



DEPARTMENT OF MANAGEMENT SERVICES

OFFICE OF SUPPLIER DIVERSITY

Annual Report 2006-2007

Governor Charlie Crist - State of Florida

What people are saying

"I just want you to know that none of our success would have been possible if it had not been for the State of Florida."

— Terry R. Castro, American Data & Computer Products, Inc.

"Wow! Your staff's execution of the MatchMaker event was evident through every sector, from the welcome reception to the workshops, to the governor's luncheon, and the one-on-ones."

— Adrienne White, Hill & Associates

"It is our privilege to partner with you to assist small, minority-owned businesses and I hope there will be other occasions to mutually assist one another and our clients in the future."

— J. Nicholas Shelley, U.S. Department of Housing and Urban Development

"I am writing to thank you for the informative regional workshops sponsored by the Department of Management Services – Office of Supplier Diversity. They are 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, Med Supply of Tampa



Mission

Our mission is to promote equity in contracting for Certified Minority/Women Business Enterprises.

Values

Our values are integrity, respect, quality customer service and teamwork.

Vision

Our vision is to serve as a resource center for Minority Business Enterprises, facilitate equity in contracting and ensure diverse participation in the purchasing process through excellent customer service.



From the Secretary

Dear Governor Crist and Cabinet:

The Department of Management Services, Office of Supplier Diversity is proud to present its Fiscal Year 2006-2007 Annual Report. This report documents the activities of the Office of Supplier Diversity and 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, our office intensified its efforts to serve as an advocate and friend to the minority business community. Such efforts are directly related to the greatest accomplishment of state agencies and universities, which during the past fiscal year, spent over \$1.1 billion with certified minority- and women-owned business enterprises.

I am pleased and proud of progress the Office of Supplier Diversity made on behalf of minority and women business enterprises. 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 and opportunities we face together to bolster economic development for Florida.

Sincerely,

A handwritten signature in black ink, appearing to read "LH South". The signature is fluid and cursive, written in a professional style.

Linda H. South



From the Director

To the Citizens of Florida and State Leaders:

The Office of Supplier Diversity, formerly the Minority Business Advocacy and Assistance Office, is proud to present its Fiscal Year 2006-2007 Annual Report. This report is submitted in accordance with provisions of Florida Statutes, Chapter 287.0945 I.

This report documents our activities and the contract participation of minority- and 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 women/minority business enterprises.

In addition, the report provides an overview of our activities and achievements to promote equity in contracting for women- and minority-owned business enterprises. Through assertive leadership and a genuine commitment to outreach and matchmaking, minority-owned businesses (both certified and non-certified) have benefited from great increases in state spending.

It has been another historical year for women- and minority-owned business enterprises in our great state as total minority spending exceeded \$3 billion dollars! Diversity works in Florida. Please take your time, review and enjoy our annual report.

Sincerely,

A handwritten signature in black ink, appearing to read "Torey Alston". The signature is fluid and cursive, with a long horizontal stroke at the end.

Torey Alston

The State of the OSD: Where We're Headed

The 2010 Plan

Our goal is to improve business and economic opportunities for Florida's women- and minority-owned business enterprises.



Technology

- Automate current paper intensive certification process to increase efficiency and productivity while providing better support and service to customers.
- Implement a content management system to track new and existing certification files to enable the office to quickly find information and provide good customer service; also used to quantify and track successes of relationships and purchases.

Economic Development

- Identify new stimuli across the state to provide a boost to local economies by matching women- and minority-owned business enterprises that sell services or products.
- Partner with local entities to provide grant-writing training and assist women- and minority-owned business in securing financial capital.

Accountability

- Review each state agency's Minority Utilization Plan as a benchmark for performance measurements and compliance.
- Use the Agency Diversity Spending Report Card to assess and measure the progress of overall minority spending.

MatchMaking

- Expand the MatchMaker Conference and Trade Show to target all industries including construction services, general contractors, consultants, oil-related services, and other professional services.
- Increase training sessions and workshops for women- and minority-owned business to understand the changing global market and new creative alternatives to set asides.

Striving for OSD 2010

OSD Programs and Services

Certification

During 2006-07, the Office of Supplier Diversity certified more than 3,000 minority business enterprises statewide.

To become certified as a women/minority business enterprise in Florida, a business must be:

- engaged in commercial transactions;
- operating a business in Florida;
- 51 percent owned by minority person(s): African American, Hispanic, Asian, Native American or female who are permanent residents of Florida and are citizens of the United States;
- managed and controlled by minority person(s);
- a small business which is independently owned and operated, has a net worth of not more than \$5 million and employs 200 or fewer full-time permanent employees or is recognized as a certified business by the federal government.



REFERENCE: Chapter 287 Florida Statutes and Chapter 38A60A-9 Florida Administrative Code.

Benefits of certification include:

- Business promotion through MyFloridaMarketPlace, the state's online purchasing system and the Office of Supplier Diversity's Certified Minority Business Enterprises online directory.
- Special e-mail notices about purchasing opportunities, special events, networking activities and technical assistance training.
- First tier referrals of certified minority/women business enterprises to state agencies.
- Strategic alliances with major corporations increase exposure and new potential contract opportunities.

MyFloridaMarketPlace

MyFloridaMarketPlace increases minority business access to the "state marketplace." It is a user-friendly Web site where minority vendors register, receive information on upcoming bids, post information about products and services, receive purchase orders and submit invoices electronically. Business owners can certify their business online. Once registered, their information is immediately available to all state government buyers using the system. The system creates a faster, more efficient way to do business with state government reducing vendor paperwork and time.

Agency	Certified	Non-Certified	Non-Profit	Total
Agency for Healthcare Administration	\$41,334,162.68	\$312,625,076.79	\$1,137,146,860.74	\$1,491,106,100.21
Agency for Person with Disabilities	\$3,537,526.02	\$5,603,375.68	\$2,072,250.56	\$11,213,152.26
Agency for Workforce Innovation	\$6,648,644.70	\$762,353.78	\$606,867.96	\$8,017,866.44
Department of Agriculture and Consumer Services	\$13,612,398.18	\$4,192,709.10	\$938,791.58	\$18,743,898.86
Department of Business and Professional Regulation	\$7,676,488.73	\$345,354.83	\$6,303.85	\$8,028,147.41
Department of Children and Families	\$16,729,353.33	\$16,669,161.93	\$87,537,365.56	\$120,935,880.82
Department of Citrus	\$205,800.19	\$1,094,909.01		\$1,300,709.20
Department of Community Affairs	\$4,050,237.05	\$2,211,585.93	\$3,442,823.50	\$9,704,646.48
Department of Corrections	\$54,811,781.13	\$10,273,689.00	\$1,875,486.86	\$66,960,956.99
Department of Education	\$9,046,523.09	\$6,339,475.43	\$158,479,417.05	\$173,865,415.57
Department of Elder Affairs	\$753,263.65	\$818,339.54	\$50,861,682.60	\$52,433,285.79
Department of Environmental Protection	\$446,485,437.95	\$22,986,203.89	\$59,653.07	\$469,531,294.91
Department of Financial Services	\$7,987,759.06	\$1,990,480.04	\$177,817.09	\$10,156,056.19
Department of Health	\$53,762,818.94	\$21,061,963.62	\$53,316,798.04	\$128,141,580.60
Department of Highway Safety and Motor Vehicles	\$5,819,672.90	\$6,293,144.49	\$83,604.52	\$12,196,421.91
Department of Juvenile Justice	\$20,607,493.01	\$6,985,029.81	\$34,465,155.28	\$62,057,678.10
Department of Law Enforcement	\$4,716,830.70	\$1,157,459.44	\$638,235.78	\$6,512,525.92
Department of Legal Affairs	\$1,057,406.81	\$839,605.03	\$2,677,698.21	\$4,574,710.05
Department of Management Services	\$30,803,936.82	\$2,495,095.67	\$21,023.09	\$33,320,055.58
Department of Military Affairs	\$3,427,455.14	\$278,726.29	\$71,907.75	\$3,778,089.18
Department of Revenue	\$6,041,556.29	\$2,238,158.77	\$4,686.00	\$8,284,401.06
Department of State	\$1,902,691.11	\$1,083,577.02	\$728,918.48	\$3,715,186.61
Department of the Lottery	\$20,541,603.48	\$886,975.41	\$207,284.94	\$21,635,863.83
Department of Transportation	\$224,025,617.85	\$126,797,730.45	\$1,890,343.67	\$352,713,691.97
Department of Veterans' Affairs	\$1,212,123.59	\$898,532.50	\$448.00	\$2,111,104.09
Division of Administrative Hearing	\$69,444.30	\$84,679.55		\$154,123.85
Executive Office of the Governor	\$4,248,924.56	\$166,545.89	\$543,053.00	\$4,958,523.45
Fish and Wildlife Conservation Commission	\$24,291,069.94	\$1,782,086.93	\$55,105.01	\$26,128,261.88
Florida A & M University	\$4,805,048.87			\$4,805,048.87
Florida Atlantic University	\$5,068,905.00	\$1,682,198.00		\$6,751,103.00
Florida Gulf Coast University	\$157,681.00	\$236,338.00		\$394,019.00
Florida International University	\$8,719,265.00	\$12,361,023.00		\$21,080,288.00
Florida Parole Commission	\$66,427.26	\$35,962.74		\$102,390.00
Florida School For the Deaf and the Blind	\$124,729.75	\$66,415.05	\$1,884.44	\$193,029.24
Florida State University	\$27,592,616.85	\$3,871,757.00	\$22,498.00	\$31,486,871.85
Justice Administrative Commission	\$3,036,709.58		\$469,602.99	\$3,506,312.57
Legislature	\$1,365,478.48	\$1,071,395.66	\$690.80	\$2,437,564.94
New College of Florida	\$1,048,758.00	\$45,840.00		\$1,094,598.00
Public Service Commission	\$103,739.58	\$250,573.85		\$354,313.43
State Board of Administration	\$50,477.00			\$50,477.00
State Courts System	\$1,609,566.87	\$3,054,314.68	\$41,619.98	\$4,705,501.53
University of Central Florida	\$6,097,880.00	\$187,140.00		\$6,285,020.00
University of Florida	\$15,028,062.43	\$1,485,365.00		\$16,513,427.43
University of North Florida	\$2,304,209.00	\$1,030,950.00		\$3,335,159.00
University of South Florida	\$11,848,583.27	\$3,699,399.57	\$153,964.92	\$15,701,947.76
University of West Florida	\$809,727.80	\$198,152.00		\$1,007,879.80
Total	\$1,105,245,886.94	\$588,238,850.37	\$1,538,599,843.32	\$3,232,084,580.63

Annual Spending with Women- and Minority-Owned Businesses

The State of Florida spent a record breaking \$1.1 billion with certified women- and minority-owned business enterprises during the fiscal year 2006-07.

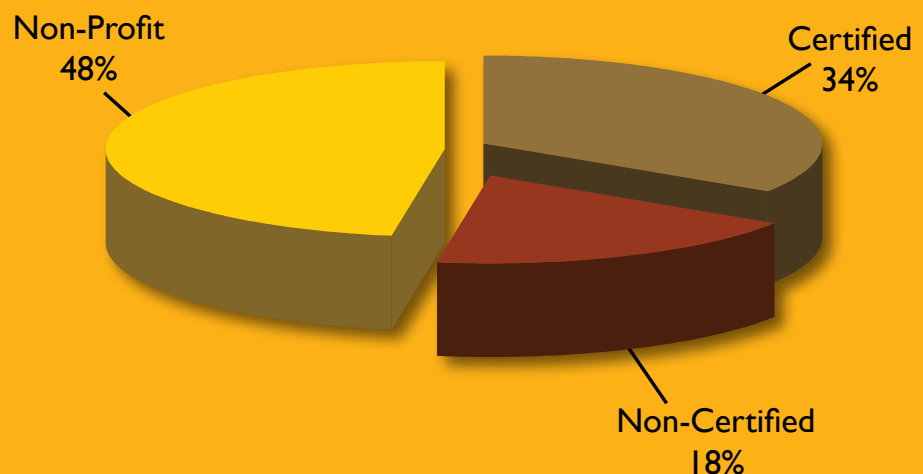
The Office of Supplier Diversity is charged with tracking and reporting minority spending by state government. The Office collects government spending figures with certified minority businesses, non-certified minority businesses, and non-profit organizations governed by or serving minorities. This report provides a breakdown of those figures by state agency and by the type of services provided.

The Office of Supplier Diversity provides programs and services to help small, women and minority-owned business enterprises compete for government contracts. Those activities include providing training on how to do business with government, coordinating mentor relationships between corporate sponsors and minority businesses, and hosting workshops, trade shows and conferences.

Growing the profitability of women and minority-owned business enterprises benefits all Floridians. It provides employment opportunities and increases economic growth throughout Florida. This expansion of economic opportunity reduces unemployment and the need for state-supported programs. At the same time it increases the state's tax base. It also increases the demand for minority businesses from other businesses within their industry for raw materials and production support. These have a positive rippling impact throughout the state.

Total Minority Spending Fiscal Year 2006-2007

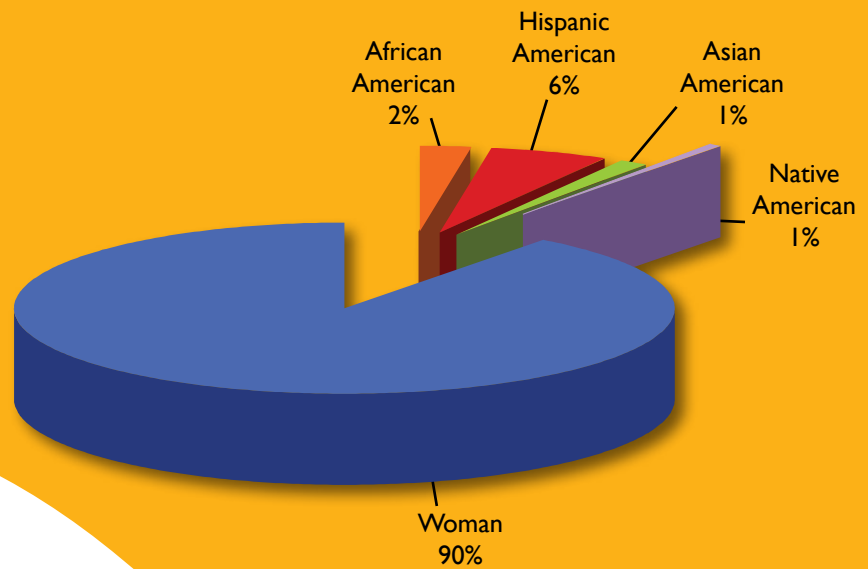
In 2006-07, total state government minority spending surpassed \$3.23 billion with 48 percent paid to minority non-profit organizations, 18 percent to non-certified minority-owned and women-owned business enterprises and 34 percent to certified minority-owned and women-owned business enterprises.



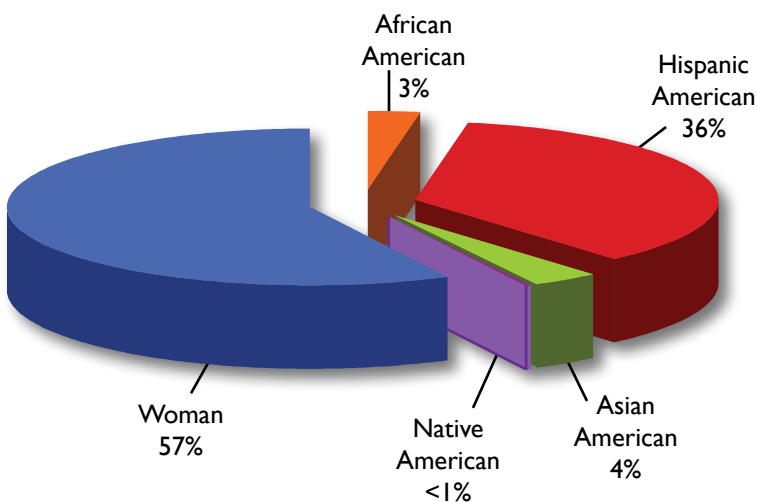
Construction Spending

Construction Spending Certified Minority Business Enterprises

In 2006-07, \$615.1 million in construction-related purchases were made through certified minority-owned and women-owned business enterprises. Of these businesses, 90 percent were Women, six percent were Hispanic American, two percent were African American, one percent were Asian American and one percent were Native American owned business enterprises.



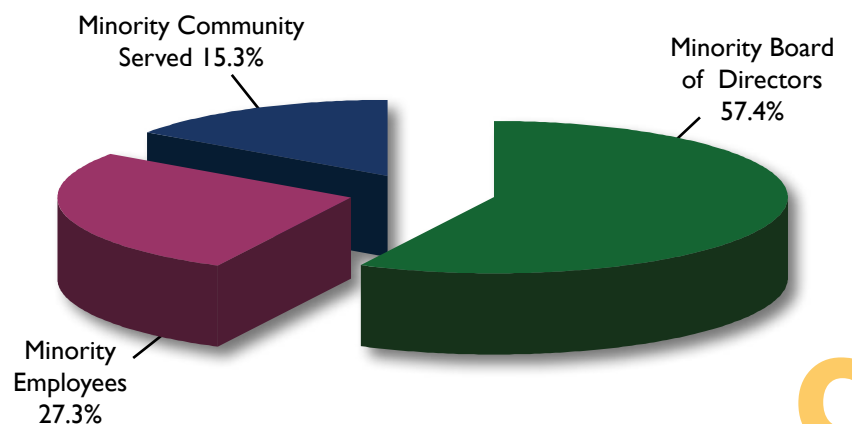
Construction Spending Non-Certified Minority Business Enterprises



In 2006-07, \$124.2 million in construction-related purchases were made through non-certified minority-owned and women-owned business enterprises. Of these businesses, 57 percent were Women, 36 percent were Hispanic American, four percent were Asian American owned business enterprises, and three percent were African American.

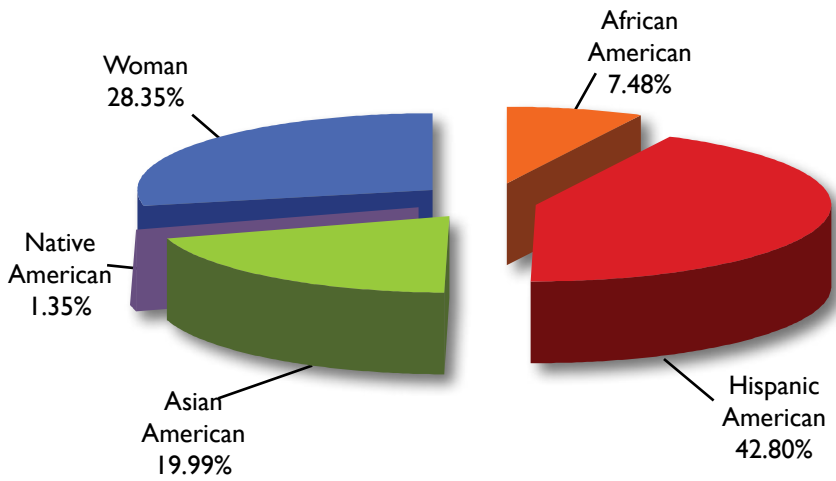
Construction Spending Non-Profit Organizations

In 2006-07, \$1.5 million in construction-related purchases were made through minority non-profit organizations. Of these organizations, 57.4 percent have a minority Board of Directors, 27.3 percent employ a majority of minority employees and 15.3 percent serve minority communities.



Architectural and Engineering Spending

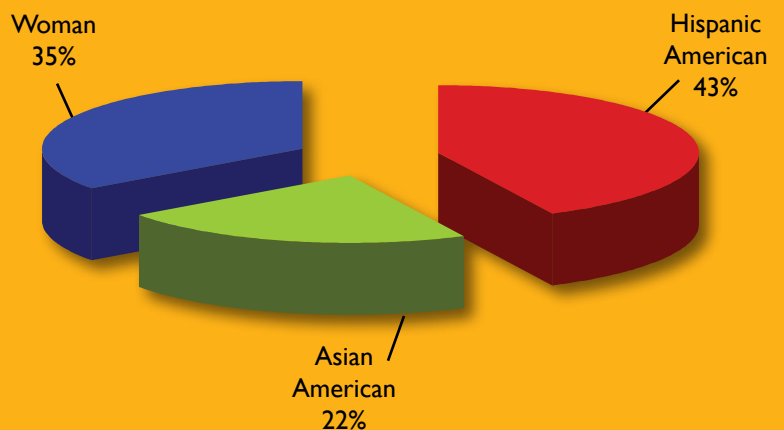
Architectural and Engineering Spending Certified Minority Business Enterprises



In 2006-07, state government spent \$106.4 million in architectural and engineering services with certified minority-owned and women-owned business enterprises. Of the total, 42.80 percent were Hispanic American, 28.35 percent were Women, 19.99 percent were Asian American, 7.48 percent were African American and 1.35 percent were Native American owned business enterprises.

Architectural and Engineering Spending Non-Certified Minority Business Enterprises

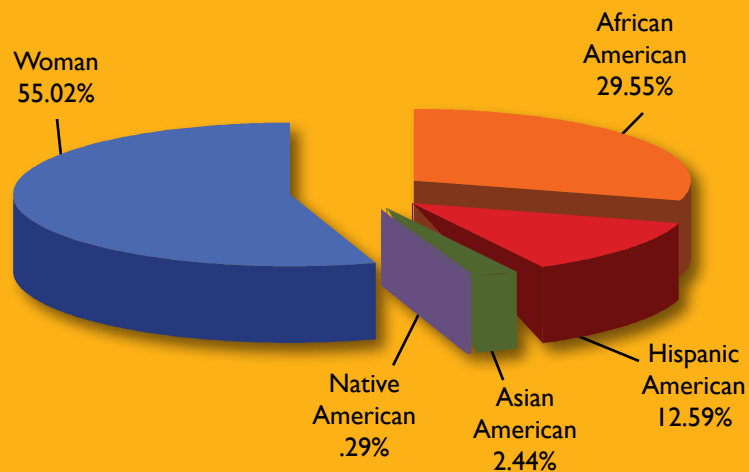
In 2006-07, state government spent \$18 million in architectural and engineering services with non-certified minority-owned and women-owned business enterprises. Of the total, 43 percent were Hispanic American, 35 percent were Women, and 22 percent were Asian American owned business enterprises.



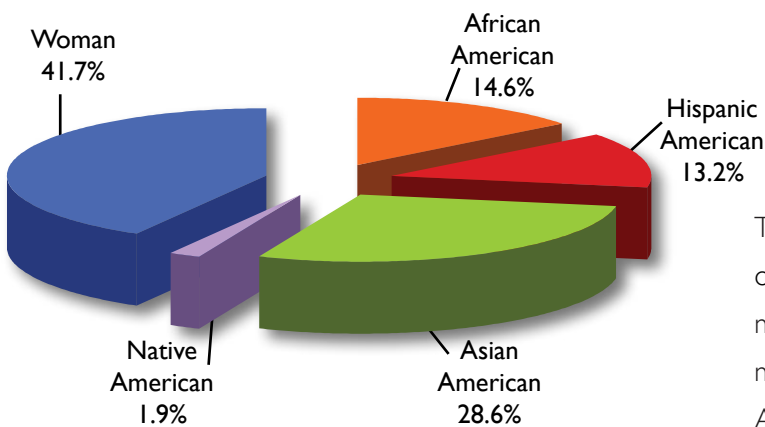
Commodities Spending

Commodities Spending Certified Minority Business Enterprises

Total commodities spending with certified minority-owned and women-owned business enterprises was \$165.2 million in 2006-07. Women-owned business enterprises made up 55.02 percent, African American 29.55 percent, Hispanic American 12.6 percent, Asian American 2.4 percent and Native American were 0.29 percent.



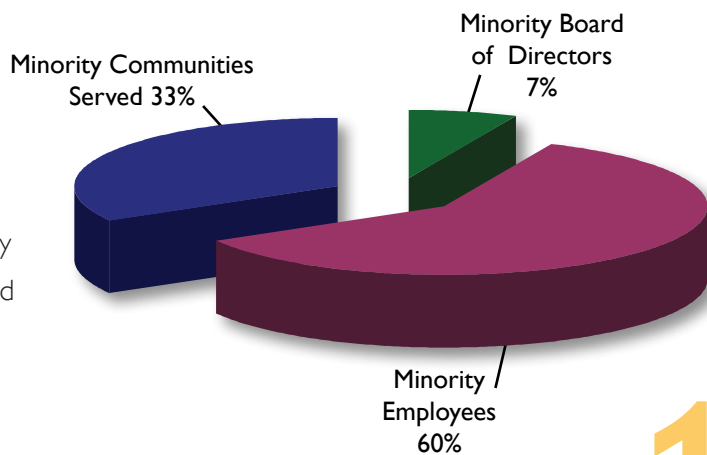
Commodities Spending Non-Certified Minority Business Enterprises



Total commodities spending with non-certified minority-owned and women-owned business enterprises was \$64 million in 2006-07. Women-owned business enterprises made up 41.7 percent, Asian American 28.6 percent, African American 14.6 percent, Hispanic American 13.2 percent and Native American 1.9 percent.

Commodities Spending Non-Profit Organizations

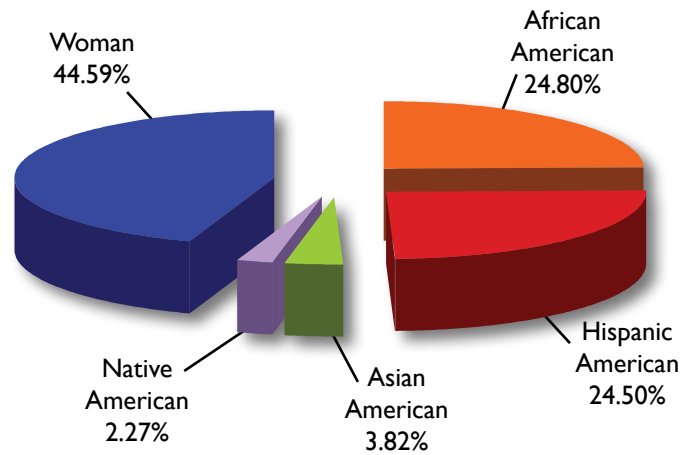
Total commodities spending with minority non-profit organizations was \$273.9 million in 2006-07. Of these organizations, 60 percent employ a majority of minority employees, 33 percent serve minority communities, and seven percent have a minority Board of Directors.



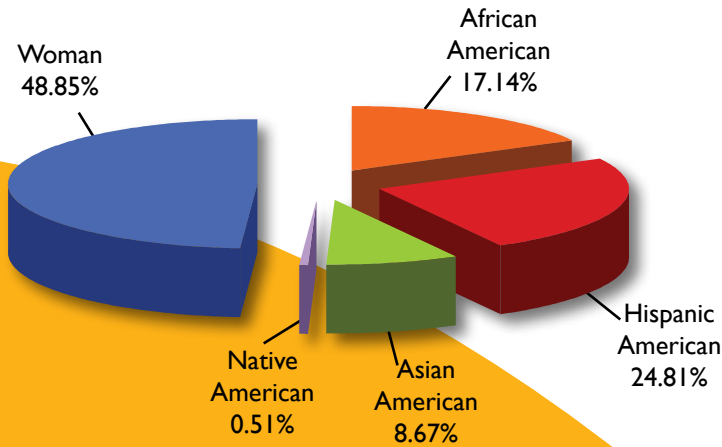
Contractual Services

Contractual Services Spending Certified Minority Business Enterprises

State government purchased \$218.3 million in contractual services through certified minority-owned and women-owned business enterprises in 2006-07. Of the total, 44.59 percent were Women, 24.80 percent were African American, 24.50 percent were Hispanic American, 3.82 percent were Asian American and 2.27 percent were Native American owned business enterprises.



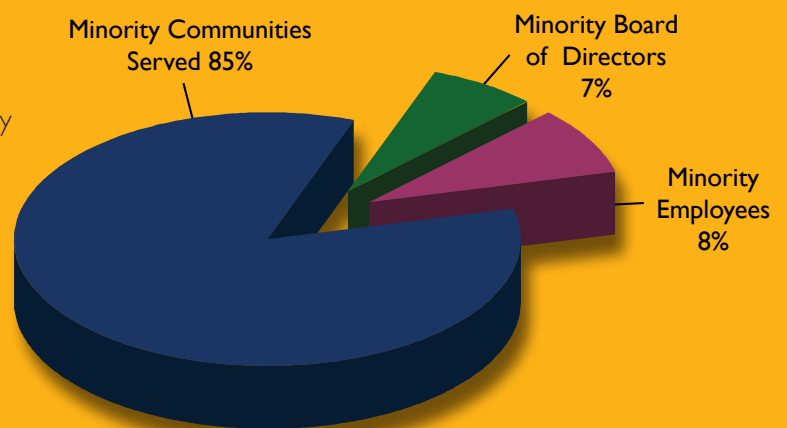
Contractual Services Spending Non-Certified Minority Business Enterprises



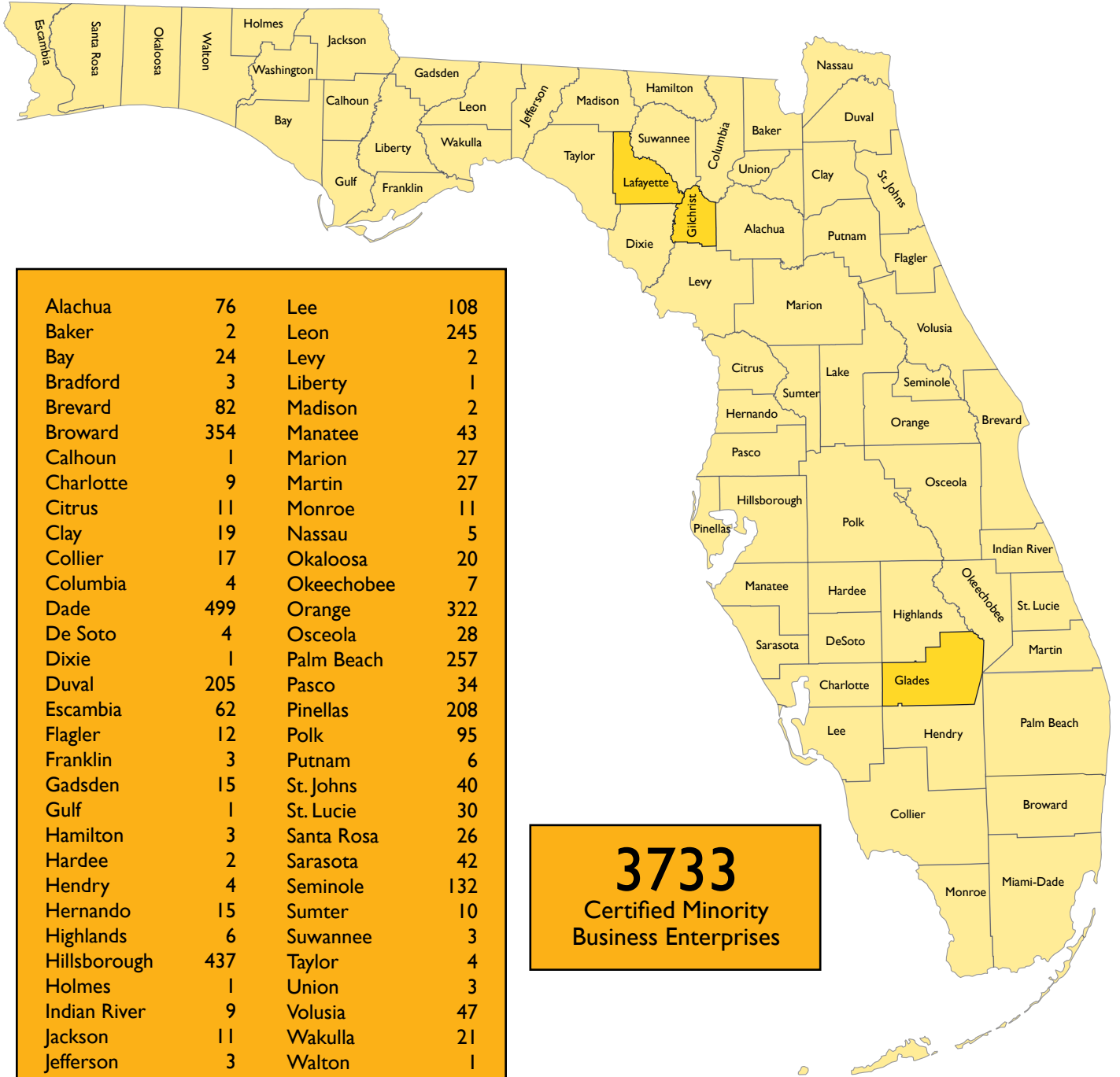
State government purchased \$381.8 million in contractual services through non-certified minority-owned and women-owned business enterprises in 2006-07. Of the total, 48.85 percent were Women, 17.14 percent were African American, 24.81 percent were Hispanic American, 8.67 percent were Asian American and 0.51 percent were Native American owned business enterprises.

Contractual Services Spending Non-Profit Organizations

State government purchased \$1.2 billion in contractual services through minority non-profit organizations in 2006-07. Of these organizations, 85 percent serve minority communities, seven percent have minority Board of Directors and eight percent employ a majority of minority employees.



Certified Minority Business Enterprises By County



3733
 Certified Minority
 Business Enterprises

- Counties with Certified Minority Business Enterprises
- Counties with no Certified Minority Business Enterprises

2006-2007 Outreach and MatchMaking Activities

July 2006

One Florida Corporate Round Table Meeting – Tallahassee

August 2006

Nat'l. Minority Supplier Development Council Conference – Orlando

Dept. of Juvenile Justice Contract Manager's Conference – St. Petersburg

September 2006

Nat'l. Black MBA Association Conference and Exposition – Orlando

NIGP Conference – Tallahassee

October 2006

Greater Miami Chapter of NIGP Trade Show – Miami

Tallahassee Minority Enterprise Development (MED) Week Celebration – Tallahassee

November 2006

MatchMaker 2006 - Orlando

One Florida Accountability Meeting – Tampa

DOH Minority Vendor Trade Fair – Orlando

Women in Business Central Workshop – Orlando

Southwest Florida Water Management District Meeting – Brooksville

Nat'l Association of Women Business Owners – Ft. Lauderdale

One Florida Accountability Commission – Tampa

December 2006

Governor's Meeting of Agency Heads – Tallahassee

January 2007

Minority/Women/Disadvantaged Business Expo – Ft. Lauderdale

Synergy Committee Teleconference Meeting – Tallahassee

February 2007

One Florida Accountability Commission Meeting – Jacksonville

National Association of Women Business Owners Dinner- Boynton Beach

Annual Statewide Community of Faith Prayer Breakfast – Tallahassee

March 2007

Florida Regional Minority Business Council Annual Awards Gala – Miami

UF Annual Small Business Trade Show – Gainesville

FAU Everglades Restoration Minority Business Meeting – Miami

FL Conference of Black State Legislators Golf Tournament – Tallahassee

FAMBEO Quarterly Meeting – Jacksonville

Broward County Minority Builders Coalition – Ft. Lauderdale

Regional MBE MatchMaker Workshop – Jacksonville

Small & Minority Business Conference and Trade Show – Gainesville

Minority-Owned Business Awards Luncheon – Tampa

April 2007

MBE Certification Workshop – Tampa

8th Annual Entrepreneurial Showcase – Tallahassee

OSD Overview – Tallahassee

UWF Minority/Women-Owned Business Workshop – Ft. Walton Beach

Doing Business Regional Matchmaker and Trade Show – Tampa

May 2007

17th Annual Business Trade Fair Conference – Tampa

Dept. of Energy Small Business Conference – Orlando

Steele-Collins Charter Middle School Awards Program – Tallahassee

Small Business Opportunities Conference – Miami

June 2007

Ft. Myers Regional MatchMaker – Ft. Myers

N. Florida Government Corporate Procurement – Jacksonville

FL Regional Minority Business Conference – Ft. Lauderdale

Florida Economic Development Workshop – Orlando

National Association of Purchasing Managers Meeting – Tampa

FL Turnpike Minority Business Trade Fair – Orlando

FL Urban Job Development Conference – Orlando

A Glance at OSD MatchMaker

2006

Orange County Convention Center ORLANDO

- More than 170 Exhibitors
- Over 60 one-on-one participating government and private sector entities
- More than 1500 conference attendees over two-days of seminars and trade fair
- More than 1,000 appointments made in 15-minute intervals for minority/women vendors to discuss opportunities



Administrative Team

Torey Alston – Director

Thaddeus Fortune – Labor and Employment Training Supervisor

Carla Pierre – Operations & Management Consultant Manager

Certification and Compliance Teams

Linda Bruner – Senior Word Processing Systems Analyst

Sherry Fagg – Operations & Management Consultant I

Jean Gardner – Administrative Assistant I

Patricia Hall – Operations & Management Consultant I

Bridget Lee – Senior Management Analyst I

Melissa Leon – Special Projects Coordinator

Lloyd Ringgold – Operations & Management Consultant I

Shelia Simmons - Management Analyst I

Linda Smith – Senior Clerk

Barbara Thompson-Yates – Purchasing Agent II

Denise Wright - Administrative Assistant I

Information Technology Resources Staff

Dwayne Cargile – Distributed Computer Systems Administrator

Contact Information

Office of Supplier Diversity

4050 Esplanade Way, Suite 380

Tallahassee, Florida 32399

(850) 487-0915 – telephone

(850) 922-6852 – fax

Web Site

www.osd.dms.state.fl.us

e-mail address:

osdhelp@dms.state.fl.us