



2017
Annual Report

INTRODUCTION & STATUTORY CHARGE

The Florida Advisory Council on Small and Minority Business Development (Council) provides insight and expertise to the state regarding small and minority business development. Council members research the role of the small and minority businesses in the state's economy and provide recommendations on how to improve engagement of and support for Florida's small and minority business community. The Council was established in Florida Statute 287.0947. 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 the following:

- 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;
- 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;
- 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.

2017-2018 RECOMMENDATIONS

- **Establish** a direct support organization for enhanced small and minority business advocacy
- **Align** the state's definition of small business for congruence with actual use
- **Revise** current Microfinance legislation to facilitate acceptance by bankers and business owners
- **Fund** a small business participation study
- **Update** select portions of Florida Statute 287 to ensure relevance and legality
- **Enterprise Florida** sets a percentage of any state funding received for small businesses
- **State Universities** submit their spending plans to be part of the OSD annual report on minority businesses utilization
- **Revise** the Crowdfunding Act to be more user friendly and also increase marketing of the Act
- **Conduct** a comparative study of the Crowdfunding Act between different states and organizations that utilize the Act or a similar act, including details on what's working and what's not

Council Members



Jay Narang
VICE CHAIR

GDKN, Inc.
Fort Lauderdale, FL



Julius Davis

VoltAir Consulting
Engineers
Tampa, FL



Janet
Harris-Lange

Agenda
Dynamics, Inc.
Lake Park, FL



Ray Spaulding

Department of
Environmental
Protection
Tallahassee, FL



Michelle
Andrewin

FAMBEO
West Palm Beach, FL



Sherod
Halliburton

Manatee
Community Federal
Credit Union
Bradenton, FL



Johnny R. Helms

Lumbee Resource
Management
Group
Jacksonville, FL



Eduardo
Gonzalez Loumiet

Uber-
Operations
Tallahassee, FL

MESSAGE FROM THE CHAIR

Another season is upon the state with respect to electing new public officials.

While some may consider the elections process as business as usual, many servant leaders, such as Florida Advisory Council on Small and Minority Business Development members cannot simply let it be. Every opportunity to speak about the needs of the group of small and minority businesses that seek to share in state government's contract and procurement opportunities must be seized unapologetically in the wake of newly elected and appointed officials. It is this cause that the Council exists to make a difference for access to capital and the marketplace through policy recommendations.

Meeting expectations with limited resources is daunting. Council members comprise businesses of all sizes, and ownership diversity. Some are from local governments, universities, and non-profit associations. All are engaged in their respective communities and their circle of work. Many representing domestic businesses also have international business access. Much is at stake, as members give of personal, professional, and business time, as well as invest personal resources in time and expense to study emerging trends; engage with local, state, and international resources; attend telephonic and face-to-face meetings, to diligently participate in Council efforts to ultimately assist lawmakers and state agencies to enact laws and regulations for small and minority certified and non-certified business enterprises.

The Council does not operate programs. Instead, its recommendations, informed through directly-related experience and research, are designed to advance the best interests of businesses in this state for economic and business development in a strategic manner. Therefore, as I leave as a member and chair, I still look forward to policy work that will spawn accelerator initiatives that turn emerging businesses into enduring companies, expand existing Florida firms with strong growth potential, solidify a business ecosystem that takes a comprehensive approach strengthening today's business landscape, and provides workforce development initiatives that small businesses can truly utilize to effectively compete. Such is not a new thought in looking at the history of business and economic development in this country.



CHERYL S. GONZALEZ
CHAIR

UNIVERSITY OF
NORTH FLORIDA
JACKSONVILLE, FL



Deborah K. Thompson

Deborah K. Thompson
Consultants
Jacksonville, FL



Mariana Lugaro

United Data
Technologies
Doral, FL



Kathey Porter

University of
Florida
Gainesville, FL



Augusto Sanabria

Prospera
Orlando, FL



Steven Rosa Pagan

Re/Max
Commercial Assoc./
The Steven Rosa
Group LLC
Pembroke Pines, FL



Barbara Rhodes-Melvin

First Florida
Integrity Bank
Naples, FL



Brian Williams

T&G Constructors
Orlando, FL



Christine L. Yerkes

Yerkes South, Inc.
Pensacola, FL

NOTES TO PONDER FOR UNIVERSITIES AS SUPPLIER DIVERSITY/ECONOMIC DEVELOPMENT STRATEGISTS

By Cheryl S. Gonzalez

- Florida's policymakers want individuals to recognize the state as a great place to live, work, conduct business, seek an education, and enjoy leisurely pursuits within a sustainable economy.¹
- Doing so is complicated given that government, as do other major non-profit organizations such as public higher institutions, are complex systems.²
- Few minority firms have entered mainstream processes of organizations purchasing goods, services, and products.³
- Public universities can change this landscape for optimal benefit to society.⁴
- This includes integrating small businesses in the organizational supply chain through procurement and purchasing.⁵
- Higher education institutions have a role in promoting and fostering economic development and this can begin with efficacy of small and minority business development programs in organizations.⁶
- It is paramount for institutions of higher learning to serve as innovation and economic development catalysts.⁷

ENDNOTES:

¹Florida Chamber of Commerce, Economic Development Task Force (2017). A Florida Chamber Task Force Report on Making Florida More Competitive. Retrieved <http://www.flchamber.com/economic-development-task-force-report/>

²Winegar, N., Misra, S., & Shelton, A. (2017). Influencing complex systems change <https://nonprofitquarterly.org/2017/05/03/influencing-complex-systems-change/>

³Dollinger, Enz, & Daily, 1991; Whitfield, 2003, as written in Culture and the Effectiveness of Supplier Diversity Programs: A test of predictors.

⁴Stalinski, S. (2004). Leveraging diversity. *Journal for Quality & Participation*, 2(4), 14-18.

⁵Ibid.

⁶Duke, J. (2014). Are economic developers asking universities to participate in the development of their state's economies? *Economic Development Journal*, 13(4), 19-23.

⁷SHRM/CCH Survey, 1993, as cited in Riccucci, 1997.

Council Member Accolades



Photo of Julius Davis being awarded the USF Engineering Award of Excellence, 2017

Council Member: Julius Davis VoltAir Consulting Engineers (Recent Awards)

- State of Florida, Small Business Development Council Entrepreneur of the Year, 2017
- Aviation Minority Advisory Council, Small Business Partner Award, 2017
- University of South Florida(USF), 2017 Fast 56
- USF Engineering Award of Excellence, 2017
- *Tampa Bay Business Journal* "Florida Fast 100" Award – 2016

YEAR IN REVIEW

In order to learn about, publish information and educate the public as it relates to initiatives and opportunities available to small, minority and veteran owned businesses, the Council invited guest commentators to discuss opportunities and business practices from various agencies and organizations active in the state. This year, the following topics were introduced and discussed:

On July 6, 2016, Council members discussed forecasts and business activities with President and CEO of the Florida Ports Council, Mr. Doug Wheeler.

On August 3, 2016, the Council set its sights on Florida TaxWatch. The Council invited Florida TaxWatch Communications Director Joe Follick to provide an overview of the organization.

On September 7, 2016, the Council learned about crowdfunding from the Office of Financial Regulation, Division of Securities. Alisa Goldberg, Acting Director, and George Close, Financial Specialist, provided a brief presentation on how the crowdfunding statute was passed in October 2015.

On November 2, 2016, the Council learned more about the Department of Economic Opportunity's (DEO) functions and various programs offered to support small business. Bill Wilson, Director of Legislative and Cabinet Affairs, provided an overview and history of the agency.

On December 7, 2016, the Council learned more about the State Purchasing Division within the Department of Management Services (DMS), and how it helps small and minority businesses through the Office of Supplier Diversity (OSD). Chief Procurement Officer Roz Ingram spoke about the policy-driven side of the division and how that determines the use and creation of state term contracts.

On February 1, 2017, William J. Lake of Taul, Inc., presented information on Capital Formation and Crowdfunding.

On March 1, 2017, Angie Martin, Bureau Chief of Vendor Relations in the Department of Financial Services (DFS), spoke to the Council about the agency's Vendor Ombudsman program.

On May 3, 2017, the Council obtained knowledge about the General Services Administration (GSA) and the state's use of the GSA Schedule 70 for IT-related purchases. A brief overview was given by Nicole Acosta, Category Manager with DMS.

On June 7, 2017, the Council learned more about the Florida Association of Minority Business Enterprise Officials (FAMBEO) when intern Shaumbe Granger delivered a report on the organization's 2017 Spring Training.



Council Member: Brian Williams
Brian Williams with Vivian Walters, Miami-Dade County's Small Business Development Section Chief at the Florida State Minority Supplier Development Council Annual Business Expo.



Jeffrey Engle
Mentor



Joseph Hall II
Protégé



Council Member: Mariana Lugaro
Mariana Lugaro's company, United Data Technologies, was selected to serve as a mentor to TriOrb Solutions in the Office of Supplier Diversity's Mentor-Protégé Program for Small Businesses.



Council Members: Michelle Andrewin and Brian Williams
Michelle Andrewin and Brian Williams presenting "Strategies for Increasing Diversity in Public Procurement," at the Florida Black Caucus of Local Elected Officials.

SOCIAL MEDIA EFFORTS

This year, the Florida Advisory Council on Small and Minority Business Development started disseminating information about Council activities across the state under a new communication strategy developed by the Communications Committee. The Council also started using the hashtag “#FACSMBD” to identify Council related messages across social media platforms. Below are some of the social media posts relating to the Council:



Florida DMS
August 11, 2016 ·

Yesterday, Secretary Poppell appointed 11 new members to the Florida Advisory Council on Small and Minority Business Development. The 19-member council has a long-standing history of providing insight and expertise to the state to help further develop small and minority businesses. <http://bit.ly/1UyaaWM>

07-15-16 Advisory Council Press Release / 2016 DMS News Releases / DMS News Releases / Communications / Agency Administration / Florida Department of Management Services - DMS

For Immediate Release: August 10, 2016
DMS.MYFLORIDA.COM

Like Comment Share

Florida DMS
June 9 ·

Congrats #FACSMBD Member Eduardo Gonzalez Loumiet on your proposed appointment to #hearttally's new Economic Vitality Competitiveness Committee! <http://www.tallahassee.com/.../faces-behind-tallah.../380133001/>

Like Comment

Florida DMS
November 4, 2016 ·

At yesterday's Supplier Diversity Exchange event in Orlando, Secretary Poppell and OSD Executive Director Hue Reynolds ran into Advisory Council on Small & Minority Business Development member Paul Roldan!



Like Comment

Florida DMS
September 27, 2016 ·

#FACSMBD Vice Chair Jay Narang will be at the @FSMSDC Awards Gala this Friday to celebrate supplier diversity! Learn more: www.fsmsdc.org



Like Comment Share

Florida DMS @FloridaDMS · Mar 31
Last night, #FACSMBD Vice Chair Jay Narang welcomed attendees to the @FSMSDC Annual Expo in #HelloSunny Fort Lauderdale.



1 2 2



Florida DMS @FloridaDMS · Feb 10

#ICYMI: Read a full summary of the Pensacola Supplier Diversity Exchange here: ricksblog.biz/finding-more-d... #FLOSD #FACSMBD #Pensacola #smallbiz



Comment Retweet Like 2



Florida DMS @FloridaDMS · 12 Oct 2016

#ICYMI:GDKN won the Supplier of the Year Award at @FSMSDC Gala. Congratulations #FACSMBD Vice Chair Jay Narang!



MBE Supplier of the Year Class III: GDKN Corporation

GDKN is a ISO 9000 certified global technology services firm that has more than 400 employees. The company has a reputation for quality, superior technical s...

youtube.com

Comment Retweet Like 1

Florida Advisory Council on Small & Minority Business Development

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