

Office of Supplier Diversity Annual Report



FY 2019-20



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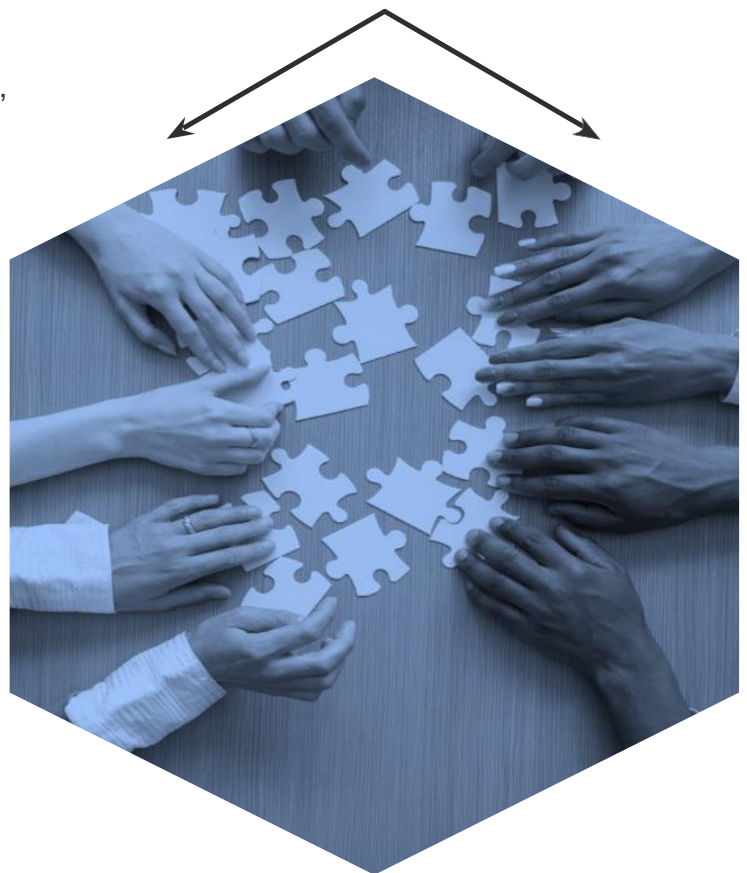
Executive Summary

The Department of Management Services (DMS), through the Office of Supplier Diversity (OSD), assists eligible Florida-based woman-, veteran-, and minority-owned small businesses in obtaining their certifications and educates them on state government contracting opportunities. During Fiscal Year 2019-20, OSD continued educational and outreach efforts to support certified firms, increased event activities, increased overall certifications, and supported sister agencies as they seek to diversify their spending activities.

Fiscal Year 2019-20 successes include:

- Certified 1177 new firms as woman-, veteran-, and/or minority-owned businesses. This represents a 30 percent increase from the previous fiscal year.
- Reached a total of 6,285 certified firms in Florida. This represents a 12 percent increase from the previous fiscal year.
- Achieved nearly \$600,000,000 in contractual services utilization with CBEs..
- Attracted 721 attendees to OSD Supplier Diversity Exchange regional events.

The following pages of this report include expanded details related to these successes and provide insight as to how OSD continues to prove itself as a valuable resource for Florida's small businesses.

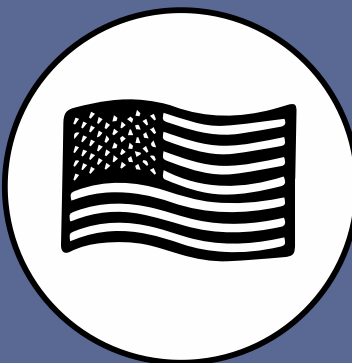


Office of Supplier Diversity Overview



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.

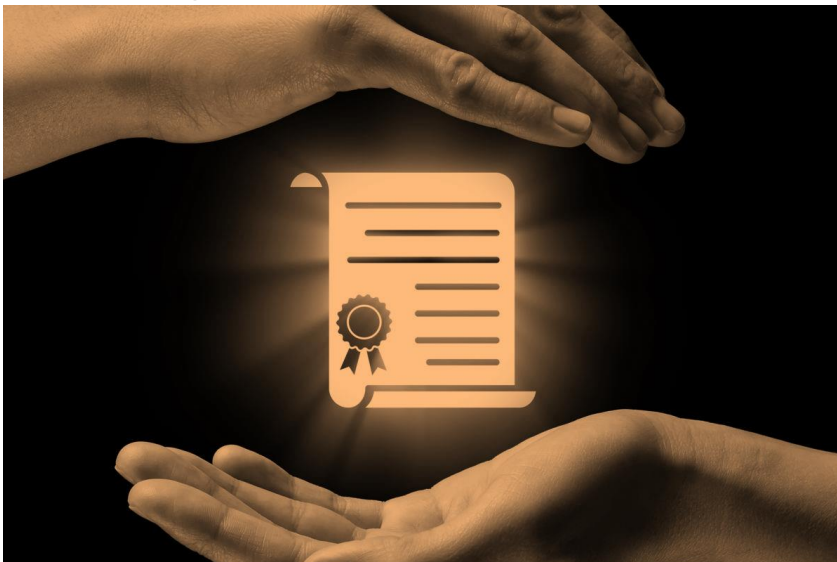


To become a certified woman-, veteran-, or minority-owned business, the following requirements must be met:

- 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.

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.



Top 20 Commodity Codes of Certified Business Enterprises (CBE)

Information Technology consultation services

Environmental rehabilitation

Disaster preparedness and relief

Enhanced telecommunications services

Software maintenance and support

Disposable Paper

Electrical power generation equipment maintenance and repair services

Healthcare Services
Application programming services

Gasoline or Petrol

Temporary technician staffing

Disaster recovery services

Customs consulting service

Planting services
Housekeeping services

General building and office cleaning and maintenance services

Telecommunication services

Building cleaning services

Business intelligence consulting services

Office Furniture

Supplier Diversity Exchanges

Through various event opportunities, OSD continued to help woman-, veteran-, and minority-owned small businesses gain a better understanding of the benefits of engaging in government procurement and how to best poise their business in that process. OSD's signature event, the Supplier Diversity Exchange, is networking-style event that allows small business to meet directly with local, federal, and state buyers.

With the help of regional partners, OSD ensures each Supplier Diversity Exchange has its own unique characteristics, supplying local vendors with a wide range of knowledge and opportunities, through trainings, presentations, open Q&A discussions, one-on-one scheduled appointments, reverse trade shows, and much more. This year, OSD expanded the Exchange to the Tampa area, joining the University of South Florida's Supplier Diversity Day.



Orlando Supplier Diversity Exchange

July 31, 2019 • 29 organizations • 145 attendees

Partnered with UCF Procurement

89% of attendees agreed that participating in the event was beneficial

"I left the event very hopeful and motivated. It was exciting to see first-hand that as a small business we have support and a great community to reach out to. Thanks!"



Broward Supplier Diversity Day

August 22, 2019 • 27 organizations • 225 attendees

Partnered with Broward College

90% of attendees agreed that participating in the event was beneficial

"The best event to attend for Minority Businesses, even if you are a just start-up."





Tampa Supplier Diversity Day

October 3, 2019 • 72 organizations • 273 registered attendees

Partnered with USF Office of Supplier Diversity

In addition to OSD attending and speaking at the event, OSD recruited 10 state agencies to participate in the event's Expo. This participation allowed the event's participants to meet with state agencies and gain a better understanding of how to engage with state government procurement.



Tallahassee Supplier Diversity Exchange

October 23, 2019 • 34 organizations • 88 attendees

Partnered with Big Bend MED Week

81% of attendees agreed that participating in the event was beneficial

"I am highly appreciative of how well this was put together. Very informative on the becoming a vendor process, but only with the pertinent information to keep it within the time restraints. The event was run very well."



Pensacola Supplier Diversity Exchange

February 4, 2020 • 33 organizations • 133 attendees

Partnered with City of Pensacola and the Gulf Coast

Minority Chamber of Commerce

95% of attendees agreed that participating in the event was beneficial

"Excellent program with clear objectives. Well worth attending. Great job!"



Gainesville Supplier Diversity Exchange

March 5, 2020 • 26 organizations • 130 attendees

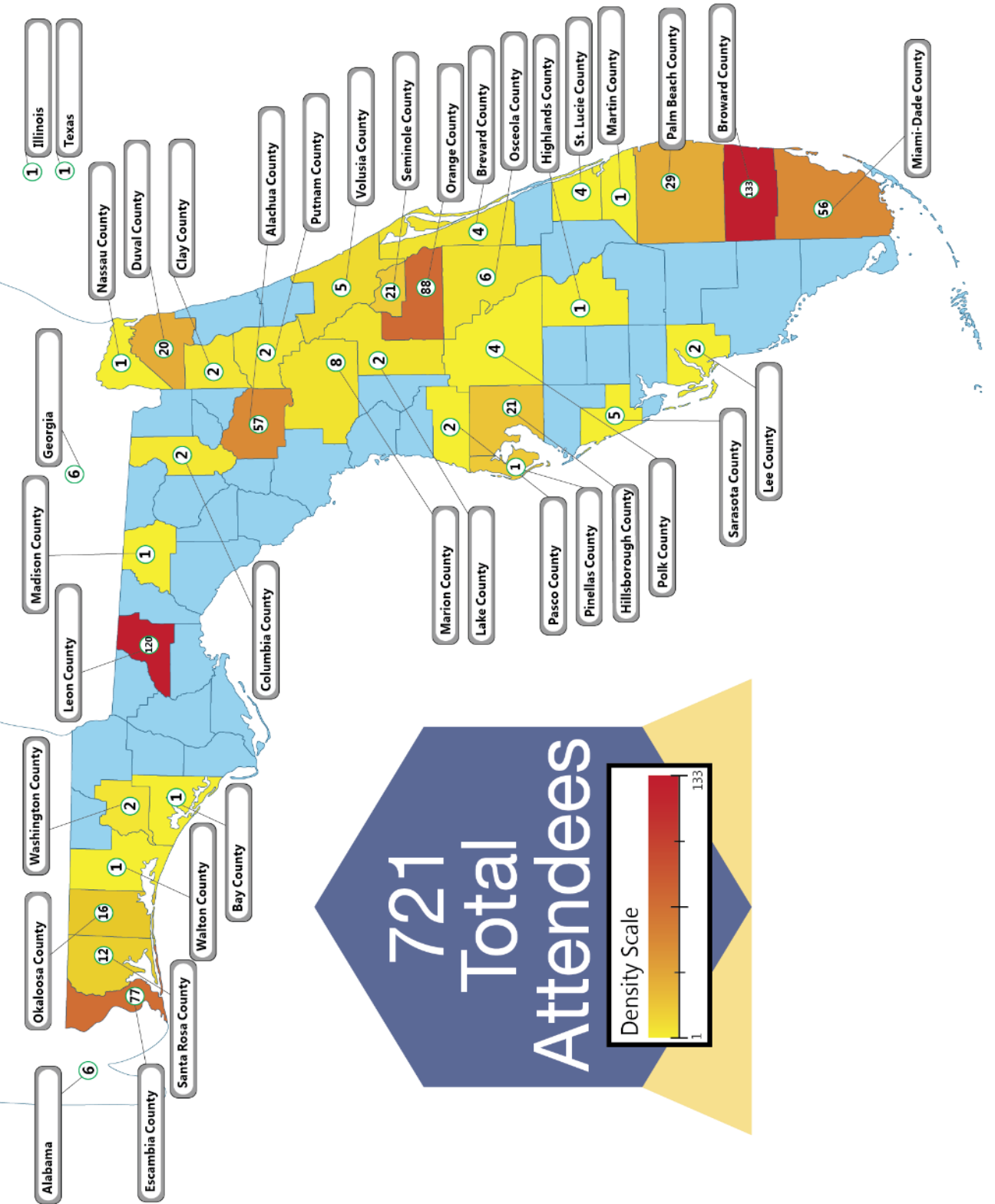
Partnered with UF's Small Business & Vendor Diversity Relations Division

84% of attendees agreed that participating in the event was beneficial

"The event gives small business a chance to meet companies that normally wouldn't."

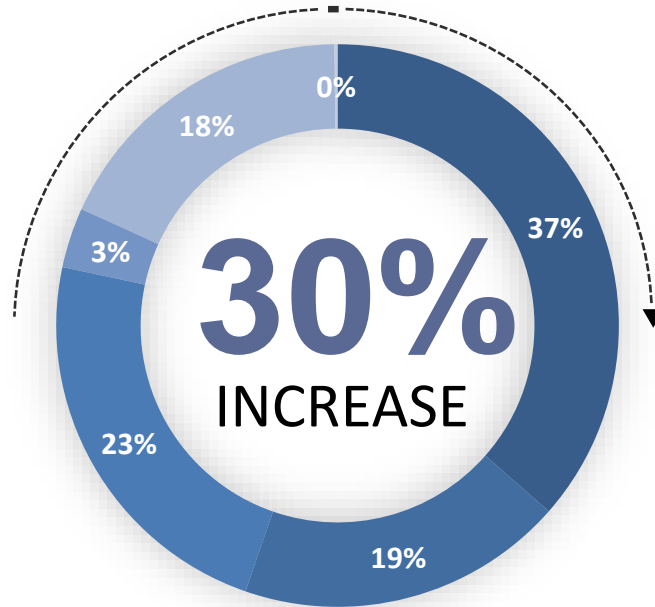


FY 2019-20 Supplier Diversity Exchanges



Office of Supplier Diversity FY 2019-20 Certification Data

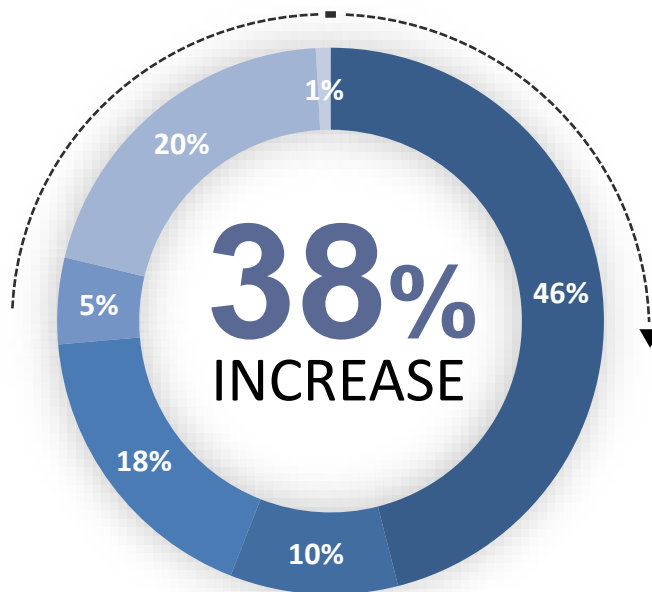
- Women (591)
- Veteran (305)
- African-American (373)
- Asian-American (56)
- Hispanic-American (292)
- Native-American (3)



New Certifications for Fiscal Year 2019-20

During Fiscal Year 2019-20, 1,177 firms were newly certified as woman-, veteran-, and/or minority-owned businesses. This represents a 30 percent increase in total new certifications since Fiscal Year 2018-19.

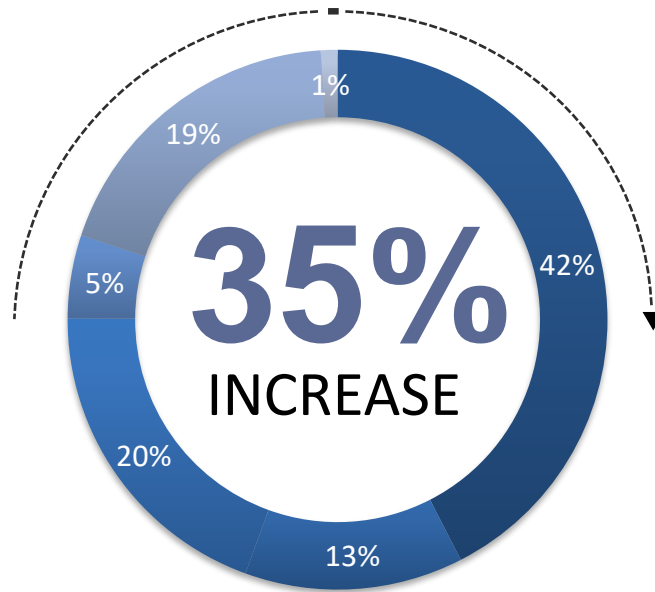
- Women (1,325)
- Veteran (286)
- African-American (509)
- Asian-American (147)
- Hispanic-American (587)
- Native-American (25)



Recertification for Fiscal Year 2019-20

During Fiscal Year 2019-20, 2,310 firms were recertified as woman-, veteran- and/or minority-owned businesses. This represents a 38 percent increase in total recertifications since Fiscal Year 2018-19.

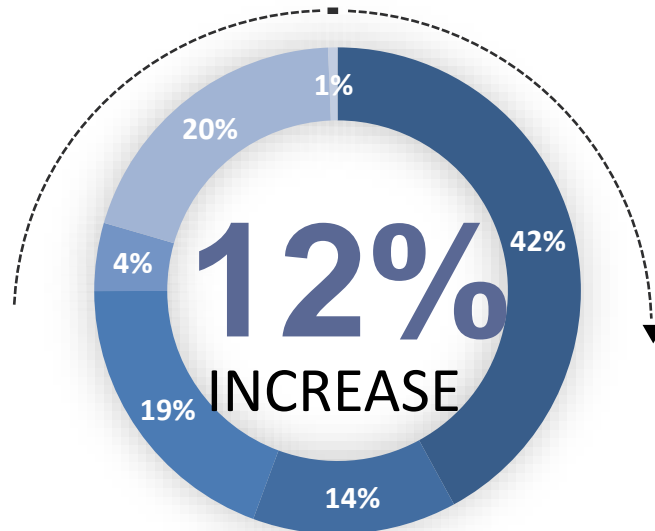
- Women (1,916)
- Veteran (591)
- African-American (882)
- Asian-American (203)
- Hispanic-American (879)
- Native-American (28)



New Certifications and Recertifications for Fiscal Year 2019-20

During Fiscal Year 2019-20, 3,496 firms were newly certified or recertified as woman-, veteran-, and/or minority-owned businesses. This represents a 35 percent increase in total new certifications and recertifications since Fiscal Year 2018-19.

- Women (3,420)
- Veteran (1,104)
- African-American (1,573)
- Asian-American (368)
- Hispanic-American (1,616)
- Native-American (51)

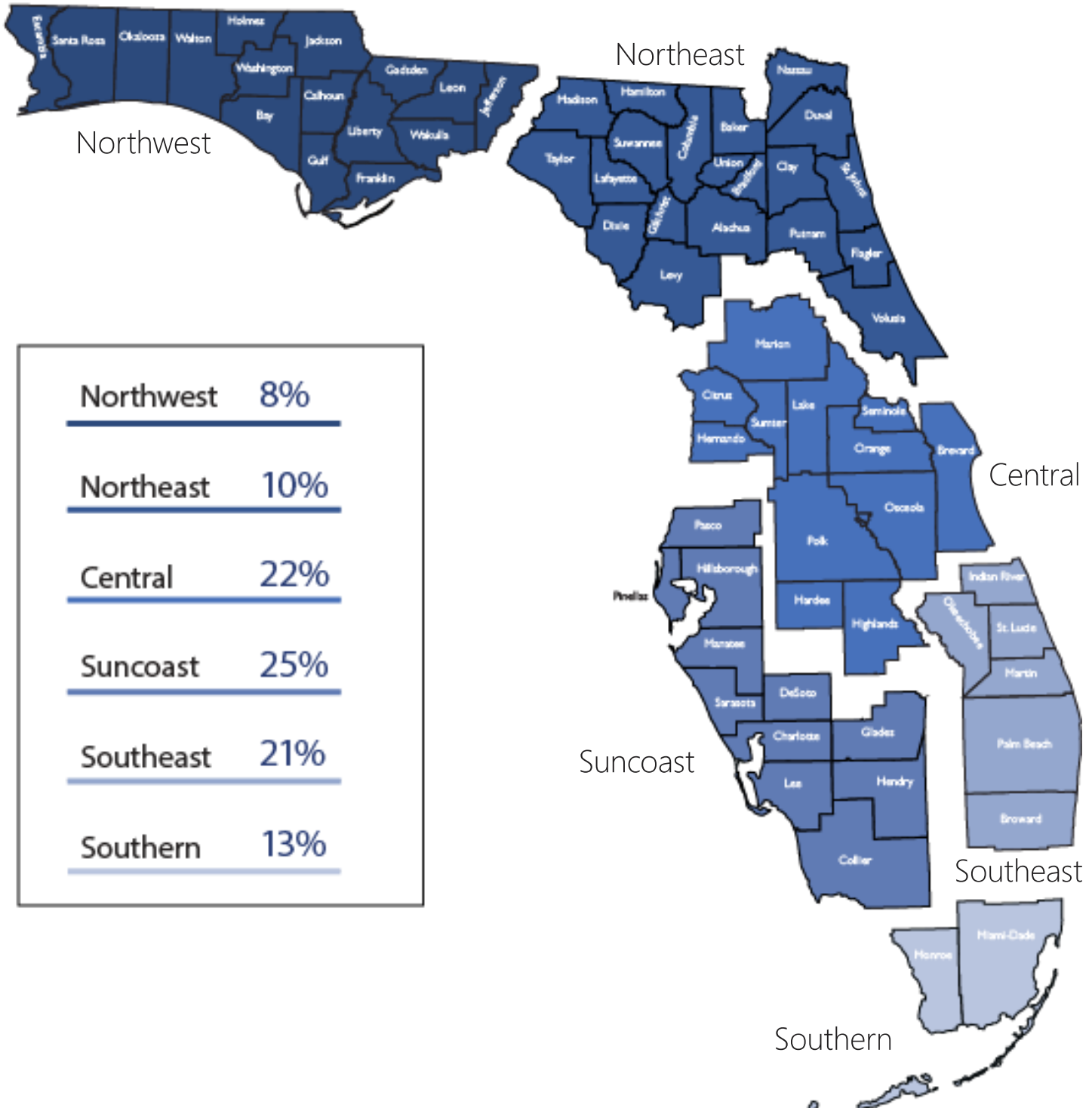


Current Certified Firms

As of Dec. 5 2020, OSD has a total of 6,285 certified firms in Florida. This represents a 12.3% percent increase in total certified firms since Fiscal Year 2018-19.

Certified Business Enterprises by Region

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



State of Florida Agency Expenditures FY 2019-20 Data

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). Fiscal Year 2020-21 plans from the following agencies were submitted and approved by OSD:

Agency for Health Care Administration	Department of Juvenile Justice
Agency for Persons with Disabilities	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 Transportation
Department of Education	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 and Wildlife Conservation Commission
Department of Highway Safety and Motor Vehicles	Department of Health

Data Calculation Fiscal Year 2019-20

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 2019-20 Total Agency Spend with CBEs

Agency	Total Expenditures	Direct CBE Expenditures	% Direct CBE	Indirect CBE (Subcontractor) Expenditures	% Indirect CBE	Total CBE Expenditures	% Total CBE
Agency for Healthcare Administration	\$128,312,119.89	\$666,051.96	0.52%	\$0.00	0.00%	\$666,051.96	0.52%
Agency for Persons with Disabilities	\$26,473,199.01	\$1,285,420.03	4.86%	\$0.00	0.00%	\$1,285,420.03	4.86%
Department of Agriculture and Consumer Services	\$127,796,152.22	\$4,680,092.88	3.66%	\$0.00	0.00%	\$4,680,092.88	3.66%
Department of Business and Professional Regulation	\$9,261,267.29	\$816,283.45	8.81%	\$0.00	0.00%	\$816,283.45	8.81%
Department of Children and Families	\$279,767,200.48	\$4,936,540.91	1.76%	\$652,037.00	0.23%	\$5,588,577.91	2.00%
Department of Citrus	\$11,379,123.82	\$9,247.20	0.08%	\$0.00	0.00%	\$9,247.20	0.08%
Department of Corrections	\$484,712,387.66	\$16,007,353.74	3.30%	\$3,250,902.46	0.67%	\$19,258,256.20	3.97%
Department of Economic Opportunity	\$52,980,576.90	\$1,709,781.11	3.23%	\$1,743,397.85	3.29%	\$3,453,178.96	6.52%
Department of Education	\$355,035,859.41	\$11,210,065.79	3.16%	\$0.00	0.00%	\$11,210,065.79	3.16%
Department of Environmental Protection	\$227,535,452.08	\$16,117,790.55	7.08%	\$2,383,743.82	1.05%	\$18,501,534.37	8.13%
Department of Financial Services	\$120,708,971.80	\$3,845,094.18	3.19%	\$1,576,532.45	1.31%	\$5,421,626.63	4.49%
Department of Health	\$881,715,888.54	\$23,534,467.82	2.67%	\$0.00	0.00%	\$23,534,467.82	2.67%
Department of Highway Safety and Motor Vehicles	\$111,818,996.65	\$3,115,836.77	2.79%	\$0.00	0.00%	\$3,115,836.77	2.79%
Department of Juvenile Justice	\$261,887,660.16	\$3,525,946.06	1.35%	\$0.00	0.00%	\$3,525,946.06	1.35%
Department of Law Enforcement	\$35,121,005.68	\$3,443,622.48	9.81%	\$0.00	0.00%	\$3,443,622.48	9.81%
Department of Legal Affairs	\$14,281,511.75	\$300,051.70	2.10%	\$0.00	0.00%	\$300,051.70	2.10%
Department of Management Services	\$133,784,359.09	\$3,648,928.47	2.73%	\$990,290.53	0.74%	\$4,639,219.00	3.47%
Department of Military Affairs	\$77,817,952.27	\$4,729,729.30	6.08%	\$0.00	0.00%	\$4,729,729.30	6.08%
Department of Revenue	\$80,218,091.75	\$5,785,738.35	7.21%	\$0.00	0.00%	\$5,785,738.35	7.21%
Department of State	\$13,786,539.77	\$512,039.20	3.71%	\$0.00	0.00%	\$512,039.20	3.71%
Department of Transportation	\$6,770,080,383.22	\$185,643,089.49	2.74%	\$260,752,930.21	3.85%	\$446,396,019.70	6.59%
Department of Veterans' Affairs	\$74,814,136.02	\$1,208,115.23	1.61%	\$0.00	0.00%	\$1,208,115.23	1.61%
Division of Administrative Hearings	\$3,163,506.65	\$43,152.81	1.36%	\$0.00	0.00%	\$43,152.81	1.36%
Executive Office of the Governor	\$684,041,585.27	\$9,484,833.51	1.39%	\$0.00	0.00%	\$9,484,833.51	1.39%
Fish and Wildlife Conservation Commission	\$127,261,758.32	\$4,108,668.33	3.23%	\$0.00	0.00%	\$4,108,668.33	3.23%
Florida Commission on Offender Review	\$527,421.21	\$5,142.21	0.97%	\$0.00	0.00%	\$5,142.21	0.97%
Florida Lottery	\$47,402,893.24	\$1,108,287.80	2.34%	\$14,000,000.00	29.53%	\$15,108,287.80	31.87%
Public Service Commission	\$742,630.89	\$230,985.52	31.10%	\$0.00	0.00%	\$230,985.52	31.10%
Total	\$11,142,428,631.04	\$311,712,356.85	2.80%	\$285,349,834.32	2.56%	\$597,062,191.17	5.36%

Fiscal Year 2019-20 Total Agency Expenditures by Industry

Agency	Architects/Engineers	Commodities	Construction	Contractual Services	Total
Agency for Healthcare Administration	\$308,850.25	\$10,369,428.66	\$16,823.41	\$117,617,017.57	\$128,312,119.89
Agency for Persons with Disabilities	\$259,820.36	\$8,122,528.51	\$5,425,931.67	\$12,664,918.47	\$26,473,199.01
Department of Agriculture and Consumer Services	\$12,625,086.39	\$60,138,201.81	\$7,157,609.55	\$47,875,254.47	\$127,796,152.22
Department of Business and Professional Regulation	\$0.00	\$2,312,334.81	\$0.00	\$6,948,932.48	\$9,261,267.29
Department of Children and Families	\$5,752,267.92	\$69,128,196.18	\$8,604,190.15	\$196,282,546.23	\$279,767,200.48
Department of Citrus	\$0.00	\$184,751.49	\$0.00	\$11,194,372.33	\$11,379,123.82
Department of Corrections	\$781,777.78	\$243,020,333.45	\$39,633,054.14	\$201,277,222.29	\$484,712,387.66
Department of Economic Opportunity	\$54,474.00	\$16,289,278.15	\$97,802.19	\$36,539,022.56	\$52,980,576.90
Department of Education	\$0.00	\$183,971,909.15	\$4,821,419.41	\$166,242,530.85	\$355,035,859.41
Department of Environmental Protection	\$148,783,359.94	\$30,522,342.54	\$17,050,314.81	\$31,179,434.79	\$227,535,452.08
Department of Financial Services	\$0.00	\$30,523,298.81	\$13,305.75	\$90,172,367.24	\$120,708,971.80
Department of Health	\$1,907,980.60	\$658,357,694.67	\$5,437,984.20	\$216,012,229.07	\$881,715,888.54
Department of Highway Safety and Motor Vehicles	\$119,260.80	\$72,187,107.81	\$3,038,684.67	\$36,473,943.37	\$111,818,996.65
Department of Juvenile Justice	\$11,000.00	\$19,148,285.41	\$653,266.74	\$242,075,108.01	\$261,887,660.16
Department of Law Enforcement	\$10,550.00	\$18,342,916.85	\$204,732.00	\$16,562,806.83	\$35,121,005.68
Department of Legal Affairs	\$24,800.00	\$10,819,295.22	\$83,325.16	\$3,354,091.37	\$14,281,511.75
Department of Management Services	\$6,155,600.74	\$23,808,976.37	\$44,341,826.51	\$59,477,955.47	\$133,784,359.09
Department of Military Affairs	\$2,902,676.20	\$37,366,947.01	\$22,227,446.80	\$15,320,882.26	\$77,817,952.27
Department of Revenue	\$0.00	\$27,426,207.17	\$127,426.18	\$52,664,458.40	\$80,218,091.75
Department of State	\$5,505,087.78	\$7,477,682.80	\$43,113.00	\$760,656.19	\$13,786,539.77
Department of Transportation	\$1,452,312,853.93	\$124,030,547.95	\$4,142,811,618.19	\$1,050,925,363.15	\$6,770,080,383.22
Department of Veterans' Affairs	\$1,214,651.86	\$15,087,285.44	\$40,935,148.40	\$17,577,050.32	\$74,814,136.02
Division of Administrative Hearings	\$0.00	\$2,902,653.35	\$0.00	\$260,853.30	\$3,163,506.65
Executive Office of the Governor	\$0.00	\$385,882,800.30	\$0.00	\$298,158,784.97	\$684,041,585.27
Fish and Wildlife Conservation Commission	\$1,598,881.58	\$54,076,946.06	\$14,435,565.92	\$57,150,364.76	\$127,261,758.32
Florida Commission on Offender Review	\$0.00	\$385,720.53	\$0.00	\$141,700.68	\$527,421.21
Florida Lottery	\$0.00	\$5,368,925.99	\$0.00	\$42,033,967.25	\$47,402,893.24
Public Service Commission	\$0.00	\$311,280.44	\$0.00	\$431,350.45	\$742,630.89
Total	\$1,640,328,980.13	\$2,117,563,876.93	\$4,357,160,588.85	\$3,027,375,185.13	\$11,142,428,631.04

Fiscal Year 2019-20 Total Agency Spend with CBEs

Agency	Certified	Non-Certified	Non-Profit	Other Business Classification	Total
Agency for Healthcare Administration	\$666,051.96	\$3,660,890.59	\$8,646,542.10	\$115,338,635.24	\$128,312,119.89
Agency for Persons with Disabilities	\$1,285,420.03	\$6,739,610.45	\$1,901,516.66	\$16,546,651.87	\$26,473,199.01
Department of Agriculture and Consumer Services	\$4,680,092.88	\$10,869,180.79	\$4,224,692.11	\$108,022,186.44	\$127,796,152.22
Department of Business and Professional Regulation	\$816,283.45	\$859,381.02	\$1,309,500.45	\$6,276,102.37	\$9,261,267.29
Department of Children and Families	\$4,936,540.91	\$21,889,848.74	\$2,538,358.00	\$250,402,452.83	\$279,767,200.48
Department of Citrus	\$9,247.20	\$80,077.39	\$666,682.42	\$10,623,116.81	\$11,379,123.82
Department of Corrections	\$16,007,353.74	\$17,621,421.57	\$21,581,580.80	\$429,502,031.55	\$484,712,387.66
Department of Economic Opportunity	\$1,709,781.11	\$22,697,482.23	\$1,894,586.28	\$26,678,727.28	\$52,980,576.90
Department of Education	\$11,210,065.79	\$30,823,756.63	\$106,894,320.21	\$206,107,716.78	\$355,035,859.41
Department of Environmental Protection	\$16,117,790.55	\$21,006,337.58	\$3,653,139.05	\$186,758,184.90	\$227,535,452.08
Department of Financial Services	\$3,845,094.18	\$8,066,026.29	\$1,687,372.23	\$107,110,479.10	\$120,708,971.80
Department of Health	\$23,534,467.82	\$34,936,994.07	\$19,713,189.89	\$803,531,236.76	\$881,715,888.54
Department of Highway Safety and Motor Vehicles	\$3,115,836.77	\$7,651,670.36	\$2,148,227.43	\$98,903,262.09	\$111,818,996.65
Department of Juvenile Justice	\$3,525,946.06	\$10,483,481.96	\$21,057,951.86	\$226,820,280.28	\$261,887,660.16
Department of Law Enforcement	\$3,443,622.48	\$8,459,712.63	\$191,496.81	\$23,026,173.76	\$35,121,005.68
Department of Legal Affairs	\$300,051.70	\$1,327,607.56	\$127,369.28	\$12,526,483.21	\$14,281,511.75
Department of Management Services	\$3,648,928.47	\$19,501,178.06	\$17,372,119.48	\$93,262,133.08	\$133,784,359.09
Department of Military Affairs	\$4,729,729.30	\$4,101,053.87	\$481,037.29	\$68,506,131.81	\$77,817,952.27
Department of Revenue	\$5,785,738.35	\$9,156,014.20	\$576,842.95	\$64,699,496.25	\$80,218,091.75
Department of State	\$512,039.20	\$3,154,670.99	\$755,967.74	\$9,363,861.84	\$13,786,539.77
Department of Transportation	\$185,643,089.49	\$950,731,498.42	\$153,603,119.56	\$5,480,102,675.75	\$6,770,080,383.22
Department of Veterans' Affairs	\$1,208,115.23	\$42,029,199.95	\$3,788,807.23	\$27,788,013.61	\$74,814,136.02
Division of Administrative Hearings	\$43,152.81	\$181,213.74	\$312.50	\$2,938,827.60	\$3,163,506.65
Executive Office of the Governor	\$9,484,833.51	\$58,184,903.34	\$760,969.93	\$615,610,878.49	\$684,041,585.27
Fish and Wildlife Conservation Commission	\$4,108,668.33	\$18,655,766.12	\$1,577,497.12	\$102,919,826.75	\$127,261,758.32
Florida Commission on Offender Review	\$5,142.21	\$52,897.50	\$22,971.82	\$446,409.68	\$527,421.21
Florida Lottery	\$1,108,287.80	\$644,796.89	\$115,751.55	\$45,534,057.00	\$47,402,893.24
Public Service Commission	\$230,985.52	\$295,770.47	\$2,243.71	\$213,631.19	\$742,630.89
Total	\$311,712,356.85	\$1,313,862,443.41	\$377,294,166.46	\$9,139,559,664.32	\$11,142,428,631.04

Contact Information

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