



2021-2022

Department of Management Services

Division of State Purchasing

Office of Supplier Diversity

Annual Report



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Executive Summary

The Department of Management Services (DMS), Division of State Purchasing, Office of Supplier Diversity (OSD), administers the certification program for eligible woman-, veteran- and minority-owned businesses. Eligibility requirements include being at least 51% owned by a woman-, veteran-, or minority-person, being a small business, and being domiciled in Florida. OSD also educates businesses on state government contracting and partners with other state, local, and federal programs across the state to facilitate networking and outreach events that provide vendors with business opportunities. During Fiscal Year 2021-22, OSD continued educational and outreach efforts to support certified firms, and OSD advised other state agencies as they sought to diversify their spending activities.

Successes in the 2021-2022 FY include the following:

- Certifying 1,063 new firms as woman-, veteran- and/or minority-owned businesses. Last year, due to various economic and health factors, OSD received an unprecedented amount of applications for certification.
- Developing new technologies and tools to improve the customer experience. The certification and recertification process was integrated into Next Generation MyFloridaMarketplace (MFMP), the modernized, cloud-based procurement platform used by the State of Florida. This enhancement improves customer experience and is able to evolve with procurement processes.
- Providing networking and outreach opportunities for a total of 6,357 certified firms in Florida.
- Achieving nearly \$440,000,000 in total spend with certified business enterprises (CBEs). This figure once again is a decline in total spend as noted above. The previous year due to extra funding allowed the opportunity to increase spend with Certified Business Enterprises (CBEs).
- Attracting over 500 attendees to regional OSD Supplier Diversity Exchanges.
- OSD was honored to partner with Enterprise Florida and other stakeholders such as Florida Small Business Development Centers (SBDCs), Florida Agricultural and Mechanical University, and Florida State University. This year, OSD launched a Minority and Small Business Boot Camp to provide training workshops and networking opportunities to grow minority and small business.

The following pages include details on these successes and provide insight on how OSD continues to prove a valuable resource for Florida small businesses.

Office of Supplier Diversity Overview

OSD is the specialized team within the Division of State Purchasing at DMS that manages the certification program for Florida-based woman-, veteran- and minority-owned businesses. By providing education, outreach and marketing efforts, OSD helps improve 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.
- Promoting procurement opportunities across a variety of industries.

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

- Must be engaged in commercial transactions.
- Must be domiciled in Florida.
- Be 51 percent owned and managed by a woman, veteran, or minority who is a U.S. citizen or permanent resident alien.
- 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 the following:

- 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.
- Mentor-protégé opportunities for business development and guidance from established corporations.

Supplier Diversity Exchanges

Through events and outreach opportunities, OSD engages and educates woman-, veteran- and minority-owned small businesses to help them better understand government procurement and how to benefit from public sector contracting. The signature event of OSD, the Supplier Diversity Exchange, is a networking-style experience that positions small businesses to meet directly with local, federal and state buyers. With the help of regional partners, OSD ensures each Supplier Diversity Exchange is unique, supplying local vendors with a wide range of educational opportunities, such as trainings, presentations, question and answer discussions, one-on-one scheduled appointments, and reverse trade shows. OSD held multiple Supplier Diversity Exchanges throughout Florida in the 2021-2022 FY, including the following:

- 2022 Miami Dade Virtual Supplier Diversity Exchange
 - February 10, 2022
 - Partnered with Miami Dade College
- Gainesville Supplier Diversity Exchange
 - March 15, 2022
 - Partnered with University of Florida
- Jacksonville Supplier Diversity Exchange
 - April 21, 2022
 - Partnered with University of North Florida



- Pensacola Supplier Diversity Exchange
 - September 22, 2022
 - Partnered with the City of Pensacola and the Gulf Coast Minority Chamber of Commerce

- Tallahassee Certification and Beyond Virtual Workshop
 - October 19, 2022
 - Partnered with Big Bend Minority Enterprise Development Week
- Supplier Diversity Day and Business Symposium
 - October 26, 2022.
 - Partnered with University of South Florida.



- Tallahassee Supplier Diversity Exchange
 - November 17, 2022



Other Events Participated and Attended by Supplier Diversity

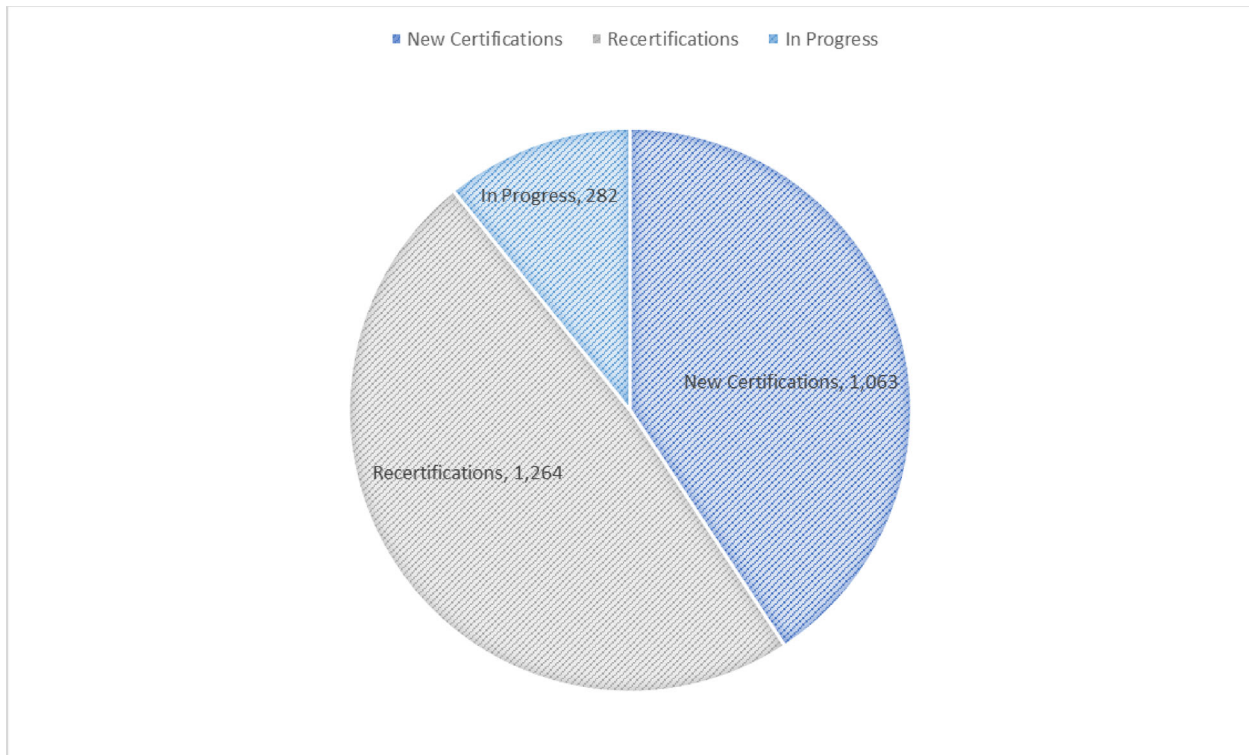
- Boot Camp 2.0
 - Various Workshops 2022
 - Partnered with the Enterprise Florida and Florida Small Business Development Centers, Florida Agricultural and Mechanical University, Florida State University and others

- Veterans Florida Expo
 - June 17-18, 2022
 - Partnered with Veterans Florida

- SBDC Contracts, Capital and Connections
 - June 27-28, 2022
 - Partnered with Florida SBDC

Office of Supplier Diversity 2021-2022 FY Certification Data

During the 2021-2022 FY, 1,063 firms were newly certified as woman-, veteran- and/or minority-owned businesses.



As of June 30, 2021, OSD has a total of 6,357 certified firms in Florida. Recertification occurs on a biannual basis and during the 2021-2022 FY, 1,264 firms were recertified as woman-, veteran- and/or minority-owned businesses.

Data Calculation for the 2021-2022 FY

Over the past several years, total agency spending on CBEs includes the dollar amounts and percentages instead of the dedicated contract funds for each agency. This calculation excludes any 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 expenditures of the state on woman-, veteran- and minority-owned small businesses.

Total Direct and Indirect Expenditures by Agency for the 2021-2022 FY

Agency	Total Expenditures	Direct CBE Expenditures	Percentage Direct CBE	Indirect CBE (Subcontractor) Expenditures	Percentage Indirect CBE	Total CBE Expenditures	Percentage Total CBE
Agency for Health Care Administration	\$99,185,204.53	\$880,343.04	0.89%	\$0.00	0.00%	\$880,343.04	0.89%
Agency for Persons with Disabilities	\$31,594,491.35	\$1,436,878.03	4.55%	\$0.00	0.00%	\$1,436,878.03	4.55%
Department of Agriculture and Consumer Services	\$361,727,052.4	\$8,026,401.72	2.22%	\$0.00	0.00%	\$8,026,401.72	2.22%
Department of Business and Professional Regulation	\$21,469,640.16	\$235,795.48	1.10%	\$0.00	0.00%	\$235,795.48	1.10%
Department of Children and Families	\$342,879,212.5	\$5,235,274.94	1.53%	\$414,765.49	0.12%	\$5,650,040.43	1.65%
Department of Citrus	\$18,692,085.55	\$40,512.14	0.22%	\$0.00	0.00%	\$40,512.14	0.22%
Department of Corrections	\$437,944,332.5	\$11,052,102.67	2.52%	\$3,645,741.72	0.83%	\$14,697,844.39	3.36%
Department of Economic Opportunity	\$157,057,023	\$3,173,791.28	2.02%	\$0.00	0.00%	\$3,173,791.28	2.02%
Department of Education	\$346,834,678.7	\$7,396,637.38	2.13%	\$0.00	0.00%	\$7,396,637.38	2.13%
Department of Elder Affairs	\$7,807,008.58	\$13,122.61	0.17%	\$0.00	0.00%	\$13,122.61	0.17%
Department of Environmental Protection	\$314,438,717.4	\$60,082,103.17	19.11%	\$366,037.67	0.12%	\$60,448,140.84	19.22%
Department of Financial Services	\$124,478,906.1	\$3,031,236.40	2.44%	\$0.00	0.00%	\$3,031,236.40	2.44%
Department of Health	\$710,553,840.3	\$22,648,031.73	3.19%	\$0.00	0.00%	\$22,648,031.73	3.19%
Department of Highway Safety and Motor Vehicles	\$113,671,011.8	\$2,820,507.18	2.48%	\$0.00	0.00%	\$2,820,507.18	2.48%
Department of Juvenile Justice	\$235,689,637.4	\$5,226,292.93	2.22%	\$0.00	0.00%	\$5,226,292.93	2.22%
Department of Law Enforcement	\$65,839,637.25	\$2,556,376.64	3.88%	\$0.00	0.00%	\$2,556,376.64	3.88%
Department of Legal Affairs	\$3,479,943.89	\$48,222.50	1.39%	\$0.00	0.00%	\$48,222.50	1.39%
Department of Management Services	\$412,702,486.4	\$10,583,434.90	2.56%	\$0.00	0.00%	\$10,583,434.90	2.56%
Department of Revenue	\$64,271,394.78	\$4,506,120.37	7.01%	\$0.00	0.00%	\$4,506,120.37	7.01%
Department of State	\$12,042,021.61	\$525,199.52	4.36%	\$0.00	0.00%	\$525,199.52	4.36%
Department of Transportation	\$6,437,511,402	\$872,461.64	0.01%	\$255,588,113.77	3.97%	\$256,460,575.41	3.98%
Department of Veterans' Affairs	\$52,840,848.48	\$5,558,184.57	10.52%	\$0.00	0.00%	\$5,558,184.57	10.52%
Division of Administrative Hearings	\$4,363,036.85	\$209,432.40	4.80%	\$0.00	0.00%	\$209,432.40	4.80%
Executive Office of the Governor	\$757,786,756.9	\$14,266,915.05	1.88%	\$0.00	0.00%	\$14,266,915.05	1.88%
Fish and Wildlife Conservation Commission	\$119,036,421.8	\$5,029,790.55	4.23%	\$0.00	0.00%	\$5,029,790.55	4.23%
Florida Commission on Offender Review	\$309,080.10	\$5,172.28	1.67%	\$0.00	0.00%	\$5,172.28	1.67%
Florida Lottery	\$50,058,122.01	\$1,065,547.02	2.13%	\$0.00	0.00%	\$1,065,547.02	2.13%
Totals	\$11,304,263,994	\$176,525,888.14	1.56%	\$260,014,658.65	2.30%	\$436,540,546.79	3.86%

Total Agency Expenditures by Classification in the 2021-2022 FY

Agency	Certified	Non-Certified	Nonprofit	Other Business Classification
Agency for Health Care Administration	\$880,343.04	\$2,990,531.44	\$6,383,779.62	\$88,930,550.43
Agency for Persons with Disabilities	\$1,436,878.03	\$7,701,431.92	\$2,303,274.99	\$20,152,906.41
Department of Agriculture and Consumer Services	\$8,026,401.72	\$7,683,489.34	\$6,429,372.46	\$339,587,788.83
Department of Business and Professional Regulation	\$235,795.48	\$1,574,373.25	\$9,161,303.31	\$10,498,168.12
Department of Children and Families	\$5,650,040.43	\$21,748,909.52	\$24,389,847.08	\$291,090,415.51
Department of Citrus	\$40,512.14	\$113,274.91	\$327,296.83	\$18,211,001.67
Department of Corrections	\$14,697,844.39	\$16,349,608.89	\$6,364,607.92	\$400,532,271.30
Department of Economic Opportunity	\$3,173,791.28	\$90,358,259.63	\$3,174,789.77	\$60,350,182.31
Department of Education	\$7,396,637.38	\$8,396,737.82	\$34,761,799.90	\$296,279,503.61
Department of Elder Affairs	\$13,122.61	\$672,434.50	\$172,556.49	\$6,948,894.98
Department of Environmental Protection	\$60,448,140.84	\$21,572,663.46	\$8,261,563.65	\$224,156,349.46
Department of Financial Services	\$3,031,236.40	\$13,626,651.45	\$1,120,228.69	\$106,700,789.51
Department of Health	\$22,648,031.73	\$51,616,906.06	\$21,436,403.93	\$614,852,498.57
Department of Highway Safety and Motor Vehicles	\$2,820,507.18	\$10,645,625.52	\$731,668.34	\$99,473,210.74
Department of Juvenile Justice	\$5,226,292.93	\$9,602,210.27	\$20,559,434.44	\$200,301,699.74
Department of Law Enforcement	\$2,556,376.64	\$22,042,463.46	\$432,348.23	\$40,808,448.92
Department of Legal Affairs	\$48,222.50	\$237,831.30	\$125,447.25	\$3,068,442.84
Department of Management Services	\$10,583,434.90	\$58,753,329.54	\$19,405,735.33	\$323,959,986.61
Department of Revenue	\$4,506,120.37	\$10,207,403.43	\$473,346.06	\$49,084,524.92
Department of State	\$525,199.52	\$3,500,792.87	\$253,066.86	\$7,762,962.36
Department of Transportation	\$256,460,575.41	\$726,820,134.81	\$134,502,712.80	\$5,319,727,978.55
Department of Veterans' Affairs	\$5,558,184.57	\$15,527,273.56	\$6,600,188.72	\$25,155,201.63
Division of Administrative Hearings	\$209,432.40	\$284,377.17	\$22,001.93	\$3,847,225.35
Executive Office of the Governor	\$14,266,915.05	\$131,677,325.03	\$4,283,759.05	\$607,558,757.79
Fish and Wildlife Conservation Commission	\$5,029,790.55	\$11,644,393.61	\$2,542,350.89	\$99,819,886.73
Florida Commission on Offender Review	\$5,172.28	\$6,314.66	\$38,972.75	\$258,620.41
Florida Lottery	\$1,065,547.02	\$1,060,535.48	\$418,275.99	\$47,513,763.52
Totals	\$436,540,546.79	\$1,246,415,282.90	\$314,676,133.28	\$9,306,632,030.82

Total Agency Expenditures by Industry in the 2021-2022 FY

Agency	Architects/Engineers	Commodities	Construction	Contractual Services	Total
Agency for Health Care Administration	\$101,021.25	\$10,351,110.91	\$25,667.00	\$88,707,405.37	\$99,185,204.53
Agency for Persons with Disabilities	\$1,180,016.41	\$8,966,829.91	\$3,168,939.49	\$18,278,705.54	\$31,594,491.35
Department of Agriculture and Consumer Services	\$13,663,437.16	\$270,929,375.25	\$20,950,964.54	\$56,183,275.40	\$361,727,052.35
Department of Business and Professional Regulation	\$0.00	\$11,760,072.78	\$0.00	\$9,709,567.38	\$21,469,640.16
Department of Children and Families	\$5,255,830.18	\$30,086,209.02	\$4,094,151.50	\$303,443,021.84	\$342,879,212.54
Department of Citrus	\$0.00	\$272,870.74	\$105,663.00	\$18,313,551.81	\$18,692,085.55
Department of Corrections	\$444,998.37	\$223,691,191.92	\$7,869,412.51	\$205,938,729.70	\$437,944,332.50
Department of Economic Opportunity	\$33,323.00	\$22,369,101.53	\$182,944.02	\$134,471,654.44	\$157,057,022.99
Department of Education	\$0.00	\$35,891,435.30	\$2,845,266.49	\$308,097,976.92	\$346,834,678.71
Department of Elder Affairs	\$0.00	\$5,067,304.14	\$6,360.36	\$2,733,344.08	\$7,807,008.58
Department of Environmental Protection	\$140,392,718.01	\$34,047,197.95	\$84,187,751.61	\$55,811,049.84	\$314,438,717.41
Department of Financial Services	\$0.00	\$34,544,450.76	\$104,765.29	\$89,829,690.00	\$124,478,906.05
Department of Health	\$223,492.58	\$388,306,920.19	\$1,754,376.89	\$320,269,050.63	\$710,553,840.29
Department of Highway Safety and Motor Vehicles	\$45,155.05	\$69,492,912.11	\$2,269,076.31	\$41,863,868.31	\$113,671,011.78
Department of Juvenile Justice	\$9,784.00	\$20,113,247.63	\$1,858,817.29	\$213,707,788.46	\$235,689,637.38
Department of Law Enforcement	\$1,113.42	\$27,309,323.24	\$39,723.33	\$38,489,477.26	\$65,839,637.25
Department of Legal Affairs	\$0.00	\$1,829,350.63	\$67,079.11	\$1,583,514.15	\$3,479,943.89
Department of Management Services	\$7,773,044.99	\$99,183,841.66	\$28,667,613.41	\$277,077,986.32	\$412,702,486.38
Department of Revenue	\$0.00	\$13,903,108.11	\$510.00	\$50,367,776.67	\$64,271,394.78
Department of State	\$522,408.24	\$3,633,227.12	\$238,425.35	\$7,647,960.90	\$12,042,021.61
Department of Transportation	\$1,374,362,510.92	\$135,186,411.03	\$3,901,119,545.63	\$1,026,842,933.99	\$6,437,511,401.57
Department of Veterans' Affairs	\$969,145.40	\$14,014,293.26	\$11,549,700.70	\$26,307,709.12	\$52,840,848.48
Division of Administrative Hearings	\$0.00	\$3,110,203.70	\$0.00	\$1,252,833.15	\$4,363,036.85
Executive Office of the Governor	\$0.00	\$35,506,756.51	\$16,691.22	\$722,263,309.19	\$757,786,756.92
Fish and Wildlife Conservation Commission	\$2,457,656.17	\$52,615,307.61	\$9,277,926.49	\$54,685,531.51	\$119,036,421.78
Florida Commission on Offender Review	\$0.00	\$283,196.37	\$0.00	\$25,883.73	\$309,080.10
Florida Lottery	\$84,272.06	\$5,834,183.98	\$0.00	\$44,139,665.97	\$50,058,122.01
Totals	\$1,547,519,927.21	\$1,558,299,433.36	\$4,080,401,371.54	\$4,118,043,261.68	\$11,304,263,993.79

Fiscal Year 2021-22 Total Agency Spend by Percentage of Total Competitive Spend

Agency	Percentage
Department of Environmental Protection	19.22%
Department of Veterans' Affairs	10.52%
Department of Revenue	7.01%
Division of Administrative Hearings	4.80%
Agency for Persons with Disabilities	4.55%
Department of State	4.36%
Fish and Wildlife Conservation Commission	4.23%
Department of Transportation	3.98%
Department of Law Enforcement	3.88%
Department of Corrections	3.36%
Department of Health	3.19%
Department of Management Services	2.56%
Department of Highway Safety and Motor Vehicles	2.48%
Department of Financial Services	2.44%
Department of Agriculture and Consumer Services	2.22%
Department of Juvenile Justice	2.22%
Department of Education	2.13%
Florida Lottery	2.13%
Department of Economic Opportunity	2.02%
Executive Office of the Governor	1.88%
Florida Commission on Offender Review	1.67%
Department of Children and Families	1.65%
Department of Legal Affairs	1.39%
Department of Business and Professional Regulation	1.10%
Department of Citrus	0.22%
Department of Elder Affairs	0.17%
Agency for Health Care Administration	0.09%

Agencies with Increased Competitive Spend with the Utilization of CBE's: Compared to Previous Fiscal Years

Agency	2019-2020 FY	2021-2022 FY	Percentage Increase
Division of Administrative Hearings	1.50%	4.80%	3.30%
Fish and Wildlife Conservation Commission	2.60%	4.23%	1.63%
Department of State	2.77%	4.36%	1.59%
Department of Veterans' Affairs	9.32%	10.52%	1.20%
Department of Economic Opportunity	1.33%	2.02%	0.69%
Florida Commission on Offender Review	1.02%	1.67%	0.65%
Department of Health	2.75%	3.19%	0.44%
Department of Citrus	0.02%	0.22%	0.20%

Note: In the 2020-2021 FY, there was an increase in funding due to the pandemic. The agencies in the table exceed CBE spend with fewer appropriations compared to the previous year.