

*Office of
Supplier Diversity*



ANNUAL REPORT
FISCAL YEAR 2003-2004

What people are saying about the State of Florida's Certified Minority/Women Business Enterprise Programs

- “I just want you and the Governor to know that none of our success would have been possible if it had not been for the One Florida Initiative and the additional business it has generated for American Data. Not only has it allowed us to hire additional personnel, but it has given us the opportunity to create an entirely new company which I personally think is going to take off like a rocket!!!!”Terry R. Castro, American Data & Computer Products, Inc.
- “Wow! What an awesome undertaking the Matchmaker 2004 Conference turned out to be! Just wanted to express our appreciation for the invitation to participate. Your staff’s execution of this powerful event was evident through every sector, from the Welcome Reception to the Workshops, to the Governor’s Luncheon, to the One-on-Ones. While we have personally commended Dwayne and Cedric, we wanted to convey our thanks through you to every member of your dynamic team!” ... Adrienne White, Hill & Associates
- “I was elated with the outcome at the Capital City Chamber’s Business Network and Holiday Affair at the Capitol. We received 75 toys, which were given to the local Soul Santa activity in the Greater Frenchtown Front Porch Community. We will also give a check to the Sister City Program for toys to children there.”Cheryl Gonzalez, President, Capital City Chamber of Commerce, Inc.
- “It is our privilege to partner with you to assist small, minority-owned and disadvantaged businesses and I hope there will be other occasions to mutually assist one another and our clients in the future.” ...J. Nicholas Shelley, Field Office Director, U.S. Department of Housing and Urban Development.
- “Thank you for participating in the Governor’s Front Porch Florida Economic Development Summit 2004. We truly appreciate your time and the strong commitment that you have shown towards economic development and the Front Porch Florida Initiative.”Kamilah Prince, Office of Urban Opportunity, Executive Office of the Governor, State of Florida.
- “I just got a \$25,000-plus contract from Pensacola Junior College as a result of attending the State of Florida Pensacola Workshop. Thank you.”....Linda Mick, Owner, A Ticket To Ride Travel
- “I am writing to thank you for the informative regional workshop sponsored by the Department of Management Services – Office of Supplier Diversity. The program was very well organized... the guest speakers were very helpful and I feel confident that doing business with the State of Florida will be a rewarding and successful experience.”....Diane M. Grambor, President, Med Supply of Tampa, Inc.
- “There were a flood of emotions as I realized how far your One Florida charge has come. Speaking for PBS&J, thanks to your mentoring, our ignorance become advocacy, and advocacy grew into defense of your vision. Obviously, quotas had to give way to an environment that fostered mutual beneficial strategic alliances that for us have grown into deep friendships. I fear for a future governor that wants to turn back the progress One Florida has made. I applaud the efforts of you and your staff. Please let me know how I can assist you in the future.”...Max D. Crumit, P.E., PBS&J



DEPARTMENT OF MANAGEMENT
SERVICES

**"We serve those who
serve Florida."**

JEB BUSH
Governor

Tom Lewis, Jr.
Secretary



Office of the Secretary

4050 Esplanade Way
Tallahassee, Florida
32399-0950

Telephone:
850-488-2786

Fax:
850-922-6149

Internet:
www.MyFlorida.com

Dear Governor Bush and Cabinet:

The Department of Management Services' Office of Supplier Diversity is proud to present its Fiscal Year 2003-2004 Annual Report. This report documents the activities of the Office of Supplier Diversity, as well as the contract participation of minority/women business enterprises with State agencies and universities.

As an integral part of the Department of Management Services for nearly five years, the Office of Supplier Diversity has intensified its efforts to serve as an advocate and friend to the minority business community. Such efforts are directly related to one of the greatest accomplishments of state agencies and universities, which during the past fiscal year, spent over \$710 million with Certified Minority/Women Owned Business Enterprises. This figure represents an increase of 195 % over the past 5 years.

As Secretary, I am pleased and proud of the progress the Office of Supplier Diversity has made on behalf of minority and women business in its history. All of those wishing to do business in Florida will find a state government that is customer-friendly and service-oriented toward commerce and industry.

As we continue to make strides in this new millennium, I look forward to the many challenges it presents and the new opportunities that will become available for all businesses.

Sincerely,

A handwritten signature in black ink, appearing to read "Tom Lewis", with a long horizontal line extending to the right.

Tom Lewis



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Office of Supplier Diversity
4050 Esplanade Way
Tallahassee, Florida
32399-0950

Telephone:
850-487-0915

Fax:
850-922-6852

Email:
Osd.dms.state.fl.us

Internet:
www.MyFlorida.com

To the Citizens of Florida
and State Leadership:

The Office of Supplier Diversity (OSD), formerly the Minority Business Advocacy and Assistance Office, is proud to present its Fiscal Year 2003-2004 Annual Report. This report is submitted in accordance with provisions of the Florida Statutes, Chapter 287.09451.

This report documents the activities of the Office of Supplier Diversity, as well as, the contract participation of minority and non-minority women-owned business enterprises with State agencies and universities. The Office of Supplier Diversity continues to serve as the State's official "matchmaker" for strategic business alliances, conducts outreach activities and provides technical assistance and support to state agencies, universities, and the private sector concerning minority/women business enterprises.

In addition, the report provides an overview of the activities and achievements of the Office of Supplier Diversity in carrying out its mission of promoting equity in contracting for minority- and non-minority women-owned business enterprises (M/WBEs) as part of the Governor Bush's One Florida Initiative. Through assertive leadership and a genuine commitment to outreach and matchmaking, minority-owned for profit business (both certified and non-certified) have benefited.

It has been another historical year for M/WBEs in our great state as total minority spending exceeded \$3 billion dollars! Diversity works in Florida. Please take your time, review and enjoy this report.

Sincerely,

Windell Paige
Director

TABLE OF CONTENTS

Overview	11
Myfloridamarketplace And Mwbe Participation	12
Enabling One Florida Via The Web-based Electronic Procurment.....	3
Vendor Outreach	5
Technical Assistance And Support	21
Leadership.....	12
Diversity Overview: Certification And Compliance	13
Certification Statistics	14
Benefits Of M/wbe Certification	15
Osd Success Stories	16
Advocacy And Outreach	19
Matchmaking.....	20
Regional Partnerships	23
Teaching, Learning And Research	25
Financial Perspectives	26
M/wbe Expenditure Charts	28
M/wbe Expenditure Tables	36

The Office of Supplier Diversity Overview

Our Mission

The mission of the Office of Supplier Diversity (OSD) is to promote equity in contracting for Certified Minority/Women Business Enterprises (CM/WBEs).

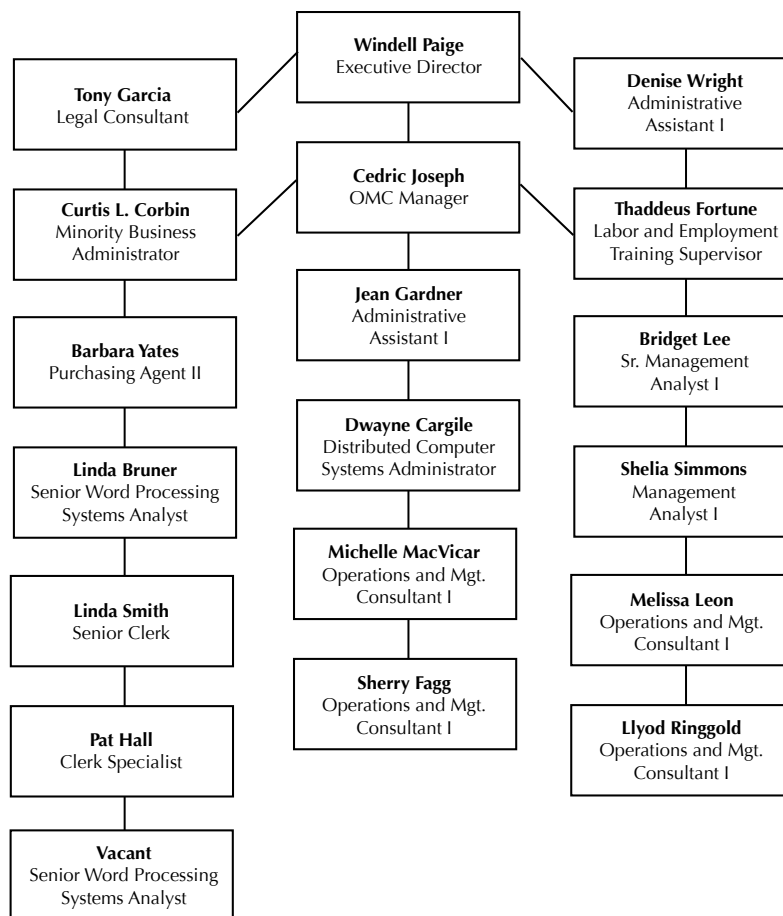
Our Values

The Office of Supplier Diversity's values include: integrity, respect, quality customer service and team work.

Our Vision

It is the vision of the Office of Supplier Diversity to be a one-stop resource center for Minority Business Enterprises (M/WBEs) which facilitates equity in contracting while ensuring diverse participation in the procurement process by providing excellent customer service.

Organization Chart



The Office of Supplier Diversity

Oversight

Windell Paige Executive Director
Tony Garcia Legal Counsel
Denise Wright Administrative Assistant I
Curtis Corbin Minority Business Administrator
Cedric Joseph Operations and Management Consultant Manager
Thaddeus Fortune Labor and Employment Training Supervisor

Certification Staff

Melissa Leon Operations & Management Consultant I
Michelle MacVicar Operations & Management Consultant I
Lloyd Ringgold Operations & Management Consultant I
Shelia Simmons Management Analyst I
Patricia Hall Staff Assistant
Jean Gardner Administrative Assistant I
Linda Bruner Senior Word Processing Systems Analyst
Linda Smith Senior Clerk

Compliance Staff

Sherry Fagg Operations & Management Consultant I
Bridget Lee Senior Management Analyst I
Barbara Thompson-Yates Purchasing Agent II

Information Technology Resources Staff

Dwayne Cargile Distributed Computer Systems Administrator

Contact Information

4050 Esplanade Way, Suite 360
Tallahassee, Florida 32399
(850) 487-0915 – telephone
(850) 922-6852 – fax
Website: www.osd.dms.state.fl.us
e-mail address: osdhelp@dms.state.fl.us

Leadership



When Governor Jeb Bush announced the Equity in Contracting component of the One Florida Initiative, the state had no way of measuring how it spent money with minority businesses. Moreover the state used misleading spending goals which were calculated using a very small portion of overall state spending. Governor Bush ended these practices because they obscured the true picture and became an excuse for not doing better than the state could.

Governor Bush set out to increase minority business spending without the use of reserve procurements and price preferences. He called for a focus on recruitment of and outreach to minority businesses in lieu of preferences. He suggested streamlining the certification process and held agency heads and procurement agents accountable for spending levels with minority businesses.

To the extent minority businesses are given fair opportunities to compete, all Floridians benefit. Expanding the profitability and spending power of these businesses allows them to provide employment opportunities and increase economic growth and development within our communities. This expansion of economic opportunity reduces unemployment and the need for state-supported social welfare programs. At the same time it increases the state's tax base and the demand for minority businesses from other businesses within their industry for raw materials and production support. Increased economic output and employment by minority businesses have a positive rippling impact throughout the State.

Under Governor Bush's leadership certified minority spending has steadily increased for five years, from \$282 million in Fiscal Year ending 99 to \$710 million in Fiscal Year ending 04. The Governor's agencies were responsible for most of the increase, as their certified spending rose from \$151 million in Fiscal Year ending 99 to \$527 million in Fiscal Year ending 04.

Certification and Compliance



The Office of Supplier Diversity Assists Minority vendors and government purchasing officials with the formation of future business and contracting.

The Office of Supplier Diversity's function is to improve business and economic opportunities for Florida's women-owned and minority-owned businesses. The Office of Supplier Diversity's efforts toward this goal can be categorized into four primary functions, namely, Certification of Minority Business Enterprises, Advocacy, Outreach, and Matchmaking Activities.

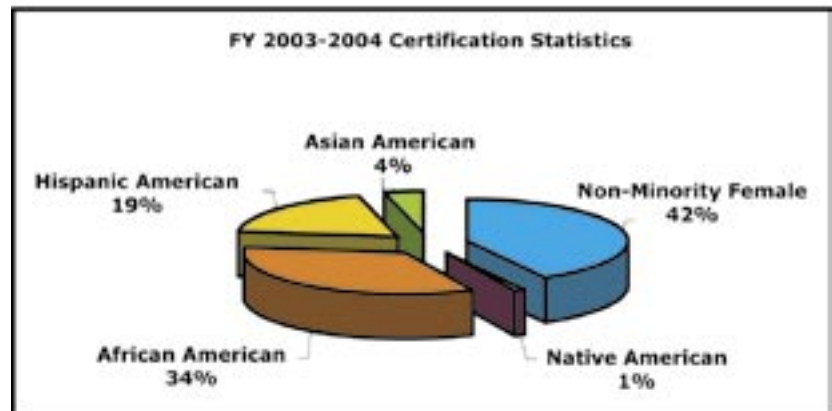
The main objective of the Minority Business Enterprise Certification program is to increase the number of Minority Business Enterprises throughout Florida that are certified by the Office of Supplier Diversity.

Certification officers are responsible for identifying and certifying minority business enterprises by conducting thorough eligibility reviews while ensuring that vendors receive prompt and responsive customer service. Eligibility criteria are set forth in Chapter 287, Florida Statutes and Chapter 38A-20, Florida Administrative Code.

Certification/Compliance Officers are available to answer questions and provide information and technical assistance to vendors, local governments, and state agencies regarding the state's Minority Business Enterprise Certification Program. Vendors and others can learn more about the Minority Business Enterprise Certification Program by attending any of the seminars, workshops and trade fairs hosted by the Office of Supplier Diversity throughout the State.

FY 2003-2004 Certification Data

	<u>Certification</u>	<u>Re-Certified</u>	<u>Total</u>
African American	459	984	1,443
Hispanic American	263	962	1,225
Asian American	57	196	253
Native american	14	53	67
Non-Minority Female	575	2,032	2,607
Total			5,595



Benefits of Minority/Women Business Enterprise Certification

- **On-line Directory** on the MyFlorida website lists state-Certified Minority and Women Business Enterprises. The directory makes Certified Minority/Women Business Enterprises available alphabetically or by commodity listings.
- **Special E-mails** and other information are disseminated to vendors who appear in the state's database as Certified Minority/Women Business Enterprises. This information includes: contract opportunities, special events, networking activities and technical assistance training.
- **Vendor In The Spotlight** is designed to highlight Certified Minority/Women Business Enterprises by industry to a target audience of purchasing agents and decision makers. In the Information Technology arena, certified vendors make presentations at the quarterly Chief Information Officer Council meeting which allows Certified Minority/Women Business Enterprises to introduce their companies and capabilities to several state entities at one time.
- **Special Discounts**, including gratis admission to events, may be offered to state-Certified Minority/Women Business Enterprises who participate in educational, outreach and matchmaking activities hosted by state government. These activities include regional workshops and seminars, the Governor's corporate roundtable and the Annual Matchmaker Conference.
- **First Tier Referrals**, of Certified Minority/Women Business Enterprises are given to state agencies seeking to include supplier diversity as a part of their purchase order and contract opportunities, .
- **Strategic Alliances** with major corporations are encouraged as a part of the Office of Supplier Diversity's "Matchmaking" efforts. Vendors certified by the state of Florida have "first stop" status as the Office of Supplier Diversity strives to assist in developing business relationships, which hopefully will lead to contract opportunities.
- **Governor's Mentor-Protégé** program is available to Certified Minority/Women Business Enterprises to enhance their capability to compete more successfully for state government contracts. The program expands the Office of Supplier Diversity's efforts to identify and respond to the developmental needs of state Certified Minority/Women Business Enterprises.
- **Loan Mobilization** program assists state-Certified Minority/Women Business Enterprises in obtaining funding when starting a state-funded project. The loans made through participating banks are designed to enhance relationships between the banking community and Minority/Women Business Enterprises.
- **Recertification** is simplified for vendors who have registered in MyFloridaMarketPlace and completed the certification process. Annually, all that is required is a signed affidavit for re-certification for faster service.

Advocacy and Outreach

In addition to the Office of Supplier Diversity's certification, matchmaking and compliance efforts, the Office of Supplier Diversity strives to serve as an advocate for Minority Business Enterprises in state contracting and procurement. In an effort to ensure that minority businesses are aware of and take advantage of contractual opportunities available with state agencies, the Office of Supplier Diversity sponsors activities ranging from regional workshops, orientation sessions for newly Certified Minority Business Enterprises, and training working shops for state agencies. The Office of Supplier Diversity also seeks to identify proactive ways to foster the inclusion of Minority Business Enterprises in state contracting opportunities, including disseminating procurement information to Minority Business Entities and resolving issues relating to the impact state agency policies may have on Minority Business Enterprises.

Further, the Office of Supplier Diversity has developed working relationships with Florida's leading economic development organizations including Enterprise Florida and the Florida Economic Development Council to ensure that minority business enterprises are a part of Florida's economic future. These activities foster a positive environment for minority business enterprises and state agencies, which will in turn increase opportunities for minority business enterprises in Florida's procurement system.

Matchmaking Efforts



*Secretary of State **Glenda Hood** cuts ribbon at 2004 Matchmaker Ribbon Cutting Ceremony*

Matchmaking activities are designed to build relationships between minority businesses and state agency procurement specialists, non-minority vendors, and other decision makers. Matchmaking activities include, among other things, assisting Minority Business Enterprises in identifying state agencies most likely to purchase the type of goods and/or services that their businesses provide.

In addition, the Office of Supplier Diversity is responsible for measuring the state's success as it relates to minority spending, matchmaking viable-growth-oriented minority businesses with purchasing and various contract opportunities, investigating complaints of discrimination and enhancing minority business development. With a view toward fostering positive working relationship between Minority/Women Business Enterprises and state agencies, the Office of Supplier Diversity serves as an advocate for Minority Business Enterprises in state contracting, and as an information resource for Minority/Women Business Enterprises, state agencies, vendors and the public.

MyFloridaMarketPlace & One Florida Considerations

Fiscal Year July 1, 2003 – June 30, 2004



Overview

MyFloridaMarketPlace is the web-based procurement system that the State of Florida has developed to manage state agencies' spending. The system incorporates functionality that allows Florida to capture the purchase order activity and category of business the State does with all vendors, including Minority/Women Business Enterprises, across all agencies. The system has been designed to identify products and services offered by Minority/Women Business Enterprises on state term contracts. The new procurement system requires vendors who do business with the State to self-register their company on the web-based system. Moreover, every vendor must identify whether they are a minority-owned firm, and apply online for Minority Business Enterprise certification.

Creation of the MyFloridaMarketPlace system in 2001 has placed Florida on the leading edge of eGovernance which is being recognized at both the national and state levels. In 2004, Florida received eGovernance Awards from both the National Institute of Governmental Purchasing and IT Florida for the development and implementation of MyFloridaMarketPlace.

MyFloridaMarketPlace and Office of Supplier Diversity

MyFloridaMarketPlace began working with the Office of Supplier Diversity and Department of Management Services in October, 2002 to ensure Certified Minority/Women Business Enterprises were aware of the new procurement system, were informed how to apply for certification through the system, and were trained to take advantage of the increased business opportunities that MyFloridaMarketPlace actively offers. MyFloridaMarketPlace staff actively participated in Office of Supplier Diversity sponsored or co-sponsored events. During these events, MyFloridaMarketPlace team members held seminars on the system, provided training and offered direct on-site assistance for vendor registration.

Moreover, the MyFloridaMarketPlace team worked with the Office of Supplier Diversity to identify and contact those minority vendors who during the registration process had inadvertently indicated they were not seeking Minority Business Enterprises Certification. Additionally, the MyFloridaMarketPlace team worked with the Office of Supplier Diversity and the Department of Management Services eProcurement contract management staff to design the Certified Minority Business Enterprise screen in MyFloridaMarketPlace to help vendors better understand how to apply for Minority Business Enterprises Certification.

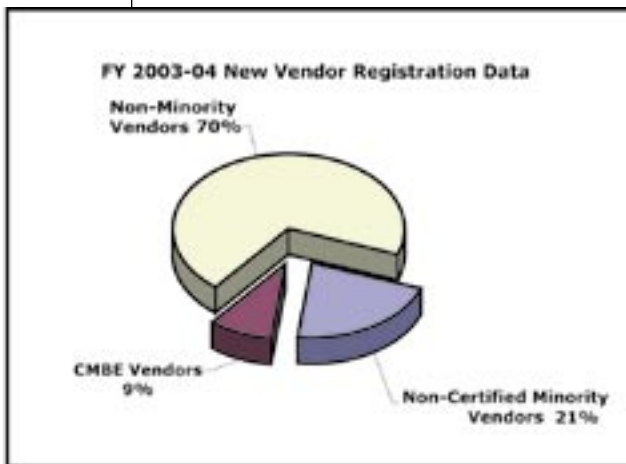
The system has been fully operational since July 2003 and currently has the vast majority of the State's Executive Branch agencies making purchases using the new eProcurement system. MyFloridaMarketPlace has teamed with the state's Office of Supplier Diversity to take specific actions to meet the "Equity in Contracting" goals of the One Florida Initiative, including:

1. Conducting an aggressive Minority/Women Business Enterprise Outreach Program
2. Identifying Minority/Women Business Enterprise supplied items to agency buyers

- through the system
3. Providing training and support for Minority/Women Business Enterprises
 4. Securing and reporting Minority/Women Business Enterprise participation in MyFloridaMarketPlace
 5. Automating the certification process for Minority/Women Business Enterprises.

The following information outlines the activities and results of the MyFloridaMarketPlace team's efforts to help the state achieve the One Florida Initiative goals during fiscal year 2003-04.

MyFloridaMarketPlace and Minority/Woman Business Enterprise Participation



Outreach efforts designed to inform Minority/Women Business Enterprises on how to take full advantage of the benefits of MyFloridaMarketPlace resulted in 30,807 new vendor registrations during fiscal year 2003-04. Thirty percent of these newly registered vendors were Minority/Women Business Enterprises, of which twenty-one percent were non-certified Minority/Women Business Enterprises. Nine percent of the Minority Business Enterprises newly registered in fiscal year 2003-04, or 2,693 vendors, were certified Minority/Women Business Enterprises. The chart shows the vendor registration in MyFloridaMarketPlace during fiscal year 2003-04.

Enabling One Florida and Promoting Business Opportunities Through MyFloridaMarketPlace

There are three key components of MyFloridaMarketPlace that provide increased business opportunities for Minority/Women Business Enterprises. These are the “eQuote” tool, the “Sourcing” tool and the highlighting of online catalog items supplied by Minority/Women Business Enterprises. Use of the eQuote and Sourcing tools is free to all registered vendors. Online catalogs are used by agency buyers to select products to purchase.

eQuote Tool - MyFloridaMarketPlace's eQuote tool allows Minority/Women Business Enterprises to receive notice from state buyers seeking specific items that the vendor may offer. The vendor can elect to participate in these events and receive notices electronically. Once a “quote request” is received, the vendor can log onto the system through the Internet and review the quote request in detail, determine if they want to respond, and then send an electronic response back to the buying agency.

Sourcing Tool - The State of Florida conducts formal solicitations for products and services on a recurring basis. MyFloridaMarketPlace's Sourcing tool is used by the state as a means of conducting these solicitations, which are typically formal bids greater than \$25,000. The vendor can elect to participate in these events by selecting the appropriate category and commodity codes during vendor registration. Once registered, the Sourcing tool allows Minority/Women Business Enterprises to receive electronic notices from state agencies seeking to procure commodities and services, and to respond to the state's request.

MyFloridaMarketPlace Attributes

- Conduct searches by Minority/Women Business Enterprise business classifications, and Minority/Women Business Enterprise supplied catalog items.
- Buyers can verify the Minority/Women Business Enterprise status of vendors registered in MyFloridaMarketPlace.
- Vendors can increase business opportunities through participation in the eQuote and formal solicitation components of MyFloridaMarketPlace.
- Vendors can apply for state certification status through MyFloridaMarketPlace.
- Vendors can offer and sell goods, manage purchase orders and invoicing data.
- Vendors can generate new customers, calculate prices and create and change price lists per State guidelines.
- Vendors can accept or reject orders, send order confirmation to customers and process change orders.
- Vendors can create shipping notifications and invoices, and send them to customers.
- Provides Office of Supplier Diversity and other appropriate entities can determine the amount of state purchase orders sent to Minority/Women Business Enterprises businesses through MyFloridaMarketPlace, and the products and services being ordered.
- Provides the Office of Supplier Diversity and other appropriate entities the ability to measure Minority/Women Business Enterprise participation in MyFloridaMarketPlace.

To assist the Department of Management Services with the equity in contracting component of the One Florida objective, MyFloridaMarketPlace captures purchase order information in the following categories: State Agency, Commodity Group, Minority/Women Business Enterprise Classifications, Location of Minority/Women Business Enterprises, and amount of each purchase order processed through the system. During the first quarter of Fiscal Year 2003-04, three State agencies began using MyFloridaMarketPlace to process purchase orders. Beginning in September 2003 and continuing every month thereafter, additional Executive Branch agencies began using the system. The agencies using MyFloridaMarketPlace during fiscal year 2003-04 processed 262,229 purchase orders through the system, valued at \$234 million. Of those purchase orders, 4,259 were to Minority/Women Business Enterprises totaling \$56 million, which is 24 percent of the total value of purchase orders processed through MyFloridaMarketPlace during Fiscal Year 2003-04. It is expected the volume of purchase orders processed through the system will significantly increase during the next Fiscal Year as all Executive Branch agencies are utilizing the system. While MyFloridaMarketPlace provides information on purchases, the State's financial management system (FLAIR) is and will continue to be the "system of record" for official spend reporting, including determining the level of Certified Minority/Women Business Enterprise spending by state agencies.

MyFloridaMarketPlace Vendor Outreach

The purpose of the outreach program is to increase awareness, support and usage of the MyFloridaMarketPlace eProcurement system. The program is targeted so resources are focused to meet the needs of vendors with whom the state conducts business. Through an integrated marketing effort, vendors become familiar with MyFloridaMarketPlace, the system tools and the benefits from using the system.

Outreach Goal

The fiscal year 2003-04 outreach goal encompassed aggressive efforts to provide vendors the necessary assistance to become competitive in Florida's contracting and procurement process. To accomplish the goal, the MyFloridaMarketPlace team established and maintained a

statewide marketing outreach program to support the state's objectives of increasing minority business spending and to increase minority business participation in Florida's procurement process. The outreach activities included:

1. Workshops and seminars to Minority/Women Business Enterprises
2. Direct contact with Minority/Women Business Enterprises to determine their interest in certification

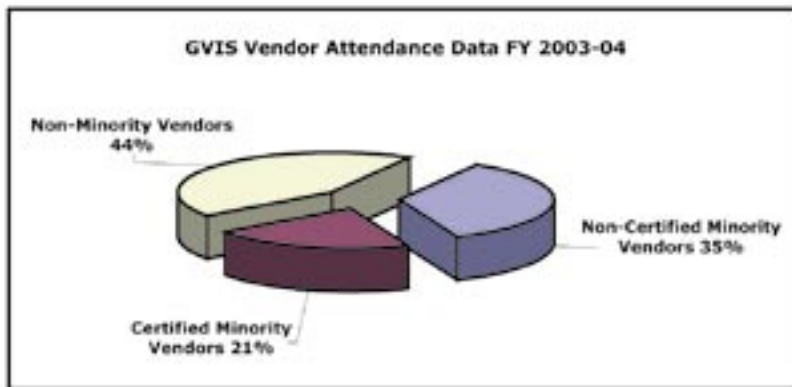
3. Direct contact with state agencies' critical vendors to encourage their participation in the new eProcurement process
4. Direct contact with professional organizations and trade associations whose memberships include substantial participation by Minority/Women Business Enterprises.

Outreach Information

The information provided to Minority/Women Business Enterprises included:

- How to register on MyFloridaMarketPlace
- How to apply for certifications using MyFloridaMarketPlace
- How to register for eQuote (informal bidding)
- How to register for Sourcing (formal bidding)
- How to register for Electronic Invoicing
- How to use the web-based eProcurement tools
- How to use the web-based interactive MyFloridaMarketPlace training
- How to contact the MyFloridaMarketPlace Customer Service Center
- How to view and submit Vendor Transaction Fee Reports
- How to register for the Vendor Bid System

General Vendor Information Session



As part of MyFloridaMarketPlace's vendor outreach efforts, a series of General Vendor Information Sessions were conducted around the state during the fiscal year. Over 1,750 vendors registered to attend the General Vendor Information Sessions and training during the 2003-04 Fiscal Year. 57% of the attendees were Minority/Women Business Enterprises.

For those Minority/Women Business Enterprises that attended the sessions, more than 90% rated the training and assistance as good or very good. Starting in January 2004, the MyFloridaMarketPlace team continued to provide direct training and technical assistance to vendors by participating in Office of Supplier Diversity and other business organizations' sponsored events.

Vendor Responses About the MyFloridaMarketPlace Information Sessions:

"The MyFloridaMarketPlace information session was very informative. I look forward to doing business online."
 Lisa Landis, Glo'In Safety

"The MyFloridaMarketPlace information session was very good. Most useful was the information provided on the system tools, eQuote, VBS, electronic invoicing and solicitations."
 Lynda Lynn, Data Industries

"The MyFloridaMarketPlace information session was very good and helped me to understand all the different tools of the system, eQuote and Ariba. The main benefit of using MyFloridaMarketPlace for my business is the additional exposure to Florida entities, and less paperwork."
 Sandi Franz-Ricketts, American Traffic Safety Materials, Inc.

"The MyFloridaMarketPlace Information was very good: Excellent, clear and understandable! I am hopeful of getting more business as a result of using MyFloridaMarketPlace."
 Caroline McKeon, DreamWeb Office Consultant, Inc.

"The MyFloridaMarketPlace information session was very good. The main benefits that will occur to my business as a result of using MyFloridaMarketPlace is having my business visible to buyers and getting connected to the buyers."
 Patricia Fisher, Fisher Building Supply

Community Partnerships and Networking

The MyFloridaMarketPlace team worked closely with state agencies, business organizations, and business associations to maximize both awareness of and access to Florida's web-based contracting and procurement opportunities through participation at focused workshops and seminars, conferences, business expositions, and vendor fairs. Examples of organizations that are sharing the word on MyFloridaMarketPlace include:

- African American Chambers of Commerce
- The Black Business Investment Board
- The Florida Regional Minority Development Council (FRMDC)
- Small Business Development Centers
- Local Area Workforce Development Boards

Outreach Result

MyFloridaMarketPlace outreach activities were effective in increasing the number of Minority/Women Business Enterprises competing for contracts to do business with the state. During Fiscal Year 2002-03 approximately 65% of the vendors who attended the sessions subsequently registered to do business in MyFloridaMarketPlace. During Fiscal Year 2003-04, 87% of the vendors who attended the sessions registered in MyFloridaMarketPlace.

Technical Assistance And Support

MyFloridaMarketPlace is committed to educating, training and assisting vendors to register and participate in eProcurement system. The following resources are available to all vendors.

Customer Service Desk - MyFloridaMarketPlace provides technical assistance and support through the Customer Service Desk, which is available from 8:00 AM to 5:30 PM (EST), Monday – Friday, except state holidays. Customer Service Desk staff respond to telephone calls, e-mails and voice mails from vendors who need assistance or have questions about the eProcurement system. This service is free to all vendors.

Online Training - Online training is available to all vendors. Vendors have the opportunity to use the web-based training to learn how to successfully complete their vendor registration and respond to eQuotes (electronic informal quotes) and Sourcing events (electronic formal quotes).

Regional Partnerships

Advocacy is part of the responsibilities of the Office of Supplier Diversity. One of the many ways we promote advocacy is through regional partnerships with business development groups and locally chartered non-profits throughout Florida. Through these regional partnerships, the Office of Supplier Diversity is able to promote the ideas of business development and equity and contracting as stated in Governor Bush's Equity in Contracting Plan. The Office of Supplier Diversity supports many tradeshow and expositions throughout the state by organizations like The National Minority Supplier Development Council's Florida Regional Minority Business Council, The Small Business Administration's Minority Business Development Agency and The Florida Hispanic Chamber of Commerce and Florida Black Business Investment Board's Access Florida. The state works closely with these organizations to promote equitable and profitable relationships for the small and minority business community of Florida.



Teaching, Learning, Research

The Office of Supplier Diversity is a resource for Florida's small and minority business community for gaining knowledge on a myriad of business related subjects that allow companies to grow. The Office of Supplier Diversity provides regional workshops throughout the state. Designed as "Mini Matchmakers" the workshops allow small businesses the opportunity to learn how to do business with the state, how to respond to a bid and how to accept and processing P-card Payments. These topics are essential to doing business with the state for the first time.



Annual Office of Supplier Diversity Matchmaker Conference

The annual Office of Supplier Diversity Matchmaker Conference is a premier event that brings together minority-owned and women-owned small business entrepreneurs and key decision makers from state government, local government, and private corporations. Each year, top performers in a variety of categories are recognized with awards.

Outreach And Matchmaking Activities Fiscal Year 2003-2004

July 2003

National Minority Supplier Development Council Conference, Orlando, FL

One Florida Corporate Round Table Meeting, Tallahassee, FL

August 2003

Department of Juvenile Justice Contract Manager's Conference, St. Pete., FL

September 2003

National Black MBA Association Conference and Exposition, Orlando, FL

15th Annual India Festival, Tampa, FL

October 2003

University of West Florida Am South Bank Business EXPO 2003, Pensacola, FL

2003 NMSDC Conference and Business Opportunity Fair, Atlanta, GA

Greater Miami Chapter of NIGP Trade Show Miami, FL

Tallahassee Minority Enterprise Development Week Celebration, Tallahassee, FL

November 2003

2003 NMSDC Conference, Atlanta, GA

One Florida Accountability Meeting, Tampa, FL

Department of Health Minority Vendor Trade Fair – Orlando, FL

Women in Business Central Workshop – Orlando, FL

Southwest Florida Water Management District Meeting, Brooksville, FL

National Association of Women Business Owners, Ft. Lauderdale, FL

One Florida Accountability Commission – Tampa, FL

December 2003

Department of Management Services Florida Government EXPO 2003, Tampa, FL

Governor's Meeting of Agency Heads, Tallahassee, FL

January, 2004

Minority/Women/Disadvantaged Business Expo, Ft. Lauderdale, FL

Synergy Committee Teleconference Meeting – Tallahassee, FL

February 2004

One Florida Accountability Commission Meeting, Jacksonville, FL

National Association of Women Business Owners Dinner, Boynton Beach, FL

Annual Statewide Community of Faith Prayer Breakfast, Tallahassee, FL

March 2004

Florida Regional Minority Business Council Annual Awards Gala, Miami, FL

University of Florida Annual Small Business Trade Show, Gainesville, FL

American Airlines Terminal Business Trade Show Florida Atlantic University Everglades Restoration Minority Business Meeting, Miami, FL

Florida Conference of Black State Legislators Golf Tournament, Tallahassee, FL

Florida Association of Minority Business Enterprise Officials Quarterly Meeting, Jacksonville, FL

Broward County Minority Builders Coalition, Ft. Lauderdale, FL

Regional Minority Business Entity Matchmaker Workshop, St. Augustine, FL

Small & Minority Business Conference and Trade Show, Gainesville, FL

Minority-Owned Business Awards Luncheon, Tampa, FL

April 2004

Minority Business Entity Certification Workshop, Tampa, FL

8th Annual Entrepreneurial Showcase, Tallahassee, FL

Office of supplier Diversity Overview, Tallahassee, FL

University of West Florida Minority/Women-Owned Business Workshop, Ft. Walton Beach, FL

Doing Business Regional Matchmaker and Trade Show, Tampa, FL

May 2004

17th Annual Business Trade Fair Conference, Tampa, FL

Small & Minority Business Conference and Trade Show, Gainesville, FL

Department of Energy Small Business Conference, Orlando, FL

Steele-Collins Charter Middle School Awards Program, Tallahassee, FL

Small Business Opportunities Conference – Miami, FL
Communication, Inc.'s Seminar for Religious Leaders

June 2004

National Association for the Advancement of Colored People Freedom Fund Banquet – Miami, FL

Lee County Career & Service Regional Matchmaker, Ft. Myers, FL

North Florida Government Corporate Procurement, Jacksonville, FL

Florida Regional Minority Business Conference, Ft. Lauderdale, FL

Florida Economic Development Workshop, Orlando, FL

One Florida Commission Presentation, Tampa, FL

National Association of Purchasing Managers Meeting, Tampa, FL

Florida Turnpike Minority Business Trade Fair, Orlando, FL

Greater Everglades Restoration Meeting, Miami, FL

Florida Urban Job Development Conference, Orlando, FL

OSD Success Stories

Acclaris, LLC

A certified woman owned business in Hillsborough County became the vendor of choice to monitor Convergys for the State of Florida's People First Human Resources outsourcing project. This third party monitoring opportunity has been a million dollars plus opportunity.

"Woman-owned businesses have a serious shot at being the vendor of choice at the state level."

Liana O'Drobinak, Owner

American Medical Depot

This Asian-American owned safety and medical supplies company had attempted to do business with the state for several years to no avail. After becoming certified, American Medical Depot took advantage of the state's outreach to certified Minority/Women Business Enterprises who were ready, willing and able to compete for state business. First gaining contracts at the Department of Corrections and Department Health, American Medical Depot soon worked their way to a point where they are one of four companies approved for the state term contract. American Medical Depot was name Certified Minority/Women Business Enterprise of the Year at the 2002 Matchmaker Luncheon.

"We've come a long way in our attempts to do business with the state. To move from zero business to the holder of a state contract for medical supplies proves that the state is serious about diversity."

Akhil Agrawal, Principal

American Data

A Hispanic owned computer sales company located in the Tampa/Hillsborough area. Since becoming certified this company has seen a tremendous growth in the numbers of purchase orders they receive from the state. As a show of appreciation, American Data gives ten percent of all state business to underprivileged students at local elementary schools and community colleges. In 2002, this company presented a \$5,000 check to the Governor, which represented their contributions to the local schools.

"We really appreciate the opportunity to do state business. It allows us to give back to our community and expand our business at the same time."

Terri Castro, Owner

Barkley Security

Barkley Security is a small, African-American owned company headquartered in Gadsden County. For many years, Barkley provided small contract work to various state government buildings around Tallahassee. Because of enhanced outreach from becoming certified, Barkley was made aware of the consolidation of the security contracts and a statewide opportunity to provide unarmed security services. After becoming certified, Barkley Security received a one million plus dollar statewide contract. Barkley Security also became the first Certified Minority/Women Business Enterprise to use the Governor's Loan Mobilization program to gear up to deliver on this contract's obligations. Mr. Barkley received \$180,000 in mobilization funds.

"Our State Certification has allowed Barkley to not only obtain a statewide security contract, but to also use our state certification as an avenue to local cities and counties to seek opportunities."

Robert Barkley, Owner

C & C International Information Systems

C & C International Information Systems is an African American owned IT company based in Fort Lauderdale, Florida. Before becoming certified, C & C did not provide services to the state. As Dell Computers' largest African American business partner in the State of Florida, C & C began to receive purchase orders from the state because of certification and "Matchmaking." C & C also became strategic partners with a major corporation that won the driver license contract at the Department of Highway Safety and Motor Vehicles. For this project, all the computers used throughout the state were purchased and serviced by C & C.

"One of the best moves that we have made as a growing company was to go to Tallahassee in pursuit of state contract opportunities. Our participation at Highway Safety and Motor Vehicles allows us to make a significant contribution to the people of Florida."

Bill James, President & CEO

ROI Consulting

Before becoming certified, ROI consulting did not provide services to the state. Though "Vendors in the Spotlight" at a State's CIO Council meeting, ROI was able to showcase its abilities which resulted in a significant amount of business with the State Technology Office and other state agencies.

"Getting certified and pursuing state business has been a very rewarding experience as our business has grown from no state contracts to a considerable workload."

Eric Brown, President

ISOCORP

Prior to certification, ISOCORP was a small two-person start up company with an African American principal. Working through the Office of Supplier Diversity, ISOCORP began to network with larger companies searching for "Matchmaking" opportunities and strategic alliances that would lead to contracts. A major step was ISOCORP's involvement in the Governor's Mentor-Protégé program, which led to working relationships with major corporations.

"A strategic alliance forged with a major corporation who won a big contract for several years, allowed us to grow our number of employees more than ten-fold."

Walter Ales, Principal

KMR Consultants

After becoming certified, KMR Consultants became more diverse in the services they provided and were better able to respond to opportunities created by the One Florida Initiative through "Matchmaking" and creating "strategic alliances." This Certified Minority/Women Business Enterprise joined forces with a major corporation to pursue contract opportunities at the Department of Environmental Protection.

"We have been blessed with new opportunities to expand our business horizons by participating in the state program 'matchmaking' worked for us!"

Harold Knowles, Principal

What it does it all mean? Success! One Florida is Working!

**2003-2004 Total Minority
For-Profit Business Spending Certified
\$710,480,917**

**2003-2004 Governor's Agencies
Certified Minority Business Spending
\$527,196,998**

**2002-2003 Governor's Agencies
Certified Minority Business Spending
\$493, 486,614**

**195% Increase statewide since the implementation of One Florida
"Equity in Contracting" in 1999.**

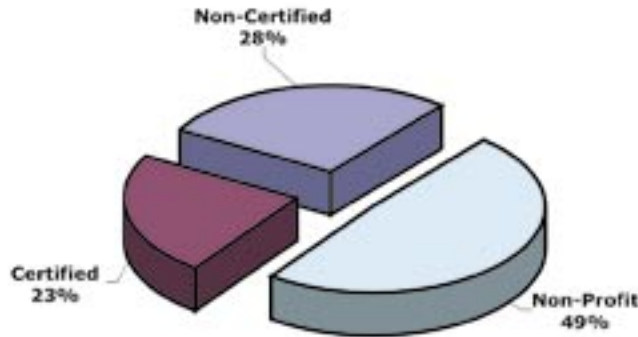
Spotlight on Minority/Women Business Enterprise Spending

The following charts and tables reflect the spending with Minority/Women Business Enterprises over the 2003-2004 Fiscal Year. The State of Florida has been providing women and minority-owned businesses with helpful services to improve their business and economic opportunities for years. Our continued commitment to Florida's minority-owned businesses has once again yielded tremendous results. Fiscal Year 2003-2004 was one of the State of Florida's strongest years ever, indicating that Florida's economy is still very strong and viable. In Executive Branch agencies alone, spending with Certified Minority Business Enterprises increased by 7% over the preceding fiscal year.

Minority/Women Business Enterprise Spending Index of Tables fiscal year 2003- 2004

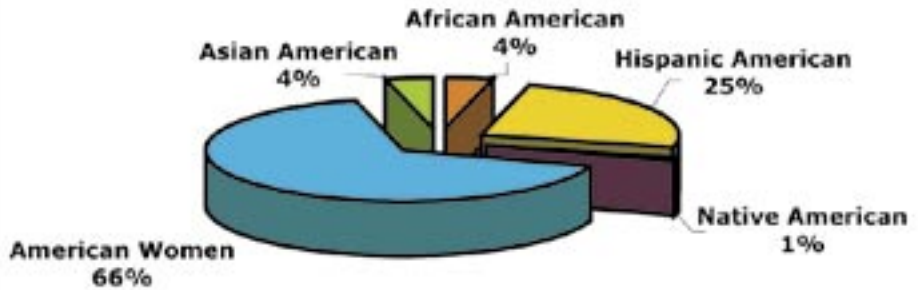
Table I	Total Certified Minority Business Enterprise Spending Fiscal Year 2001-2002
Table II	Construction - Certified Minority Business Enterprise Spending Racial, Ethnic & Gender Groups
Table III	Construction – Non-Certified Minority Business Enterprise Spending Racial, Ethnic & Gender Groups
Table VI	Construction – Non-Profit Spending
Table V	Architects & Engineers – Certified Minority/Women Business Enterprise Spending Racial, Ethnic & Gender Groups
Table VI	Architects & Engineers – Non-Certified Minority/Women Business Enterprise - Spending Racial, Ethnic & Gender Groups
Table VII	Commodity – Certified Minority/Women Business Enterprise Spending Racial, Ethnic & Gender Groups
Table VIII	Commodity – Non-Certified Minority/Women Business Enterprise Spending Racial, Ethnic & Gender Groups
Table IX	Commodity – Non-Profit Minority/Women Business Enterprise Spending
Table X	Contractual Services – Certified Minority/Women Business Enterprise Spending Racial, Ethnic & Gender Groups
Table XI	Contractual Services – Non-Profit Spending

**Minority/Women Business Enterprise Total Spending
Fiscal Year 2003-2004**



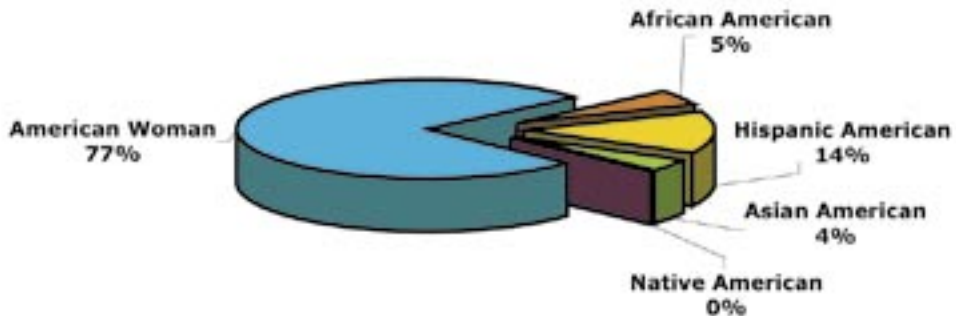
This Chart reflects a total of \$3,133,787,614.00 spent in this category for FY 2003-2004.

**Construction Spending Certified Minority Business Enterprises
Fiscal Year 2003-2004**



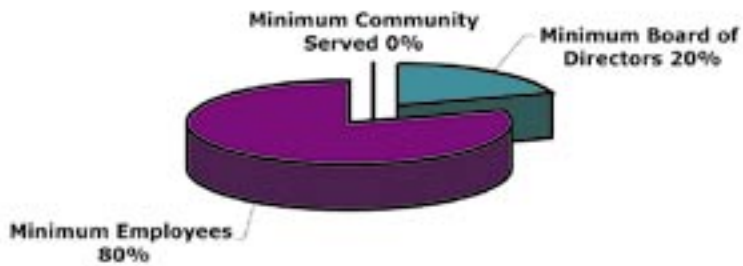
This Chart reflects a total of \$281,689,366.54 spent in this category for FY 2003-2004.

**Construction Spending Non-Certified Minority Business Enterprises
Fiscal Year 2003-2004**



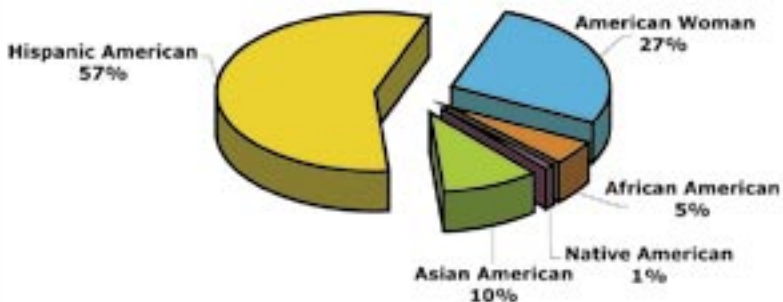
This Chart reflects a total of \$74,504,341.97 spent in this category for FY 2003-2004.

**Construction Spending Non-Profit Organizations
Fiscal Year 2003-2004**



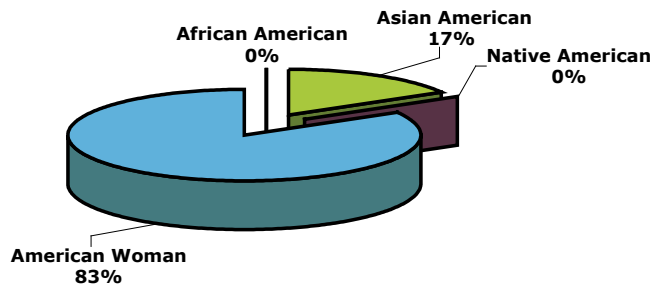
This Chart reflects a total of \$12,911,632.22 spent in this category for FY 2003-2004.

**Architects/Engineers Spending Certified Minority Business
Enterprises Fiscal Year 2003-2004**



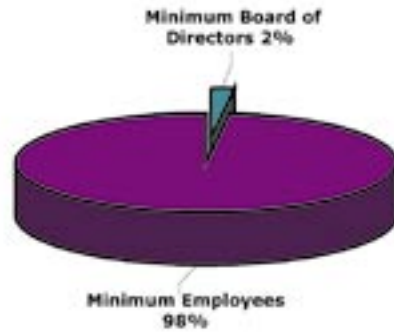
This chart reflects a total of \$54,466,416.33 spent in this category for FY 2003-2004

**Architects/Engineers Spending Non-Certified Minority Business
Enterprises Fiscal Year 2003-2004**



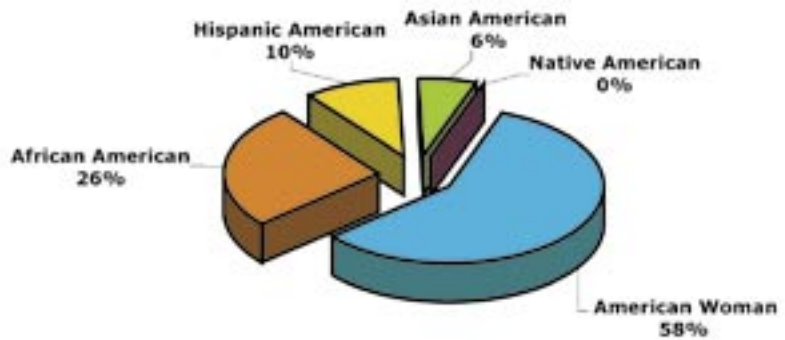
This Chart reflects a total of \$16,152,745.88 spent in this category for FY 2003-2004

**Architects/Engineers Spending Non-Profit Organizations
Fiscal Year 2003-2004**



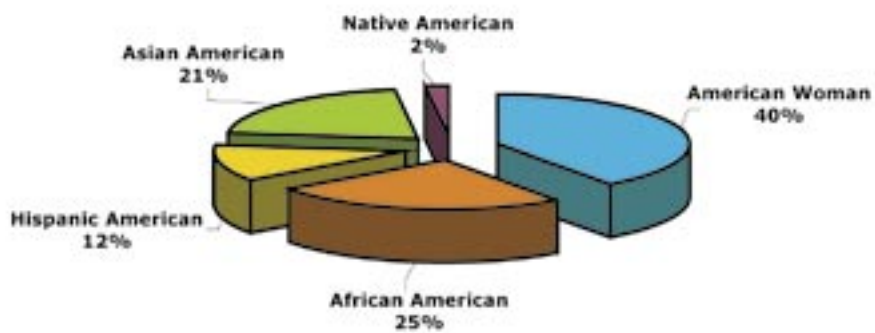
This Chart reflects a total of \$405,719.02 spent in this category for FY 2003-2004

**Commodities Spending Non-Certified Minority Business Enterprises
Fiscal Year 2003-2004**

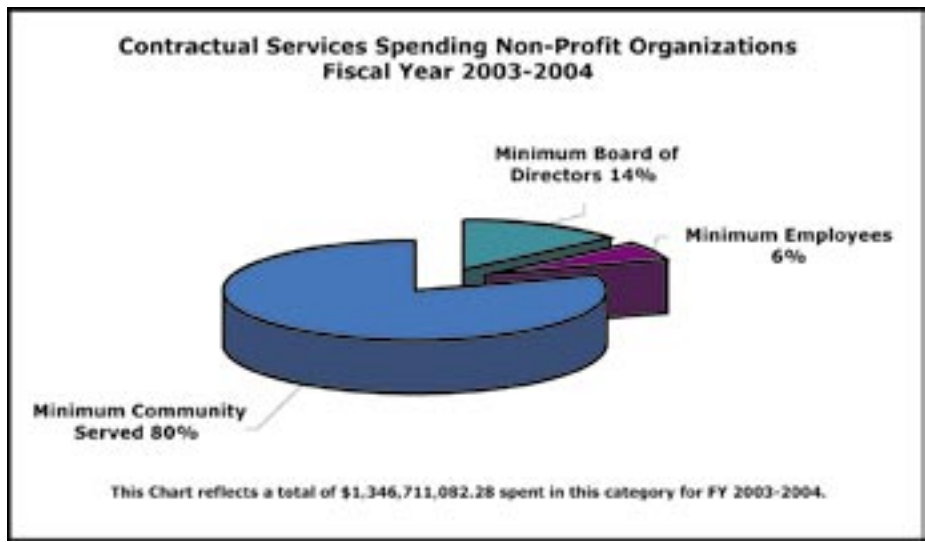
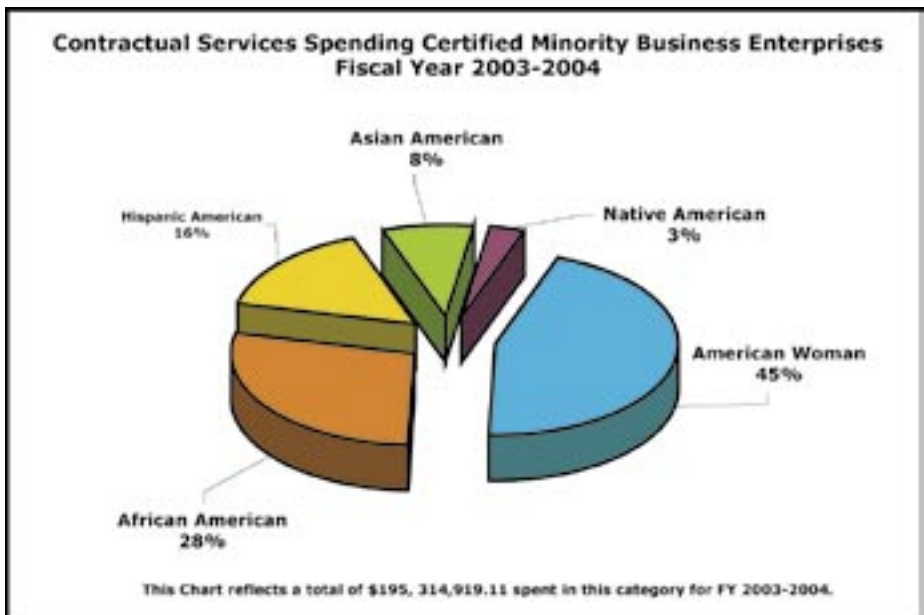
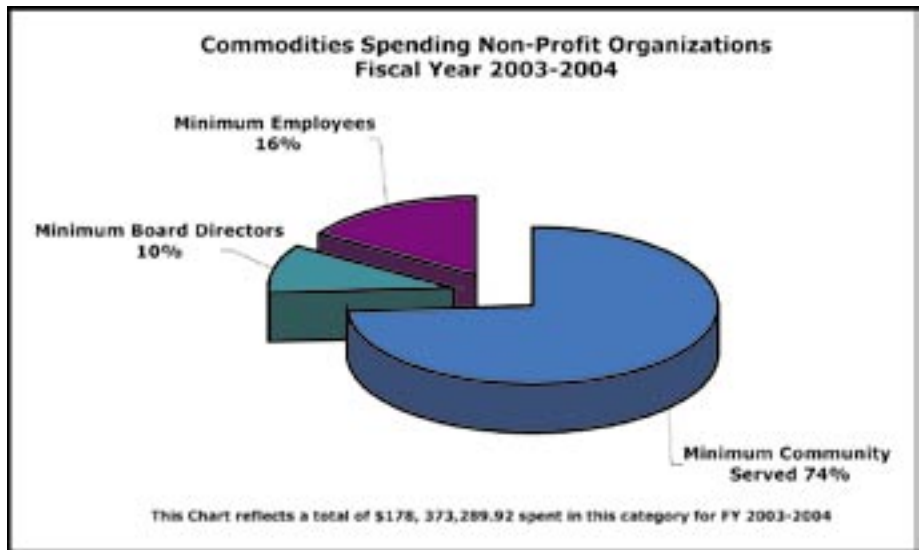


This Chart reflects a total of \$179,010,217.84 spent in this category for FY 2003-2004.

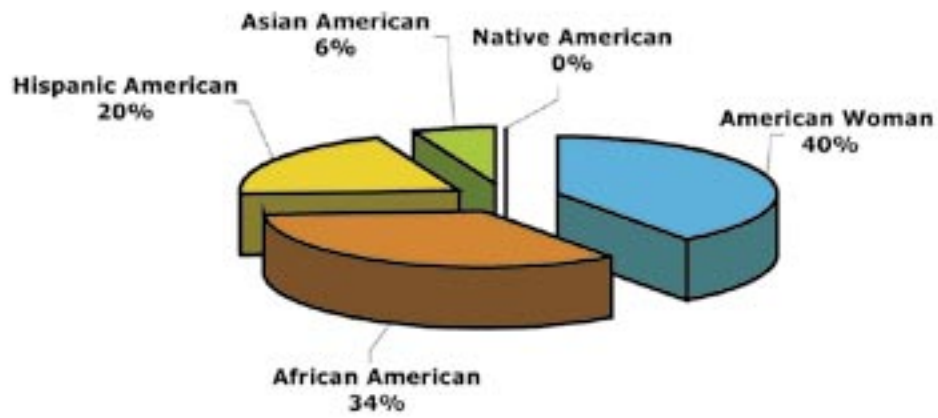
**Commodities Spending Non-Certified Minority Business Enterprises
Fiscal Year 2003-2004**



This Chart reflects a total of \$79,476,125.62 spent in this category for FY 2003-2004.



Contractual Services Spending Non-Certified Minority Business Enterprises Fiscal Year 2003-2004



This Chart reflects a total of \$714,771,758.34 spent in this category for FY 2003-2004.

Minority/Women Business Enterprise Spending Index of Charts Fiscal year 2003-2004

- Chart I Total Certified Minority Business Enterprise Spending
Fiscal Year 2001-2002
- Chart II Construction - Certified Minority Business Enterprise
Spending Racial, Ethnic & Gender Groups
- Chart III Construction – Non-Certified Minority Business
Enterprise Spending – Racial, Ethnic & Gender
Groups
- Chart VI Construction – Non-Profit Spending
- Chart V Architects & Engineers – Certified Minority/Women
Business Enterprise Spending – Racial, Ethnic &
Gender Groups
- Chart VI Architects & Engineers – Non-Certified Minority/
Women Business Enterprise Spending Racial, Ethnic
& Gender Groups
- Chart VII Commodity – Certified Minority/Women Business
Enterprise Spending – Racial, Ethnic & Gender
Groups
- Chart VIII Commodity – Non-Certified Minority/Women
Business Enterprise Spending – Racial, Ethnic &
Gender Groups
- Chart IX Commodity – Non-Profit Minority/Women Business
Enterprise Spending
- Chart X Contractual Services – Certified Minority/Women
Business Enterprise Spending – Racial, Ethnic &
Gender Groups
- Chart XI Contractual Services – Non-Profit Spending

Total Spending-Fiscal Year 2003-2004 Table I

Agency	Certified	Non Certified	Non Profit	Total
Agency For Health Care Administration	\$28,438,180.00	\$664,326,950.00	\$1,209,062,275.00	\$1,901,827,405.00
Agency For Workforce Innovation	\$6,499,645.00	\$1,196,184.00	\$8,533,615.00	\$16,229,444.00
Department of Management Services	\$31,731,472.00	\$941,949.00	\$8,852.00	\$32,682,273.00
Department of Agriculture & Consumer Services	\$6,993,315.00	\$976,827.00	\$653,856.00	\$8,623,998.00
Department of Business & Professional Regulation	\$3,952,624.00	\$620,747.00	\$14,831.00	\$4,588,202.00
Department of Children & Families	\$22,838,624.00	\$61,181,807.00	\$80,603,284.00	\$164,623,715.00
Department of Citrus	\$461,402.00	\$191,200.00	\$ -	\$652,602.00
Department of Community Affairs	\$2,582,928.00	\$3,432,164.00	\$2,602,434.00	\$8,617,526.00
Department of Corrections	\$34,559,665.00	\$6,298,470.00	\$902,717.00	\$41,760,852.00
Department of Education	\$8,367,074.00	\$6,204,017.00	\$16,795,759.00	\$31,366,850.00
Department of Elder Affairs	\$1,129,668.00	\$644,114.00	\$141,556,297.00	\$143,330,079.00
Department of Environmental Protection	\$105,623,031.00	\$10,639,902.00	\$145,902.00	\$116,408,835.00
Department of Financial Services	\$6,650,129.00	\$1,746,215.00	\$136,881.00	\$8,533,225.00
Department of Health	\$39,207,119.00	\$21,080,678.00	\$36,725,031.00	\$97,012,828.00
Department of Highway Safety & Motor Vehicles	\$12,884,203.00	\$3,459,404.00	\$93,705.00	\$16,437,312.00
Department of Juvenile Justice	\$35,394,001.00	\$4,062,010.00	\$30,874,170.00	\$70,330,181.00
Department of Law Enforcement	\$4,709,006.00	\$595,290.00	\$493,735.00	\$5,798,031.00
Department of Legal Affairs	\$1,028,490.00	\$638,489.00	\$2,316,925.00	\$3,983,904.00
Department of Lottery	\$16,911,992.00	\$967,384.00	\$79,150.00	\$17,958,526.00
Department of Military Affairs	\$9,914,848.00	\$391,377.00	\$14,600.00	\$10,320,825.00
Department of Revenue	\$6,033,637.00	\$2,475,906.00	\$4,858.00	\$8,514,401.00
Department of State	\$2,558,531.00	\$384,830.00	\$341,130.00	\$3,284,491.00
Department of Transportation	\$172,862,030.00	\$82,481,488.00	\$2,968,133.00	\$258,311,651.00
Department of Veterans' Affairs	\$442,448.00	\$321,985.00	\$500.00	\$764,933.00
Division of Universities	\$4,534.00	\$ -	\$ -	\$4,533.00
Executive office of the Governor	\$4,164,165.00	\$539,547.00	\$2,360,025.00	\$7,063,737.00
Fish & Wildlife Conservation Commission	\$12,679,949.00	\$1,533,719.00	\$27,407.00	\$14,241,075.00
Florida A & M University	\$12,506,304.00	\$ -	\$ -	\$12,506,304.35
Florida Atlantic University	\$6,448,422.00	\$624,458.00	\$ -	\$7,072,880.00
Florida Gulf Coast University	\$373,410.00	\$ -	\$ -	\$373,410.00
Florida International University	\$10,756,813.00	\$521,294.00	\$4,402.00	\$11,282,509.00
Florida Parole Commission	\$87,381.00	\$26,710.00	\$ -	\$114,091.00
Florida State University	\$35,182,832.00	\$1,671,619.00	\$188,239.00	\$37,042,690.00
Justice Administrative Commission	\$1,172,820.00	\$ -	\$88,210.00	\$1,261,030.00
Legislature	\$3,652,789.00	\$966,415.00	\$150.00	\$4,619,354.00
New College of Florida	\$214,243.00	\$19,296.00	\$ -	\$233,539.00
Public Service Commission	\$399,241.00	\$387,661.00	\$ -	\$786,902.00
State Board of Administration	\$1,496.00	\$ -	\$ -	\$1,496.00
State Courts System	\$739,134.00	\$725.00	\$ -	\$739,859.00
University of Central Florida	\$7,948,930.00	\$ -	\$ -	\$7,948,930.00
University of Florida	\$25,204,117.00	\$2,804,600.00	\$797,286.00	\$28,806,003.00
University of North Florida	\$3,255,313.00	\$446,386.00	\$5,373.00	\$3,707,072.00
University of South Florida	\$22,210,642.00	\$ -	\$ -	\$22,210,642.00
University of west Florida	\$1,704,320.00	\$103,156.00	\$1,992.00	\$1,809,468.00
Total	\$710,480,917.00	\$884,904,973.00	\$1,538,401,724.00	\$3,133,787,614.00

• Certified total does not include \$68 million graduated out of the state program. (Community Asphalt, a Hispanic-owned business, outgrew state Minority/Women Business Enterprises criteria.

Construction-Certified Minority/Women Business Spending Table II

Agency	African	Hispanic	Asian	Native American	Non-Min Women	Total
Agency for Health Care Administration	\$ -	\$ -	\$ -	\$ -	\$ 1,242.50	\$ 1,242.50
Department of Agriculture and Consumer Services	\$ 10,261.00	\$ 52,329.90	\$ 356.00	\$ -	\$ 1,790,101.84	\$ 1,853,048.74
Department of Business and Professional Regulation	\$ -	\$ 3,128.00	\$ -	\$ -	\$ -	\$ 3,128.00
Department of Children and Families	\$ 6,111.50	\$ 62,367.68	\$ 6,006.00	\$ -	\$ 474,627.90	\$ 549,113.08
Department of Community Affairs	\$ 361.61	\$ -	\$ -	\$ -	\$ 1,165,145.95	\$ 1,165,507.56
Department of Corrections	\$ 56,592.50	\$ 27,787.68	\$ 57,085.83	\$ 513,814.79	\$ 4,490,228.35	\$ 5,145,509.15
Department of Education	\$ 99,979.00	\$ 3,874.74	\$ -	\$ -	\$ 38,960.52	\$ 142,814.26
Department of Elder Affairs	\$ -	\$ -	\$ -	\$ 338.25	\$ 255.75	\$ 594.00
Department of Environmental Protection	\$ 77,602.85	\$ 715,700.49	\$ 190,044.67	\$ 138,745.85	\$ 76,353,932.00	\$ 77,476,025.86
Department of Financial Services	\$ -	\$ -	\$ -	\$ -	\$ 4,650.00	\$ 4,650.00
Department of Health	\$ -	\$ 32,907.58	\$ 99.29	\$ 2,013.43	\$ 4,103,711.02	\$ 4,138,731.32
Department of Highway Safety and Motor Vehicles	\$ -	\$ -	\$ -	\$ -	\$ 95,637.36	\$ 95,637.36
Department of Juvenile Justice	\$ 292,403.40	\$ 189,156.10	\$ 3,180.37	\$ -	\$ 2,238,940.68	\$ 2,723,680.55
Department of Management Services	\$ 147,610.42	\$ 207,600.03	\$ 463,386.00	\$ 468,297.80	\$ 3,302,329.95	\$ 4,589,224.20
Department of Military Affairs	\$ -	\$ 3,924.40	\$ 6,180,401.00	\$ 450,647.00	\$ 1,181,012.20	\$ 7,815,984.60
Department of State	\$ -	\$ 12,499.00	\$ -	\$ -	\$ -	\$ 12,499.00
Department of Transportation	\$ 3,977,958.70	\$ 55,524,005.86	\$ 2,153,166.69	\$ 129,855.93	\$ 31,225,409.61	\$ 93,010,396.79
Department of Veterans Affairs	\$ 20,167.01	\$ 966.00	\$ 10,206.50	\$ -	\$ 2,622.27	\$ 33,961.78
Fish and Wildlife Conservation Commission	\$ 8,030.49	\$ -	\$ -	\$ -	\$ 1,714,331.48	\$ 1,722,361.97
Florida A & M University	\$ 4,353,440.20	\$ 926,297.00	\$ -	\$ -	\$ 2,523,569.39	\$ 7,803,306.59
Florida Atlantic University	\$ 1,941.54	\$ 1,322,812.00	\$ 93,125.00	\$ -	\$ 1,898,674.42	\$ 3,316,552.96
Florida Gulf Coast University	\$ -	\$ -	\$ 2,371.92	\$ -	\$ 12,181.82	\$ 14,553.74
Florida International University	\$ 2,989.98	\$ 5,424,182.27	\$ -	\$ -	\$ 5,564.79	\$ 5,432,737.04
Florida New College	\$ 15,618.00	\$ -	\$ -	\$ -	\$ -	\$ 15,618.00
Florida School for the Deaf and Blind	\$ 313,639.00	\$ 336,162.00	\$ -	\$ -	\$ 321,696.20	\$ 971,497.20
Florida State University	\$ 43,931.00	\$ 39,391.00	\$ -	\$ -	\$ 28,382,090.24	\$ 28,665,412.24
Legislature	\$ -	\$ -	\$ -	\$ -	\$ 100,023.00	\$ 100,023.00
State Court Systems	\$ -	\$ -	\$ -	\$ -	\$ 14,685.00	\$ 14,685.00
University of Central Florida	\$ 33,098.00	\$ 329,740.00	\$ 502,334.00	\$ -	\$ 807,862.00	\$ 1,673,034.00
University of Florida	\$ 2,050,765.73	\$ 1,005,152.00	\$ 831,782.00	\$ -	\$ 8,740,519.72	\$ 12,628,219.45
University of North Florida	\$ 244,116.55	\$ -	\$ -	\$ -	\$ 1,481,570.12	\$ 1,725,686.67
University of South Florida	\$ 231,798.70	\$ 5,475,907.08	\$ 474,742.41	\$ 50,316.05	\$ 1,525,387.91	\$ 17,758,152.15
University of West Florida	\$ 263,334.69	\$ 57,805.00	\$ 2,796.00	\$ -	\$ 761,842.09	\$ 1,085,777.78
Total	\$12,451,751.87	\$71,753,695.81	\$10,971,083.68	\$ 1,754,029.10	\$ 84,758,806.08	\$ 281,689,366.54

Construction Non-Certified Minority/Women Business Spending Table II

Agency	African	Hispanic	Asian	Native American	Non-Min Women	Total
Agency for Health Care Administration	\$ -	\$ -	\$ -	\$ -	\$ 2,030.00	\$ 2,030.00
Department of Agriculture and Consumer Services	\$ -	\$ -	\$ -	\$ -	\$ 47,614.53	\$ 47,614.53
Department of Children and Families	\$ 10,800.00	\$ -	\$ -	\$ -	\$ 140,349.73	\$ 151,149.73
Department of Community Affairs	\$ -	\$ -	\$ -	\$ -	\$ 2,412.90	\$ 2,412.90
Department of Corrections	\$10,056.50	\$ 4,508.26	\$ 14,740.00	\$ 54,329.30	\$ 265,352.24	\$ 348,986.30
Department of Education	\$ -	\$ 343.75	\$ -	\$ -	\$ -	\$ 343.75
Department of Elder Affairs	\$ 1,013.95	\$ -	\$ -	\$ -	\$ -	\$ 1,013.95
Department of Environmental Protection	\$ 22,421.54	\$ 1,567,059.71	\$ 1,552,373.85	\$ 5,173.63	\$ 4,461,699.28	\$ 7,608,728.01
Department of Health	\$ -	\$ -	\$ -	\$ 21,296.00	\$ 8,082.54	\$ 29,378.54
Department of Highway Safety and Motor Vehicles	\$ -	\$ -	\$ -	\$ -	\$ 9,367.00	\$ 9,367.00
Department of Juvenile Justice	\$ -	\$ 52,799.00	\$ 2,087.00	\$ -	(\$829.00)	\$ 54,057.00
Department of Management Services	\$ 11,341.09	\$ 7,064.50	\$ 1,879.80	\$ -	\$ 163,343.02	\$ 183,628.41
Department of Military Affairs	\$ -	\$ -	\$ 208,867.37	\$ -	(\$1,269.00)	\$ 207,598.37
Department of State	\$ -	\$ 98,374.76	\$ -	\$ -	\$ -	\$ 98,374.76
Department of Transportation	\$3,398,232.79	\$ 8,624,689.00	\$ 898,578.79	\$ 7,202.50	\$ 51,429,258.69	\$ 64,357,961.77
Department of Veterans Affairs	\$ -	\$ -	\$ 20,010.00	\$ -	\$ 23,739.80	\$ 43,749.80
Fish and Wildlife Conservation Commission	\$ 144,430.00	\$ -	\$ -	\$ -	\$ -	\$ 144,430.00
Florida Atlantic University	\$ -	\$ -	\$ -	\$ -	\$ 141,900.00	\$ 141,900.00
Florida Department of Law Enforcement	\$ -	\$ 540.00	\$ -	\$ -	\$ -	\$ 540.00
Florida International University	\$ -	\$ 1,900.00	\$ -	\$ -	\$ -	\$ 1,900.00
Florida School for the Deaf and Blind	\$ -	\$ -	\$ 2,367.00	\$ -	\$ 4,222.07	\$ 6,589.07
Florida State University	\$ 20,176.00	\$ -	\$ -	\$ -	\$ 2,974.37	\$ 23,150.37
University of Florida	\$ 455,633.53	\$ 43,509.00	\$ -	\$ -	\$ 520,054.48	\$ 1,019,197.01
University of West Florida	\$ -	\$ -	\$ 18,150.70	\$ 2,090.00	\$ -	\$ 20,240.70
Total	\$4,074,105.40	\$10,400,787.98	\$ 2,719,054.51	\$ 90,091.43	\$ 57,220,302.65	\$ 74,504,341.97

Construction Non-Profit Minority/Women Business Spending Table III

Agency	BOR DIRS	EMPLOYEES	COMM SVD	TOTAL
Department of Agriculture and Consumer Services				
Department of Education	\$ -	\$ 10,040,003.44	\$ -	\$ 10,040,003.44
Department of Environmental Protection	\$ 60,616.66	\$ 29,168.00	\$ -	\$ 89,784.66
Department of Transportation	\$ 2,156,546.84	\$ 288,524.81	\$ 25,000.00	\$ 2,470,071.65
Department of Community Affairs	\$ -	\$ 3,042.00	\$ -	\$ 3,042.00
Florida International University	\$ 725.00	\$ -	\$ -	\$ 725.00
University of Florida	\$ 305,872.47	\$ -	\$ 2,133.00	\$ 308,005.47
Total	\$ 2,523,760.97	\$ 10,360,738.25	\$ 27,133.00	\$ 12,911,632.22

Architects/Engineers-Certified Minority/Women Business Spending Table IV

Agency	African	Hispanic	Asian	Native American	Non-Min Women	Total
Department of Agriculture and Consumer Services	\$ -	\$ -	\$ -	\$ -	\$ 47,590.00	\$ 47,590.00
Department of Children and Families	\$ -	\$ 12,772.18	\$ -	\$ -	\$ 68,827.60	\$ 81,599.78
Department of Corrections	\$ -	\$ -	\$ -	\$ -	\$ 104,478.12	\$ 104,478.12
Department of Education	\$ 7,512.00	\$ -	\$ -	\$ -	\$ 13,300.00	\$ 20,812.00
Department of Environmental Protection	\$ 89,277.57	\$ 102,821.31	\$ 151,993.72	\$ -	\$ 388,385.79	\$ 732,478.39
Department of Health	\$ 31,363.87	\$ 352,719.02	\$ 48,127.65	\$ -	\$ 39,271.30	\$ 471,481.84
Department of Juvenile Justice	\$ -	\$ -	\$ -	\$ -	\$ 64,182.54	\$ 64,182.54
Department of Management Services	\$ 4,460.00	\$ 12,687.50	\$ -	\$ -	\$ -	\$ 17,147.50
Department of Military Affairs	\$ -	\$ -	\$ -	\$ -	\$ 47,245.57	\$ 47,245.57
Department of Transportation	\$ 1,855,668.25	\$ 7,711,577.21	\$ 4,956,161.40	\$ 503,665.38	\$ 12,439,291.59	\$ 47,466,363.83
Fish and Wildlife Conservation Commission	\$ -	\$ -	\$ 1,203.17	\$ -	\$ 22,250.49	\$ 23,453.66
Florida A&M University	\$ 389,072.86	\$ -	\$ -	\$ -	\$ -	\$ 389,072.86
Florida Atlantic University	\$ -	\$ 331,765.00	\$ -	\$ -	\$ 44,225.00	\$ 375,990.00
Florida Department of Law Enforcement	\$ -	\$ -	\$ -	\$ -	\$ 3,400.00	\$ 3,400.00
Florida Gulf Coast University	\$ -	\$ -	\$ -	\$ -	\$ 94,864.00	\$ 94,864.00
Florida International University	\$ -	\$ 1,181,468.77	\$ -	\$ -	\$ 14,495.50	\$ 1,195,964.27
Florida School for the Deaf and Blind	\$ -	\$ -	\$ -	\$ -	\$ 158,993.88	\$ 158,993.88
Florida State University	\$ 2,344.00	\$ 20,545.00	\$ 7,140.00	\$ -	\$ 678,313.85	\$ 708,342.85
University of Central Florida	\$ -	\$ 123,496.00	\$ -	\$ -	\$ 3,600.00	\$ 127,096.00
University of Florida	\$ 158,244.30	\$ 1,810.00	\$ 477,786.04	\$ -	\$ 42,596.04	\$ 680,436.38
University of North Florida	\$ -	\$ -	\$ 16,860.64	\$ -	\$ 74,924.15	\$ 91,784.79
University of South Florida	\$ 61,202.50	\$ 1,401,259.90	\$ -	\$ -	\$ 99,734.57	\$ 1,562,196.97
University of West Florida	\$ -	\$ -	\$ 1,441.00	\$ -	\$ -	\$ 1,441.00
Total	\$2,599,145.35	\$ 31,252,921.89	\$ 5,660,713.62	\$ 503,665.38	\$ 14,449,969.99	\$ 54,466,416.23

Architects/Engineers-Non-Certified Minority/Women Business Spending Table V

Agency	African	Hispanic	Asian	Native American	Non-Minority Women	Total
Department of Agriculture and Consumer Services					\$ 1,000.00	\$ 1,000.00
Department of Children and Families	\$ -	\$ -	\$ 6,670.00	\$ -	\$ 1,952.78	\$ 8,622.78
Department of Environmental Protection	\$ -	\$ -	\$ 266,244.00	\$ -	\$ 27,180.00	\$ 293,424.00
Department of Transportation	\$ 14,211.19	\$ 14,239,727.51	\$ 76,980.92	\$ -	\$ 1,511,398.96	\$ 15,842,318.58
Florida International University	\$ -	\$ 1,500.00	\$ -	\$ -	\$ 1,500.00	\$ 3,000.00
University of West Florida	\$ -	\$ -	\$ 4,380.52	\$ -	\$ -	\$ 4,380.52
Total	\$14,211.19	\$1 4,241,227.51	\$ 354,275.44	\$ -	\$ 1,543,031.74	\$ 16,152,745.88

Architects/Engineers-Non-Profit Minority/Women Business Spending Table VI

Commodities Certified Minority/Women Business Spending

Agency	BOR DIRS	EMPLOYEES	COMM SVD	TOTAL
Department of Environmental Protection	\$ 9,000.00	\$ 7,702.79	\$ -	\$ 16,702.79
Department of Transportation	\$ -	\$ 389,016.23	\$ -	\$ 389,016.23
Total	\$ 9,000.00	\$ 396,719.02	\$ -	\$ 405,719.02

Commodities Certified Minority/Women Business Spending Table VII

Agency	African	Hispanic	Asian	Native Amer	Non-Min Women	Total
Agency for Health Care Administration	\$ 670,841.42	\$ 219,771.16	\$ 6,179.10	\$ 1,842.97	\$ 740,547.32	\$ 1,639,181.97
Agency for Workforce Innovation	\$ 149,159.29	\$ 59,035.90	\$ -	\$ 265.36	\$ 823,390.69	\$ 1,031,851.24
Department of Agriculture and Consumer Services	\$ 647,632.76	\$ 138,196.87	\$ 17,039.00	\$ 8,739.51	\$ 2,200,175.02	\$ 3,011,783.16
Department of Business and Professional Regulation	\$ 2,713,448.72	\$ 24,179.76	\$ 4,029.50	\$ 722.50	\$ 916,705.64	\$ 3,659,086.12
Department of Children and Families	\$ 869,772.71	\$ 2,505,804.25	\$ 452,506.45	\$ 79,963.68	\$ 7,918,407.10	\$ 11,826,454.19
Department of Citrus	\$ 38.40	\$ 82,289.42	\$ -	\$ -	\$ 13,649.85	\$ 95,977.67
Department of Community Affairs	\$ 182,849.57	\$ 60,430.13	\$ 21,228.29	\$ 231.50	\$ 542,660.19	\$ 807,399.68
Department of Corrections	\$ 1,397,489.84	\$ 742,181.31	\$ 1,806,324.30	\$ 106,855.66	\$ 19,987,660.00	\$ 24,040,511.11
Department of Education	\$ 1,073,778.74	\$ 102,913.17	\$ 47,031.94	\$ 2,701.53	\$ 2,118,078.19	\$ 3,344,503.57
Department of Elder Affairs	\$ 30,656.23	\$ 159,631.27	\$ 1,536.74	\$ 103.50	\$ 305,331.36	\$ 497,259.10
Department of Environmental Protection	\$ 16,025,245.67	\$ 1,250,077.86	\$ 221,231.75	\$ 11,450.61	\$ 2,240,256.41	\$ 19,748,262.30
Department of Financial Services	\$ 1,208,090.96	\$ 451,010.11	\$ 1,892.00	\$ 1,200.33	\$ 2,255,779.91	\$ 3,917,973.31
Department of Health	\$ 3,567,863.00	\$ 2,675,344.96	\$ 114,613.37	\$ 11,507.97	\$ 11,785,276.50	\$ 18,154,605.80
Department of Highway Safety and Motor Vehicles	\$ 5,721,200.75	\$ 814,832.99	\$ 340,617.72	\$ 10,531.36	\$ 4,201,001.10	\$ 11,088,183.92
Department of Juvenile Justice	\$ 2,325,482.13	\$ 1,223,076.42	\$ 6,828,078.61	\$ 31,168.87	\$ 4,935,050.60	\$ 15,342,856.63
Department of Legal Affairs	\$ 8,696.50	\$ 127,842.35	\$ 8,634.64	\$ -	\$ 504,388.26	\$ 649,561.75
Department of Lottery	\$ 278,521.73	\$ 294,309.89	\$ 554.80	\$ -	\$ 992,528.73	\$ 1,565,915.15
Department of Management Services	\$ 84,510.80	\$ 103,673.24	\$ 263.45	\$ 12,498.55	\$ 775,439.43	\$ 976,385.47
Department of Military Affairs	\$ 21,370.77	\$ 1,604.17	\$ 504.00	\$ 2,791.02	\$ 425,552.97	\$ 451,822.93
Department of Revenue	\$ 981,637.91	\$ 245,557.71	\$ 20,470.41	\$ 11,017.09	\$ 3,467,622.57	\$ 4,726,305.69
Department of State	\$ 205,712.29	\$ 28,025.60	\$ -	\$ 997.55	\$ 1,974,316.45	\$ 2,209,051.89
Department of Transportation	\$ 2,593,387.38	\$ 1,092,336.04	\$ 12,069.91	\$ 24,553.47	\$ 7,915,361.08	\$ 11,637,707.88
Department of Veterans Affairs	\$ 8,179.36	\$ 50,247.13	\$ 223,392.45	\$ 45.00	\$ 64,492.13	\$ 346,356.07
Division of Administrative Hearings	\$ -	\$ -	\$ -	\$ -	\$ 110,645.20	\$ 110,645.20
Executive Office of the Governor	\$ 983,925.45	\$ 1,135,682.31	\$ 83,661.93	\$ 17.85	\$ 708,716.37	\$ 2,912,003.91
Fish and Wildlife Conservation Commission	\$ 1,859,373.61	\$ 599,928.55	\$ 7,405.98	\$ 10,377.62	\$ 2,263,979.49	\$ 4,741,065.25
Florida A&M University	\$ 213,564.86	\$ 197,040.28	\$ 2,106.00	\$ 76.00	\$ 1,196,817.07	\$ 1,609,604.21
Florida Atlantic University	\$ 50,148.00	\$ 106,729.84	\$ 3,340.62	\$ -	\$ 1,515,429.85	\$ 1,675,648.31
Florida Department of Law Enforcement	\$ 224,085.62	\$ 361,914.70	\$ 8,204.82	\$ 3,099.31	\$ 1,445,503.97	\$ 2,042,808.42
Florida Gulf Coast University	\$ 217.00	\$ 17,009.14	\$ 1,219.00	\$ -	\$ 237,883.85	\$ 256,328.99
Florida International University	\$ 275,688.66	\$ 1,158,314.01	\$ 78,507.00	\$ 47,680.46	\$ 479,413.12	\$ 2,039,603.25
Florida New College	\$ 7,820.00	\$ 27,118.10	\$ -	\$ -	\$ 155,876.71	\$ 190,814.81
Florida Parole Commission	\$ 236.00	\$ 115.20	\$ -	\$ 34.02	\$ 65,294.03	\$ 65,679.25
Florida School for the Deaf and Blind	\$ 195.00	\$ 949.66	\$ -	\$ -	\$ 97,127.04	\$ 98,271.70
Florida State University	\$ 178,715.73	\$ 377,637.89	\$ 13,712.99	\$ 22,014.33	\$ 3,448,926.62	\$ 4,041,007.56
Justice Administrative Commission	\$ 88,869.84	\$ 49,994.20	\$ 775.00	\$ 58,895.51	\$ 739,198.20	\$ 937,732.75
Legislature	\$ 7,748.16	\$ 12,913.54	\$ 10,885.00	\$ 1,444.57	\$ 3,003,213.19	\$ 3,036,204.46
Public Service Commission	\$ 158,794.49	\$ 924.77	\$ 1,484.46	\$ 99.40	\$ 121,114.32	\$ 282,417.44
State Court System	\$ 761.68	\$ 18,444.29	\$ 4,134.47	\$ -	\$ 535,069.99	\$ 558,410.43
University of Central Florida	\$ 196,952.00	\$ 727,894.00	\$ 227,650.00	\$ -	\$ 3,188,130.00	\$ 4,340,626.00
University of Florida	\$ 2,146,096.35	\$ 192,227.96	\$ 18,162.64	\$ 1,809.73	\$ 3,561,805.35	\$ 5,920,102.03
University of North Florida	\$ 5,432.06	\$ 11,165.54	\$ 104.40	\$ 39,647.02	\$ 1,114,502.70	\$ 1,170,851.72
University of South Florida	\$ 17,202.91	\$ 844,200.99	\$ 67,419.81	\$ -	\$ 907,305.88	\$ 1,836,129.59
University of West Florida	\$ 27,606.40	\$ 114,161.77	\$ -	\$ 5,200.00	\$ 228,297.79	\$ 375,265.96
Total	\$ 47,209,000.75	\$ 18,406,738.45	\$ 10,656,972.55	\$ 509,583.85	\$ 102,227,922.24	\$ 179,010,217.84

Commodities Non-Certified Minority/Women Business Spending Table VIII

Agency	African	Hispanic	Asian	Native American	Non-Min Women	Total
Agency for Health Care Administration	(\$56,606.40)	\$ 11,566.76	\$ 303,602.24	\$ 53,149.04	\$ 251,017.56	\$ 562,729.20
Agency for Workforce Innovation	\$ 10,578.87	\$ 27,896.66	\$ 431,248.24	\$ 1,729.95	\$ 29,552.16	\$ 501,005.88
Department of Agriculture and Consumer Services	\$ 25,907.97	\$ 128,698.08	\$ 108,405.68	\$ 58,956.60	\$ 361,232.02	\$ 683,200.35
Department of Business and Professional Regulation	\$ 25,588.38	\$ 39,630.80	\$ 360,972.45	\$ 4,185.33	\$ 5,178.53	\$ 455,555.49
Department of Children and Families	\$15,974,371.78	\$4,267,579.31	\$ 1,074,997.42	\$ 654,742.08	\$ 6,414,579.05	\$38,386,269.64
Department of Citrus	\$ 3,239.11	\$ 2,052.48	\$ 17,606.38		\$ 3,816.62	\$ 36,714.59
Department of Community Affairs	\$ -	\$ 116,217.00	\$ 165,587.68	\$ 9,000.00	\$ 2,993,044.91	\$ 3,283,849.59
Department of Corrections	\$ 125,122.53	\$ 324,381.66	\$ 1,906,629.46	\$ 74,854.59	\$ 970,682.63	\$ 3,401,670.87
Department of Education	\$ 1,124,143.50	\$ 96,304.34	\$ 165,171.00	\$ 7,235.97	\$ 207,096.97	\$ 1,599,951.78
Department of Elder Affairs	\$ 40,211.88	\$ 261,779.25	\$ 1,941.06	\$ 4,187.76	\$ 226,664.12	\$ 534,784.07
Department of Environmental Protection	\$ 58,483.89	\$ 171,854.11	\$ 369,335.67	\$ 15,485.08	\$ 762,750.83	\$ 1,377,909.58
Department of Financial Services	\$ 49,265.59	\$ 66,778.27	\$ 1,328,659.90	\$ 21,441.15	\$ 83,062.78	\$ 1,549,207.69
Department of Health	\$ 717,608.84	\$ 779,670.10	\$ 4,971,356.32	\$ 135,702.85	\$ 5,135,112.07	\$ 11,739,450.18
Department of Highway Safety and Motor Vehicles	\$ 12,943.81	\$ 72,323.63	\$ 1,494,642.90	\$ 49,147.98	\$ 485,913.98	\$ 2,114,972.30
Department of Juvenile Justice	\$ 300,691.09	\$2,043,143.67	\$ 140,313.66	\$ 12,682.66	\$ 955,566.25	\$ 3,452,397.33
Department of Legal Affairs	\$ 36,907.00	\$ 14,423.18	\$ 16,887.00	\$ 1,172.00	\$ 294,793.76	\$ 364,182.94
Department of Lottery	\$ 24,508.47	\$ 3,903.95	\$ 126,696.37	\$ 5,102.50	\$ 42,034.57	\$ 202,245.86
Department of Management Services	\$ 6,720.69	\$ 8,702.03	\$ 77,306.25	\$ 9,569.13	\$ 365,590.28	\$ 467,888.38
Department of Military Affairs	\$ 4,443.66	\$ 679.00	\$ 46,741.52	\$ 2,467.60	\$ 95,128.87	\$ 149,460.65
Department of Revenue	\$ 333,929.47	\$ 284,649.71	\$ 1,080,285.47	\$ -	\$ 129,510.11	\$ 1,828,374.76
Department of State	\$ 2,466.78	\$ 34,501.54	\$ 79,397.87	\$ 2,010.00	\$ 60,596.17	\$ 178,972.36
Department of Transportation	\$ 193,900.05	\$ 373,056.17	\$ 884,200.21	\$ 68,902.89	\$ 418,516.42	\$ 1,938,575.74
Department of Veterans Affairs	\$ 2,045.52	\$ 11,831.01	\$ 71,400.40	\$ 473.70	\$ 19,915.80	\$ 105,666.43
Division of Administrative Hearings	\$ -	\$ -	\$ 22,100.19	\$ -	\$ 2,251.77	\$ 24,351.96
Executive Office of the Governor	\$ 398,323.88	\$ 3,092.24	\$ 61,128.29	\$ -	\$ 28,394.84	\$ 490,939.25
Fish and Wildlife Conservation Commission	\$ 37,947.13	\$ 165,267.98	\$ 449,594.17	\$ 17,718.58	\$ 407,195.01	\$ 1,077,722.87
Florida Department of Law Enforcement	\$ 7,473.96	\$ 97,511.94	\$ 205,785.98	\$ 5,513.22	\$ 125,200.94	\$ 441,486.04
Florida International University	\$ 52,727.94	\$ 42,668.05	\$ 2,100.84	\$ 3,533.65	\$ 7,186.00	\$ 108,216.48
Florida New College	\$ 25.00	\$ 334.51	\$ 10,345.64	\$ -	\$ 5,741.25	\$ 16,446.40
Florida Parole Commission	\$ 116.00	\$ 1,260.22	\$ 4,597.54	\$ -	(\$4,762.90)	\$ 1,210.86
Florida School for the Deaf and Blind	\$ -	\$ 574.73	\$ 8,391.64	\$ 1,395.20	\$ 34,841.41	\$ 45,202.98
Florida State University	\$ 342,578.08	\$ 26,553.43	\$ 12,687.21	\$ 26,107.87	\$ 265,529.72	\$ 673,456.31
Legislature	\$ 27,548.57	\$ 9,967.00	(\$7,174.47)	\$ -	\$ 2,770.80	\$ 33,111.90
Public Service Commission	\$ -	\$ 832.02	\$ 354,993.18	\$ 2,000.00	\$ 8,357.62	\$ 366,182.82
State Court System	\$ -	\$ -	\$ -	\$ -	\$ 525.00	\$ 525.00
University of Florida	\$ 74,337.45	\$ 98,304.10	\$ 306,221.35	\$ 18,311.36	\$ 751,561.38	\$ 1,248,735.64
University of North Florida	\$ 1,600.85	\$ -	\$ -	\$ -	\$ 8,877.58	\$ 10,478.43
University of West Florida	\$ 3,344.54	\$ -	\$ 1,933.44	\$ 695.00	\$ 17,050.04	\$ 23,023.02
Total	\$19,962,495.88	\$9,587,988.93	\$16,656,090.15	\$1,267,473.74	\$32,002,076.92	\$79,476,125.62

Commodities Non-Profit Minority/Women Business Spending Table IX

AGENCY	BOR DIRS	EMPLOYEES	COMM SVD	TOTAL
Agency for Health Care Administration	\$ 90.95	\$ 7,148.50	\$ -	\$ 7,239.45
Agency for Workforce Innovation	\$ 270,000.00	\$ -	\$ 143,822.60	\$ 413,822.60
Department of Agriculture and Consumer Services	\$ 338.15	\$ 204,492.00	\$ 85,199.29	\$ 290,029.44
Department of Business and Professional Regulation	\$ 220.59	\$ 14,580.72	\$ -	\$ 14,801.31
Department of Children and Families	\$ 707,172.60	\$ 56,342.32	\$ 7,174,729.18	\$ 7,938,244.10
Department of Community Affairs	\$ 1,750,190.68	\$ 300.00	\$ 840,561.35	\$ 2,591,052.03
Department of Corrections	\$ 521.90	\$ 7,160.36	\$ 66,164.98	\$ 73,847.24
Department of Education	\$ 387,872.09	\$ 340,882.92	\$ 2,344,760.49	\$ 3,073,515.50
Department of Elder Affairs	\$ 148,459.73	\$ 2,783,522.49	\$ 110,491,490.53	\$ 113,423,472.75
Department of Environmental Protection	\$ 372.66	\$ 738.48	\$ 10,218.83	\$ 11,329.97
Department of Financial Services	\$ -	\$ -	\$ 136,825.68	\$ 136,825.68
Department of Health	\$ 4,532,320.49	\$ 1,095,980.68	\$ 7,650,110.19	\$ 13,278,411.36
Department of Highway Safety and Motor Vehicles	\$ 934.60	\$ 22,148.60	\$ 2,231.00	\$ 25,314.20
Department of Juvenile Justice	\$ 7,682,563.15	\$ 22,177,141.02	\$ 937,660.28	\$ 30,797,364.45
Department of Legal Affairs	\$ 663,029.29	\$ 266,724.27	\$ 1,481,504.77	\$ 2,411,258.33
Department of Lottery	\$ -	\$ -	\$ 500.00	\$ 500.00
Department of Management Services	\$ 567.34	\$ -	\$ -	\$ 567.34
Department of Military Affairs	\$ -	\$ 430.28	\$ -	\$ 430.28
Department of Revenue	\$ -	\$ -	\$ 2,859.00	\$ 2,859.00
Department of State	\$ 98,215.61	\$ 89,882.98	\$ 148,336.69	\$ 336,435.28
Department of Transportation	\$ -	\$ 77,372.65	\$ 288.00	\$ 77,660.65
Executive Office of the Governor	\$ 1,140,088.00	\$ 400,000.00	\$ 817,314.11	\$ 2,357,402.11
Fish and Wildlife Conservation Commission	\$ -	\$ 26,930.80	\$ 475.83	\$ 27,406.63
Florida Department of Law Enforcement	\$ 42,341.03	\$ 78,774.70	\$ 369,771.27	\$ 490,887.00
Florida International University	\$ 3,653.75	\$ -	\$ -	\$ 3,653.75
Florida School for the Deaf and Blind	\$ -	\$ 4,779.09	\$ -	\$ 4,779.09
Florida State University	\$ 113.80	\$ 1,143.25	\$ 137,055.13	\$ 138,312.18
Justice Administrative Commission	\$ 530.28	\$ -	\$ 31,734.15	\$ 32,264.43
University of Florida	\$ 2,588.53	\$ -	\$ 410,415.80	\$ 413,004.33
University of North Florida	\$ -	\$ -	\$ 362.50	\$ 362.50
University of West Florida	\$ -	\$ -	\$ 236.94	\$ 236.94
TOTAL	\$17,432,185.22	\$27,656,476.11	\$133,284,628.59	\$178,373,289.92

Commodities Non-Profit Minority/Women Business Spending Table IX

AGENCY	AFRICAN	HISPANIC	ASIAN	NATIVE AMERICAN	NON-MIN WOMEN	TOTAL
Agency for Health Care Administration	\$ 6,654,470.71	\$ 6,487,136.93	\$ 912,126.92	\$ 56.00	\$ 12,743,965.38	\$ 26,797,755.94
Agency for Workforce Innovation	\$ 313,609.12	\$ 59,423.73	\$ 4,320,146.61	\$ 171,839.86	\$ 602,774.38	\$ 5,467,793.70
Department of Agriculture and Consumer Services	\$ 451,241.96	\$ 649,744.31	\$ 472.00	\$ 210,005.00	\$ 769,429.66	\$ 2,080,892.93
Department of Business and Professional Regulation	\$ 34,492.91	\$ 11,747.73	\$ 3,921.00	\$ 7,114.67	\$ 233,133.52	\$ 290,409.83
Department of Children and Families	\$ 7,137,725.78	\$ 955,510.93	\$ 68,604.97	\$ 4,312.22	\$ 2,215,302.91	\$ 10,381,456.81
Department of Citrus	\$ 8,601.97	\$ 112,460.24	\$ 951.80		\$ 243,410.15	\$ 365,424.16
Department of Community Affairs	\$ 223,717.90	\$ 295,906.00	\$ -	\$ 160.00	\$ 90,236.70	\$ 610,020.60
Department of Corrections	\$ 655,647.47	\$ 94,652.21	\$ 18,782.80	\$ 768,473.74	\$ 3,731,610.07	\$ 5,269,166.29
Department of Education	\$ 451,754.11	\$ 1,484,676.27	\$ 117,746.18	\$ 97,934.37	\$ 1,414,462.28	\$ 3,566,573.21
Department of Elder Affairs	\$ 49,855.92	\$ 36,710.30	\$ 351.40	\$ 5,070.86	\$ 539,826.26	\$ 631,814.74
Department of Environmental Protection	\$ 798,850.50	\$ 487,146.82	\$ 1,227,405.00	\$ 635,828.56	\$ 4,517,033.49	\$ 7,666,264.37
Department of Financial Services	\$ 64,065.56	\$ 1,276,280.00	\$ 1,571.60	\$ 320,985.02	\$ 1,064,603.69	\$ 2,727,505.87
Department of Health	\$ 3,637,012.18	\$ 1,848,372.79	\$ 47,294.26	\$ 175,650.37	\$ 10,733,970.61	\$ 16,442,300.21
Department of Highway Safety and Motor Vehicles	\$ 325,387.67	\$ 42,562.14	\$ 1,222.50	\$ 28,286.50	\$ 1,302,923.10	\$ 1,700,381.91
Department of Juvenile Justice	\$ 3,711,899.87	\$ 819,262.94	\$ 6,548,740.74	\$ 123,052.59	\$ 6,060,325.24	\$ 17,263,281.38
Department of Legal Affairs	\$ 81,503.98	\$ 1,445.00	\$ 3,074.64	\$ 310.26	\$ 292,594.76	\$ 378,928.64
Department of Lottery	\$ 1,038,257.91	\$ 8,528,205.91	\$ 3,855.70	\$ 432,575.51	\$ 5,343,182.23	\$ 15,346,077.26
Department of Management Services	\$ 6,645,228.83	\$ 2,202,168.27	\$ 1,053,843.25	\$ 567,239.14	\$ 15,530,189.94	\$ 25,998,669.43
Department of Military Affairs	\$ -	\$ 49,440.28	\$ -	\$ -	\$ 1,550,354.19	\$ 1,599,794.47
Department of Revenue	\$ 293,451.63	\$ 596,243.13	\$ 5,486.00	\$ 28,742.21	\$ 383,408.39	\$ 1,307,331.36
Department of State	\$ 64,224.42	\$ 1,155.25	\$ 75,071.50	\$ 2,490.82	\$ 194,038.01	\$ 336,980.00
Department of Transportation	\$ 16,213,195.87	\$ 981,171.09	\$ 32,999.25	\$ 499,190.71	\$ 3,021,004.10	\$ 20,747,561.02
Department of Veterans Affairs	\$ 12,418.00	\$ 279.00	\$ 1,550.43	\$ 749.75	\$ 47,132.58	\$ 62,129.76
Division of Administrative Hearings	\$ 23,047.65	\$ 543.00	\$ -	\$ -	\$ 15,809.59	\$ 39,400.24
Division of Universities	\$ 4,533.00	\$ -	\$ -	\$ -	\$ -	\$ 4,533.00
Executive Office of the Governor	\$ 982,501.98	\$ 12,970.92	\$ 5,014.00	\$ -	\$ 251,674.22	\$ 1,252,161.12
Fish and Wildlife Conservation Commission	\$ 180,756.08	\$ 519,789.41	\$ 20,400.00	\$ 7,243.53	\$ 5,464,879.06	\$ 6,193,068.08
Florida A&M University	\$ 2,345,673.71	\$ 2,762.62	\$ 24,887.20	\$ -	\$ 330,997.16	\$ 2,704,320.69
Florida Atlantic University	\$ 48,405.33	\$ 852,148.22	\$ 15,000.00	\$ -	\$ 164,677.05	\$ 1,080,230.60
Florida Department of Law Enforcement	\$ 243,232.48	\$ 165,687.93	\$ 6.50	\$ 1,650,857.33	\$ 603,013.36	\$ 2,662,797.60
Florida Gulf Coast University	\$ 3,889.21	\$ -	\$ -	\$ -	\$ 3,774.13	\$ 7,663.34
Florida International University	\$ 7,351.41	\$ 1,770,213.65	\$ 42,200.00	\$ 43.17	\$ 268,699.74	\$ 2,088,507.97
Florida New College	\$ -	\$ 7,758.19	\$ -	\$ 52.00	\$ -	\$ 7,810.19
Florida Parole Commission	\$ 12,262.26	\$ -	\$ -	\$ -	\$ 9,439.50	\$ 21,701.76
Florida School for the Deaf and Blind	\$ -	\$ 12,640.56	\$ -	\$ -	\$ 50,970.60	\$ 63,611.16
Florida State University	\$ 626,717.61	\$ 41,641.51	\$ 27,793.00	\$ 9,919.20	\$ 1,061,998.34	\$ 1,768,069.66
Justice Administrative Commission	\$ 17,533.17	\$ 19,743.73	\$ -	\$ 718.26	\$ 197,092.41	\$ 235,087.57
Legislature	\$ 18,988.23	\$ 7,358.00	\$ 2,147.00	\$ 844.91	\$ 487,223.18	\$ 516,561.32
Public Service Commission	\$ 80,185.01	\$ -	\$ 1,860.00	\$ 7,453.26	\$ 27,325.01	\$ 116,823.28
State Board of Administration	\$ 1,496.00	\$ -	\$ -	\$ -	\$ -	\$ 1,496.00
State Court System	\$ 10,973.38	\$ -	\$ 1,800.00	\$ 70.00	\$ 153,195.36	\$ 166,038.74
University of Central Florida	\$ -	\$ 78,054.00	\$ 41,880.00	\$ -	\$ 1,688,240.18	\$ 1,808,174.18
University of Florida	\$ 130,401.47	\$ 20,318.99	\$ 63,845.00	\$ -	\$ 5,760,793.99	\$ 5,975,359.45
University of North Florida	\$ 96,993.07	\$ 50,636.41	\$ 11,215.30	\$ -	\$ 108,145.31	\$ 266,990.09
University of South Florida	\$ 274,000.30	\$ 222,451.52	\$ 118,608.94	\$ -	\$ 439,102.75	\$ 1,054,163.51
University of West Florida	\$ 94,264.74	\$ 21,692.69	\$ 41,636.85	\$ 5,020.56	\$ 79,220.83	\$ 241,835.67
Total	\$ 54,069,820.36	\$ 30,828,112.62	\$ 14,863,512.34	\$ 5,762,290.38	\$ 89,791,183.41	\$ 195,314,919.11

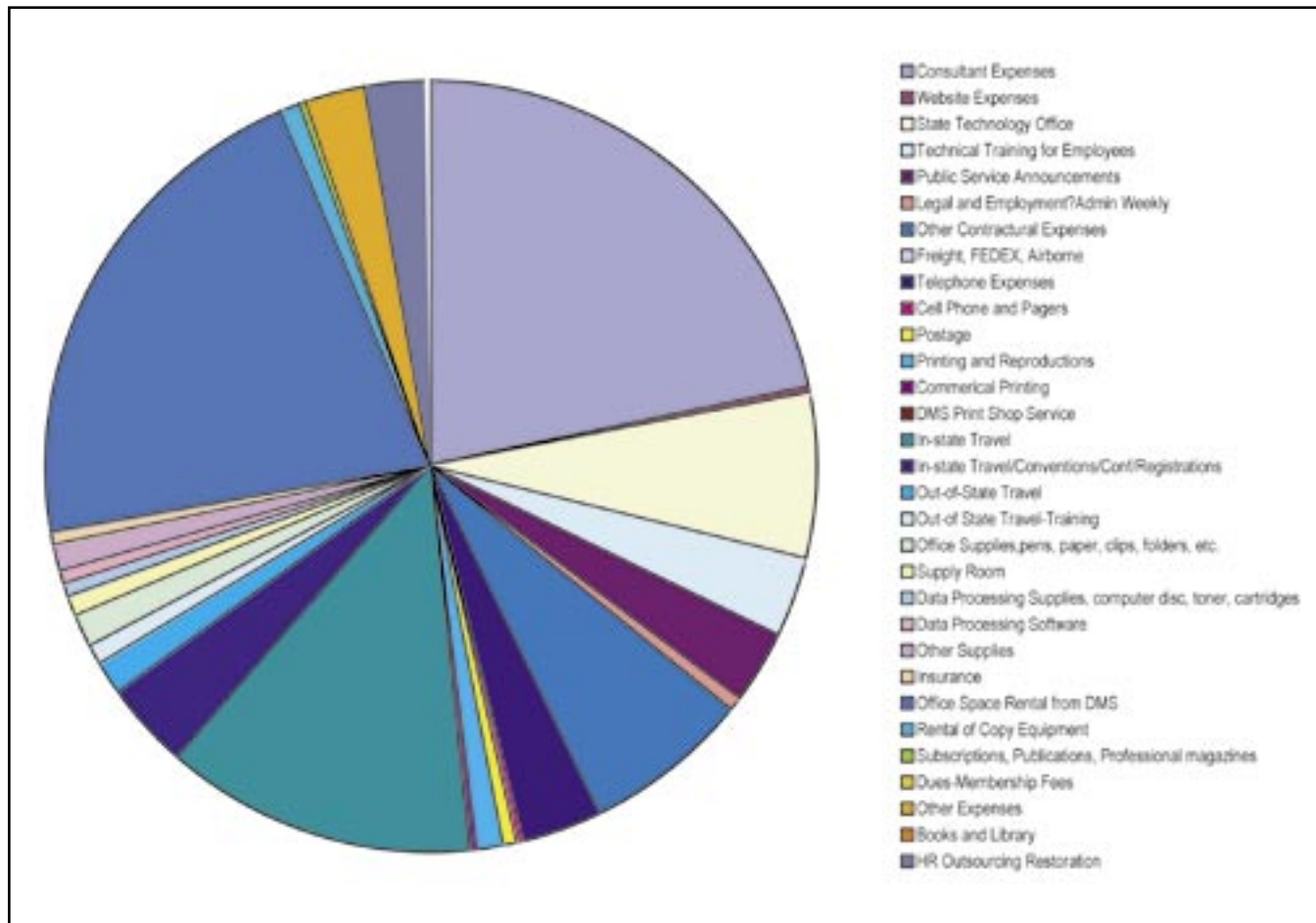
Commodities Non-Profit Minority/Women Business Spending Table IX

AGENCY	AFRICAN	HISPANIC	ASIAN	NATIVE AMER	NON-MIN WOMEN	TOTAL
Agency for Health Care Administration	\$ 230,427,022.97	\$ 134,021,009.06	\$ 37,396,218.68	\$ 904,203.31	\$ 261,013,736.45	\$ 663,762,190.47
Agency for Workforce Innovation	\$ 78,944.76	\$ 1,212.80	\$ 518,741.06	\$ 3,400.98	\$ 92,878.07	\$ 695,177.67
Department of Agriculture and Consumer Services	\$ 23,806.87	\$ 12,269.88	\$ 4,980.01	\$ 160,333.69	\$ 43,621.44	\$ 245,011.89
Department of Business and Professional Regulation	\$ 3,761.40	\$ 51,597.23	\$ 6.00	\$ -	\$ 109,827.16	\$ 165,191.79
Department of Children and Families	\$ 8,926,369.81	\$ 2,935,819.04	\$ 316,104.95	\$ 177,990.69	\$ 10,279,480.58	\$ 22,635,765.07
Department of Citrus	\$ 4,987.33	\$ 457.95	\$ -	\$ 65,392.71	\$ 83,647.40	\$ 154,485.39
Department of Community Affairs	\$ -	\$ 3,707.88	\$ 32.00	\$ -	\$ 142,161.87	\$ 145,901.75
Department of Corrections	\$ 265,134.08	\$ 1,670,969.82	\$ 221,475.11	\$ 13,032.15	\$ 377,201.53	\$ 2,547,812.69
Department of Education	\$ 342,504.59	\$ 1,885,026.99	\$ 308,037.51	\$ 23,805.61	\$ 1,991,560.51	\$ 4,550,935.21
Department of Elder Affairs	\$ 3,090.20	\$ 24,659.33	\$ 2,581.75	\$ 6,497.51	\$ 71,487.65	\$ 108,316.44
Department of Environmental Protection	\$ 93,136.89	\$ 465,891.33	\$ 9,760.74	\$ 11,302.70	\$ 779,748.28	\$ 1,359,839.94
Department of Financial Services	\$ 33,878.84	\$ 3,812.48	\$ 20,858.11	\$ 1,391.00	\$ 137,067.28	\$ 197,007.71
Department of Health	\$ 2,235,087.59	\$ 1,975,209.62	\$ 526,361.84	\$ 81,107.04	\$ 4,494,082.98	\$ 9,311,849.07
Department of Highway Safety and Motor Vehicles	\$ 735,034.00	\$ 23,056.08	\$ 299,738.44	\$ 92.50	\$ 277,143.68	\$ 1,335,064.70
Department of Juvenile Justice	\$ 134,239.04	\$ 36,793.46	\$ 20,634.48	\$ 5,979.21	\$ 357,909.64	\$ 555,555.83
Department of Legal Affairs	\$ 8,701.33	\$ 4,772.45	\$ 135,904.44	\$ 5,963.00	\$ 118,964.38	\$ 274,305.60
Department of Lottery	\$ 274,410.30	\$ 277,278.15	\$ 3,422.44	\$ -	\$ 210,027.33	\$ 765,138.22
Department of Management Services	\$ 164,299.04	(\$146,536.01)	(\$465,704.29)	\$ 44,548.00	\$ 668,764.90	\$ 265,371.64
Department of Military Affairs	\$ 7,243.88	\$ 8,392.71	\$ 521.00	\$ -	\$ 18,159.98	\$ 34,317.57
Department of Revenue	\$ 129,628.80	\$ 340.00	\$ 278,483.90	\$ 594.00	\$ 238,484.12	\$ 647,530.82
Department of State	\$ 5,096.91	\$ 5,693.13	\$ 3,170.53	\$ -	\$ 93,522.76	\$ 107,483.33
Department of Transportation	(\$333,527.25)	\$ 288,168.51	\$ 36,032.09	\$ 20,979.94	\$ 330,979.09	\$ 342,632.38
Department of Veterans Affairs	\$ 144,449.13	\$ 1,200.00	\$ 1,550.00	\$ -	\$ 25,369.16	\$ 172,568.29
Division of Administrative Hearings	\$ -	\$ -	\$ 25.00	\$ -	\$ 683.94	\$ 708.94
Executive Office of the Governor	\$ 43,409.46	\$ -	\$ 672.99	\$ 104.85	\$ 4,420.50	\$ 48,607.80
Fish and Wildlife Conservation Commission	\$ 18,262.76	\$ 5,768.06	\$ 1,887.70	\$ 18,857.05	\$ 266,790.06	\$ 311,565.63
Florida Atlantic University	\$ -	\$ 482,557.52	\$ -	\$ -	\$ -	\$ 482,557.52
Florida Department of Law Enforcement	\$ 3,585.89	\$ 13,645.97	\$ 39,181.58	\$ 503.50	\$ 96,346.54	\$ 153,263.48
Florida International University	\$ 5,625.00	\$ 174,206.15	\$ 8,752.50	\$ -	\$ 219,593.52	\$ 408,177.17
Florida New College	\$ -	\$ 2,850.00	\$ -	\$ -	\$ -	\$ 2,850.00
Florida Parole Commission	\$ 3,368.00	\$ 300.00	\$ -	\$ -	\$ 21,831.33	\$ 25,499.33
Florida School for the Deaf and Blind	\$ -	\$ -	\$ -	\$ -	\$ 994.00	\$ 994.00
Florida State University	\$ 159,173.22	\$ 17,850.42	\$ 16,257.81	\$ 1,801.18	\$ 779,929.86	\$ 975,012.49
Legislature	\$ 120,241.55	\$ 1,164.83	\$ 753,757.44	\$ 4,606.00	\$ 53,532.84	\$ 933,302.66
Public Service Commission	\$ -	\$ -	\$ 24,014.30	\$ -	(\$2,536.06)	\$ 21,478.24
State Court System	\$ -	\$ -	\$ -	\$ -	\$ 200.00	\$ 200.00
University of Florida	\$ 15,457.08	\$ 13,525.75	\$ 13,441.70	\$ 9,052.98	\$ 485,189.98	\$ 536,667.49
University of North Florida	\$ 1,125.00	\$ -	\$ -	\$ -	\$ 434,782.90	\$ 435,907.90
University of West Florida	\$ 2,053.82	\$ -	\$ 36,891.90	\$ 7,095.00	\$ 9,471.50	\$ 55,512.22
Total	\$ 244,079,602.29	\$144,262,670.59	\$ 40,533,793.71	\$1,568,634.60	\$284,327,057.15	\$ 714,771,758.34

Commodities Non-Profit Minority/Women Business Spending Table IX

AGENCY	BOR DIRS	EMPLOYEES	COMM SVD	TOTAL
Agency for Health Care Administration	\$ 156,329,054.76	\$ 52,347,712.97	\$ 1,000,378,267.46	\$ 1,209,055,035.19
Agency for Workforce Innovation	\$ 998,466.24	\$ 8,640.00	\$ 7,112,686.35	\$ 8,119,792.59
Department of Agriculture and Consumer Services	\$ 8,346.75	\$ 533.75	\$ 354,945.78	\$ 363,826.28
Department of Business and Professional Regulation	\$ 30.00	\$ -	\$ -	\$ 30.00
Department of Children and Families	\$ 26,738,246.28	\$ 10,594,591.85	\$ 35,332,201.81	\$ 72,665,039.94
Department of Community Affairs	\$ -	\$ 200.00	\$ 8,140.00	\$ 8,340.00
Department of Corrections	\$ 521,316.61	\$ 22,360.49	\$ 285,193.05	\$ 828,870.15
Department of Education	\$ 437,791.98	\$ 1,687,844.63	\$ 1,551,324.93	\$ 3,676,961.54
Department of Elder Affairs	\$ 5,000.00	\$ 2,710,497.25	\$ 25,417,327.34	\$ 28,132,824.59
Department of Environmental Protection	\$ 26,200.00	\$ 95.00	\$ 1,790.00	\$ 28,085.00
Department of Financial Services	\$ -	\$ -	\$ 55.00	\$ 55.00
Department of Health	\$ 2,815,003.84	\$ 7,007,500.25	\$ 13,624,115.67	\$ 23,446,619.76
Department of Highway Safety and Motor Vehicles	\$ 200.00	\$ 520.00	\$ 67,670.41	\$ 68,390.41
Department of Juvenile Justice	\$ 25,508.04	\$ 1,495.56	\$ 49,801.92	\$ 76,805.52
Department of Legal Affairs	\$ 3,000.00	\$ 496.35	(\$97,830.04)	(\$94,333.69)
Department of Lottery	\$ 7,800.00	\$ 52,850.00	\$ 18,000.00	\$ 78,650.00
Department of Management Services	\$ 3,000.00	\$ 2,414.70	\$ 2,870.00	\$ 8,284.70
Department of Military Affairs	\$ -	\$ -	\$ 14,170.00	\$ 14,170.00
Department of Revenue	\$ 706.11	\$ -	\$ 1,293.00	\$ 1,999.11
Department of State	\$ 2,050.00	\$ 245.00	\$ 2,400.00	\$ 4,695.00
Department of Transportation	\$ 2,725.00	\$ 25,429.90	\$ 3,230.00	\$ 31,384.90
Department of Veterans Affairs	\$ -	\$ 500.00	\$ -	\$ 500.00
Executive Office of the Governor	\$ 930.00	\$ -	\$ 1,692.47	\$ 2,622.47
Florida Department of Law Enforcement	\$ 1,200.00	\$ 495.20	\$ 1,152.54	\$ 2,847.74
Florida International University	\$ 22.90	\$ -	\$ -	\$ 22.90
Florida School for the Deaf and Blind	\$ -	\$ 499.00	\$ -	\$ 499.00
Florida State University	\$ 601.00	\$ 109.67	\$ 49,215.93	\$ 49,926.60
Justice Administrative Commission	\$ 1,305.00	\$ -	\$ 54,640.83	\$ 55,945.83
Legislature	\$ -	\$ 150.00	\$ -	\$ 150.00
University of Florida	\$ 2,387.42	\$ -	\$ 73,889.24	\$ 76,276.66
University of North Florida	\$ -	\$ -	\$ 5,010.00	\$ 5,010.00
University of West Florida	\$ 1,000.00	\$ -	\$ 755.09	\$ 1,755.09
Total	\$ 187,931,891.93	\$ 74,465,181.57	\$ 1,084,314,008.78	\$ 1,346,711,082.28

Financial Perspectives



Consultant Expenses	\$ 65,000.00
Website Expenses	\$ 706.00
State Technology Office	\$ 20,648.00
Technical Training for Employees	\$ 10,000.00
Public Service Announcements	\$ 9,000.00
Legal and Employment?Admin Weekly	\$ 2,000.00
Other Contractual Expenses	\$ 20,500.00
Freight, FEDEX, Airborne	\$ 500.00
Telephone Expenses	\$ 9,900.00
Cell Phone and Pagers	\$ 600.00
Postage	\$ 2,000.00
Printing and Reproductions	\$ 3,000.00
Commerical Printing	\$ 1,000.00
DMS Print Shop Service	\$ 200.00
In-state Travel	\$ 39,000.00
In-state Travel/Conventions/Conf/Registrations	\$ 11,000.00
Out-of-State Travel	\$ 4,200.00
Out-of State Travel-Training	\$ 2,000.00
Office Supplies,pens, paper, clips, folders, etc.	\$ 4,360.00
Supply Room	\$ 2,039.00
Data Processing Supplies, computer disc, toner, cartridges	\$ 2,250.00
Data Processing Software	\$ 1,500.00
Other Supplies	\$ 3,000.00
Insurance	\$ 1,859.00
Office Space Rental from DMS	\$ 64,000.00
Rental of Copy Equipment	\$ 3,037.00
Subscriptions, Publications, Professional magazines	\$ 350.00
Dues-Membership Fees	\$ 285.00
Other Expenses	\$ 7,177.00
Books and Library	\$ 500.00
HR Outsourcing Restoration	\$ 7,987.00



Publication Acknowledgments

The Office of Supplier Diversity staff is responsible for the production of the 2003-2004 Annual Report. As part of the implementation of the One Florida Initiative and in accordance with provisions of Governor Bush's Florida Statutes, Chapter 287.09451., the Office of Supplier Diversity team works collectively to ensure that its customers receive the quality care, assistance and guidance necessary to make One Florida a success in the business arena.

Special thanks to the following Office of Supplier Diversity associates for their assistance in the creation and production of this report:

Bridget Lee, Senior Management Analyst – Creation of Expenditure Charts

Melissa Leon – Operations and Management Consultant I – Writing and editing, layout, and graphic design

Alberta Simmons – Myfloridamarketplace - Writing of One Florida Considerations

Barbara Thompson-Yates, Purchasing Agent II – Compilation of data contained in Expenditure Tables and Charts