Diversity Relations at the university's Women's Business + Leadership Conference.
- On November 3, 2016, OSD signed a Strategic Alliance Memorandum with the U.S. Small Business Administration North Florida District at the Orlando Supplier Diversity Exchange.



Florida SBDC Network Government Contracting Services Manager Jane Dowgwillo and OSD Executive Director Hue Reynolds.



GCAACC Executive Director Nicole Dixon signed the agreement alongside OSD Executive Director Hue Reynolds.



Ken Hamilton, Assistant District Director for Business Development, North Florida District and OSD Executive Director Hue Reynolds sign the strategic agreement.

The following data represents the total number of new certifications, re-certifications and total number of certified firms in the state of Florida by the Office of Supplier Diversity.

New Certifications for FY 2015-16

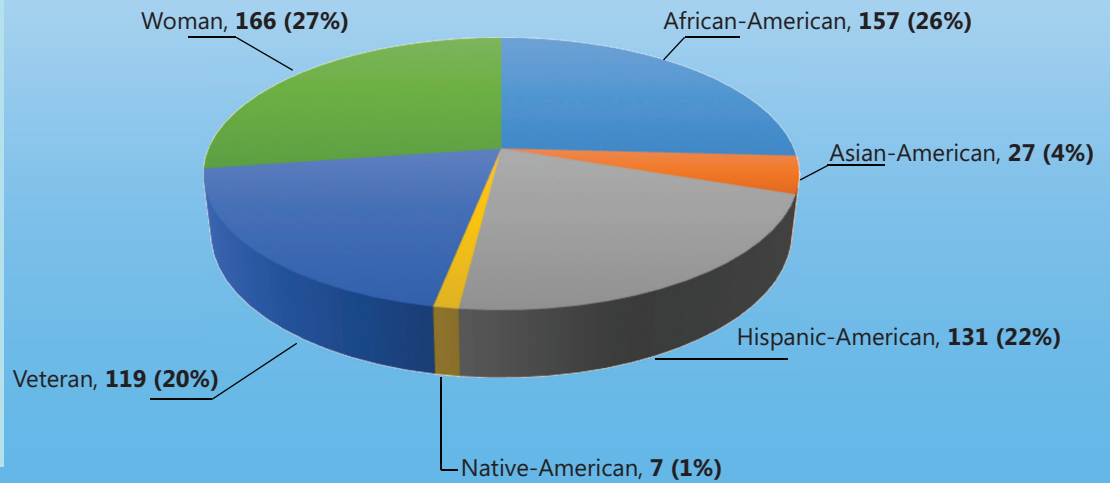
During FY 2015-16, there were a total of 607* firms that were newly certified as woman-, veteran-, and/or minority-owned businesses.

↑ This represents a 15% increase in total new certifications since FY 2014-15.

- 157** African-American-owned businesses
- 27** Asian-American-owned businesses
- 131** Hispanic-American-owned businesses
- 7** Native-American-owned businesses
- 119** Veteran-owned businesses
- 166** Woman-owned businesses

TOTAL: 607*

*Please note: Firms may have multiple designations.



Recertifications for FY 2015-16

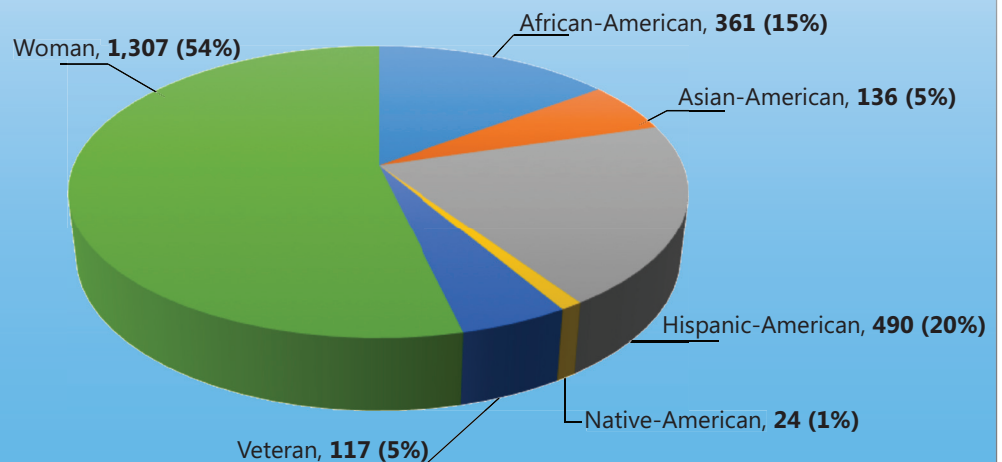
During FY 2015-16, there were a total of 2,056* firms that re-certified as woman-, veteran-, and/or minority-owned businesses.

↑ This represents a 14% increase in total recertifications since FY 2014-15.

- 361** African-American-owned businesses
- 136** Asian-American-owned businesses
- 490** Hispanic-American-owned businesses
- 24** Native-American-owned businesses
- 117** Veteran-owned businesses
- 1,307** Woman-owned businesses

TOTAL: 2,056*

*Please note: Firms may have multiple designations.

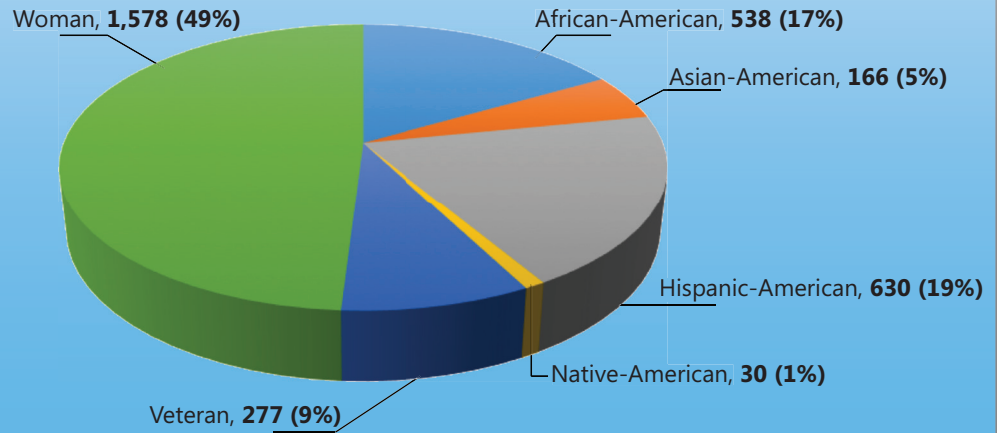


Number of Businesses Certified and Recertified FY 2015-16

During FY 2015-16, there were a total of 2,663* certifications and re-certifications of woman-, veteran-, and/or minority-owned businesses.

↑ This represents a 14.6% increase in total certifications and recertifications since FY 2014-15.

538	African-American-owned businesses
166	Asian-American-owned businesses
630	Hispanic-American-owned businesses
30	Native-American-owned businesses
277	Veteran-owned businesses
1,578	Woman-owned businesses
TOTAL: 2,663*	



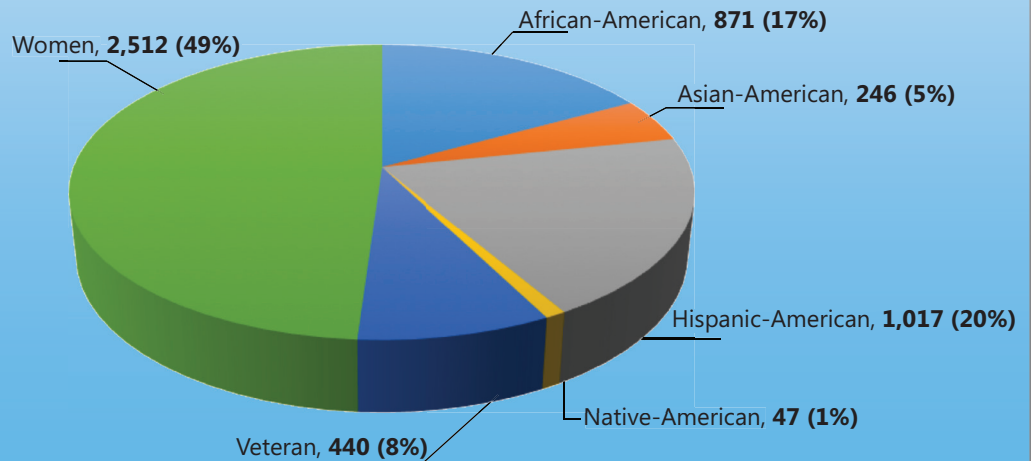
*Please note: Firms may have multiple designations.

Number of Businesses With a Current Certification for FY 2015-16

To date, there are a total of 4,222* certified woman-, veteran-, and/or minority-owned businesses.

While the total number of current certifications appear to show a decrease since FY 2014-15, the two FY figures cannot be compared due to reporting methodology changes. The previous FY numbers included duplicate certified firms. OSD continues to improve its reporting processes, and due to this improvement, OSD corrected the data oversight to ensure the most accurate numbers were represented from this point forward.

871	African-American-owned businesses
246	Asian-American-owned businesses
1,017	Hispanic-American-owned businesses
47	Native-American-owned businesses
440	Veteran-owned businesses
2,512	Woman-owned businesses
TOTAL: 4,222*	



*Please note: Firms may have multiple designations.

Agency Compliance for Business Participation Plans

Section 287.09451 (6), Florida Statutes, annually requires all state agencies to submit Certified Business Enterprise Participation Plans to the Office of Supplier Diversity. Each plan must include the organization's strategy for ensuring diversity in the organization's purchasing and contracting opportunities, as well as the previous fiscal year's spending with woman-, veteran- and minority-owned certified business enterprises. Plans must also include a statement and assessment of good faith efforts taken by each state agency and a status report of agency compliance with subsection (6), as determined by the Office of Supplier Diversity.

Agency Compliance for Business Participation Plans (as of Dec. 19, 2016)

Agency	Plan Submitted	Plan Approved
Agency for Healthcare Administration	Yes	Yes
Agency for Person With Disabilities	Yes	Yes
Agency for State Technology	Yes	Yes
Attorney General	Yes	Yes
Department of Agriculture and Consumer Services	Yes	Yes
Department of Business and Professional Regulation	Yes	Yes
Department of Children and Families	Yes	Yes
Department of Citrus	Yes	Yes
Department of Corrections	Yes	Yes
Department of Economic Opportunity	Yes	Yes
Department of Education	Yes	Yes
Department of Elder Affairs	Yes	Yes
Department of Environmental Protection	Yes	Yes
Department of Financial Services	Yes	Yes
Department of Health	Yes	Yes
Department of Highway Safety & Motor Vehicles	Yes	Yes
Department of Juvenile Justice	Yes	Yes
Department of Law Enforcement	Yes	Yes
Department of Management Services	Yes	Yes
Department of Military Affairs	Yes	Yes
Department of Revenue	Yes	Yes
Department of State	Yes	Yes
Department of the Lottery	Yes	Yes
Department of Transportation	Yes	Yes
Department of Veterans' Affairs	Yes	Yes
Executive Office of the Governor	Yes	Yes
Fish & Wildlife Conservation Commission	Yes	Yes

Data Calculation in Fiscal Year 2015-2016

In an effort to continuously improve the quality of information it provides, the Office of Supplier Diversity implemented new data elements for inclusion in last year's annual report. This effort has expanded by including total agency spend with Certified Business Enterprises (in dollar amount and percentage) versus each agency's dedicated "contracting dollars." This calculation excludes any agency transfers, grants, subsidies or other pass-through payments (to other state agencies or recipients), as those expenditures do not represent active and deliberate contracting decisions on the part of the agency. This new way of collecting data provides a more relevant representation of the state's expenditures with woman-, veteran- and minority-owned businesses.

Fiscal Year 2015-16 Total Agency Expenditures by Industry

Agency	Architects/ Engineers	Commodities	Construction	Contractual Services	Total
Agency for Healthcare Administration	\$73	\$2,260,674	\$4,115	\$101,912,486	\$104,177,348
Agency for Persons with Disabilities	\$930	\$6,443,326	\$1,736,469	\$25,810,120	\$33,990,845
Agency for State Technology	\$0	\$3,656,309	\$0	\$32,434,177	\$36,090,487
Department of Agriculture and Consumer Services	\$571,338	\$31,851,417	\$27,810,344	\$45,256,308	\$105,489,407
Department of Business and Professional Regulation	\$0	\$3,076,836	\$0	\$13,693,061	\$16,769,897
Department of Children and Families	\$42,279	\$30,527,930	\$2,426,343	\$219,414,894	\$252,411,446
Department of Citrus	\$0	\$478,768	\$9,729	\$18,449,334	\$18,937,831
Department of Corrections	\$685,726	\$118,205,296	\$5,164,608	\$233,264,056	\$357,319,685
Department of Economic Opportunity	\$29,421	\$2,398,595	\$656,691	\$22,542,589	\$25,627,296
Department of Education	\$41,661	\$13,566,870	\$10,682	\$214,273,295	\$227,892,509
Department of Elder Affairs	\$0	\$392,882	\$0	\$762,055	\$1,154,937
Department of Environmental Protection	\$7,324,071	\$11,952,464	\$128,544,171	\$56,609,919	\$204,430,625
Department of Financial Services	\$0	\$7,279,596	\$966,690	\$65,421,784	\$73,668,069
Department of Health	\$569,390	\$245,923,291	\$16,696,758	\$259,926,204	\$523,115,642
Department of Highway Safety and Motor Vehicles	\$146,115	\$56,851,608	\$2,802,793	\$30,706,471	\$90,506,987
Department of Juvenile Justice	\$12,013	\$8,552,902	\$4,877,752	\$228,066,704	\$241,509,371
Department of Law Enforcement	\$10,628	\$18,256,166	\$154,739	\$18,445,433	\$36,866,967
Department of Legal Affairs	\$0	\$3,525,310	\$598,192	\$9,387,826	\$13,511,328
Department of Management Services	\$283,591	\$6,426,136	\$6,427,667	\$22,679,378	\$35,816,772
Department of Military Affairs	\$785,081	\$5,485,161	\$32,878,541	\$10,831,449	\$49,980,233
Department of Revenue	\$1,750	\$6,294,146	\$587,690	\$98,407,494	\$105,291,080
Department of State	\$38,222	\$3,099,028	\$264,541	\$6,548,573	\$9,950,364
Department of the Lottery	\$0	\$2,585,767	\$0	\$45,600,384	\$48,186,151
Department of Transportation	\$1,090,795,697	\$44,056,668	\$4,465,149,371	\$38,061,694	\$5,638,063,430
Department of Veterans' Affairs	\$1,018,441	\$8,634,552	\$2,064,739	\$11,416,998	\$23,134,730
Division of Administrative Hearings	\$0	\$491,038	\$0	\$3,227,431	\$3,718,469
Executive Office of the Governor	\$7,542	\$5,114,242	\$4,642	\$17,654,142	\$22,780,568
Fish and Wildlife Conservation Commission	\$1,697,144	\$42,154,915	\$8,252,227	\$58,121,113	\$110,225,398
Florida Commission on Offender Review	\$0	\$245,208	\$0	\$127,510	\$372,718
Florida School for the Deaf and the Blind	\$102,302	\$2,852,106	\$1,293,754	\$2,131,662	\$6,379,824
Justice Administrative Commission	\$0	\$2,825,202	\$0	\$56,012,504	\$58,837,707
Legislature	\$0	\$2,137,671	\$0	\$5,977,595	\$8,115,266
Public Service Commission	\$0	\$478,482	\$0	\$605,425	\$1,083,907
State Courts System	\$5,188	\$7,368,018	\$6,946,606	\$31,701,457	\$46,021,269
Total	\$1,104,168,603	\$705,448,579	\$4,716,329,854	\$2,005,481,526	\$8,531,428,562

Please note: Slight dollar amount deviations due to rounding

Fiscal Year 2015-16 The Florida College System

For the first time, the Florida College System (FCS) has participated in the OSD Annual Report. This year, FCS provided OSD with its certified minority expenditures. Moving forward, OSD will work closely with FCS to align its data reporting to include industry-specific expenditures.

Certified Minority Business Expenditures

Certified Category	Architects/Engineers	Commodities	Construction	Contractual Svc.	Total
African American, Certified	\$369,880	\$524,429	\$4,650,491	\$688,199	\$6,232,999
Hispanic, Certified	\$375,845	\$1,094,630	\$1,729,004	\$1,358,638	\$4,558,116
Asian-American, Certified	\$207,481	\$394,092	\$1,542,721	\$2,192,483	\$4,336,777
Native American, Certified	\$0	\$12,720	\$86,805	\$121,502	\$221,027
American Women, Certified	\$1,257,021	\$2,594,875	\$13,108,799	\$6,083,844	\$23,044,540
Service Disabled Veteran, Certified	\$5,890	\$304,111	\$56,807	\$55,519	\$422,327
Total	\$2,216,116	\$4,924,858	\$21,174,628	\$10,500,185	\$38,815,787

Please note: Slight dollar amount deviations due to rounding

Non-Certified Minority Business Expenditures

Non-Certified Category	Architects/Engineers	Commodities	Construction	Contractual Svc.	Total
African American, Non-Certified	\$95,500	\$89,208	\$24,140	\$206,717	\$415,564
Hispanic, Non-Certified	\$64,616	\$458,626	\$903,694	\$415,638	\$1,842,575
Asian-American, Non-Certified	\$104,549	\$169,053	\$120,869	\$145,844	\$540,314
Native American, Non-Certified	\$2,533	\$10,693	\$220,354	\$18,622	\$252,202
American Women, Non-Certified	\$473,725	\$2,930,295	\$1,030,098	\$4,149,467	\$8,583,585
Service Disabled Veteran, Non-Certified	\$5,065	\$79,828	\$7,490	\$296,130	\$388,513
Total	\$745,988	\$3,737,702	\$2,306,645	\$5,232,418	\$12,022,753

Please note: Slight dollar amount deviations due to rounding

Total Minority Business Expenditures

Category	Architects/Engineers	Commodities	Construction	Contractual Svc.	Total
African American, Certified	\$369,880	\$524,429	\$4,650,491	\$688,199	\$6,232,999
Hispanic, Certified	\$375,845	\$1,094,630	\$1,729,004	\$1,358,638	\$4,558,116
Asian-American, Certified	\$207,481	\$394,092	\$1,542,721	\$2,192,483	\$4,336,777
Native American, Certified	\$0	\$12,720	\$86,805	\$121,502	\$221,027
American Women, Certified	\$1,257,021	\$2,594,875	\$13,108,799	\$6,083,844	\$23,044,540
Service Disabled Veteran, Certified	\$5,890	\$304,111	\$56,807	\$55,519	\$422,327
African American, Non-Certified	\$95,500	\$89,208	\$24,140	\$206,717	\$415,564
Hispanic, Non-Certified	\$64,616	\$458,626	\$903,694	\$415,638	\$1,842,575
Asian-American, Non-Certified	\$104,549	\$169,053	\$120,869	\$145,844	\$540,314
Native American, Non-Certified	\$2,533	\$10,693	\$220,354	\$18,622	\$252,202
American Women, Non-Certified	\$473,725	\$2,930,295	\$1,030,098	\$4,149,467	\$8,583,585
Service Disabled Veteran, Non-Certified	\$5,065	\$79,828	\$7,490	\$296,130	\$388,513
Total	\$2,962,105	\$8,662,560	\$23,481,272	\$15,732,603	\$50,838,540

Please note: Slight dollar amount deviations due to rounding

Fiscal Year 2015-16 Total Spend Dollar Amount and Percentage of Contracts Awarded to Certified Business Enterprises (CBE)

Agency	Certified Contracted Dollars	CBE %	Subcontractor Dollars	CBE %	Total	Total Agency Expenditure
Agency for Healthcare Administration	\$831,775	0.80%	\$29,825	0.03%	\$861,600	\$104,177,348
Agency for Persons with Disabilities	\$251,649	0.74%	\$10,289	0.03%	\$261,939	\$33,990,845
Agency for State Technology	\$202,984	0.56%	\$0	0.00%	\$202,984	\$36,090,487
Department of Agriculture and Consumer Services	\$13,641,670	12.93%	\$285	0.00%	\$13,641,955	\$105,489,407
Department of Business and Professional Regulation	\$1,202,352	7.17%	\$91	0.00%	\$1,202,443	\$16,769,897
Department of Children and Families	\$4,559,816	1.81%	\$472,493	0.19%	\$5,032,309	\$252,411,446
Department of Citrus	\$132,378	0.70%	\$0	0.00%	\$132,378	\$18,937,831
Department of Corrections	\$13,337,221	3.73%	\$7,252,407	2.03%	\$20,589,628	\$357,319,685
Department of Economic Opportunity	\$2,046,628	7.99%	\$0	0.00%	\$2,046,628	\$25,627,296
Department of Education	\$7,902,581	3.47%	\$103	0.00%	\$7,902,684	\$227,892,509
Department of Elder Affairs	\$19,100	1.65%	\$32,009	2.77%	\$51,109	\$1,154,937
Department of Environmental Protection	\$16,308,551	7.98%	\$13,016	0.01%	\$16,321,567	\$204,430,625
Department of Financial Services	\$4,147,050	5.63%	\$567	0.00%	\$4,147,617	\$73,668,069
Department of Health	\$16,215,159	3.10%	\$4,071	0.00%	\$16,219,230	\$523,115,642
Department of Highway Safety and Motor Vehicles	\$2,168,533	2.40%	\$15,662	0.02%	\$2,184,195	\$90,506,987
Department of Juvenile Justice	\$3,185,314	1.32%	\$430,437	0.18%	\$3,615,752	\$241,509,371
Department of Law Enforcement	\$3,796,394	10.30%	\$6,354	0.02%	\$3,802,748	\$36,866,967
Department of Legal Affairs	\$171,233	1.27%	\$0	0.00%	\$171,233	\$13,511,328
Department of Management Services	\$581,019	1.62%	\$0	0.00%	\$581,019	\$35,816,772
Department of Military Affairs	\$6,381,128	12.77%	\$0	0.00%	\$6,381,128	\$49,980,233
Department of Revenue	\$5,858,500	5.56%	\$676	0.00%	\$5,859,176	\$105,291,080
Department of State	\$1,117,656	11.23%	\$125	0.00%	\$1,117,781	\$9,950,364
Department of the Lottery	\$3,089,478	6.41%	\$13,064,842	27.11%	\$16,154,320	\$48,186,151
Department of Transportation	\$123,743,844	2.19%	\$161,715,435	2.87%	\$285,459,278	\$5,638,063,430
Department of Veterans' Affairs	\$227,030	0.98%	\$0	0.00%	\$227,030	\$23,134,730
Division of Administrative Hearings	\$62,768	1.69%	\$0	0.00%	\$62,768	\$3,718,469
Executive Office of the Governor	\$5,483,886	24.07%	\$0	0.00%	\$5,483,886	\$22,780,568
Fish and Wildlife Conservation Commission	\$3,184,607	2.89%	\$172	0.00%	\$3,184,779	\$110,225,398
Florida Commission on Offender Review	\$3,067	0.82%	\$0	0.00%	\$3,067	\$372,718
Florida School for the Deaf and the Blind	\$171,113	2.68%	\$0	0.00%	\$171,113	\$6,379,824
Justice Administrative Commission	\$241,324	0.41%	\$68	0.00%	\$241,392	\$58,837,707
Legislature	\$102,627	1.26%	\$0	0.00%	\$102,627	\$8,115,266
Public Service Commission	\$61,862	5.71%	\$0	0.00%	\$61,862	\$1,083,907
State Courts System	\$1,113,400	2.42%	\$12	0.00%	\$1,113,412	\$46,021,269
Total	\$241,543,697	2.83%	\$183,048,939	2.15%	\$424,592,636	\$8,531,428,562

Please note: Slight dollar amount deviations due to rounding

Fiscal Year 2015-16 Total Agency Expenditures by Business Classification

Agency	Certified Minority	Non-Certified Minority	Non-Profit	Other Business Class	No Selection	Total
Agency for Healthcare Administration	\$831,775	\$1,465,010	\$4,106,523	\$97,760,279	\$13,761	\$104,177,348
Agency for Persons with Disabilities	\$251,649	\$6,354,142	\$3,079,455	\$24,173,106	\$132,493	\$33,990,845
Agency for State Technology	\$202,984	\$7,118,955	\$15,066	\$28,753,481	\$0	\$36,090,487
Department of Agriculture and Consumer Services	\$13,641,670	\$5,687,718	\$2,808,299	\$83,332,143	\$19,577	\$105,489,407
Department of Business and Professional Regulation	\$1,202,352	\$936,851	\$1,232,310	\$13,363,211	\$35,173	\$16,769,897
Department of Children and Families	\$4,559,816	\$13,288,891	\$19,205,271	\$214,792,784	\$564,684	\$252,411,446
Department of Citrus	\$132,378	\$382,905	\$593,718	\$17,828,599	\$231	\$18,937,831
Department of Corrections	\$13,337,221	\$12,450,528	\$8,635,240	\$322,891,462	\$5,234	\$357,319,685
Department of Economic Opportunity	\$2,046,628	\$2,331,806	\$327,584	\$20,921,214	\$65	\$25,627,296
Department of Education	\$7,902,581	\$17,540,234	\$10,847,976	\$191,418,766	\$182,952	\$227,892,509
Department of Elder Affairs	\$19,100	\$207,320	\$6,805	\$921,681	\$32	\$1,154,937
Department of Environmental Protection	\$16,308,551	\$23,662,725	\$7,343,059	\$157,076,003	\$40,286	\$204,430,625
Department of Financial Services	\$4,147,050	\$4,465,900	\$284,850	\$63,681,875	\$1,088,394	\$73,668,069
Department of Health	\$16,215,159	\$29,664,849	\$30,819,197	\$446,336,778	\$79,660	\$523,115,642
Department of Highway Safety and Motor Vehicles	\$2,168,533	\$7,576,967	\$11,484,776	\$69,261,616	\$15,095	\$90,506,987
Department of Juvenile Justice	\$3,185,314	\$15,554,433	\$29,669,642	\$193,053,724	\$46,258	\$241,509,371
Department of Law Enforcement	\$3,796,394	\$5,105,424	\$148,959	\$27,812,743	\$3,447	\$36,866,967
Department of Legal Affairs	\$171,233	\$1,088,447	\$53,572	\$12,197,550	\$527	\$13,511,328
Department of Management Services	\$581,019	\$9,790,475	\$1,136,133	\$24,307,434	\$1,711	\$35,816,772
Department of Military Affairs	\$6,381,128	\$12,055,393	\$135,462	\$31,406,125	\$2,125	\$49,980,233
Department of Revenue	\$5,858,500	\$5,905,125	\$3,453,690	\$90,072,407	\$1,360	\$105,291,080
Department of State	\$1,117,656	\$3,877,516	\$98,646	\$4,856,546	\$0	\$9,950,364
Department of the Lottery	\$3,089,478	\$887,861	\$657,452	\$43,548,738	\$2,622	\$48,186,151
Department of Transportation	\$123,743,844	\$455,085,180	\$107,959,972	\$4,949,687,159	\$1,587,277	\$5,638,063,430
Department of Veterans' Affairs	\$227,030	\$1,123,541	\$2,812,071	\$18,972,088	\$0	\$23,134,730
Division of Administrative Hearings	\$62,768	\$153,473	\$74,149	\$3,428,078	\$0	\$3,718,469
Executive Office of the Governor	\$5,483,886	\$1,140,021	\$894,616	\$15,194,894	\$67,152	\$22,780,568
Fish and Wildlife Conservation Commission	\$3,184,607	\$13,801,455	\$4,725,664	\$88,499,446	\$14,227	\$110,225,398
Florida Commission on Offender Review	\$3,067	\$7,656	\$58	\$361,937	\$0	\$372,718
Florida School for the Deaf and the Blind	\$171,113	\$332,597	\$127,140	\$5,748,974	\$0	\$6,379,824
Justice Administrative Commission	\$241,324	\$4,397,699	\$1,405,440	\$52,788,785	\$4,458	\$58,837,707
Legislature	\$102,627	\$225,022	\$354,070	\$6,693,686	\$739,861	\$8,115,266
Public Service Commission	\$61,862	\$89,977	\$399	\$931,558	\$110	\$1,083,907
State Courts System	\$1,113,400	\$5,147,474	\$1,864,778	\$37,688,900	\$206,717	\$46,021,269
Total	\$241,543,697	\$668,903,571	\$256,362,041	\$7,359,763,768	\$4,855,486	\$8,531,428,562

Please note: Slight dollar amount deviations due to rounding

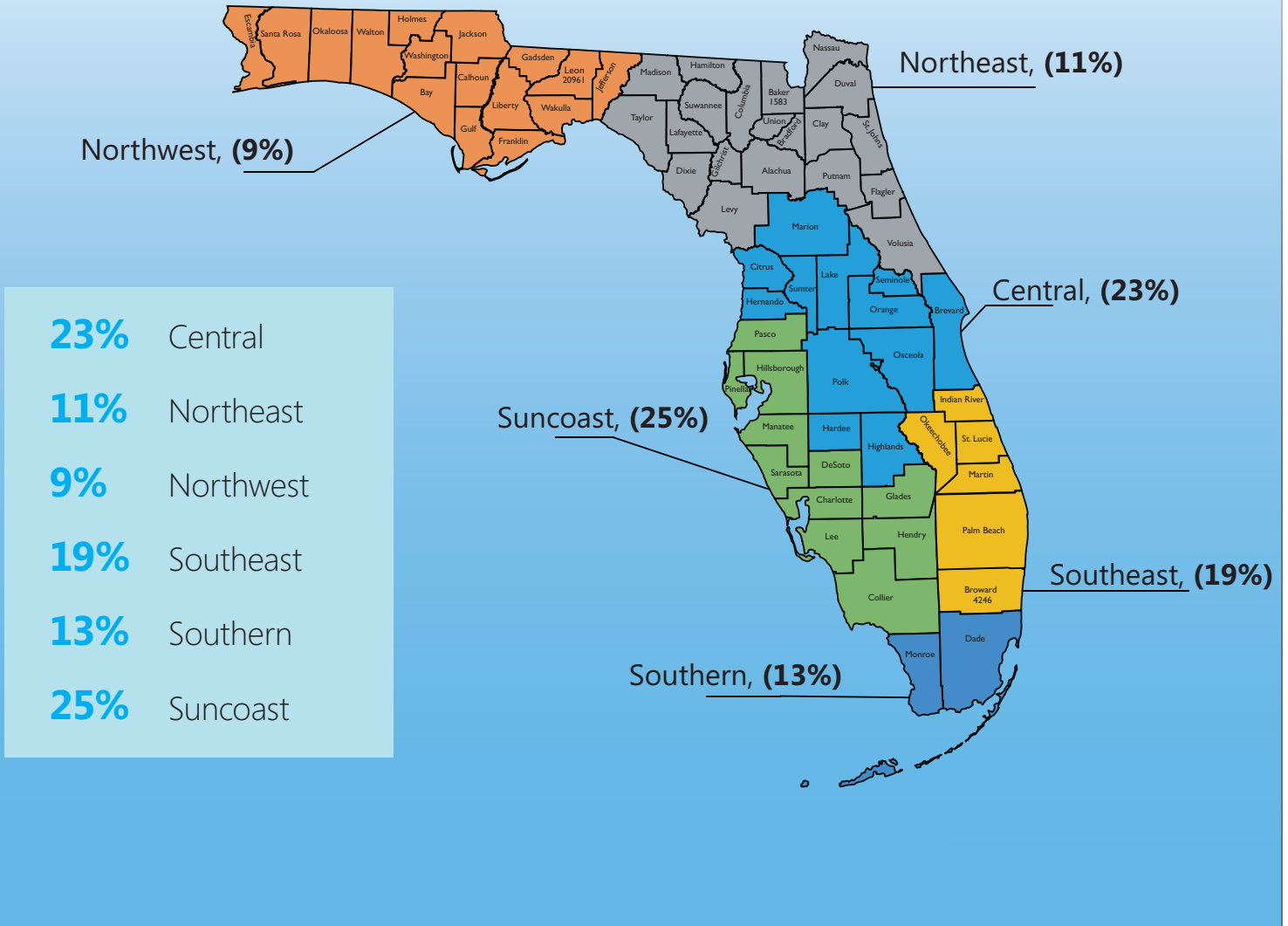
Number of Solicitations Posted by Agency in Vendor Bid System

In FY 2015-16, as an additional benefit of being a certified business, the Office of Supplier Diversity began sharing active solicitations to certified business enterprises that included certain commodity codes. Each email notification garnered an average 41% open rate, exceeding the industry average open-rate of 20%. In addition, solicitation opportunities were also shared from other governmental entities on the OSD website at www.dms.myflorida.com/osd.

Agency	Total Solicitations in Vendor Bid System
Agency for Health Care Administration	13
Agency for Persons with Disabilities	10
Agency for State Technology	14
Department of Agriculture	181
Department of Business and Professional Regulation	6
Department of Children and Families	57
Department of Citrus	13
Department of Corrections	87
Department of Economic Opportunity	15
Department of Education	34
Department of Environmental Protection	132
Department of Financial Services	23
Department of Health	131
Department of Highway Safety and Motor Vehicles	44
Department of Juvenile Justice	19
Department of Law Enforcement	62
Department of Legal Affairs	2
Department of Management Services	35
Department of Military Affairs	47
Department of Revenue	22
Department of State	11
Department of the Lottery	11
Department of Transportation	366
Department of Veterans' Affairs	7
Division of Administrative Hearings	2
Division of Emergency Management	18
Executive Office of the Governor	1
Florida Fish and Wildlife Conservation Commission	139
Florida Legislature	1
Florida School for the Deaf and Blind	40

Certified Business Enterprises by Region

The following information is the regional representation of the certified business enterprises across the state. The Central Florida and Suncoast areas represent nearly half the certified businesses in Florida.



Competitive Procurements by the Department of Management Services

In FY 2015-16, the Department of Management Services began tracking the number of competitive procurement opportunities in an effort to encourage more participation from certified business enterprises. During the year, DMS issued 22 competitive procurements. Of the responsive proposals, 18% were certified businesses and five percent of those were awarded a contract. The Office of Supplier Diversity aims to expand this analysis with sister agencies in the future.

Commodity Codes Used by Procurement at DMS

In MyFloridaMarketPlace, businesses have the opportunity to select the appropriate commodity codes that best reflect services or goods they offer. The MyFloridaMarketPlace system has an estimated 17,000 codes available for use, which is an adopted list from the United Nations Standard Products and Services Code (UNSPSC) set. The adoption of the UNSPSC code set has allowed for the addition of more than 5,000 service related commodity codes, which were previously unavailable, and allows vendors greater opportunities to define their respective businesses to Florida purchasing agents. Vendors may select as many commodity codes in the Vendor Information Portal (VIP) as they feel are appropriate. The Vendor Bid System (VBS) and MyFloridaMarketPlace Sourcing application use these commodity codes to notify vendors of potential business opportunities, which is a great way for vendors to market their business. These opportunities will include a combination of both formal and informal solicitations. The following commodities were used for competitive procurements by the Department of Management Services in FY 2015-16. Each state agency may have varying commodities that are used based upon their solicitation needs. This information is provided as an effort to best categorize the types of goods and services being purchased by the Department.

12141900	Non metals and pure and elemental gases	70171601	Water quality management
13102000	Thermoplastic plastics	72101506	Elevator maintenance services
15121800	Anti corrosives	72101509	Fire protection system and equipment maintenance or repair service
39111700	Emergency lighting and accessories	72101516	Fire extinguisher inspection maintenance and repair service
39121000	Power conditioning equipment	72151207	Heating and cooling and air conditioning HVAC installation and maintenance service
40101700	Cooling equipment and parts and accessories	72154010	Elevator installation maintenance and repair service"
40141700	Hardware and fittings	72154100	Distribution and conditioning system equipment maintenance and repair services
40142000	Hoses	73152108	Electrical equipment maintenance and repair service
41104200	Laboratory water purification equipment and supplies	80101500	Business and corporate management consultation services
41111951	Humidistat	80101507	Information technology consultation services
41112500	Liquid and gas flow measuring and observing instruments	80101508	Business intelligence consulting services
43221500	Call management systems or accessories	80101706	Professional procurement services
43223200	Mobile messaging platforms	81101500	Civil engineering
43232400	Development software	81101600	Mechanical engineering
43232701	Application server software	81101700	Electrical and electronic engineering
43233004	Operating system software	81101800	Chemical engineering
45111705	Public address systems	81101900	Oil and gas engineering
46171600	Surveillance and detection equipment	81102400	Electrical power transmission engineering
46191500	Fire prevention	81102500	Permitting services
46191501	Smoke detectors	81102700	Instrumented control systems design and engineering services
46191505	Fire alarm systems	81111504	Application programming services
46191601	Fire extinguishers	81111704	Database design
46191603	Fire hoses or nozzles	81111805	Proprietary or licensed systems maintenance or support
46191608	Fire suppression system	81112106	Application service providers
46191610	Fire sprinkler heads	81112200	Software maintenance and support
46191621	Fire extinguisher storage box	83101504	Water distribution management
47101500	Water treatment and supply equipment	83101506	Water treatment services
47101600	Water treatment consumables	84131600	Life and health and accident insurance
51182400	Calcium regulators and calcium salts	84131601	Life insurance
55121700	Signage	84131609	Employee assistance programs
55121900	Signage equipment	92121701	Surveillance or alarm maintenance or monitoring
56101712	Pedestals		
60104200	Water testing and conservation and ecology		
70111706	Lawn care services		
70171501	Water quality assessment services		

Top 10 Commodities of Certified Business Enterprises

In order to do business with the state of Florida, businesses must be registered in MyFloridaMarketPlace. Businesses are distinguished in the system by selecting commodity codes that best represent their goods and services. MFMP has an entire training dedicated to vendors and some of the focus in this training is on teaching vendors how to select appropriate commodity codes for their business. This training is available on the DMS Webpage. The following are the top 10 commodities utilized by certified business enterprises in the state for Fiscal Year 2015–16.

- 1. Professional engineering services**
- 2. Computer services**
- 3. Software**
- 4. Specialized trade construction and maintenance services**
- 5. Clothing**
- 6. Structural materials**
- 7. Nonresidential building construction services**
- 8. Surgical products**
- 9. Hand tools**
- 10. Pipe, piping and pipe fittings**

New Data Elements

Last year, the Office of Supplier Diversity began its quest to gather relevant data that would help small businesses in their efforts to understand the state government marketplace. Below are additional areas OSD will continue to research in the coming fiscal year:

1. eQuote utilization (purchases below \$35,000)
2. Percentage of certified businesses that actively participate in state procurement opportunities

Office of Supplier Diversity Staff

Fiscal Year 2015-16

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