

Office of Supplier Diversity

ANNUAL REPORT 2017 -2018



FLORIDA DEPARTMENT of MANAGEMENT SERVICES

office of supplier

DIVERSITY

We serve those who serve Florida

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Department of Management Services Welcome Message



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Tallahassee, FL 32399-0950
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Ron DeSantis, Governor

As a driving force for job creation and employment, small businesses are at the heart of Florida's thriving economy. As the administrative arm of Florida's state government, the Florida Department of Management Services (DMS), strives every day to make Florida the best state in the nation for small business owners by promoting diversity, growth, and opportunity for new enterprise.

Recognizing this importance, the Office of Supplier Diversity (OSD) has undergone tremendous positive changes since 2015 to better help woman-, veteran-, and minority-owned small businesses obtain certification, gain a better understanding of the benefits of engaging in government procurement activities, and how best to poise their small business in that process. During Fiscal Year 2017-18, OSD certified 821 new firms as woman-, veteran-, and/or minority-owned businesses. This growth represents an 18-percent increase over Fiscal Year 2016-17, and a 58-percent increase since Fiscal Year 2014-15.

While certification and recertification numbers are certainly reflective of the successful shift in OSD services, the office has also better aligned its resources to work alongside and support sister agencies as they seek to diversify their spending activities. During Fiscal Year 2017-18, state agencies spent more than \$585 million with certified business enterprises (CBEs), a 22 million dollar increase compared to total CBE spend in Fiscal Year 2016-17.

OSD has proven itself as a valuable small business resource and will continue to build and connect Florida's small businesses with government buyers. When our vendors succeed, we all win—DMS can deliver high-quality goods and services to our customers at the best cost, Florida taxpayers benefit from fiscally responsible contracts, and Florida communities benefit from the success of their local businesses.

Sincerely,

A handwritten signature in blue ink that reads 'DAVID CLARK'. The signature is stylized and written in all caps.

David Clark
Chief of Staff

Office of Supplier Diversity Annual Report Fiscal Year 2017-18

OSD is the specialized team within the Division of State Purchasing at DMS 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 helps improve business opportunities 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.

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 or permanent resident alien; and
- Be a small business that is independently owned and operated, with a net worth of no more than \$5 million and that employs fewer 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; and
- Mentor-protégé opportunities for business development and guidance from established corporations.

Supplier Diversity Exchange

By tapping into the “buying local” movement, OSD’s signature event, the Supplier Diversity Exchange, continued to achieve much success in Fiscal Year 2017-18. The Supplier Diversity Exchange is a networking-style event that blends training about government purchasing with the scheduling of one-on-one appointments with local, federal, and state buyers. Below is a summary of each Fiscal Year 2017-18 event.

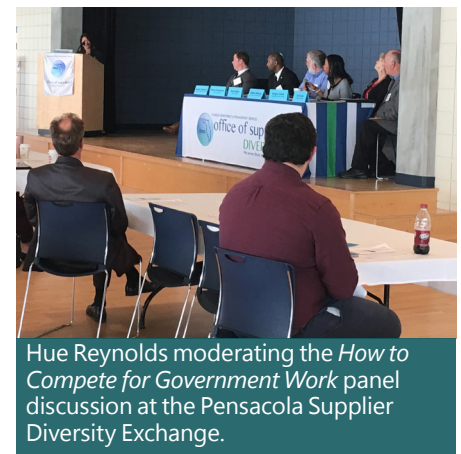
- In 2017, OSD expanded the Supplier Diversity Exchange event and brought it to South Florida for the first time. The Broward Supplier Diversity Day was held on Aug. 25, 2017, at the Broward College North Campus Omni Auditorium, in collaboration with Broward College. Twenty-two governmental entities and professional organizations participated in the event, and a total of 215 attended. In a post-event survey, 91.1 percent of attendees strongly agreed or agreed that participating in the event was beneficial.
- The Tallahassee Supplier Diversity Exchange was held on Oct. 4, 2017, at the Agency for Health Care Administration, in collaboration with Big Bend Minority Enterprise Development (MED) Week. Thirty-four governmental entities and professional organizations participated in the event, and a total of 123 attended. In a post-event survey, 97.1 percent of attendees strongly agreed or agreed that participating in the event was beneficial.
- The Orlando Supplier Diversity Exchange was held on Nov. 2, 2017, at the University of Central Florida (UCF) campus, in collaboration with UCF and Diverse Strategic Alliances. Twenty-eight governmental entities and professional organizations participated in the event, and a total of 140 individuals attended. In a post-event survey, 87.5 percent of attendees strongly agreed or agreed that participating in the event was beneficial.
- The Pensacola Supplier Diversity Exchange was held on Feb. 6, 2018, at the City of Pensacola’s Sanders Beach-Corinne Jones Resource Center, in collaboration with the City of Pensacola and the Gulf Coast African American Chamber of Commerce. Thirty-eight governmental entities and professional organizations participated in the event, and a total of 126 individuals attended. In a post-event survey, 95.4 percent of attendees strongly agreed or agreed that participating in the event was beneficial.
- In 2018, OSD expanded the Supplier Diversity Exchange event and brought it to Gainesville for the first time. The Gainesville Supplier Diversity Exchange was held on March 8, 2018, at the University of Florida’s (UF) Reitz Union, in collaboration with UF’s Small Business & Vendor Diversity Relations Division. Twenty-seven governmental entities and professional organizations participated in the event, and a total of 115 individuals attended. In a post-event survey, 93 percent of attendees strongly agreed or agreed that participating in the event was beneficial.



OSD team members Donna Williams (left) and Hue Reynolds (right) at the Broward Supplier Diversity Day.



Small businesses and state agencies participating in one-on-one interviews during the Orlando Supplier Diversity Exchange.



Hue Reynolds moderating the *How to Compete for Government Work* panel discussion at the Pensacola Supplier Diversity Exchange.

Social Media

In order to reach businesses that used social media in their day-to-day operations, OSD shared messages on Facebook and Twitter to increase awareness of OSD certification, events, and general small business news. Social media messages shared important information to followers and also allowed OSD to cross-promote events with partners.



Florida DMS @FloridaDMS
 "Diversity is the one true thing we all have in common. Celebrate it every day." - Hue Reynolds, #FLOSD Executive Director. 🎉
 Congrats to our very own Hue Reynolds on being named one of the Top 25 Women in Power Impacting Diversity by @DiversityPlus!
<https://diversityplus.com/tocs1.aspx?id=1TOC2018#...>
<pic.twitter.com/RyzZRH6DLx>



Florida DMS
 January 22 · 🌐

35 agencies/organizations are joining us at the Feb. 6 Pensacola Supplier Diversity Exchange. Register now to schedule your one-on-one interviews with these buyers and representatives <http://bit.ly/2mFaki9>



DMS.MYFLORIDA.COM
Supplier Diversity Exchange - Pensacola 2018 / Events / Office of Supplier Diversity (OSD) / Agency Administration / Florida Department of Management Services - DMS

Pat Gillespie and Hue Reynolds

1 Share



Florida DMS @FloridaDMS · Jul 20

Good morning! #FLOSD is ready to meet with small businesses at the @LeeCoEDO SWFL Government Contracting Symposium and Expo!



1



Florida DMS @FloridaDMS
#HeartTally #smallbiz: there's still time to register for #FLOSD Supplier Diversity Exchange on Oct. 4.
<http://www.TallahasseeExchange.eventbrite.com>
<pic.twitter.com/MMmsh74Yer>



Florida DMS @FloridaDMS
#Pensacola & #Gville #SmallBiz: register now bc you won't want to miss these free Supplier Diversity Exchanges. Register today:
<http://bit.ly/2gFVaVN>
<pic.twitter.com/Bta57ljdnr>



Florida DMS
 February 20 · 🌐

Join us tomorrow at the #FLOSD Feb. 21 Wednesday Workshop! Learn about Tallahassee-area contracting opportunities and meet with Florida State University Procurement, Florida SBDC at FAMU, Tallahassee Community College TCC, Leon County Schools, & Tallahassee-Leon County Office of Economic Vitality. Register at: www.osd-fsu.eventbrite.com #HeartTally #SmallBiz #GovtContract #BigBend

Learn About Local Contracting Opportunities

02.21.2018 | 9:00 – 11:00 am
 Betty Easley Conference Center, Room 152
 4075 Esplanade Way, Tallahassee, FL 32399

Register at OSD-FSU.eventbrite.com

EVENTBRITE.COM
Local Contracting Opportunities Available (OSD & FSU Wednesday Workshop)

Hue Reynolds



Florida DMS @FloridaDMS
#PressRelease: #FLOSD Welcomes New Woman-Owned Mentor-Protege Program Participants <https://conta.cc/2lcoosx>
<pic.twitter.com/fuOxpQ8ZSP>

Ambassador Agreements

In Fiscal Year 2017-18, OSD continued to sign strategic alliance agreements to further align efforts in improving business and economic opportunities for Florida's woman-, veteran-, and minority-owned small businesses. Agreements were signed with the following organizations.

- On Nov. 2, 2017, OSD signed an Ambassador Agreement with UCF at the Orlando Supplier Diversity Exchange.
- On Feb. 21, 2018, OSD signed an Ambassador Agreement with Florida A&M University (FAMU) Small Business Development Center at OSD's Quarterly Small Business Workshop.
- On March 8, 2018, OSD signed an Ambassador Agreement with The City of Gainesville at the Gainesville Supplier Diversity Exchange.



Gregory Robinson, UCF's Director of Procurement Services and Hue Reynolds, OSD's Executive Director, sign an Ambassador Agreement at the Orlando Supplier Diversity Exchange.



Hue Reynolds signs an Ambassador Agreement with Keith Bowers, Regional Director Florida Small Business Development Center at FAMU.



Hue Reynolds and Dr. Bridget Lee, City of Gainesville's Office of Equal Opportunity Interim Director, sign an Ambassador Agreement at the Gainesville Supplier Diversity Exchange.

New Certifications for Fiscal Year 2017-18

During Fiscal Year 2017–18, 821* firms were newly certified as woman-, veteran-, and/or minority-owned businesses. This represents an 18 percent increase in total new certifications since Fiscal Year 2016-17.

388 Woman-owned businesses (**36%**)

215 African-American-owned businesses (**20%**)

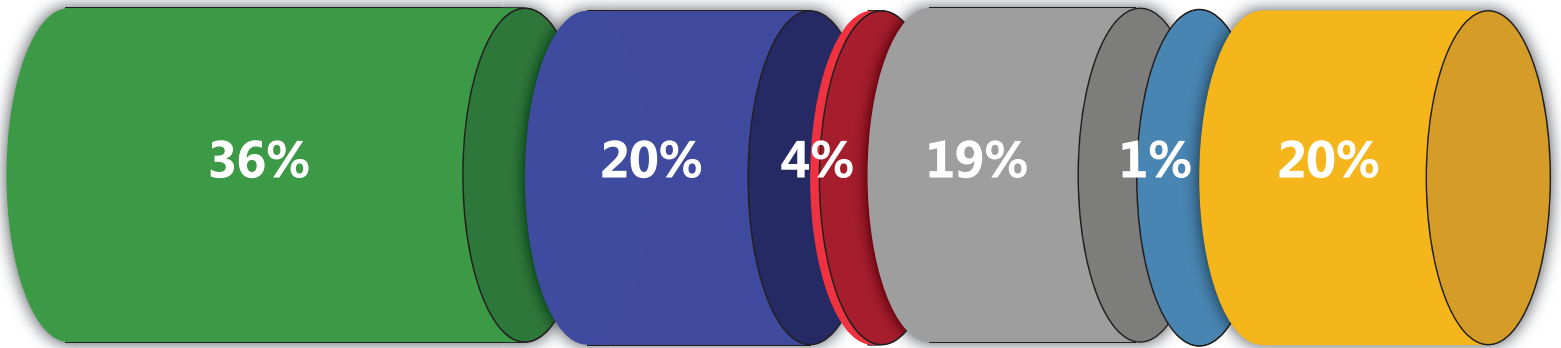
45 Asian-American-owned businesses (**4%**)

205 Hispanic-American-owned businesses (**19%**)

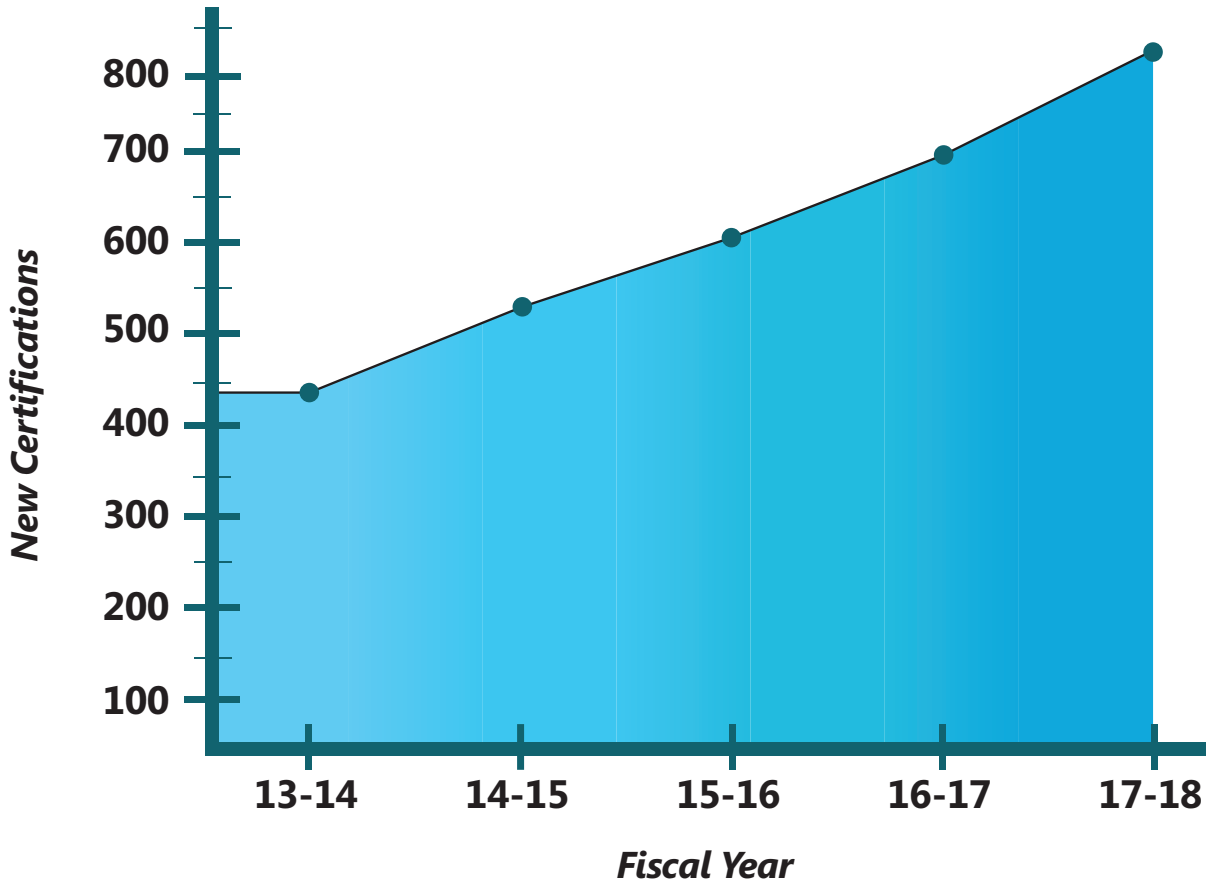
8 Native-American-owned businesses (**1%**)

217 Veteran-owned businesses (**20%**)

Total: 821*
*Please note: Firms may have multiple designations.



New Certifications Since Fiscal Year 2013-14



Recertifications for Fiscal Year 2017-18

During Fiscal Year 2017-18, 2,062* firms were recertified as woman-, veteran-, and/or minority-owned businesses. This represents a 56 percent increase in total recertifications since Fiscal Year 2016-17.

1,218 Woman-owned businesses (**49%**)

140 Asian-American-owned businesses (**5%**)

23 Native-American-owned businesses (**1%**)

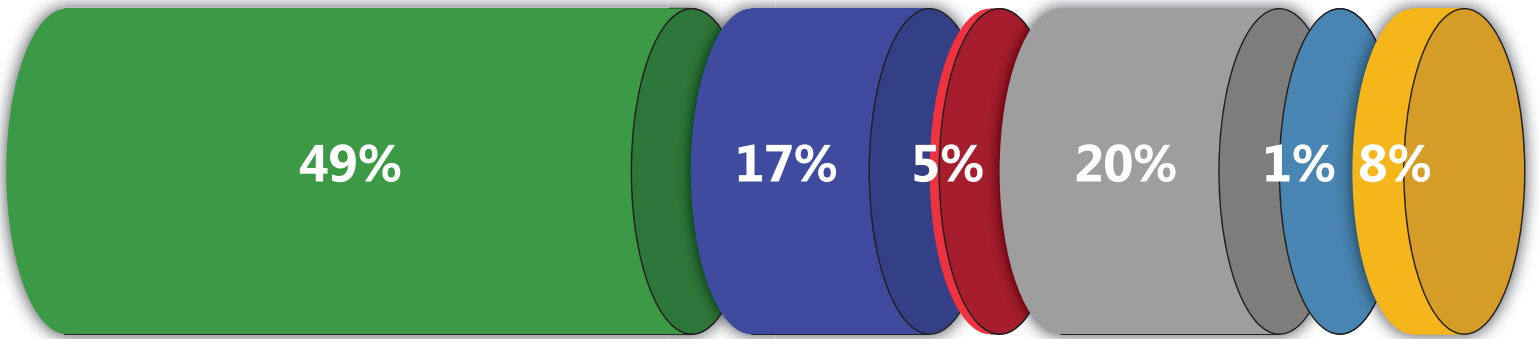
Total: 2,062*

*Please note: Firms may have multiple designations.

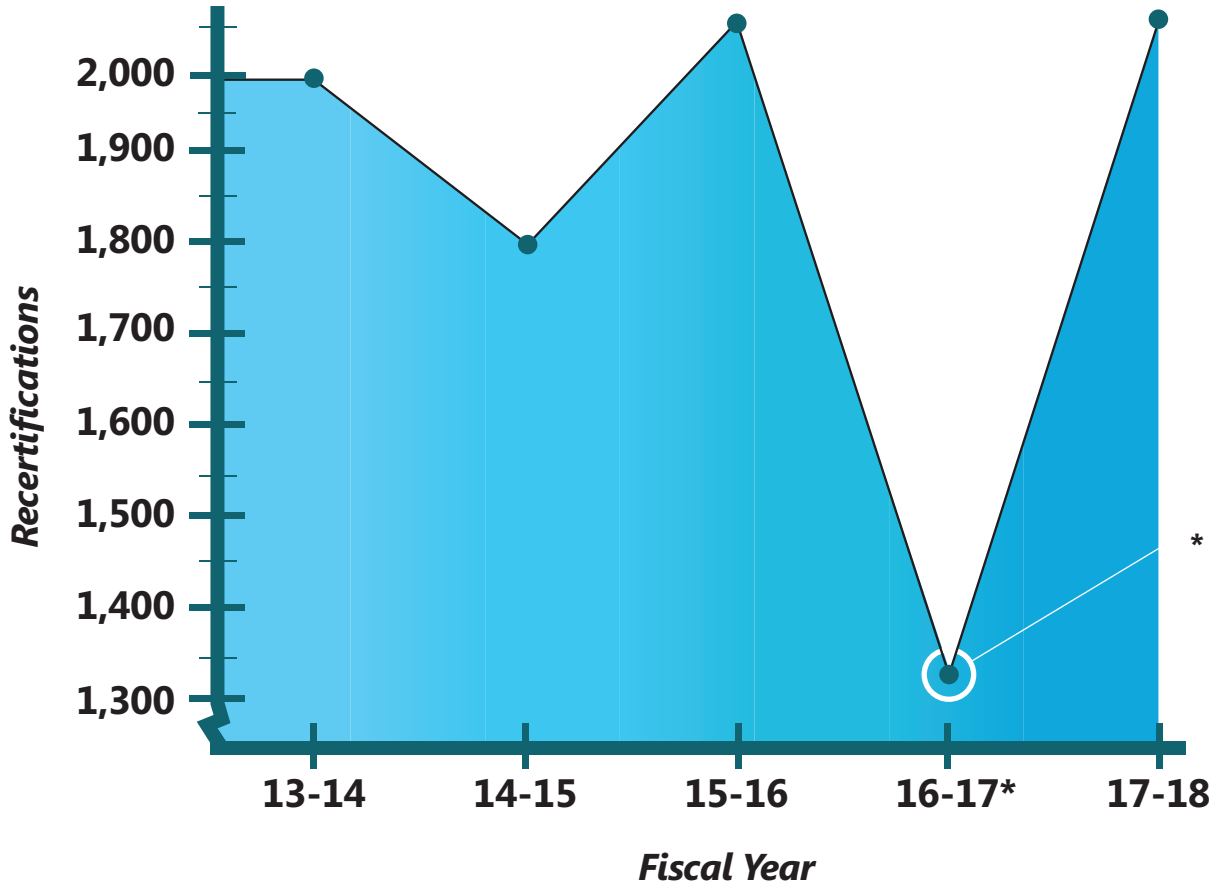
415 African-American-owned businesses (**17%**)

491 Hispanic-American-owned businesses (**20%**)

196 Veteran-owned businesses (**8%**)



Recertifications Since Fiscal Year 2013-14



* NOTE: Firms have the ability to recertify every two years. Of the total firms certified and recertified in Fiscal Year 2014-15, 80% of these firms completed a recertification in Fiscal Year 2016-17.

New Certifications and Recertifications for Fiscal Year 2017-18

During Fiscal Year 2017–18, 2,883* firms were newly certified or recertified as woman-, veteran-, and/or minority-owned businesses. This represents a 43 percent increase in total new certifications and recertifications since Fiscal Year 2016-17.

1,606 Woman-owned businesses (**45%**)

630 African-American-owned businesses (**18%**)

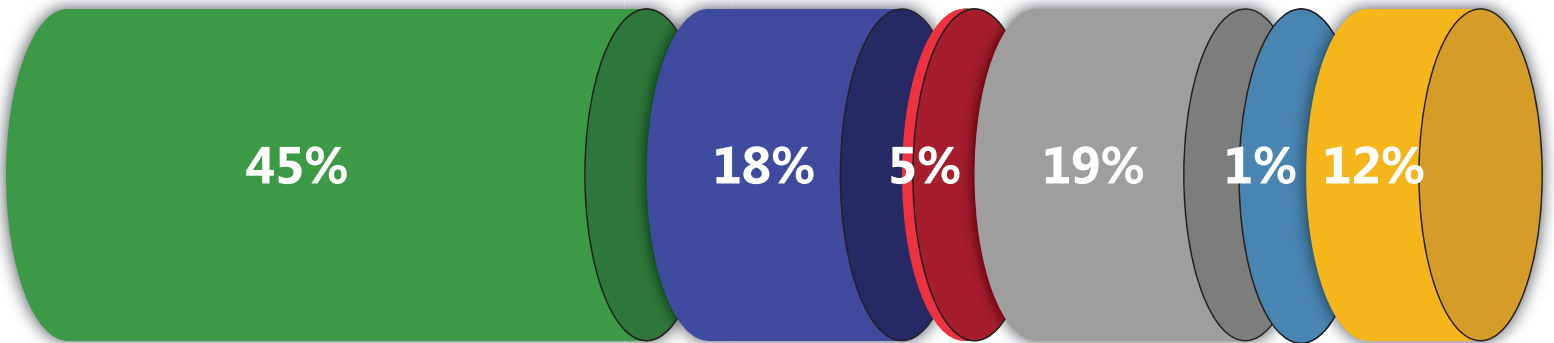
185 Asian-American-owned businesses (**5%**)

696 Hispanic-American-owned businesses (**19%**)

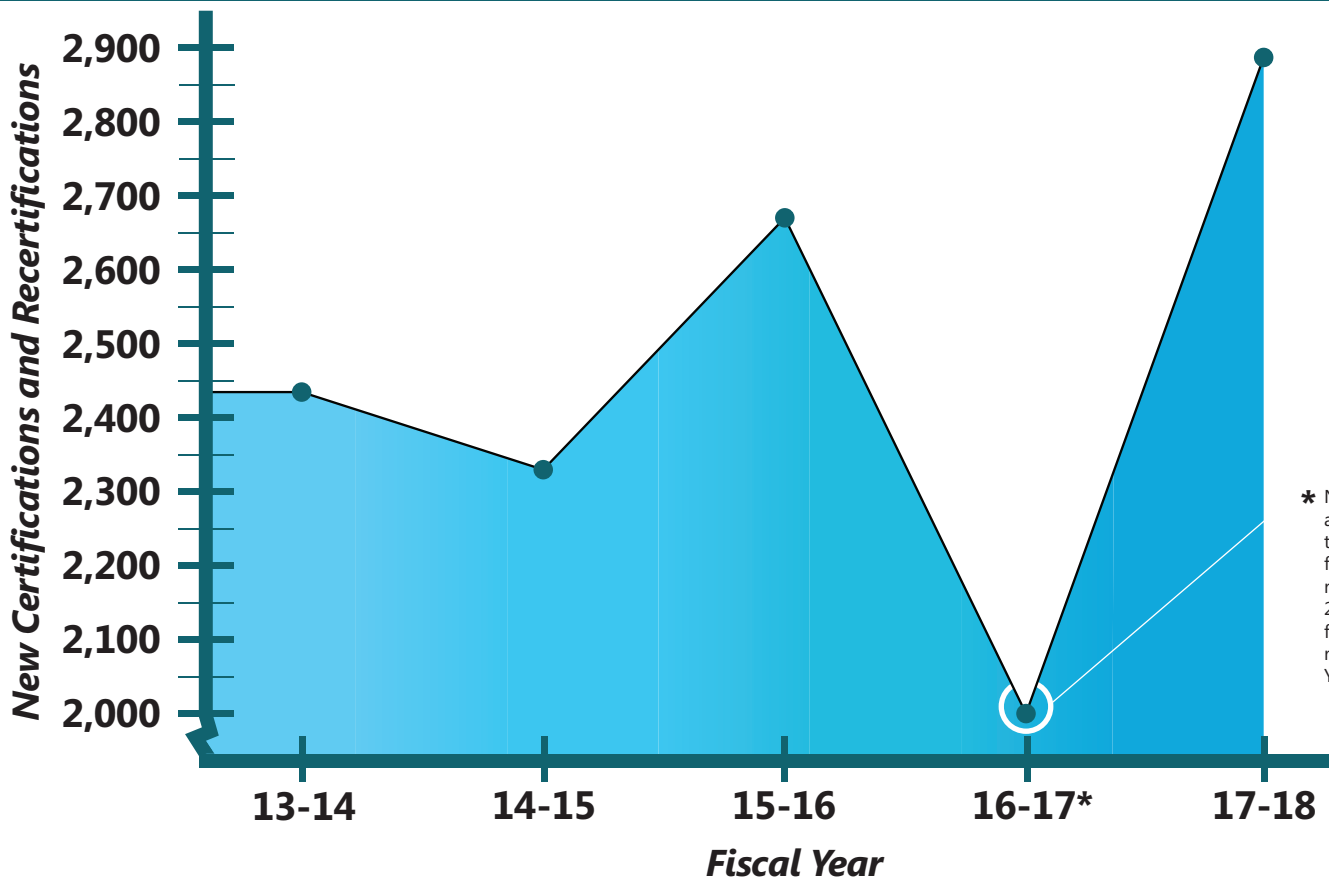
31 Native-American-owned businesses (**1%**)

413 Veteran-owned businesses (**12%**)

Total: 2,883*
*Please note: Firms may have multiple designations.



New Certifications and Recertifications Since Fiscal Year 2013-14



* NOTE: Firms have the ability to recertify every two years. Of the total firms certified and recertified in Fiscal Year 2014-15, 80% of these firms completed a recertification in Fiscal Year 2016-17.

Current Certified Firms for Fiscal Year 2017-18

As of Dec. 5 2018, OSD has a total of 5,017* certified firms in Florida. This represents a 12 percent increase in total certified firms since Fiscal Year 2016-17.

2,754 Woman-owned businesses (**44%**)

1,110 African-American-owned businesses (**18%**)

302 Asian-American-owned businesses (**5%**)

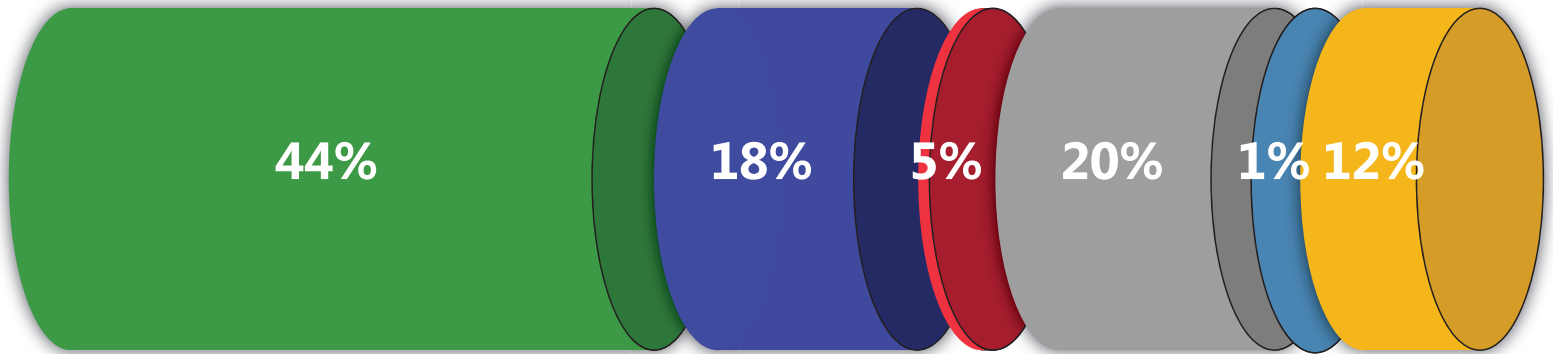
1,257 Hispanic-American-owned businesses (**20%**)

49 Native-American-owned businesses (**1%**)

768 Veteran-owned businesses (**12%**)

Total: 5,017*

*Please note: Firms may have multiple designations.



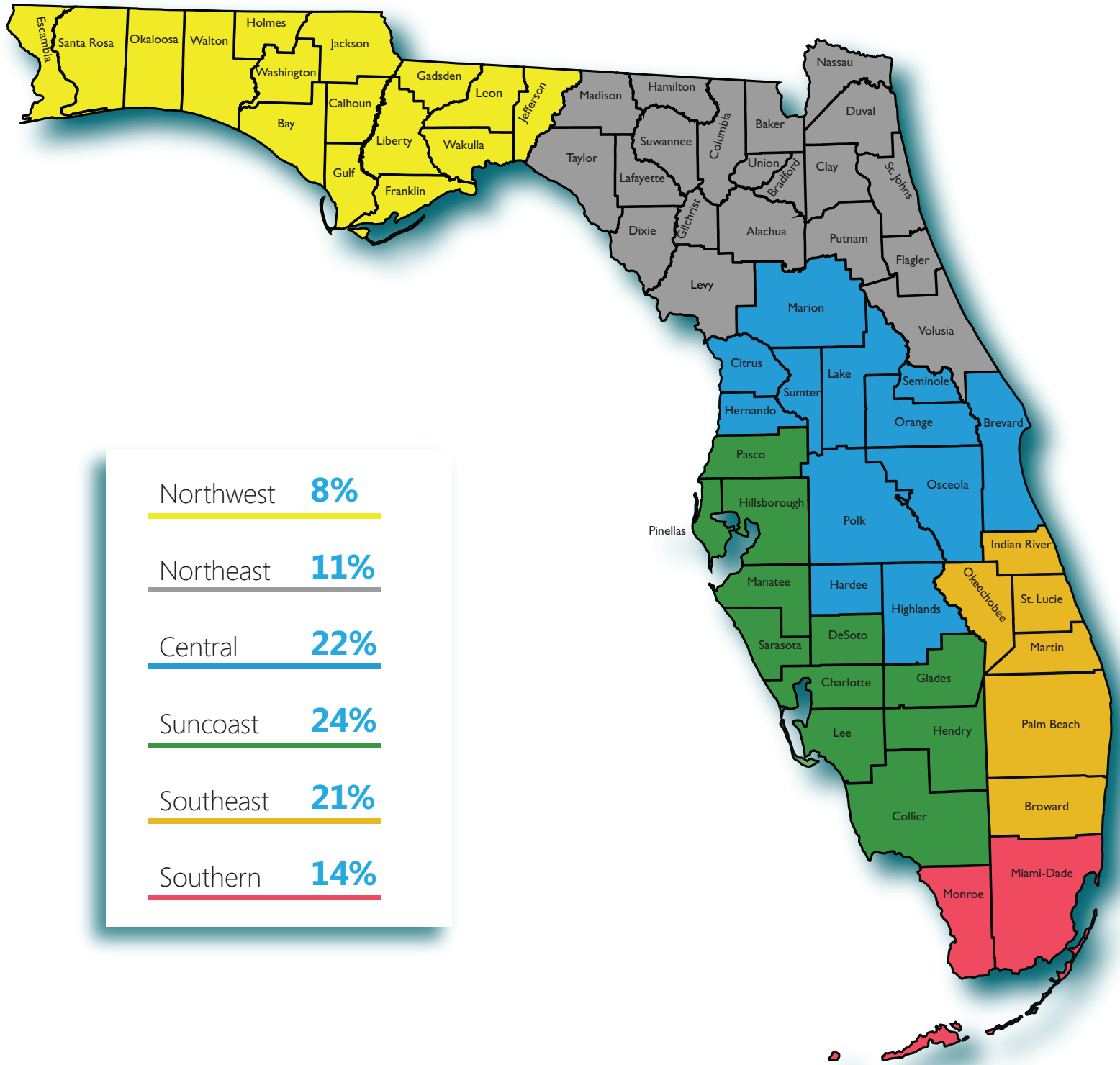
Top 20 Commodity Codes of Certified Business Enterprises

The following are the top 20 commodities selected by OSD-certified businesses for Fiscal Year 2017-18, representing the various goods and services they provide.

Professional Engineering Services	Structural Materials
Software	Marketing and Distribution
Specialized Trade Construction And Maintenance Services	Hardware
Nonresidential Building Construction Services	Residential Building Construction Services
Clothing	Signage and Accessories
Computer Services	Computer Equipment and Accessories
Management Advisory Service	Advertising
Human Resources Services	Reproduction Services
Transportation Components and Systems	Personal Safety and Protection
Public Relations and Professional Communications Services	Environmental Management

Certified Business Enterprises by Region

The regional representation of CBEs is noted below. The Central and Suncoast regions represent nearly half the certified businesses in Florida.



Agency Compliance for Business Participation Plans

Section 287.09451 (6), Florida Statutes, annually requires all state agencies to submit Business Participation Plans to OSD. Each plan includes the organization's strategy for increasing diversity in the organization's purchasing and contracting opportunities, as well as the previous fiscal year's spending with woman-, veteran-, and minority-owned CBEs. 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). Plans from the following agencies were submitted and approved by OSD:

Agency for Health Care Administration	Department of Highway Safety and Motor Vehicles
Agency for Persons With Disabilities	Department of Juvenile Justice
Agency for State Technology	Department of Law Enforcement
Department of Agriculture and Consumer Services	Department of Legal Affairs
Department of Business and Professional Regulation	Department of Management Services
Department of Children and Families	Department of Military Affairs
Department of Citrus	Department of Revenue
Department of Corrections	Department of State
Department of Economic Opportunity	Department of the Lottery
Department of Education	Department of Transportation
Department of Elder Affairs	Department of Veterans' Affairs
Department of Environmental Protection	Division of Administrative Hearings
Department of Financial Services	Executive Office of the Governor
Department of Health	Fish & Wildlife Conservation Commission

Data Calculation in Fiscal Year 2017-18

Over the past several years, OSD has expanded its data calculations to include total agency spending with CBEs (in dollar amount and percentage) versus each agency's dedicated contract funds. 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 way of collecting data provides a more relevant representation of the state's expenditures with woman-, veteran-, and minority-owned small businesses.

Fiscal Year 2017-18 Total Agency Expenditures by Industry

Agency	Architects/ Engineers	Commodities	Construction	Contractual Services	Total
Agency for Healthcare Administration	\$0.00	\$10,677,649.37	\$9,665.00	\$99,392,350.07	\$110,079,664.44
Agency for Persons with Disabilities	\$130,406.63	\$7,113,821.82	\$586,567.40	\$9,727,605.90	\$17,558,401.75
Agency for State Technology	\$0.00	\$7,213,133.39	\$0.00	\$27,099,955.53	\$34,313,088.92
Department of Agriculture and Consumer Services	\$15,581,684.67	\$49,036,074.95	\$34,215,213.99	\$64,384,704.73	\$163,217,678.34
Department of Business and Professional Regulation	\$0.00	\$1,507,463.75	\$0.00	\$5,766,786.89	\$7,274,250.64
Department of Children and Families	\$145,784.28	\$45,444,574.62	\$2,937,650.21	\$61,759,255.10	\$110,287,264.21
Department of Citrus	\$0.00	\$380,112.82	\$327,418.47	\$11,498,824.94	\$12,206,356.23
Department of Corrections	\$857,128.54	\$234,608,118.33	\$12,550,579.83	\$193,674,441.61	\$441,690,268.31
Department of Economic Opportunity	\$46,734.00	\$6,306,813.42	\$34,198.74	\$22,841,358.74	\$29,229,104.90
Department of Education	\$260,808.25	\$161,525,274.94	\$1,700,563.82	\$153,532,221.28	\$317,018,868.29
Department of Elder Affairs	\$0.00	\$1,532,190.85	\$0.00	\$1,571,565.79	\$3,103,756.64
Department of Environmental Protection	\$102,684,866.83	\$32,608,311.06	\$58,204,309.83	\$147,096,773.29	\$340,594,261.01
Department of Financial Services	\$0.00	\$28,269,707.18	\$109,980.48	\$68,984,914.51	\$97,364,602.17
Department of Health	\$406,091.81	\$264,569,334.35	\$4,330,388.80	\$289,074,723.20	\$558,380,538.16
Department of Highway Safety and Motor Vehicles	\$49,018.95	\$77,495,035.54	\$3,982,325.57	\$42,649,272.55	\$124,175,652.61
Department of Juvenile Justice	\$0.00	\$18,460,586.69	\$46,118.00	\$251,306,258.37	\$269,812,963.06
Department of Law Enforcement	\$744,410.15	\$17,441,943.80	\$352,170.82	\$18,947,983.28	\$37,486,508.05
Department of Legal Affairs	\$2,800.00	\$10,612,057.59	\$68,086.30	\$2,470,086.25	\$13,153,030.14
Department of Management Services	\$2,027,358.11	\$10,851,427.76	\$20,764,514.26	\$28,226,265.08	\$61,869,565.21
Department of Military Affairs	\$1,632,934.54	\$42,185,751.39	\$20,071,832.60	\$18,982,801.08	\$82,873,319.61
Department of Revenue	\$0.00	\$28,245,354.32	\$226,342.35	\$63,639,189.17	\$92,110,885.84
Department of State	\$54,084.00	\$4,759,165.21	\$597,075.58	\$4,721,102.22	\$10,131,427.01
Department of the Lottery	\$0.00	\$18,842,980.18	\$0.00	\$42,657,148.70	\$61,500,128.88
Department of Transportation	\$1,297,761,024.88	\$153,114,550.78	\$3,842,435,631.30	\$953,420,680.16	\$6,246,731,887.12
Department of Veterans' Affairs	\$1,704,394.00	\$10,161,077.18	\$5,469,690.00	\$15,190,285.44	\$32,525,446.62
Division of Administrative Hearings	\$0.00	\$856,497.73	\$0.00	\$1,128,033.70	\$1,984,531.43
Executive Office of the Governor	\$0.00	\$13,725,421.69	\$1,007.96	\$83,089,609.31	\$96,816,038.96
Fish and Wildlife Conservation Commission	\$1,805,263.47	\$56,791,740.55	\$9,111,077.09	\$56,354,771.47	\$124,062,852.58
Florida Commission on Offender Review	\$0.00	\$254,207.87	\$0.00	\$43,181.23	\$297,389.10
Public Service Commission	\$0.00	\$236,350.06	\$0.00	\$480,566.83	\$716,916.89
Total	\$1,425,894,793.11	\$1,314,826,729.19	\$4,018,132,408.40	\$2,739,712,716.42	\$9,498,566,647.12*

*The total agency expenditures for 2017-18 represents a 4.9% increase from Fiscal Year 2016-17.

Fiscal Year 2017-18 Total Spend Dollar Amount and Percentage of Contracts Awarded to CBE

Agency	Total Expenditures	Direct CBE Expenditures	% Direct CBE	Indirect CBE (Subcontractor) Expenditures	% Indirect CBE	Total CBE Expenditures	% Total CBE
Agency for Healthcare Administration	\$110,079,664.44	\$1,560,807.64	1.42%	\$0.00	0.00%	\$1,560,807.64	1.42%
Agency for Persons with Disabilities	\$17,558,401.75	\$785,078.95	4.47%	\$0.00	0.00%	\$785,078.95	4.47%
Agency for State Technology	\$34,313,088.92	\$646,604.63	1.88%	\$0.00	0.00%	\$646,604.63	1.88%
Department of Agriculture and Consumer Services	\$163,217,678.34	\$30,636,341.60	18.77%	\$5,900.00	0.00%	\$30,642,241.60	18.77%
Department of Business and Professional Regulation	\$7,274,250.64	\$1,500,568.15	20.63%	\$0.00	0.00%	\$1,500,568.15	20.63%
Department of Children and Families	\$110,287,264.21	\$5,799,837.12	5.26%	\$8,093,433.05	7.34%	\$13,893,270.17	12.60%
Department of Citrus	\$12,206,356.23	\$10,098.54	0.08%	\$0.00	0.00%	\$10,098.54	0.08%
Department of Corrections	\$441,690,268.31	\$12,749,411.48	2.89%	\$20,840.00	0.00%	\$12,770,251.48	2.89%
Department of Economic Opportunity	\$29,229,104.90	\$4,348,311.09	14.88%	\$1,030,812.23	3.53%	\$5,379,123.32	18.40%
Department of Education	\$317,018,868.29	\$9,538,523.88	3.01%	\$4,187.00	0.00%	\$9,542,710.88	3.01%
Department of Elder Affairs	\$3,103,756.64	\$36,989.06	1.19%	\$0.00	0.00%	\$36,989.06	1.19%
Department of Environmental Protection	\$340,594,261.01	\$46,996,311.82	13.80%	\$0.00	0.00%	\$46,996,311.82	13.80%
Department of Financial Services	\$97,364,602.17	\$3,704,222.25	3.80%	\$1,154,588.21	1.19%	\$4,858,810.46	4.99%
Department of Health	\$558,380,538.16	\$20,532,450.90	3.68%	\$0.00	0.00%	\$20,532,450.90	3.68%
Department of Highway Safety and Motor Vehicles	\$124,175,652.61	\$2,956,859.20	2.38%	\$6,997.50	0.01%	\$2,963,856.70	2.39%
Department of Juvenile Justice	\$269,812,963.06	\$4,482,915.70	1.66%	\$1,557,123.67	0.58%	\$6,040,039.37	2.24%
Department of Law Enforcement	\$37,486,508.05	\$4,958,789.40	13.23%	\$0.00	0.00%	\$4,958,789.40	13.23%
Department of Legal Affairs	\$13,153,030.14	\$162,496.59	1.24%	\$0.00	0.00%	\$162,496.59	1.24%
Department of Management Services	\$61,869,565.21	\$1,536,347.95	2.48%	\$390,684.71	0.63%	\$1,927,032.66	3.11%
Department of Military Affairs	\$82,873,319.61	\$2,055,869.15	2.48%	\$0.00	0.00%	\$2,055,869.15	2.48%
Department of Revenue	\$92,110,885.84	\$6,516,808.32	7.07%	\$0.00	0.00%	\$6,516,808.32	7.07%
Department of State	\$10,131,427.01	\$656,496.85	6.48%	\$0.00	0.00%	\$656,496.85	6.48%
Department of the Lottery	\$61,500,128.88	\$1,144,598.89	1.86%	\$12,443,193.57	20.23%	\$13,587,792.46	22.09%
Department of Transportation	\$6,246,731,887.12	\$185,523,397.82	2.97%	\$203,850,828.74	3.26%	\$389,374,226.56	6.23%
Department of Veterans' Affairs	\$32,525,446.62	\$238,788.58	0.73%	\$0.00	0.00%	\$238,788.58	0.73%
Division of Administrative Hearings	\$1,984,531.43	\$50,368.03	2.54%	\$0.00	0.00%	\$50,368.03	2.54%
Executive Office of the Governor	\$96,816,038.96	\$4,757,417.68	4.91%	\$0.00	0.00%	\$4,757,417.68	4.91%
Fish and Wildlife Conservation Commission	\$124,062,852.58	\$3,465,204.75	2.79%	\$0.00	0.00%	\$3,465,204.75	2.79%
Florida Commission on Offender Review	\$297,389.10	\$1,644.41	0.55%	\$0.00	0.00%	\$1,644.41	0.55%
Public Service Commission	\$716,916.89	\$8,781.08	1.22%	\$0.00	0.00%	\$8,781.08	1.22%
Total	\$9,498,566,647.12*	\$357,362,341.51	3.76%	\$228,558,588.68	2.41%	\$585,920,930.19	6.17%

*The total agency expenditures for 2017-18 represents a 4.9% increase from Fiscal Year 2016-17.

Fiscal Year 2017-18 Total Agency Expenditures by Business Classification

Agency	Certified	Non-Certified	Non-Profit	Other Business Classification	Total
Agency for Healthcare Administration	\$1,560,807.64	\$2,812,708.13	\$4,521,773.11	\$101,184,375.56	\$110,079,664.44
Agency for Persons with Disabilities	\$785,078.95	\$5,075,670.59	\$1,047,891.95	\$10,649,760.26	\$17,558,401.75
Agency for State Technology	\$646,604.63	\$7,447,174.71	\$136,265.87	\$26,083,043.71	\$34,313,088.92
Department of Agriculture and Consumer Services	\$30,636,341.60	\$15,289,095.91	\$2,896,189.00	\$114,396,051.83	\$163,217,678.34
Department of Business and Professional Regulation	\$1,500,568.15	\$901,961.03	\$1,510,215.35	\$3,361,506.11	\$7,274,250.64
Department of Children and Families	\$5,799,837.12	\$19,341,625.44	\$3,227,623.80	\$81,918,177.85	\$110,287,264.21
Department of Citrus	\$10,098.54	\$37,068.31	\$408,393.93	\$11,750,795.45	\$12,206,356.23
Department of Corrections	\$12,749,411.48	\$11,644,348.58	\$6,332,154.60	\$410,964,353.65	\$441,690,268.31
Department of Economic Opportunity	\$4,348,311.09	\$2,628,366.82	\$761,633.09	\$21,490,793.90	\$29,229,104.90
Department of Education	\$9,538,523.88	\$25,809,843.20	\$33,141,697.73	\$248,528,803.48	\$317,018,868.29
Department of Elder Affairs	\$36,989.06	\$289,062.17	\$58,009.01	\$2,719,696.40	\$3,103,756.64
Department of Environmental Protection	\$46,996,311.82	\$21,275,731.09	\$7,710,477.34	\$264,611,740.76	\$340,594,261.01
Department of Financial Services	\$3,704,222.25	\$5,717,840.65	\$1,616,838.54	\$86,325,700.73	\$97,364,602.17
Department of Health	\$20,532,450.90	\$32,174,550.36	\$26,230,317.90	\$479,443,219.00	\$558,380,538.16
Department of Highway Safety and Motor Vehicles	\$2,956,859.20	\$10,509,712.23	\$4,254,214.13	\$106,454,867.05	\$124,175,652.61
Department of Juvenile Justice	\$4,482,915.70	\$8,063,402.53	\$31,944,506.08	\$225,322,138.75	\$269,812,963.06
Department of Law Enforcement	\$4,958,789.40	\$7,790,181.58	\$334,617.70	\$24,402,919.37	\$37,486,508.05
Department of Legal Affairs	\$162,496.59	\$546,079.31	\$120,574.97	\$12,323,879.27	\$13,153,030.14
Department of Management Services	\$1,536,347.95	\$10,411,922.77	\$730,441.78	\$49,190,852.71	\$61,869,565.21
Department of Military Affairs	\$2,055,869.15	\$4,456,905.02	\$424,494.07	\$75,936,051.37	\$82,873,319.61
Department of Revenue	\$6,516,808.32	\$9,200,065.21	\$586,256.52	\$75,807,755.79	\$92,110,885.84
Department of State	\$656,496.85	\$1,597,720.17	\$806,649.70	\$7,070,560.29	\$10,131,427.01
Department of the Lottery	\$1,144,598.89	\$708,146.48	\$120,459.65	\$59,526,923.86	\$61,500,128.88
Department of Transportation	\$185,523,397.82	\$688,633,345.06	\$129,414,937.41	\$5,243,160,206.83	\$6,246,731,887.12
Department of Veterans' Affairs	\$238,788.58	\$1,449,353.18	\$2,988,813.63	\$27,848,491.23	\$32,525,446.62
Division of Administrative Hearings	\$50,368.03	\$125,925.99	\$13,726.71	\$1,794,510.70	\$1,984,531.43
Executive Office of the Governor	\$4,757,417.68	\$6,377,282.22	\$551,821.54	\$85,129,517.52	\$96,816,038.96
Fish and Wildlife Conservation Commission	\$3,465,204.75	\$20,121,743.53	\$1,871,731.18	\$98,604,173.12	\$124,062,852.58
Florida Commission on Offender Review	\$1,644.41	\$22,389.62	\$7,720.90	\$265,634.17	\$297,389.10
Public Service Commission	\$8,781.08	\$366,188.08	\$1,301.68	\$340,646.05	\$716,916.89
Total	\$357,362,341.51	\$920,825,409.97	\$263,771,748.87	\$7,956,607,146.77	\$9,498,566,647.12*

*The total agency expenditures for 2017-18 represents a 4.9% increase from Fiscal Year 2016-17.

Number of Solicitations Posted by Agency in Vendor Bid System

OSD shares active solicitations with CBEs based on commodity codes. In addition, different solicitation opportunities were also shared from other cities, counties, colleges, and universities at www.dms.myflorida.com/osd. Below are the number of competitive solicitations (above \$35,000) that were posted on the Vendor Bid System in Fiscal Year 2017-18.

Number of Solicitations Posted by Agency in Vendor Bid System For Fiscal Year 2017-18

Agency	Total Solicitations in Vendor Bid System
Agency for Health Care Administration	15
Agency for Persons with Disabilities	9
Department of Agriculture and Consumer Services	99
Department of Business and Professional Regulation	5
Department of Children and Families	35
Department of Citrus	1
Department of Corrections	64
Department of Economic Opportunity	10
Department of Education	19
Department of Elder Affairs	1
Department of Environmental Protection	58
Department of Financial Services	11
Department of Health	44
Department of Highway Safety and Motor Vehicles	22
Department of Juvenile Justice	16
Department of Law Enforcement	6
Department of Legal Affairs	1
Department of Management Services	17
Department of Military Affairs	31
Department of Revenue	10
Department of State	9
Department of the Lottery	2
Department of Transportation	193
Department of Veterans Affairs	13
Division of Administrative Hearings	2
Division of Emergency Management	3
Executive Office of the Governor	1
Fish and Wildlife Conservation Commission	116
Total	813

The Florida College System Fiscal Year 2017-18

The Florida College System (FCS) has participated in the OSD Annual Report since Fiscal Year 2015-16. This year, FCS provided the following information regarding its certified minority business expenditures.

FCS Certified Minority Business Expenditures (CMBE)

Certified Category	CMBE Code	Construction	Architectural And Other Professional Services	Commodities	Other Contractual Services	Annual Total
African American	H	\$1,303,536.24	\$95,439.68	\$905,620.79	\$284,530.29	\$2,589,127.00
Hispanic	I	\$6,050,110.91	\$1,747,145.41	\$1,099,689.31	\$881,956.04	\$9,778,901.67
Asian American	J	\$929,841.12	\$10,674.00	\$354,010.32	\$2,184,567.24	\$3,479,092.68
Native American	K	\$256,558.00	\$16,000.00	\$0.00	\$41,566.29	\$314,124.29
American Women	M	\$4,500,314.13	\$446,347.78	\$3,734,640.53	\$6,299,826.82	\$14,981,129.26
Service Disabled Veteran	W	\$23,890.53	\$31,309.37	\$540,079.67	\$294,855.81	\$890,135.38
Total		\$13,064,250.93	\$2,346,916.24	\$6,634,040.62	\$9,987,302.49	\$32,032,510.28

Please note: Above expenditures may include subcontractor payments. This data is not included in FLAIR and is provided directly from FCS.

FCS Non-Certified Minority Business Expenditures

Non-Certified Category	CMBE Code	Construction	Architectural and Other Professional Services	Commodities	Other Contractual Services	Annual Total
African American, Non-Certified	N	\$187,102.38	\$73,310.00	\$20,590.80	\$163,404.27	\$444,407.45
Hispanic, Non-Certified	O	\$316,543.49	\$180,580.46	\$519,407.11	\$483,925.83	\$1,500,456.89
Asian American, Non-Certified	P	\$23,913.00	\$54,995.00	\$296,795.35	\$2,237.40	\$377,940.75
Native American, Non-Certified	Q	\$85,549.00	\$0.00	\$42,137.12	\$46,218.19	\$173,904.31
American Women, Non-Certified	R	\$2,258,313.12	\$546,529.20	\$2,784,886.15	\$2,584,894.74	\$8,174,623.21
Service Disabled Veteran, Non-Certified	Y	\$14,929.25	\$0.00	\$11,196.15	\$127,612.30	\$153,737.70
Total		\$2,886,350.24	\$855,414.66	\$3,675,012.68	\$3,408,292.73	\$10,825,070.31

Please note: Above expenditures may include subcontractor payments. This data is not included in FLAIR and is provided directly from FCS.

CMBE Code	Description
H	African American, Certified
I	Hispanic, Certified
J	Asian American business, Certified
K	Native American, Certified
M	Woman Owned, Certified
W	Veteran Business Enterprise, Certified
N	African American, Non-Certified
O	Hispanic, Non-Certified
P	Asian American, Non-Certified
Q	Native American, Non-Certified
R	American Women, Non-Certified
Y	Service Disabled Veteran, Non-Certified

Office of Supplier Diversity Staff

Fiscal Year 2017-18

Hue T. Reynolds – Executive Director

Robert Major – Vendor Relations Coordinator

Donna Williams – Marketing Manager

Breneicia Stephens – Marketing Assistant

Rebecca Livingston – Compliance & Reporting Coordinator

Carmen Claudio – Certification Coordinator

Devon Richardson – Marketing Designer

Contact Information

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