

FISCAL YEAR 2022-2023

ANNUAL REPORT

Department of Management Services
Division of State Purchasing
Office of Supplier Diversity



EXECUTIVE SUMMARY

The Department of Management Services (DMS), Office of Supplier Diversity (OSD), is committed to supporting eligible small businesses owned by women, veterans, and minorities in Florida through the certification process. OSD not only facilitates the certification process but also provides education to eligible businesses on state government contracting.

Throughout the fiscal year, OSD collaborated extensively with partners statewide to organize networking events and outreach programs. These initiatives connected certified businesses with government entities to foster meaningful relationships with the goal of creating business opportunities.

During this fiscal year, OSD certified **2,973** as Certified Business Enterprises (CBEs), a substantial increase from the previous fiscal year. In addition, a total of **1,441** small businesses were successfully recertified. In total, there are **5,999** certified small businesses in Florida. This includes CBEs who remained certified during the two-year certification period.

Over the course of the year, the State of Florida has demonstrated significant financial commitment to CBEs, with total expenditures exceeding \$900 million. This marks an increase of more than 100% over the previous year's expenditures and underscores the efficacy of the outreach efforts specified further in this report.

OSD has strategically connected with cities, counties, utilities, water districts, universities, and other public sector entities throughout Florida. Targeted marketing initiatives have increased the number and visibility of shared solicitations.

This, in turn, aligns with OSD's objective of fostering economic growth within the state by ensuring that small businesses have better access to relevant procurement opportunities.

Through Supplier Diversity Exchanges, OSD reached over 550 attendees in person, an increase of 50 compared to last fiscal year. This consistent positive trend reinforces the strategic value of our initiatives in promoting meaningful interactions and fostering dialogue within the business community.

OFFICE OF SUPPLIER DIVERSITY OVERVIEW

Operating within the DMS Division of State Purchasing, OSD serves as a resource for Florida-based woman-, veteran-, and minority-owned 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 for these 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.

Pursuant to Rule 60A-9, F.A.C. and section 295.187, F.S., to become a Certified Business Enterprise (CBE), a business must be:

- Engaged in commercial transactions;
- Domiciled in Florida;
- 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
- Owned by a veteran who is disabled or served during a period of war; and
- 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.
- Mentor-protégé opportunities for business development and guidance from established corporations.

SUPPLIER DIVERSITY EXCHANGES

OSD's signature networking event, the Supplier Diversity Exchange, enables 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, including trainings, presentations, Q&A discussions, one-on-one scheduled appointments, and reverse trade shows.

Pensacola Supplier Diversity Exchange

September 22, 2022

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

Tallahassee Supplier Diversity Exchange

October 19, 2022

Tampa Supplier Diversity Day

October 28, 2022

Partnered with the University of South Florida

Tallahassee Supplier Diversity Exchange

November 17, 2022

Partnered with University of North Florida

Virtual Supplier Diversity Exchange

January 31, 2023

Gainesville Supplier Diversity Exchange

March 21, 2023

Partnered with University of Florida

Jacksonville Supplier Diversity Exchange

May 18, 2023

Partnered with University of North Florida

OUTSIDE EVENTS AND EXCHANGES

Big Bend Minority Enterprise Development (MED) Week – October 17-21, 2022

Big Bend MED Week 2022, hosted by Tallahassee-Leon County Office of Economic Vitality (OEV) was a week filled with networking sessions and workshops. Topics included selling, marketing, raising capital, and small business certifications. The Florida Office of Supplier Diversity hosted our Tallahassee Supplier Diversity Exchange as a part of the event line up. During the exchange, small businesses learned how to get certified and how to connect in doing business with state agencies. In addition to the workshops there was a food truck fest highlighting local minority and woman-owned food trucks along with an awards gala to recognize the Woman-owned Business Enterprise and Minority-owned Business Enterprise of the year.

Enterprise Florida Procurement Boot Camp — January 31, 2023

OSD assisted with this boot camp, hosted in Tallahassee by Enterprise Florida, discussing doing business with the State of Florida and Amazon. The boot camp featured presentations on responding to a request for proposal (RFP), diversity needs in university procurements, and guidelines for winning government contracts. Presenting organizations included Amazon, Indelible Solutions, Procurement Technical Assistance Centers (PTAC), Florida State University (FSU), and the Orlando Magic.

FDOT Annual Winter Expo — February 22, 2023

The Fourth Annual Winter Expo was hosted in Orlando by the Florida Department of Transportation. The expo included a networking session where small businesses connected with prime contractors and government agency exhibitors. OSD focused on increasing outreach to small businesses located in the Orange County area. There were also workshops on accounting, capability statements, and labor costing.

FAVOB & VEI Military to Success Summit — February 23, 2023

The 1st Military to Success Summit was hosted in Orlando by Florida Association of Veteran-owned Businesses (FAVOB), Veterans Entrepreneurship Initiative (VEI), and Veterans Florida. During the summit, veterans learned from other veterans who have successfully started and scaled a business. Panels included discussion on organizations supporting veteran-owned business enterprises (VBE), commercial supplier diversity opportunities, and contracting opportunities on the local, state, and federal levels, including the military.

Small Business Day at the Capitol — March 15, 2023

The Small Business Center (SBDC) Network hosted Small Business Day at the Capitol. The event informed businesses on professional licenses and other requisites for operating a business in Florida and transacting with the State of Florida. OSD provided small businesses guidance on government contracting and on certifying as woman-, minority-, or veteran-owned. Attendees had the opportunity to network with key entities such as the Florida Department of Business and Professional Regulation, Department of Financial Services, and other participating organizations.

Small Business Week Celebration SBDC — May 3, 2023

The 40th Annual Big Bend Regional Small Business Week in Tallahassee was coordinated by the Small Business Center (SBDC) Network. OSD presented on the certification process for small businesses and provided guidance on initiating contracts with the State of Florida.

The event celebrated the achievements of local small businesses. Throughout the celebration, small businesses received guidance on conducting business with various government entities, including the federal government, the State of Florida, Leon County, the City of Tallahassee, Florida Agricultural and Mechanical University, and FSU, and on conducting business with CVS Health and Fortune 100 companies.

Workshops informed participants on marketing and financial management, including securing funding and managing cash flow.

Veterans Florida Expo — June 10, 2023

OSD collaborated with DMS Workforce Strategic Initiatives Manager Briana Mandakunis to create a booth at the Veterans Florida Expo. The booth informed veterans transitioning into the workforce and engaged business owners.

OSD facilitated discussions on the process of certifying businesses as VBE and the registration procedures for becoming a State of Florida vendor. OSD attended alongside key exhibitors, including PTAC at University of South Florida (USF), FAVOB, Veterans Entrepreneurship Initiative, and the Florida Gulf Coast University Entrepreneurship Program.

Reverse Tradeshow SBDC — June 21, 2023

At the Reverse Tradeshow, hosted by SBDC at University of Central Florida (UCF), OSD met with small business attendees, disseminated information on OSD's small business certifications, and educated businesses on the steps to participate in government contracts with the State of Florida.

The event not only showcased OSD's offerings but also featured other government organizations and larger companies seeking suppliers for potential partnerships or subcontracting opportunities. This engagement allowed OSD to establish new contacts, enhancing the network of partners and resources available to the small business audience.



FVOB & VEI Military to Success Summit



FDOT Winter Expo



Office of Supplier Diversity Exchange



Enterprise Florida Procurement Boot Camp



Small Business Day at the Capitol



2023 Gainesville Supplier Diversity Exchange



2023 Tallahassee Supplier Diversity Exchange



Reverse Tradeshow SBDC at UCF



DATA CALCULATION FISCAL YEAR 2022-2023

OSD has expanded its data calculations to include total agency expenditures with CBEs in dollar amount and as a percentage of each agency's dedicated contract funds. The calculations exclude any agency transfers, grants, subsidies, or other pass-through payments to other state agencies or recipients because those expenditures do not represent active and deliberate contracting decisions on the part of the agency.

Table 1 details total expenditures, as well as the direct expenditures to prime CBE vendors, as reported by the Florida Accounting Information Resource (FLAIR), and indirect expenditures from non-CBE prime vendors to CBE subcontractors. Table 2 shows in-depth FLAIR data for direct expenditures to prime CBE vendors, as detailed in Table 1, as well as additional FLAIR data surrounding non-certified, nonprofit, and other business classifications. Table 3 displays FLAIR information from Table 2 organized by industry.

FISCAL YEAR 2022-2023 TOTAL DIRECT AND INDIRECT EXPENDITURES BY AGENCY*

Agency	Total Expenditures	Direct CBE Expenditures (Reported from FLAIR)	% Direct CBE	Indirect CBE (Subcontractor Expenditures (Vendor-Reported))	% Indirect CBE	Total CBE Expenditures	% Total CBE
Agency for Health Care Administration	\$166,522,771.87	\$1,032,061.43	0.62%	\$0.00	0.00%	\$1,032,061.43	0.62%
Agency for Persons with Disabilities	\$44,109,177.73	\$1,929,152.60	4.37%	\$0.00	0.00%	\$1,929,152.60	4.37%
Department of Agriculture and Consumer Services	\$152,146,606.58	\$10,531,777.43	6.92%	\$187,762.00	0.12%	\$10,719,539.43	7.05%
Department of Business and Professional Regulation	\$21,302,661.49	\$296,986.03	1.39%	\$0.00	0.00%	\$296,986.03	1.39%
Department of Children and Families	\$675,027,133.00	\$28,075,523.33	4.16%	\$12,246,135.73	1.81%	\$40,321,659.06	5.97%
Department of Citrus	\$23,001,219.66	\$282.27	0.00%	\$0.00	0.00%	\$282.27	0.00%
Department of Corrections	\$531,937,800.15	\$19,493,150.51	3.66%	\$3,515,038.73	0.66%	\$23,008,189.24	4.33%
Department of Economic Opportunity	\$99,025,708.86	\$11,069,343.82	11.18%	\$0.00	0.00%	\$11,069,343.82	11.18%
Department of Education	\$381,572,027.31	\$4,878,430.35	1.28%	\$0.00	0.00%	\$4,878,430.35	1.28%
Department of Elder Affairs	\$8,153,837.09	\$68,002.45	0.83%	\$0.00	0.00%	\$68,002.45	0.83%
Department of Environmental Protection	\$408,348,407.94	\$132,231,432.45	32.38%	\$842,780.33	0.21%	\$133,074,212.78	32.59%
Department of Financial Services	\$156,215,700.21	\$4,657,041.00	2.98%	\$0.00	0.00%	\$4,657,041.00	2.98%
Department of Health	\$1,098,128,532.41	\$24,319,172.77	2.21%	\$0.00	0.00%	\$24,319,172.77	2.21%
Department of Highway Safety and Motor Vehicles	\$135,651,933.83	\$2,962,616.94	2.18%	\$0.00	0.00%	\$2,962,616.94	2.18%
Department of Juvenile Justice	\$243,337,131.57	\$7,895,003.76	3.24%	\$47,056.22	0.02%	\$7,942,059.98	3.26%
Department of Law Enforcement	\$52,498,200.80	\$2,206,132.72	4.20%	\$0.00	0.00%	\$2,206,132.72	4.20%
Department of Legal Affairs	\$4,142,249.44	\$41,914.47	1.01%	\$0.00	0.00%	\$41,914.47	1.01%
Department of Management Services	\$388,382,336.87	\$6,272,216.59	1.61%	\$405,784.80	0.10%	\$6,678,001.39	1.72%
Department of Revenue	\$63,299,876.42	\$5,073,509.07	8.02%	\$0.00	0.00%	\$5,073,509.07	8.02%
Department of State	\$18,673,995.59	\$789,787.35	4.23%	\$0.00	0.00%	\$789,787.35	4.23%
Department of Transportation	\$7,346,428,875.60	\$347,039,295.93	4.72%	\$266,784,464.19	3.63%	\$613,823,760.12	8.36%
Department of Veterans' Affairs	\$50,128,173.81	\$6,308,583.95	12.58%	\$0.00	0.00%	\$6,308,583.95	12.58%
Division of Administrative Hearings	\$3,475,045.33	\$7,860.02	0.23%	\$0.00	0.00%	\$7,860.02	0.23%
Executive Office of the Governor	\$1,436,856,999.05	\$3,071,648.64	0.21%	\$0.00	0.00%	\$3,071,648.64	0.21%
Fish and Wildlife Conservation Commission	\$139,373,378.66	\$5,463,759.54	3.92%	\$0.00	0.00%	\$5,463,759.54	3.92%
Florida College System*	\$99,347,146.15	\$78,678,592.64	79.20%	\$0.00	0.00%	\$78,678,592.64	79.20%
Florida Commission on Offender Review	\$379,801.84	\$1,783.38	0.47%	\$0.00	0.00%	\$1,783.38	0.47%
Florida Gaming Control Commission	\$1,651,853.88	\$110,156.45	6.67%	\$0.00	0.00%	\$110,156.45	6.67%
Florida Lottery	\$50,713,023.13	\$882,191.06	1.74%	\$0.00	0.00%	\$882,191.06	1.74%
Florida School for the Deaf and the Blind	\$6,572,692.94	\$657,158.26	10.00%	\$0.00	0.00%	\$657,158.26	10.00%
TOTALS	\$13,806,404,299.21	\$706,044,567.21	5.11%	\$284,029,022.00	2.06%	\$990,073,589.21	7.17%

Table 1

*The expenditure data does not include the Department of Military Affairs.

*The Florida College System did not submit total expenditure data. Conclusions should be drawn with caution.



FISCAL YEAR 2022-2023 TOTAL AGENCY* EXPENDITURES BY CLASSIFICATION

Agency	Certified	Non-Certified	Nonprofit	Other Business Classification	Total
Agency for Health Care Administration	\$1,032,061.43	\$5,833,682.89	\$80,226.72	\$159,576,800.83	\$166,522,771.87
Agency for Persons with Disabilities	\$1,929,152.60	\$9,043,024.40	\$485,353.03	\$32,651,647.70	\$44,109,177.73
Department of Agriculture and Consumer Services	\$10,531,777.43	\$9,591,245.61	\$963,880.47	\$131,059,703.07	\$152,146,606.58
Department of Business and Professional Regulation	\$296,986.03	\$1,368,625.34	\$7,048,166.28	\$12,588,883.84	\$21,302,661.49
Department of Children and Families	\$28,075,523.33	\$37,955,998.26	\$48,429,178.00	\$560,566,433.41	\$675,027,133.00
Department of Citrus	\$282.27	\$51,322.96	\$68,858.49	\$22,880,755.94	\$23,001,219.66
Department of Corrections	\$19,493,150.51	\$20,920,695.00	\$9,636,471.10	\$481,887,483.54	\$531,937,800.15
Department of Economic Opportunity	\$11,069,343.82	\$41,011,793.22	\$2,565,048.74	\$44,379,523.08	\$99,025,708.86
Department of Education	\$4,878,430.35	\$6,438,892.48	\$9,996,174.96	\$360,258,529.52	\$381,572,027.31
Department of Elder Affairs	\$68,002.45	\$577,839.42	\$6,926.43	\$7,501,068.79	\$8,153,837.09
Department of Environmental Protection	\$132,231,432.45	\$16,183,008.69	\$3,736,535.77	\$256,197,431.03	\$408,348,407.94
Department of Financial Services	\$4,657,041.00	\$38,527,861.70	\$271,076.42	\$112,759,721.09	\$156,215,700.21
Department of Health	\$24,319,172.77	\$42,661,937.58	\$24,296,768.91	\$1,006,850,653.15	\$1,098,128,532.41
Department of Highway Safety and Motor Vehicles	\$2,962,616.94	\$23,877,413.57	\$1,184,231.80	\$107,627,671.52	\$135,651,933.83
Department of Juvenile Justice	\$7,895,003.76	\$36,048,567.02	\$8,984,998.24	\$190,408,562.55	\$243,337,131.57
Department of Law Enforcement	\$2,206,132.72	\$18,115,473.62	\$204,263.20	\$31,972,331.26	\$52,498,200.80
Department of Legal Affairs	\$41,914.47	\$170,787.15	\$114,878.32	\$3,814,669.50	\$4,142,249.44
Department of Management Services	\$6,272,216.59	\$46,436,562.01	\$1,851,164.44	\$333,822,393.83	\$388,382,336.87
Department of Revenue	\$5,073,509.07	\$21,728,469.80	\$85,314.73	\$36,412,582.82	\$63,299,876.42
Department of State	\$789,787.35	\$6,550,402.37	\$367,359.83	\$10,966,446.04	\$18,673,995.59
Department of Transportation	\$347,039,295.93	\$823,354,312.22	\$140,213,532.53	\$6,035,821,734.92	\$7,346,428,875.60
Department of Veterans' Affairs	\$6,308,583.95	\$6,500,285.01	\$2,544,406.89	\$34,774,897.96	\$50,128,173.81
Division of Administrative Hearings	\$7,860.02	\$99,879.81	\$14,911.96	\$3,352,393.54	\$3,475,045.33
Executive Office of the Governor	\$3,071,648.64	\$220,562,652.04	\$1,798,679.02	\$1,211,424,019.35	\$1,436,856,999.05
Fish and Wildlife Conservation Commission	\$5,463,759.54	\$11,529,071.51	\$542,190.92	\$121,838,356.69	\$139,373,378.66
Florida College System [†]	\$78,678,592.64	\$20,668,553.51	N/A	N/A	\$99,347,146.15
Florida Commission on Offender Review	\$1,783.38	\$2,545.90	\$28,811.10	\$346,661.46	\$379,801.84
Florida Gaming Control Commission	\$110,156.45	\$36,896.08	\$47,005.98	\$1,457,795.37	\$1,651,853.88
Florida Lottery	\$882,191.06	\$1,185,314.68	\$343,841.60	\$48,301,675.79	\$50,713,023.13
Florida School for the Deaf and the Blind	\$657,158.26	\$354,906.51	\$40,260.37	\$5,520,367.80	\$6,572,692.94
TOTALS	\$706,044,567.21	\$1,467,388,020.36	\$265,950,516.25	\$11,367,021,195.39	\$13,806,404,299.21

Table 2

*The expenditure data does not include the Department of Military Affairs.

†The Florida College System did not submit total expenditure data. Conclusions should be drawn with caution.



FISCAL YEAR 2022-2023 TOTAL AGENCY* EXPENDITURES BY INDUSTRY

Agency	Architects/ Engineers	Commodities	Construction	Contractual Services	Total
Agency for Health Care Administration	\$3,180.00	\$22,376,981.05	\$9,499.32	\$144,133,111.50	\$166,522,771.87
Agency for Persons with Disabilities	\$0.00	\$9,970,139.72	\$6,130,718.93	\$28,008,319.08	\$44,109,177.73
Department of Agriculture and Consumer Services	\$14,192,577.83	\$71,013,839.31	\$8,035,475.46	\$58,904,713.98	\$152,146,606.58
Department of Business and Professional Regulation	\$0.00	\$11,589,801.94	\$0.00	\$9,712,859.55	\$21,302,661.49
Department of Children and Families	\$5,097,430.95	\$202,184,322.03	\$4,224,072.12	\$463,521,307.90	\$675,027,133.00
Department of Citrus	\$0.00	\$233,408.57	\$5,491.00	\$22,762,320.09	\$23,001,219.66
Department of Corrections	\$454,278.16	\$262,422,197.30	\$18,631,632.56	\$250,429,692.13	\$531,937,800.15
Department of Economic Opportunity	\$20,050.00	\$14,753,960.75	\$87,455.06	\$84,164,243.05	\$99,025,708.86
Department of Education	\$0.00	\$11,003,464.41	\$2,837,112.22	\$367,731,450.68	\$381,572,027.31
Department of Elder Affairs	\$0.00	\$5,162,909.30	\$0.00	\$2,990,927.79	\$8,153,837.09
Department of Environmental Protection	\$143,050,688.07	\$38,673,136.85	\$153,316,289.77	\$73,308,293.25	\$408,348,407.94
Department of Financial Services	\$0.00	\$31,291,672.38	\$73,547.73	\$124,850,480.10	\$156,215,700.21
Department of Health	\$1,582,983.07	\$780,584,699.09	\$4,003,223.76	\$311,957,626.49	\$1,098,128,532.41
Department of Highway Safety and Motor Vehicles	\$213,634.80	\$83,910,307.48	\$3,062,456.44	\$48,465,535.11	\$135,651,933.83
Department of Juvenile Justice	\$58.80	\$22,505,571.63	\$1,015,816.78	\$219,815,684.36	\$243,337,131.57
Department of Law Enforcement	\$445.50	\$28,415,649.00	\$285.00	\$24,081,821.30	\$52,498,200.80
Department of Legal Affairs	\$0.00	\$2,582,795.09	\$0.00	\$1,559,454.35	\$4,142,249.44
Department of Management Services	\$7,470,917.07	\$70,273,686.73	\$56,755,307.71	\$253,882,425.36	\$388,382,336.87
Department of Revenue	\$0.00	\$10,773,405.20	\$22,278.50	\$52,504,192.72	\$63,299,876.42
Department of State	\$0.00	\$6,155,464.93	\$132,803.79	\$12,385,726.87	\$18,673,995.59
Department of Transportation	\$1,483,671,544.18	\$127,216,773.39	\$4,496,424,859.76	\$1,239,115,698.27	\$7,346,428,875.60
Department of Veterans' Affairs	\$221,747.89	\$14,948,023.58	\$3,901,509.51	\$31,056,892.83	\$50,128,173.81
Division of Administrative Hearings	\$0.00	\$2,545,903.66	\$0.00	\$929,141.67	\$3,475,045.33
Executive Office of the Governor	\$2,139.00	\$87,795,419.72	\$204,039.16	\$1,348,855,401.17	\$1,436,856,999.05
Fish and Wildlife Conservation Commission	\$3,626,080.28	\$66,180,700.45	\$11,986,899.75	\$57,579,698.18	\$139,373,378.66
Florida College System*	\$2,861,025.28	\$17,985,942.26	\$55,918,565.16	\$22,581,613.45	\$99,347,146.15
Florida Commission on Offender Review	\$0.00	\$338,355.52	\$0.00	\$41,446.32	\$379,801.84
Florida Gaming Control Commission	\$0.00	\$872,346.14	\$282,468.00	\$497,039.74	\$1,651,853.88
Florida Lottery	\$0.00	\$6,009,027.45	\$1,098.80	\$44,702,896.88	\$50,713,023.13
Florida School for the Deaf and the Blind	\$0.00	\$2,422,328.62	\$361,482.48	\$3,788,881.84	\$6,572,692.94
TOTALS	\$1,662,468,780.88	\$2,012,192,233.55	\$4,827,424,388.77	\$5,304,318,896.01	\$13,806,404,299.21

Table 3

*The expenditure data does not include the Department of Military Affairs.

*The Florida College System did not submit total expenditure data. Conclusions should be drawn with caution.

