

# Office of Supplier Diversity

Rick Scott, Governor  
John P. Miles, Secretary

DMS Serves with **CLASS** • Communicate Concerns Immediately • Listen, Learn and Grow together • Act with Integrity and Honor • Strive for Greatness • Serve with a Servant's Heart



State Purchasing  
Real Estate Development and Management  
Florida Retirement System  
Public Safety Communications **SLERS**  
MyFloridaMarketPlace

## What people are saying

"As President of the Florida Association of Minority Business Enterprise Officials (FAMBEO), our organization has benefited tremendously by partnering with OSD to meet our organization's training needs. The annual MatchMaker Conference provides our membership with an opportunity to gain valuable insight and updates on supplier diversity issues while at the same time benefit from "face to face" contact with administrators, practitioners and business people all interested in supplier diversity."

*Ben Harris, President/FAMBEO*

"The Regional MatchMaker event was well put together and we gained several new vendors. Kudos to the OSD staff."

*Richard Brannon, CPPB FCCM  
Purchasing Director, Okaloosa County Board of County Commissioners*

"You guys [OSD Staff] run a well-organized machine. The Regional MatchMaker was beneficial for both parties. Thanks again."

*Angie C. Jones  
Director, Purchasing and Auxiliary Services, Pensacola State College*

### **Mission**

Our mission is to promote equity in contracting for certified minority-, women- and service-disabled veteran-owned businesses.

### **Values**

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

### **Vision**

Our vision is to serve as a resource center for all small businesses, including minority, women and service-disabled veteran business enterprises, facilitate equity in contracting and ensure diverse participation in the purchasing process through excellent customer service.



*2009 MatchMaker One-on-One*

*2009 MatchMaker One-on-One*



RICK SCOTT  
Governor

DEPARTMENT OF MANAGEMENT  
**SERVICES**

JOHN P. MILES  
Secretary

4050 Esplanade Way | Tallahassee, Florida 32399-0950 | Tel: 850.488.2786 | Fax: 850.922.6149

Dear Governor Scott, Florida's Cabinet Members and Legislative Leaders,

The Department of Management Services Office of Supplier Diversity (OSD) continued its mission to improve business and economic opportunities for Florida's small and minority, woman and service-disabled veteran business enterprises during fiscal year 2009-2010. Our office works to certify business enterprises, serves as an advocate and provides them with outreach opportunities to increase business with government spenders.

OSD certified 1,016 and recertified 3,601 minority-, woman- and service-disabled veteran-owned businesses last fiscal year. For this time period, state government spent \$1.48 billion with certified and non-certified minority business enterprises, an increase of 9.6 percent from the \$1.35 billion spent in 2009.

OSD continuously works to improve our certification process to give business owners time to focus on their core missions. During the 2010 legislative session, we asked to change the manual process we used for recertification to an electronic process. Thanks to the support of Senator Al Lawson, Representative Oscar Braynon and the Florida Legislature, Senate Bill 1612 was signed into law. Effective July 1, 2010, this legislation completely automated Florida's recertification process for minority vendors.

We look forward to continuing our work with Florida's leaders as we continue to improve our efficiencies and create partnerships that will improve business opportunities for Florida's minority-, woman- and service-disabled veteran-owned businesses and increase the economic development of our state.

Sincerely,

Office of Supplier Diversity Staff

Office of Supplier Diversity  
4050 Esplanade Way, Suite 380  
Tallahassee, Florida 32399-0950  
Tel: 850.487.0915

## OSD 2012 Plan

The Office of Supplier Diversity's (OSD) function is to improve business and economic opportunities for Florida's minority, women and service-disabled veteran business enterprises.

### Technology

Automate the current paper intensive certification to increase efficiency and productivity while providing better support and service to customers. \*(C)

Implement a content management system to track new and existing certification files to enable OSD to quickly find information and provide good customer service; also use to quantify and track successes of relationships and purchases. \*(C)

Computerize all diversity issue-related documents received from agencies. \*(C)

### Economic Development

Identify new stimuli across the state to provide a boost to local economies by matching minority-, women- and service-disabled veteran-owned businesses that sell services or products. \*(O)

Partner with local entities to provide training and help minority-, women- and service-disabled veteran-owned businesses secure capital. \*(O)

Enhance and increase strategic alliances and partnerships to benefit minority-, women- and service-disabled veteran-owned businesses. \*(O)

Target new opportunities from state agency's spending plans for certified vendors to bid. \*(O)

### Accountability

Review each state agency's Minority Utilization Plan as a benchmark for performance measurements and compliance. \*(O)

Use the agency's Diversity Spending Report Card to assess and measure the progress of overall minority spending. \*(O)

Communicate regularly with the Small and Minority Business Advisory Council on minority enterprise purchasing issues. \*(O)



### MatchMaking

Expand the MatchMaker Trade Show and Conference to target all industries, including construction services, general contractors, consultants, oil-related services, health care and other professional services. \*(O)

Increase training sessions and workshops for minority-, women- and service-disabled veteran-owned businesses to understand the changing global market and emphasize new creative alternatives to set asides. \*(O)

Revamp and revitalize both the Mentor-Protégé and Loan Mobilization programs as valued resources to minority-, women- and service-disabled veteran-owned businesses. \*(C)

\* (O) project ongoing

\* (C) project complete

## OSD Programs and Services

### Certification

During Fiscal Year 2009-2010, OSD had 4,617 certified minority-, woman- and service-disabled veteran-owned business enterprises statewide.

To become certified as a minority-, woman- and/or service-disabled veteran-owned business enterprise in Florida, a business must be:

- engaged in commercial transactions;
- operated in Florida;
- 51 percent owned, managed and controlled by: African American, Hispanic American, Asian American, Native American, American Woman or Service-Disabled Veteran who is a permanent resident of Florida and a United States citizen;
- a small business independently owned and operated, with a net worth of not more than \$5 million that employs 200 or fewer full-time permanent employees, or is recognized as a certified business by the federal government.



### Certification benefits include:

- First tier referrals to state agencies for order and contract opportunities.
- Mentor-Protégé opportunities for business development guidance from established corporations.
- Exclusive listing of state-certified minority business enterprises in an online directory.
- Participation at regional workshops, seminars, corporate roundtables and discounts at the annual MatchMaker Conference and Trade Show.
- Loan Mobilization to assist eligible businesses with funding.
- Incentives for state agencies and universities to increase spending.

REFERENCE: Chapter 287 Florida Statutes, Section 295.187 Florida Statutes and Chapter 60A-9 Florida Administrative Code.

## MyFloridaMarketPlace

MyFloridaMarketPlace increases business access to the "state marketplace." This user-friendly website lets vendors register, receive information on upcoming bids, post information about products and services, receive purchase orders and submit invoices electronically. 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 and saves vendors time and paperwork.

## 2009-2010 Total Certified Business Enterprise Spending By Agency

Agency	Certified	Non-Certified	Non-Profit	Total
Agency for Healthcare Administration	\$26,011,982.00	\$2,009,540.00	\$6,317,865.00	\$34,339,387.00
Agency for Person with Disabilities	\$998,719.00	\$4,744,523.00	\$1,371,933.00	\$7,115,175.00
Agency for Workforce Innovation	\$6,005,187.00	\$2,314,539.00	\$3,463,251.00	\$11,782,977.00
Department of Agriculture and Consumer Services	\$10,285,263.00	\$3,577,025.00	\$1,487,024.00	\$15,349,312.00
Department of Business and Professional Regulation	\$2,267,810.00	\$594,450.00	\$1,196.00	\$2,863,456.00
Department of Children and Families	\$7,150,192.00	\$21,352,732.00	\$78,759,964.00	\$107,262,888.00
Department of Citrus	\$233,392.00	\$38,917.00	\$1,037.00	\$273,346.00
Department of Community Affairs	\$9,116,738.00	\$547,151.00	\$24,575,969.00	\$34,239,858.00
Department of Corrections	\$38,385,870.00	\$19,654,074.00	\$4,643,841.00	\$62,683,785.00
Department of Education	\$3,294,421.00	\$10,062,752.00	\$182,201,165.00	\$195,558,338.00
Department of Elder Affairs	\$437,087.00	\$634,676.00	\$17,627,660.00	\$18,699,423.00
Department of Environmental Protection	\$36,736,177.00	\$20,044,986.00	\$186,591.00	\$56,967,754.00
Department of Financial Services	\$3,114,347.00	\$3,536,206.00	\$859,690.00	\$7,510,243.00
Department of Health	\$29,936,852.00	\$61,241,571.00	\$68,417,433.00	\$159,595,856.00
Department of Highway Safety and Motor Vehicles	\$3,461,645.00	\$3,640,860.00	\$294,833.00	\$7,397,338.00
Department of Juvenile Justice	\$7,128,381.00	\$7,940,889.00	\$33,773,532.00	\$48,842,802.00
Department of Law Enforcement	\$1,675,516.00	\$1,168,730.00	\$595,900.00	\$3,440,146.00
Department of Legal Affairs	\$267,168.00	\$1,023,118.00	\$1,554,219.00	\$2,844,505.00
Department of Management Services	\$8,439,353.00	\$16,296,521.00	\$9,489.00	\$24,745,363.00
Department of Military Affairs	\$3,775,044.00	\$5,505,937.00	\$38,938.00	\$9,319,919.00
Department of Revenue	\$2,787,300.00	\$3,654,244.00	\$41,620.00	\$6,483,164.00
Department of State	\$936,023.00	\$478,252.00	\$203,248.00	\$1,617,523.00
Department of the Lottery	\$22,179,697.00	\$59,550,766.00	\$57,051.00	\$81,787,514.00
Department of Transportation	\$176,732,670.00	\$208,117,156.00	\$2,192,196.00	\$387,042,022.00
Department of Veterans' Affairs	\$585,520.00	\$815,837.00	\$3,653.00	\$1,405,010.00
Division of Administrative Hearing	\$29,071.00	\$20,125.00	\$807.00	\$50,003.00
Executive Office of the Governor	\$2,973,849.00	\$1,743,060.00	\$157,134.00	\$4,874,043.00
Fish and Wildlife Conservation Commission	\$9,326,892.00	\$4,960,063.00	\$70,036.00	\$14,356,991.00
Florida A & M University	\$4,954,628.00	\$-	\$-	\$4,954,628.00
Florida Atlantic University	\$7,674,749.00	\$5,617,731.00	\$-	\$13,292,480.00
Florida Community Colleges	\$33,536,343.00	\$-	\$-	\$33,536,343.00
Florida Gulf Coast University	\$1,514,948.00	\$1,360,620.00	\$-	\$2,875,568.00
Florida International University	\$3,949,146.00	\$13,377,042.00	\$-	\$17,326,188.00
Florida Parole Commission	\$9,500.00	\$17,102.00	\$571.00	\$27,173.00
Florida School For the Deaf and the Blind	\$624,672.00	\$3,447,231.00	\$3,123.00	\$4,075,026.00
Florida State University	\$11,362,945.00	\$15,785,978.00	\$71,674.00	\$27,220,597.00
Justice Administrative Commission	\$873,718.00	\$1,119,773.00	\$2,631,074.00	\$4,624,565.00
Legislature	\$240,945.00	\$2,051,448.00	\$1,841.00	\$2,294,234.00
New College of Florida	\$584,835.00	\$255,217.00	\$-	\$840,052.00
Public Service Commission	\$267,834.00	\$348,202.00	\$-	\$616,036.00
State Board of Administration	\$6,738.00	\$-	\$-	\$6,738.00
State Courts System	\$667,078.00	\$4,567,966.00	\$33,486.00	\$5,268,530.00
University of Central Florida	\$3,841,296.00	\$6,647,984.00	\$-	\$10,489,280.00
University of Florida	\$15,547,574.00	\$9,889,290.00	\$-	\$25,436,864.00
University of North Florida	\$2,438,901.00	\$2,272,004.00	\$-	\$4,710,905.00
University of South Florida	\$4,506,858.00	\$10,648,775.00	\$137,598.00	\$15,293,231.00
University of West Florida	\$1,720,395.00	\$1,318,771.00	\$-	\$3,039,166.00
<b>Total</b>	<b>\$508,595,269.00</b>	<b>\$543,993,834.00</b>	<b>\$431,786,642.00</b>	<b>\$1,484,375,745.00</b>

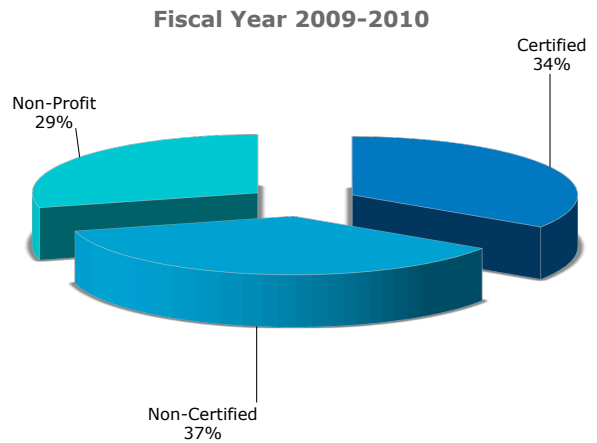
## Fiscal Year 2009/2010

OSD began certifying and tracking spending for service-disabled veteran-owned business enterprises in November 2008. During the fiscal year beginning July 1, 2009, and ending June 30, 2010 (FY 2009-10), spending with certified and non-certified service-disabled veteran business enterprises exceeded \$8 million.

### Total Minority, Woman and Service-Disabled Veteran Business Enterprise Spending

In FY 2009-10, total state government spending with minority-, woman- and service-disabled veteran-owned business enterprises surpassed \$1.48 billion, with 29.0 percent paid to minority non-profit organizations, 37.0 percent to non-certified minority, woman and service-disabled veteran business enterprises and 34.0 percent to certified minority-, woman- and service-disabled veteran-owned business enterprises.

Total Minority, Woman and Service-Disabled Veteran Business Enterprises Spending

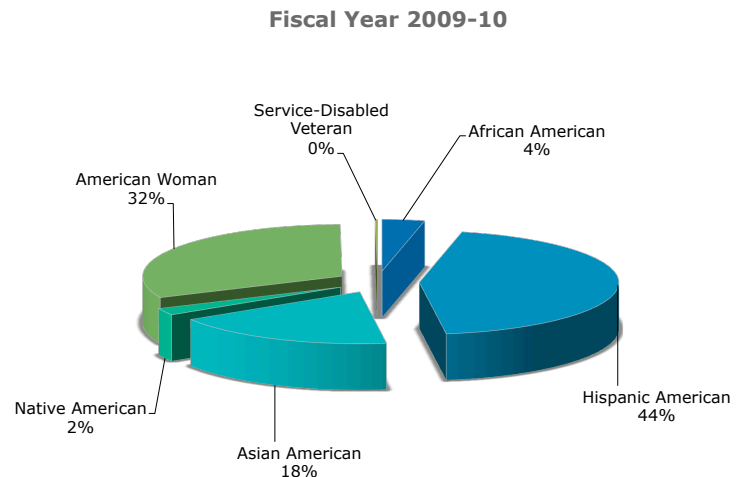


## Construction Spending

### Certified Minority, Woman and Service-Disabled Veteran Business Enterprises

In FY 2009-10, \$168.5 million in construction-related purchases were made through certified minority-, woman- and service-disabled veteran-owned business enterprises. Of these businesses, 60.0 percent were American Woman-owned, 22.0 percent were Hispanic American-owned, 8.0 percent were African American-owned, 8.0 percent were Asian American-owned, 1.0 percent were Native American-owned, and 1.0 percent were service-disabled veteran-owned business enterprises.

Certified Minority, Woman and Service Disabled Veteran Business Enterprises

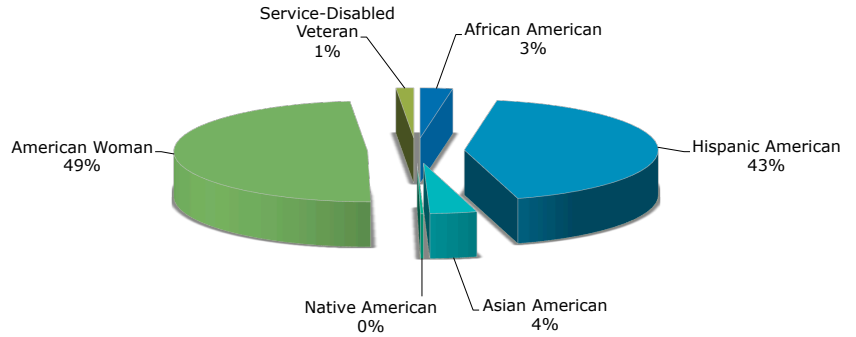


### Non-Certified Minority, Woman and Service-Disabled Veteran Business Enterprises

In FY 2009-10, \$219.3 million in construction related purchases were made through non-certified minority-, women- and service-disabled veteran-owned business enterprises. Of these businesses, 49.0 percent were American Woman-owned, 43.0 percent were Hispanic American-owned, 4.0 percent were Asian American-owned, 3.0 percent were African American-owned, 1.0 percent were service-disabled veteran-owned and 0.0 percent were Native American-owned business enterprises.

Non-Certified Minority, Woman and Service-Disabled Veteran Business Enterprises

Fiscal Year 2009-10

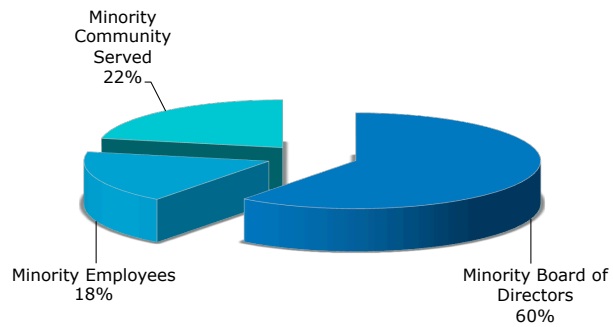


### Minority Nonprofit Organizations

In FY 2009-10, \$1.3 million in construction related purchases were made through minority non-profit organizations. Of these organizations, 60.0 percent have a minority board of directors, 18.0 percent employ a majority of minority employees and 22.0 percent serve minority communities.

Non-Profit Organizations

Fiscal Year 2009-2010





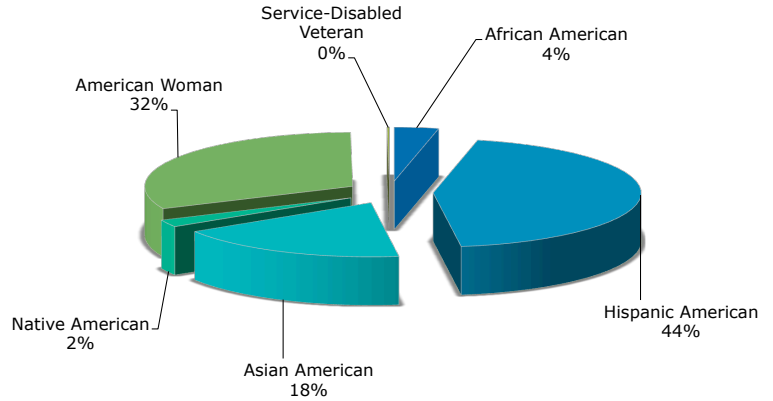
# Architects/Engineers Spending

## Certified Minority, Woman and Service-Disabled Veteran Business Enterprises

In FY 2009-10, state government spent \$109.5 million in architectural and engineering services with certified minority-, woman- and service-disabled veteran-owned businesses. Of the total, 44.0 percent were Hispanic American-owned, 32.0 percent were American Woman-owned, 18.0 percent were Asian American-owned, 4.0 percent were African American-owned, 2.0 percent were Native American-owned, and 0.0 percent were service-disabled veteran-owned business enterprises.

Certified Minority, Woman and Service Disabled Veteran Business Enterprises

Fiscal Year 2009-10

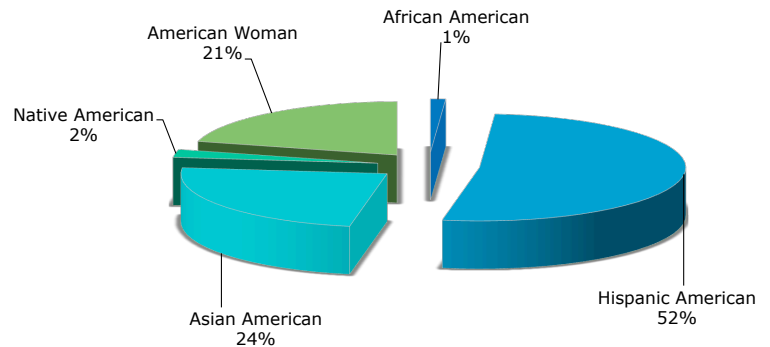


## Non-Certified Minority, Woman and Service-Disabled Veteran Business Enterprises

In FY 2009-10, state government spent \$50.6 million in architectural and engineering services with non-certified minority, woman and service-disabled veteran business enterprises. Of the total, 52.0 percent were Hispanic American-owned, 24.0 percent were Asian American-owned, 21.0 percent were American Woman-owned, 2.0 percent were Native American-owned and 1.0 percent were African American-owned business enterprises.

Non-Certified Minority and Woman Business Enterprises Fiscal

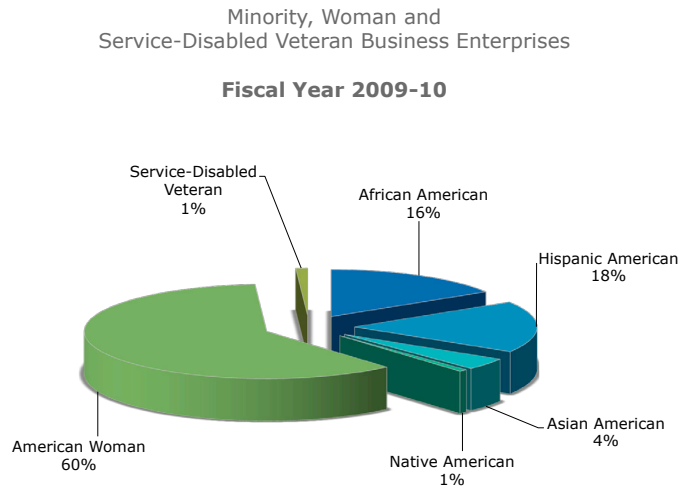
Year 2009-2010



# Commodities Spending

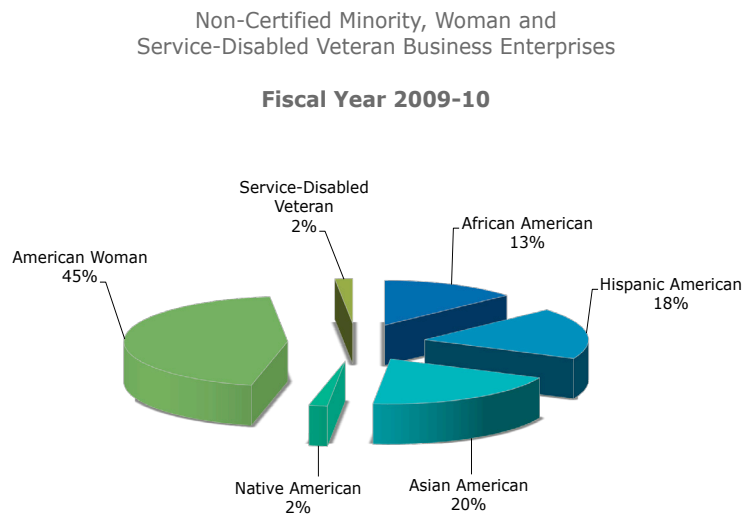
## Certified Minority, Woman and Service-Disabled Veteran Business Enterprises

Total commodities spending with certified minority-, woman- and service-disabled veteran-owned business enterprises was \$100.5 million in FY 2009-10. American Woman-owned businesses made up 60.0 percent, African American were 16.0 percent, Hispanic American were 18.0 percent, Asian American were 4.0 percent, Native American were 1.0 percent and service-disabled veteran-owned business enterprises made up 1.0 percent.



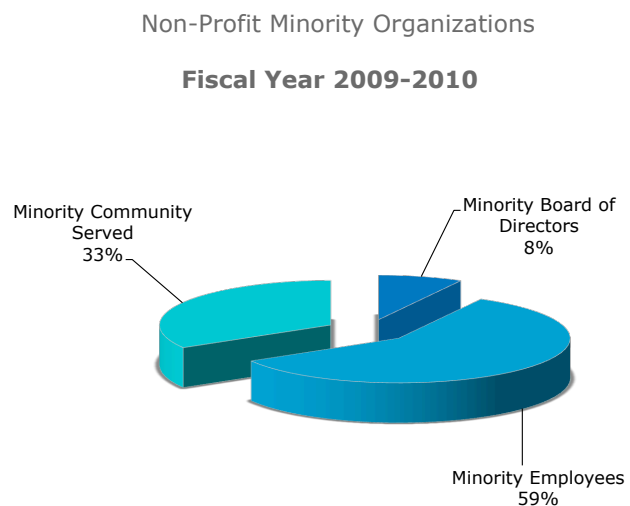
## Non-Certified Minority, Woman and Service-Disabled Veteran Business Enterprises

Total commodities spending with non-certified minority, woman and service-disabled veteran business enterprises was \$79.5 million in FY 2009-10. American Woman-owned businesses made up 45.0 percent, Asian American were 20.0 percent, African American were 13.0 percent, Hispanic American were 18.0 percent, Native American were .0 percent and service-disabled veteran-owned business enterprises were 2.0 percent.



## Nonprofit Organizations

Total commodities spending with minority nonprofit organizations was \$324.8 million in FY 2009-10. Of these organizations, 33.0 percent serve minority communities, 59.0 percent employ a majority of minority employees and 8.0 percent have a minority board of directors.



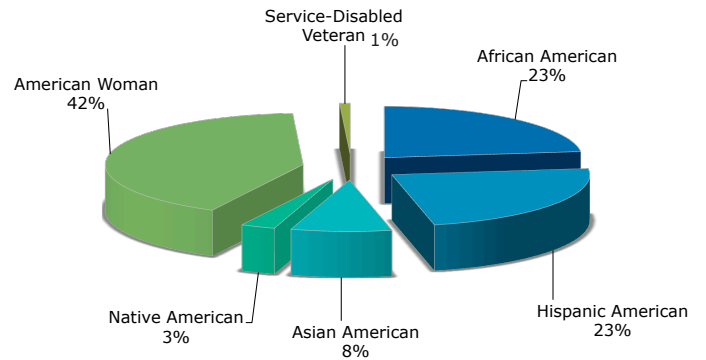
# Contractual Services Spending

## Certified Minority, Woman and Service-Disabled Veteran Business Enterprises

State government purchased \$129.9 million in contractual services through certified minority-, woman- and service-disabled veteran-owned businesses in FY 2009-10. Of the total, 42.0 percent were American Woman-owned, 23.0 percent were Hispanic American-owned, 23.0 percent were African American-owned, 8.0 percent were Asian American-owned, 3.0 percent were Native American-owned and 1.0 percent were service-disabled veteran-owned businesses.

Certified Minority, Woman and Service-Disabled Veteran Business Enterprises

Fiscal Year 2009-10

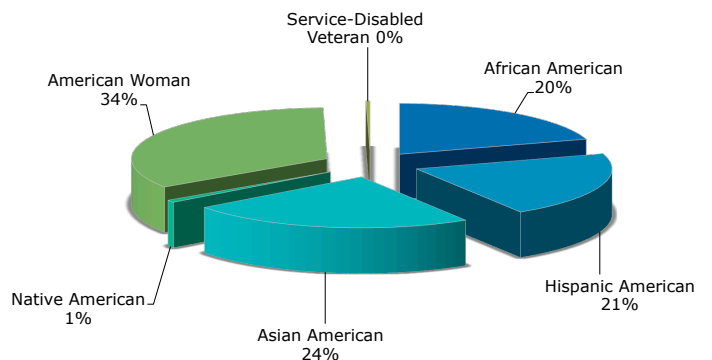


## Non-Certified Minority, Woman and Service-Disabled Veteran Business Enterprises

State government purchased \$194.4 million in contractual services through non-certified minority-, woman- and service-disabled veteran-owned businesses in FY 2009-10. Of the total, 34.0 percent were American Woman-owned, 20.0 percent were African American-owned, 24.0 percent were Asian American-owned, 1.0 percent were Native American-owned, and 0.0 percent were service-disabled veteran-owned businesses.

Non-Certified Minority, Woman and Service-Disabled Veteran Business Enterprises

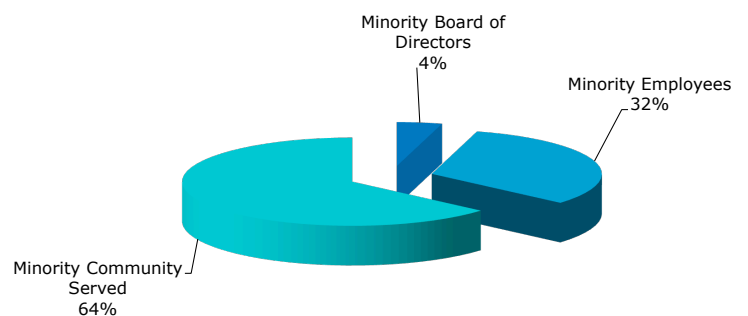
Fiscal Year 2009-10



## Nonprofit Organizations

State government purchased \$105.1 million in contractual services through minority non-profit organizations in FY 2009-10. Of these organizations: 64 percent serve minority communities, 4 percent have minority board of directors and 32 percent employ a majority of minority employees.

Non-Profit Organizations  
Fiscal Year 2008-2009



## 2009-2010 Accomplishments

1. Progressed with the OSD 2010 Plan, a strategic roadmap expanding business and economic opportunities for minority-, women- and service-disabled veteran-owned business enterprises through outreach, automation and increased accountability.
2. Certified/Recertified 4,617 minority-, woman- and service-disabled veteran-owned businesses for the fiscal year ending June 30, 2010.
3. Implemented another successful annual MatchMaker Conference, where more than 1,500 minority-, woman- and service-disabled veteran-owned business enterprises were afforded the opportunity to grow their businesses via an array of educational and networking activities.
4. Concluded the stimulus seminars series for business owners. The series provided business owners with information on how to access federal stimulus dollars allocated to the State of Florida.
5. The 2010 Florida Legislature passed Senate Bill 1612, which deletes the requirement for submission of affidavits for re-certification of certified business enterprises. Provides that re-certifications may be signed electronically, effective July 1, 2010. House Bill 1003 was also passed, which reduced the disability rating from 10 to 0 percent for service-disabled veteran-owned businesses seeking certification under the Service-Disabled Veteran-Owned Business Enterprise Opportunity Act.
6. Formed a Strategic Partnership Agreement with Keystone Capital Funding (KCF), increasing resources for the businesses served by OSD. KCF provides potential financial opportunities to certified minority, women, and service-disabled veteran business enterprises.

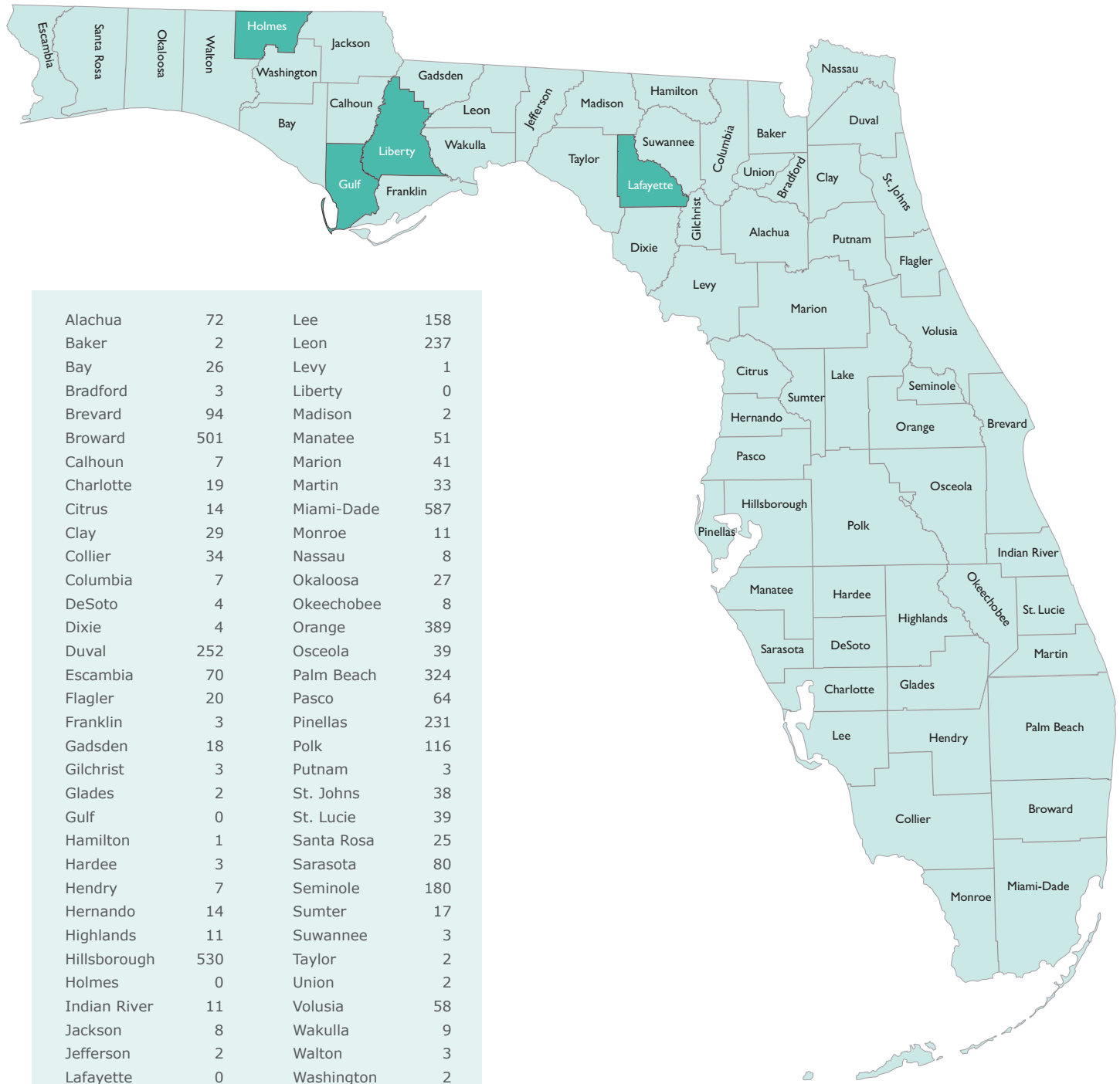


## 2009-2010 Outreach and MatchMaking Activities

- Florida Minority Supplier Development Council 26<sup>th</sup> Annual Conference and Trade Fair – Orlando
- Seminar on Florida Stimulus Package – Tampa
- 2009 MatchMaker Conference and Trade Show – Orlando
- Northwest Florida Regional MatchMaker – Fort Walton Beach
- Northeast Florida Regional MatchMaker – Jacksonville
- Southwest Florida Regional MatchMaker – Fort Myers
- Florida Regional Minority Business Council 25<sup>th</sup> Annual Business Expo – Fort Lauderdale
- 3<sup>rd</sup> Annual Service—Disabled Veteran Small Business and Veteran-owned Small Business Technology Conference – Tampa
- 24<sup>th</sup> Annual Government Small Business Conference – Tampa
- University of Florida Small Business Conference – Gainesville
- Big Bend MatchMaker – Tallahassee
- The Florida State University Annual Vendor Conference and Expo – Tallahassee
- National Institute of Governmental Purchasing Trade Show – Tallahassee
- Florida A&M University Small Business Development Center’s May is Small Business Month Seminar-Tallahassee.



# Certified Business Enterprises By County



Alachua	72	Lee	158
Baker	2	Leon	237
Bay	26	Levy	1
Bradford	3	Liberty	0
Brevard	94	Madison	2
Broward	501	Manatee	51
Calhoun	7	Marion	41
Charlotte	19	Martin	33
Citrus	14	Miami-Dade	587
Clay	29	Monroe	11
Collier	34	Nassau	8
Columbia	7	Okaloosa	27
DeSoto	4	Okeechobee	8
Dixie	4	Orange	389
Duval	252	Osceola	39
Escambia	70	Palm Beach	324
Flagler	20	Pasco	64
Franklin	3	Pinellas	231
Gadsden	18	Polk	116
Gilchrist	3	Putnam	3
Glades	2	St. Johns	38
Gulf	0	St. Lucie	39
Hamilton	1	Santa Rosa	25
Hardee	3	Sarasota	80
Hendry	7	Seminole	180
Hernando	14	Sumter	17
Highlands	11	Suwannee	3
Hillsborough	530	Taylor	2
Holmes	0	Union	2
Indian River	11	Volusia	58
Jackson	8	Wakulla	9
Jefferson	2	Walton	3
Lafayette	0	Washington	2
Lake	53		

**4,617**  
Certified Business Enterprises

Counties with Certified Business Enterprises

Counties with no Certified Business Enterprises

## OSD Staff

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People First

FIN

SUNCOM

PRIVATE PRISONS

*Fleet*

State Group Insurance

*Human Resource Management*

*Office of Supplier Diversity*