

FY 2020-2021

OFFICE OF
SUPPLIER
DIVERSITY
ANNUAL REPORT



THE FLORIDA DEPARTMENT OF MANAGEMENT SERVICES

Table of Contents

Executive Summary.....	2
Office of Supplier Diversity Overview	3
Supplier Diversity Exchanges	4
Top 20 Commodity Codes of Certified Business Enterprises (CBE)	5
Office of Supplier Diversity FY 2020-21 Certification Data	6
Certified Business Enterprises by Region.....	8
Data Calculation Fiscal Year 2020-21.....	9

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, educates them on state government contracting opportunities, and has a concerted effort with partners across the state to facilitate networking and outreach events that provide vendors with many business opportunities. During Fiscal Year 2020-21, OSD continued educational and outreach efforts to support certified firms, increased event activities, increased overall certifications, and supported sister agencies as they sought to diversify their spending activities.

Fiscal Year 2020-21 successes include:

- Certifying 2,085 new firms as woman-, veteran-, and/or minority-owned businesses. This represents a 25 percent increase from the previous fiscal year.
- Reaching a total of 6,731 certified firms in Florida. This represents a 14 percent increase from the previous fiscal year.
- Achieving more than \$860 million in total spend with certified business enterprises (CBE's). This represents a 44 percent increase from the previous fiscal year.
- Attracting 721 attendees to regional OSD Supplier Diversity Exchanges.

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, or woman who is a permanent resident of Florida and a United States citizen or permanent resident alien; or
- Be a veteran who is disabled or served during a period of war; 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-, and 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 Exchanges

Through various event opportunities, OSD continues 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 a networking-style event that allows small businesses 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. In Fiscal Year 2020-21, OSD was able to conduct virtual Supplier Diversity Exchanges in the northwest and Tallahassee area.



Pensacola Supplier Diversity Exchange

September 21, 2021 • 42 agency reps • 154 attendees

Partnered with the City of Pensacola and the Gulf Coast Minority Chamber of Commerce

92% of attendees agreed that participating in the event was beneficial

"It was a great virtual event. I gained tremendous knowledge and networking opportunities."



Tallahassee Supplier Diversity Exchange

October 7, 2021 • 32 agency reps • 115 attendees

Partnered with Big Bend MED Week

92% of attendees agreed that participating in the event was beneficial

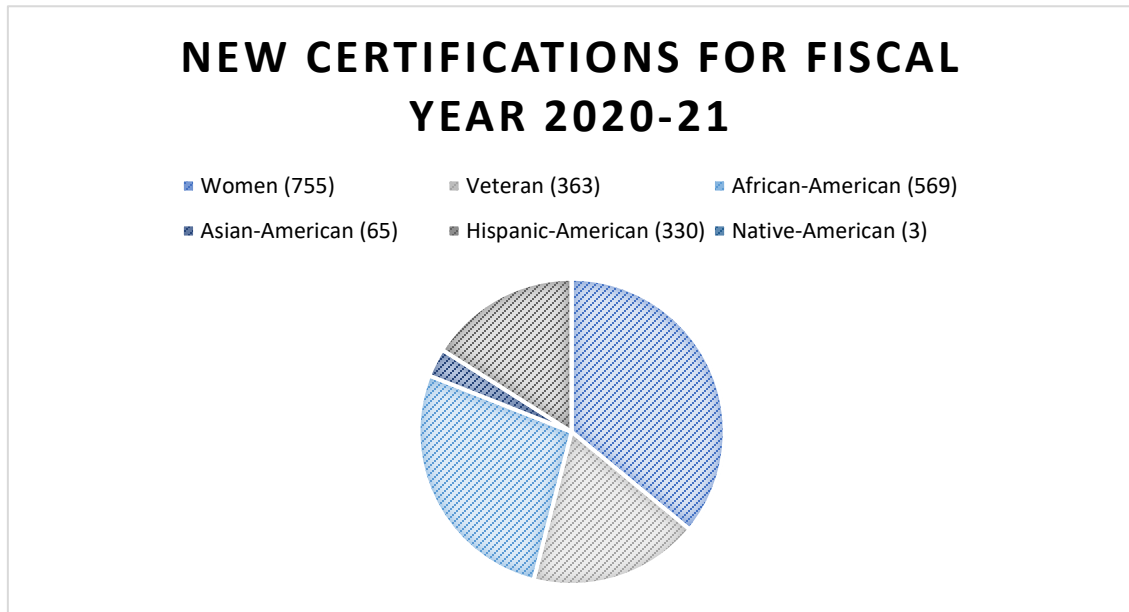
"Best Supplier Diversity Event EVER! Incredibly successful event. Thank you!"

"This event was very informative and the agency representatives were very knowledgeable and eager to share information."

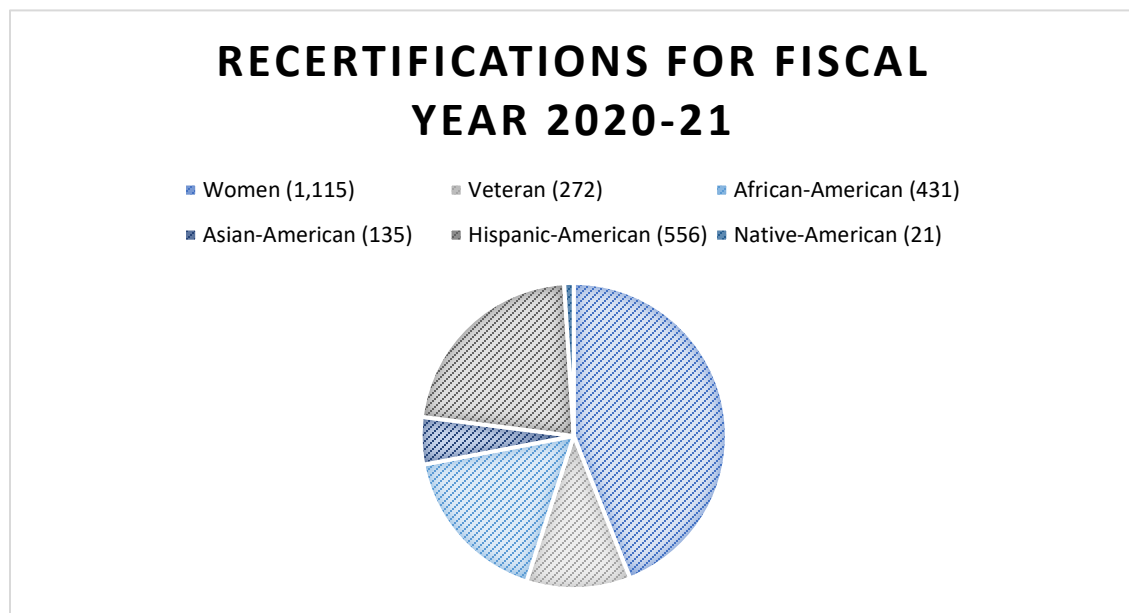
Top 20 Commodity Codes of Certified Business Enterprises (CBE)

- Specialized trade construction and maintenance services
- Professional engineering services
- Software
- computer services
- Nonresidential building construction services
- Human resource services
- Computer equipment and accessories
- Management advisory services
- Heavy construction services
- Residential building construction services
- Data voice or multimedia network equipment
- Structural materials
- Hand tools
- Clothing
- Marketing and distribution
- Cleaning and janitorial services
- Public relations and professional communications services
- Specialized educational services
- Building and facility maintenance and repair services
- Signage and accessories

Office of Supplier Diversity FY 2020-21 Certification Data



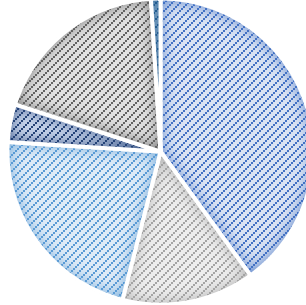
During Fiscal Year 2020-21, 2,085 firms were newly certified as woman-, veteran-, and/or minority-owned businesses. This represents a 25 percent increase in total new certifications since Fiscal Year 2019-20.



Recertification occurs on a biannual basis and during Fiscal Year 2020-21, 1,984 firms were recertified as woman-, veteran-, and/or minority-owned businesses.

NEW CERTIFICATIONS AND RECERTIFICATIONS FOR FISCAL YEAR 2020-21

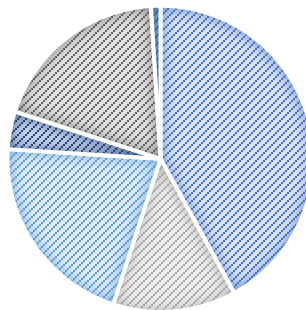
- Women (1,870)
- Veteran (635)
- African-American (1,000)
- Asian-American (200)
- Hispanic-American (886)
- Native-American (24)



During Fiscal Year 2020-21, 4,615 firms were newly certified or recertified as woman-, veteran-, and/or minority-owned businesses. This represents a one percent decrease in total new certifications and recertifications since Fiscal Year 2019-20.

CURRENT CERTIFIED FIRMS FOR FISCAL YEAR 2020-21

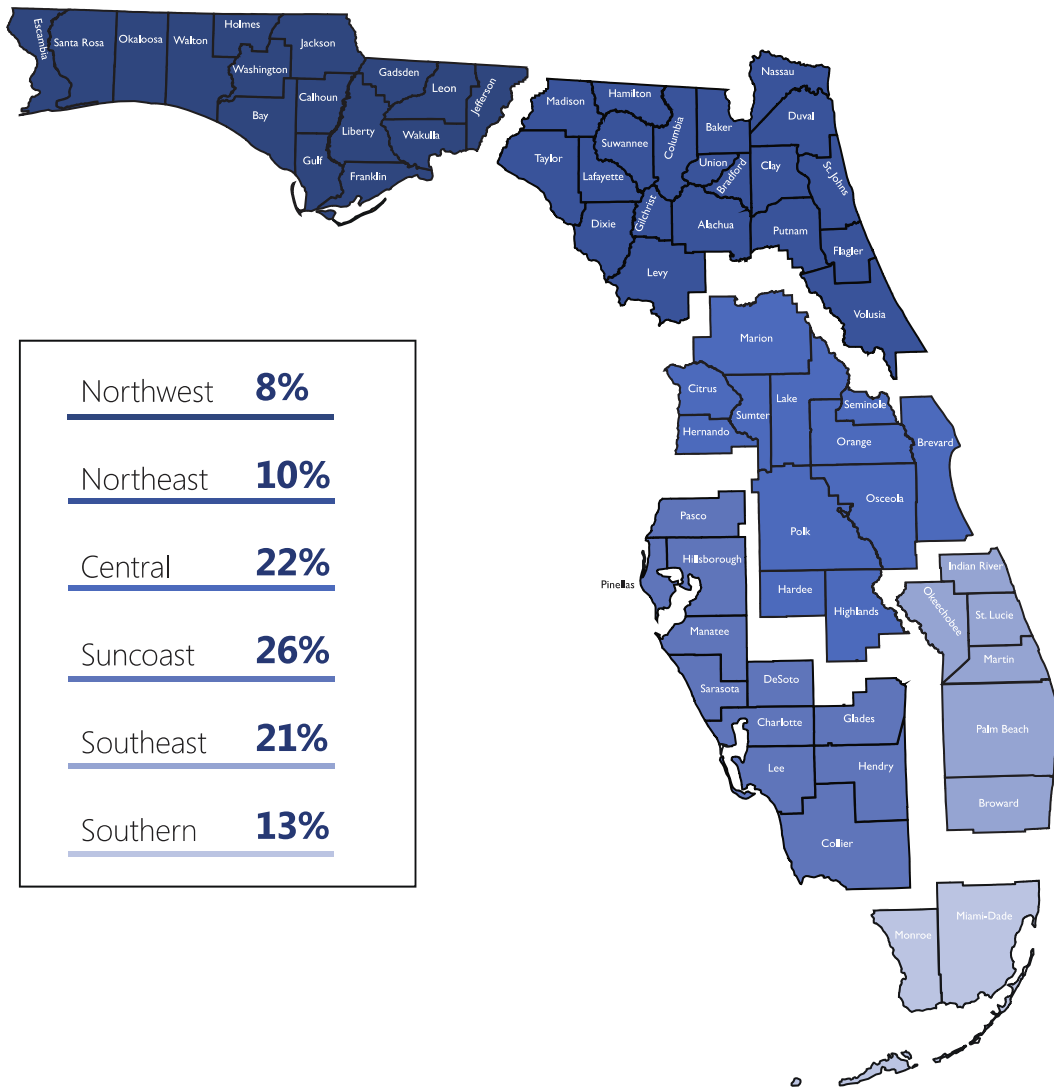
- Women (3,806)
- Veteran (1,234)
- African-American (1,893)
- Asian-American (404)
- Hispanic-American (1,770)
- Native-American (52)



As of June 30, 2021, OSD has a total of 6,731 certified firms in Florida. This represents a 14% percent increase in the total number of certified firms since June 30, 2020.

Certified Business Enterprises by Region

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



Data Calculation Fiscal Year 2020-21

Over the past several years, OSD has expanded its data calculations to include total agency spending with Certified Business Enterprises (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 2020-21 Total Agency Expenditures by Industry

Agency	Total Expenditures	Direct CBE Expenditures	% Direct CBE	Indirect CBE (Subcontractor) Expenditures	% Indirect CBE	Total CBE Expenditures	% Total CBE
Agency for Health Care Administration	\$96,592,000.91	\$763,400.49	0.79%	\$0.00	0.00%	\$763,400.49	0.79%
Agency for Persons with Disabilities	\$29,434,467.17	\$1,436,692.76	4.88%	\$0.00	0.00%	\$1,436,692.76	4.88%
Department of Agriculture and Consumer Services	\$116,300,094.34	\$7,812,746.38	6.72%	\$0.00	0.00%	\$7,812,746.38	6.72%
Department of Business and Professional Regulation	\$10,953,547.46	\$491,003.89	4.48%	\$0.00	0.00%	\$491,003.89	4.48%
Department of Children and Families	\$276,058,517.75	\$6,346,810.17	2.30%	\$579,810.44	0.21%	\$6,926,620.61	2.51%
Department of Citrus	\$12,126,988.75	\$2,371.25	0.02%	\$0.00	0.00%	\$2,371.25	0.02%
Department of Corrections	\$419,986,942.18	\$13,282,826.88	3.16%	\$3,516,115.81	0.84%	\$16,798,942.69	4.00%
Department of Economic Opportunity	\$258,696,562.82	\$3,431,220.94	1.33%	\$0.00	0.00%	\$3,431,220.94	1.33%
Department of Education	\$314,262,599.55	\$10,594,266.79	3.37%	\$0.00	0.00%	\$10,594,266.79	3.37%
Department of Elder Affairs	\$6,947,030.44	\$47,841.28	0.69%	\$0.00	0.00%	\$47,841.28	0.69%
Department of Environmental Protection	\$360,694,228.98	\$122,045,701.63	33.84%	\$4,675,723.01	1.30%	\$126,721,424.64	35.13%
Department of Financial Services	\$128,239,146.29	\$4,677,574.55	3.65%	\$0.00	0.00%	\$4,677,574.55	3.65%
Department of Health	\$1,066,779,576.75	\$29,366,087.88	2.75%	\$0.00	0.00%	\$29,366,087.88	2.75%
Department of Highway Safety and Motor Vehicles	\$121,094,346.29	\$3,102,590.80	2.56%	\$0.00	0.00%	\$3,102,590.80	2.56%
Department of Juvenile Justice	\$226,656,233.27	\$5,671,062.21	2.50%	\$0.00	0.00%	\$5,671,062.21	2.50%

Department of Law Enforcement	\$43,009,774.73	\$3,211,028.74	7.47%	\$0.00	0.00%	\$3,211,028.74	7.47%
Department of Legal Affairs	\$3,283,047.76	\$172,651.03	5.26%	\$0.00	0.00%	\$172,651.03	5.26%
Department of Management Services	\$190,496,634.34	\$20,687,632.29	10.86%	\$0.00	0.00%	\$20,687,632.29	10.86%
Department of Military Affairs	\$69,795,149.63	\$5,845,458.48	8.38%	\$0.00	0.00%	\$5,845,458.48	8.38%
Department of Revenue	\$63,046,398.25	\$5,413,605.45	8.59%	\$0.00	0.00%	\$5,413,605.45	8.59%
Department of State	\$15,639,588.04	\$433,561.28	2.77%	\$0.00	0.00%	\$433,561.28	2.77%
Department of Transportation	\$6,503,854,113.01	\$201,055,906.41	3.09%	\$274,117,480.90	4.21%	\$475,173,387.31	7.31%
Department of Veterans' Affairs	\$44,174,559.76	\$4,119,098.79	9.32%	\$0.00	0.00%	\$4,119,098.79	9.32%
Division of Administrative Hearings	\$3,848,878.28	\$57,617.61	1.50%	\$0.00	0.00%	\$57,617.61	1.50%
Executive Office of the Governor	\$2,131,908,378.84	\$100,095,004.28	4.70%	\$0.00	0.00%	\$100,095,004.28	4.70%
Fish and Wildlife Conservation Commission	\$82,491,725.39	\$2,144,704.62	2.60%	\$0.00	0.00%	\$2,144,704.62	2.60%
Florida Commission on Offender Review	\$310,650.56	\$3,154.03	1.02%	\$0.00	0.00%	\$3,154.03	1.02%
Florida Lottery	\$47,690,865.20	\$1,285,192.34	2.69%	\$23,150,163.28	48.54%	\$24,435,355.62	51.24%
Florida School for the Deaf and the Blind	\$9,405,358.48	\$552,978.48	5.88%	\$0.00	0.00%	\$552,978.48	5.88%
Public Service Commission	\$719,632.10	\$61,166.30	8.50%	\$0.00	0.00%	\$61,166.30	8.50%
TOTALS	\$12,654,497,037.32	\$554,210,958.03	4.38%	\$306,039,293.44	2.42%	\$860,250,251.47	6.80%

Fiscal Year 2020-21 Total Agency Expenditures by Industry

Agency	Architects/ Engineers	Commodities	Construction	Contractual Services	Total
Agency for Health Care Administration	\$33,102.50	\$10,345,284.54	\$11,720.33	\$86,201,893.54	\$96,592,000.91
Agency for Persons with Disabilities	\$1,876,415.95	\$8,792,691.34	\$3,260,932.90	\$15,504,426.98	\$29,434,467.17
Department of Agriculture and Consumer Services	\$13,168,082.23	\$49,147,739.21	\$10,050,992.20	\$43,933,280.70	\$116,300,094.34
Department of Business and Professional Regulation	\$0.00	\$3,935,000.67	\$0.00	\$7,018,546.79	\$10,953,547.46
Department of Children and Families	\$5,508,542.45	\$69,317,166.94	\$4,876,916.35	\$196,355,892.01	\$276,058,517.75
Department of Citrus	\$0.00	\$164,530.72	\$0.00	\$11,962,458.03	\$12,126,988.75
Department of Corrections	\$468,078.05	\$209,652,063.44	\$12,487,900.08	\$197,378,900.61	\$419,986,942.18
Department of Economic Opportunity	\$3,840.00	\$23,642,679.52	\$331,079.88	\$234,718,963.42	\$258,696,562.82
Department of Education	\$0.00	\$162,341,943.16	\$3,101,385.47	\$148,819,270.92	\$314,262,599.55
Department of Elder Affairs	\$0.00	\$4,476,330.79	\$0.00	\$2,470,699.65	\$6,947,030.44
Department of Environmental Protection	\$141,371,487.18	\$34,679,392.07	\$121,833,313.74	\$62,810,035.99	\$360,694,228.98
Department of Financial Services	\$0.00	\$28,540,118.60	\$0.00	\$99,699,027.69	\$128,239,146.29
Department of Health	\$468,115.62	\$711,319,316.84	\$2,224,318.29	\$352,767,826.00	\$1,066,779,576.75
Department of Highway Safety and Motor Vehicles	\$176,109.00	\$69,849,799.74	\$7,661,902.03	\$43,406,535.52	\$121,094,346.29
Department of Juvenile Justice	\$8,289.00	\$16,369,051.90	\$248,663.42	\$210,030,228.95	\$226,656,233.27
Department of Law Enforcement	\$1,500.00	\$18,700,494.27	\$0.00	\$24,307,780.46	\$43,009,774.73
Department of Legal Affairs	\$1,555.00	\$1,702,183.57	\$42,739.55	\$1,536,569.64	\$3,283,047.76
Department of Management Services	\$6,684,505.72	\$28,738,262.68	\$37,420,635.89	\$117,653,230.05	\$190,496,634.34
Department of Military Affairs	\$1,965,896.34	\$35,194,586.61	\$18,673,277.21	\$13,961,389.47	\$69,795,149.63
Department of Revenue	\$0.00	\$10,311,293.05	\$4,000.00	\$52,731,105.20	\$63,046,398.25
Department of State	\$45,199.41	\$5,042,582.78	\$690,502.86	\$9,861,302.99	\$15,639,588.04
Department of Transportation	\$1,385,959,315.77	\$110,121,613.54	\$4,025,818,106.77	\$981,955,076.93	\$6,503,854,113.01
Department of Veterans' Affairs	\$1,361,193.24	\$17,504,262.04	\$7,502,214.00	\$17,806,890.48	\$44,174,559.76
Division of Administrative Hearings	\$0.00	\$2,787,755.85	\$0.00	\$1,061,122.43	\$3,848,878.28
Executive Office of the Governor	\$0.00	\$384,126,901.12	\$4,991.65	\$1,747,776,486.07	\$2,131,908,378.84
Fish and Wildlife Conservation Commission	\$2,847,064.90	\$35,350,828.42	\$6,317,396.86	\$37,976,435.21	\$82,491,725.39
Florida Commission on Offender Review	\$0.00	\$253,207.69	\$0.00	\$57,442.87	\$310,650.56
Florida Lottery	\$36,403.00	\$5,198,713.61	\$0.00	\$42,455,748.59	\$47,690,865.20
Florida School for the Deaf and the Blind	\$5,678.95	\$2,316,155.33	\$3,033,869.92	\$4,049,654.28	\$9,405,358.48
Public Service Commission	\$0.00	\$220,674.18	\$0.00	\$498,957.92	\$719,632.10
TOTALS	\$1,561,990,374.31	\$2,060,142,624.22	\$4,265,596,859.40	\$4,766,767,179.39	\$12,654,497,037.32

Fiscal Year 2020-21 Total Agency Spend with CBEs

Agency	Certified	Non-Certified	Nonprofit	Other Business Classification	Total
Agency for Health Care Administration	\$763,400.49	\$3,502,920.86	\$8,084,997.07	\$84,240,682.49	\$96,592,000.91
Agency for Persons with Disabilities	\$1,436,692.76	\$6,660,559.91	\$3,671,873.54	\$17,665,340.96	\$29,434,467.17
Department of Agriculture and Consumer Services	\$7,812,746.38	\$10,270,041.75	\$2,283,504.05	\$95,933,802.16	\$116,300,094.34
Department of Business and Professional Regulation	\$491,003.89	\$1,235,790.35	\$2,154,176.01	\$7,072,577.21	\$10,953,547.46
Department of Children and Families	\$6,346,810.17	\$26,336,267.02	\$2,153,782.05	\$241,221,658.51	\$276,058,517.75
Department of Citrus	\$2,371.25	\$61,820.22	\$650,242.92	\$11,412,554.36	\$12,126,988.75
Department of Corrections	\$13,282,826.88	\$15,240,447.31	\$6,493,044.06	\$384,970,623.93	\$419,986,942.18
Department of Economic Opportunity	\$3,431,220.94	\$200,097,520.37	\$2,304,903.19	\$52,862,918.32	\$258,696,562.82
Department of Education	\$10,594,266.79	\$32,157,370.13	\$49,529,818.92	\$221,981,143.71	\$314,262,599.55
Department of Elder Affairs	\$47,841.28	\$537,073.16	\$94,603.20	\$6,267,512.80	\$6,947,030.44
Department of Environmental Protection	\$122,045,701.63	\$24,384,164.32	\$9,491,519.86	\$204,772,843.17	\$360,694,228.98
Department of Financial Services	\$4,677,574.55	\$7,304,300.08	\$1,440,058.88	\$114,817,212.78	\$128,239,146.29
Department of Health	\$29,366,087.88	\$53,388,044.04	\$29,071,349.90	\$954,954,094.93	\$1,066,779,576.75
Department of Highway Safety and Motor Vehicles	\$3,102,590.80	\$7,343,418.37	\$1,116,099.56	\$109,532,237.56	\$121,094,346.29
Department of Juvenile Justice	\$5,671,062.21	\$6,996,741.69	\$19,952,570.29	\$194,035,859.08	\$226,656,233.27
Department of Law Enforcement	\$3,211,028.74	\$17,429,039.65	\$169,477.46	\$22,200,228.88	\$43,009,774.73
Department of Legal Affairs	\$172,651.03	\$216,872.70	\$140,899.67	\$2,752,624.36	\$3,283,047.76
Department of Management Services	\$20,687,632.29	\$24,824,209.36	\$14,751,905.04	\$130,232,887.65	\$190,496,634.34
Department of Military Affairs	\$5,845,458.48	\$5,431,630.39	\$1,190,680.92	\$57,327,379.84	\$69,795,149.63
Department of Revenue	\$5,413,605.45	\$9,868,001.62	\$224,313.73	\$47,540,477.45	\$63,046,398.25
Department of State	\$433,561.28	\$2,604,454.76	\$561,367.66	\$12,040,204.34	\$15,639,588.04
Department of Transportation	\$201,055,906.41	\$872,173,189.07	\$160,737,413.71	\$5,269,887,603.82	\$6,503,854,113.01
Department of Veterans' Affairs	\$4,119,098.79	\$9,774,838.79	\$2,483,444.47	\$27,797,177.71	\$44,174,559.76
Division of Administrative Hearings	\$57,617.61	\$186,707.28	\$23,157.37	\$3,581,396.02	\$3,848,878.28
Executive Office of the Governor	\$100,095,004.28	\$171,069,795.18	\$12,689,839.20	\$1,848,053,740.18	\$2,131,908,378.84
Fish and Wildlife Conservation Commission	\$2,144,704.62	\$11,288,222.99	\$1,674,579.78	\$67,384,218.00	\$82,491,725.39
Florida Commission on Offender Review	\$3,154.03	\$5,705.90	\$37,560.42	\$264,230.21	\$310,650.56
Florida Lottery	\$1,285,192.34	\$762,121.87	\$84,508.00	\$45,559,042.99	\$47,690,865.20
Florida School for the Deaf and the Blind	\$552,978.48	\$648,696.95	\$166,463.75	\$8,037,219.30	\$9,405,358.48
Public Service Commission	\$61,166.30	\$417,056.47	\$15,175.80	\$226,233.53	\$719,632.10
TOTALS	\$554,210,958.03	\$1,522,217,022.56	\$333,443,330.48	\$10,244,625,726.25	\$12,654,497,037.32



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