

STATUTORY CHARGE MET

The Florida Advisory Council on Small and Minority Business Development is playing a major role in helping to make a difference for 99 percent of Florida's businesses considered as a "small business." This includes nearly 1.9 million microbusinesses that account for 92 percent of all Florida businesses according to the Association for Enterprise Opportunity (AEO). The Council has been steadfast in its efforts to demonstrate its statutory responsibility to provide executive leadership guidance through recommendations it makes for small and minority business development. The Council is pleased to announce the addition of the first Enterprise Florida representative on its Council per state statute.

The 2014-2015 Annual Report provides an update on the Council's progress and identifies critical issues in line with the State's focus on business growth and development.

STATUTORY CHARGE

The Council's statutory charge is to advise and assist with small and minority business development. Its powers and duties include, but are not limited to:

- advising the Governor, the Department of Management Services Secretary, and the Legislature on matters relating to small and minority business development.
- assessing the implementation of s. 187.201(21), requiring a state economic development comprehensive plan, as it relates to small and minority businesses;
- assessing the reasonableness and effectiveness of efforts by any state agency or by all state agencies collectively to assist minority business enterprises;
- researching and reviewing the role of small and minority businesses in the state's economy; reviewing issues and emerging topics relating to small and minority business economic development; and
- studying the ability of financial markets and institutions to meet small business credit needs and determining the impact of government demands on credit for small businesses.



CHERYL S. GONZALEZ
Chair
University of North Florida
Jacksonville, Fla.



JAY NARANG
Vice Chair
GDKN, Inc.
Fort Lauderdale, Fla.

2015-2016 RECOMMENDATIONS

ESTABLISH A DIRECT SUPPORT ORGANIZATION (DSO):

Assist state government's efforts for supplier diversity and small business development through an entrepreneurial vehicle that aims to improve business and economic opportunities for small businesses in Florida (including micro-enterprises, minority, women, veteran and war-time veteran business enterprises).

REALIGN THE DEFINITION OF SMALL BUSINESS:

Exercise consistent use of the term "small business" for capital access initiatives, and in existing and proposed state law, programs and services.

RE-CONFIGURE CURRENT MICRO-FINANCE LEGISLATION:

Rewrite legislation passed during the 2014 session and implement the initiative from the standpoint of inclusion.

EVALUATE THE EFFECTIVENESS OF ENTERPRISE FLORIDA, INC.'S (EFI) PROGRAMS FOR MINORITY BUSINESS DEVELOPMENT AND ACCESS TO CAPITAL:

Review the state's premier economic development efforts to support and positively impact small and minority business growth and development.

PURSUE FUNDING A SMALL BUSINESS PARTICIPATION STUDY:

Optimize performance of Council duties pursuant to s. 112.061, F.S., with current, relevant information.

PURSUE UPDATING SELECT PORTIONS OF FLORIDA STATUTE 287: Enhance accountability in state government support of small and minority businesses.

FLORIDA ADVISORY COUNCIL ON SMALL & MINORITY BUSINESS DEVELOPMENT MEMBERS

CHERYL GONZALEZ, CHAIR
University of North Florida
Jacksonville, FL

JAY NARANG, VICE CHAIR
GDKN, Inc.
Fort Lauderdale, FL



Malik Ali
Central-North Florida
MSDC, Inc.
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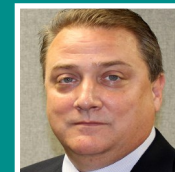
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Officials Inc.
West Palm Beach, Fla.



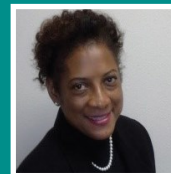
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Rhett Frisbie
The Florida Bar
Tallahassee, Fla.



Ben Harris
City of Tallahassee
Tallahassee, Fla.



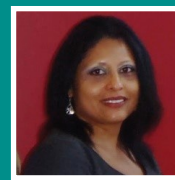
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Anne-Marie Richards
Office Depot
Boca Raton, Fla.



Carlos Rodriguez
Maverick Constructors
Lutz, Fla.



Augusto Sanabria
Hispanic Business
Initiative Fund
Orlando, Fla.



Ray Spaulding
USMC Major (Ret.)
FAMU
Tallahassee, Fla.

MEMBER ACHIEVEMENTS

COUNCIL MEMBER BARBARA MELVIN is the new Vice President/Community Lender for First Florida Integrity Bank.

COUNCIL MEMBER AUGUSTO SANABRIA'S organization is a member of the Enterprise Florida Stakeholder Council.

COUNCIL VICE CHAIRMAN JAY NARANG won the 2014-15 Champions of the Southern Florida Minority Supplier Development Council (SFMSDC) Award.

COUNCIL CHAIRWOMAN CHERYL GONZALEZ was accepted into the University of North Florida (UNF) Educational Leadership Doctoral Program, and UNF was nationally recognized as a recipient of the Higher Education Excellence in Diversity (HEED) Award by INSIGHT into Diversity magazine.



2015 ANNUAL REPORT



UPDATE

STRENGTHENING ALLIANCES FOR SMALL AND MINORITY BUSINESS POLICY

Members of the Council continued to engage with organizations across the state and nationally to advance the interests and needs of small and minority businesses. In addition to the Florida Department of Management Services on the procurement side, awareness of Council efforts were provided to the Executive Office of the Governor, various Florida legislators and their staff, Enterprise Florida, Inc. (EFI), Florida Department of Economic Opportunity, Florida Chamber of Commerce, Florida Small Business Development Center Network Advisory Board, the American Contract Compliance Association, and G6.

KEEPING THE CHARGE

Florida Statute requires the Council membership to reflect diverse constituencies and stakeholders that foster development and support for small and minority businesses. These include business assistance programs, certified minority business enterprises, finance and insurance officers, local government, and private construction and commodities industries. During 2014-2015, the Council was able to meet its mandate for membership. By the end of the fiscal year, opportunities opened for new Council members through attrition and expiration of appointments.

Council members met regularly via conference calls nine times, participated in three quarterly G6 meetings, and participated in small business activities statewide. Its focus is noted within current and past Council Annual Reports, and the Access to Capital Access to Procurement for Florida Small Business Working Group Report (2014). In addition, Council Committees, as noted below, met as often as necessary to fulfill their respective duties:

- **State's Strategic & Comprehensive Planning:** Committee Chair Wendy Grey's efforts led to finalizing Council recommendations to promote the implementation of Florida's economic development policies relative to small and minority businesses. Members will lead various components of the work.
- **Research & Emerging Trends:** Committee Chair Barbara Melvin reviewed the relevancy of the state's definitions of 'small business' and need for access to capital for small businesses, including improving the state's Microfinance Act.
- **State Agency Vendor Diversity:** Committee Chair Rhett Frisbie led and continued discussions with DMS on ways to increase procurement opportunities in state agency solicitations and state term contracts; increased visibility and access to state agency procurement personnel by establishing and/or increasing presence of procurement operations and staff contact information on agency websites.
- **Procedures & Bylaws:** Committee Chair Pamela Hart Frazier worked with the DMS Office of the General Counsel to obtain legal review. The review was completed and the bylaws were approved.
- **Communications:** Presently, this is a vacant role. However, efforts continue to provide leadership for greater visibility of Council members and its focus for small and minority business development.
- **Legislation & Policy:** Governed by the Council's Executive Committee members sought collaborative opportunities in support of small and minority businesses such as the Florida MicroFinance Act, Direct Support Organization (DSO) recommendation, data mining to support decision-making, and ensure alignment with state imperatives.
- **Executive Committee:** Dialogue to establish a Direct Support Organization continued, conversation began anew for a small business participation study in lieu of a disparity study, and business/economic development and state agency proposals that may impact its constituents and DMS-OSD were reviewed and discussed.

G6 comprises EFI Memorandum of Understanding Stakeholders representing small and minority businesses statewide: Florida Advisory Council on Small and Minority Business Development, Florida Association of Minority Business Enterprise Officials, Florida Coalition for Microbusiness Development, Florida Consortium of Black Business, Hispanic Business Initiatives Fund, and the Southern Florida Minority Business Development Council.

THE COUNCIL ACROSS THE STATE

During the year, Council members attended select meetings that fostered constituents' growth and development such as the Future of Florida Summit, Florida Coalition for Microbusiness Development, the Southern Florida Minority Business Development Council and Enterprise Florida, Inc.'s Minority and Small Business Entrepreneurial and Capital Division (EFI MaSBEC).



Lt. Gov. Carlos Lopez-Cantera, Council Chairwoman Gonzalez, Florida First Lady Ann Scott and Gov. Rick Scott in Tallahassee at the Dr. Martin Luther King Jr. statewide celebration.

Chairwoman Gonzalez, also on the Florida Small Business Development Center Network Board, with Agricultural Commissioner Adam Putnam at the Future of Florida Summit 2014.



Council Vice Chairman Jay Narang (far right) moderates CEO panel during Southern Florida Minority Supplier Development Council (SFMSDC) Business Expo Fort Lauderdale with Jose Mas, CEO MasTec, George Foyo, CAO Baptist Health South Florida and Christine Franklin, President CEI.

Florida Advisory Council on Small & Minority Business Development

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MICROFINANCE FOR CAPITAL ACCESS

Many across the state are learning about the Council, its purpose and efforts for the first time. Foremost is the fact that the Council does not conduct programs. However, it is strong in its pursuit of collaboration with partners who will hear the Council's policy recommendations that will make a difference for Florida's small and minority businesses. One key stakeholder who continues to stand out is Karen Landry, executive director of RAISE Florida Networks. The Council and Florida's businesses have an ambassador with Ms. Landry who has tirelessly worked to support the Council's aim of access to capital for small businesses, including microbusinesses.

Landry's efforts have engaged those closer to the issues and challenges associated with the development of an inclusive and progressive business policy paradigm. This includes harnessing the synergies of the DMS Florida Advisory Council, the Minority and Small Business Entrepreneurial and Capital (MaSBEC) Division of EFI, the Department of Economic Opportunity, Hispanic Business Initiative Fund of Florida (HBIFF), community development financial institutions (CDFI) small business owners, the national Economic Development Office of the NAACP, the Association for Economic Opportunity, and state legislators. After more than two years of advocacy to make the passed Microfinance Act user-friendly to lenders and prospective borrowers, solutions have percolated upward. The result is that House and Senate bills known as "glitch" bills are expected to be considered to create successful capital access points for small businesses.

Endorsements, commitment, guidance, sage advice and encouragement are still needed. The meeting of March 14, 2014, in Jacksonville at the Northeast Florida Regional Planning Council's Duval Office garnered the support needed for active engagement. Going forward from a state perspective, cities will be engaged across the state, and innovative strategies and tactics to advance employment and collective impact with stakeholder partner EFI will continue.

BEST PRACTICES

- Executive leadership support in public and private sector entities to establish, quantify and monitor procurement efforts from the standpoint of inclusion: This creates oversight and true accountability on setting and meeting the vision and ensures consistency within agencies and business units.
- Consistency in data collection by ethnicity and gender: This impacts decision-makers, policy makers and implementers.
- Incentivizing large businesses in support of business inclusion: This creates mentor-protégé relationships when conducting business and keeps money paid to out-of-state businesses in Florida.
- Strategic thinking in procurement: To bundle or de-bundle procurement packages to include some autonomy based on geographic location where the business is needed, is an important consideration to create more opportunities for smaller businesses who can efficiently and effectively handle the work.
- Strategic thinking in leadership: The Council seeks transformation from silos across state agencies to collaboration in support of small and minority business development.

With implementation of efforts supported by the Council, state government will serve as the catalyst to significantly contribute to the success of small and minority businesses domiciled in Florida.