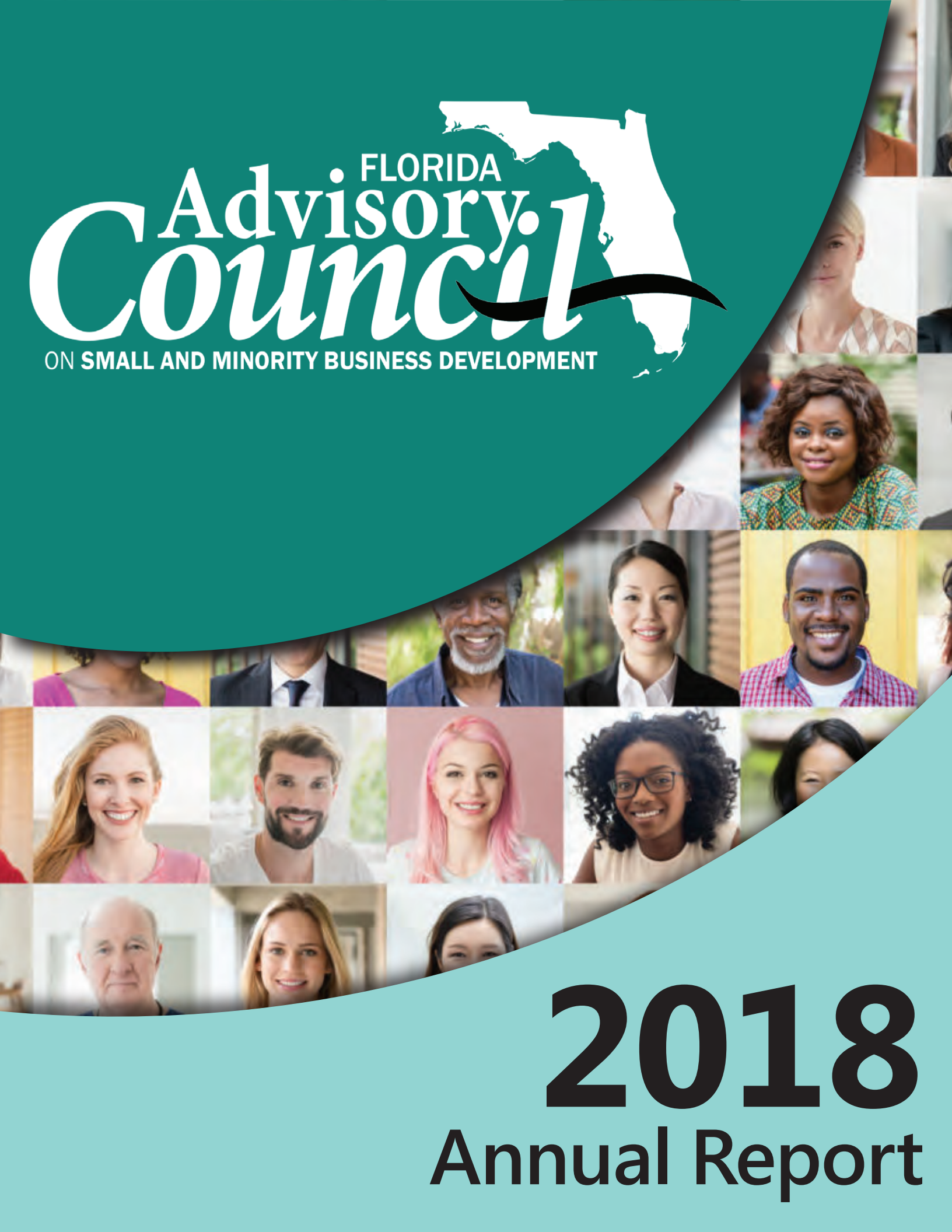


FLORIDA Advisory Council

ON SMALL AND MINORITY BUSINESS DEVELOPMENT



2018 Annual Report

INTRODUCTION & STATUTORY CHARGE

The Florida Advisory Council on Small and Minority Business Development (Council) provides insight, expertise, and recommendations to the state regarding the engagement, support, and development of the small and minority business community. The Council, established in Florida Statute 287.0947, is statutorily charged 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; and
- Assessing the reasonableness and effectiveness of efforts by any state agency or by all state agencies collectively to assist minority business enterprises.

Council Members



**Jay Narang,
Chair**

Tech Army
Fort Lauderdale, FL



**Eduardo
Gonzalez Loumiet,
Vice Chair**

Ruvos
Tallahassee, FL



**Deborah K.
Thompson,
Secretary**

Deborah K. Thompson
Consultants
Jacksonville, FL



Brian Williams

T&G Constructors
Orlando, FL



**Augusto
Sanabria**

Prospera
Orlando, FL



**Michelle
Andrewin**

FAMBEO
West Palm Beach, FL



**Christine L.
Yerkes**

Yerkes South, Inc
Pensacola, FL



Kathey Porter

University of Florida
Gainesville, FL



Johnny R. Helms

Lumbie Resource
Management Group
Jacksonville, FL



Mariana Lugaro

United Data
Technologies
Doral, FL



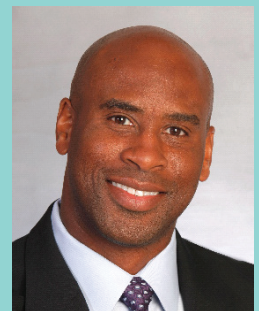
**Janet
Harris-Lange**

TaskMasters of
Florida, Inc.
Lake Park, FL



**Sherod
Halliburton**

Manatee Community
Federal Credit Union
Bradenton, FL



Julius Davis

VoltAir Consulting
Engineers
Tampa, FL

MESSAGE FROM THE CHAIR & 2018-2019 RECOMMENDATIONS

It has been my great honor and pleasure to serve alongside a stellar DMS OSD team and the distinguished members of the Florida Advisory Council on Small and Minority Business Development (Council). This year under the leadership of DMS Secretary Erin Rock, along with support from OSD Director Hue Reynolds and her multifaceted team, the Council set out to establish simple and achievable goals to aid with its mission of recommending process improvements across the state to benefit small, woman-owned, minority-owned, and veteran-owned businesses. The simplified goals were broken down into three categories:

1. Assess disparate certification processes spanning various counties, cities, state, and private entities.
2. Review and evaluate Enterprise Florida's (EFI) grant criteria for out-of-state businesses to relocate to Florida.
3. Assemble the vast plethora of economic development programs and similar initiatives across Florida.

Our intent was to utilize this information to then make specific and achievable recommendations to:

1. Create a singular and simplified platform that allows small, woman-owned, minority-owned, and veteran-owned businesses to complete their certification once across all state, county, city, and private entities. This saves business owners time as they can seamlessly complete the certification one time.
2. Allow EFI to invest and offer grants to Florida-based small, woman-owned, minority-owned, and veteran-owned business that are innovating their industry. We believe this will nurture and create more innovation which will benefit our great State for generations to come.
3. Centralize information dissemination for affected business enterprises via a single source. We believe this will empower Florida-based businesses to be more effective and efficient.

As you can imagine, these are simplified yet resource intensive goals to accomplish. Hence, following the bylaws and procedures as established in Florida Statute 287.0947, the Council established three committees with the mission of meeting three goals outlined above, respectively:

1. Legislative Committee – Under the leadership of Council Member and Committee Chair, Ms. Deborah Thompson.
2. Strategic and State Comprehensive Planning Committee – Under the leadership of Council Member and Committee Chair, Mr. Julius Davis.
3. Research and Emerging Trends Committee – Under the leadership of Council Member and Committee Chair, Mr. Brian Williams.

Additionally, the Council invited and listened to input from esteemed commentarians, in leadership positions within their agencies. This allowed the Council to learn from their experiences, where they provided us insights into the inner workings of each of their agencies.

The Council thanks many unsung heroes at OSD that worked behind the scenes to allow the Council to fulfil its mission. Ms. Breneicia L. Stephens, Marketing Assistant and Ms. Rebecca Livingston, Compliance & Reporting Coordinator are two key individuals at OSD that have been instrumental in carrying lion's share of this burden.

I am excited about the progress of the Council in 2018 and am looking forward to a productive and results driven 2019!

Very Best Regards,



Jay Narang

YEAR IN REVIEW

Each Council meeting included a guest commentarian from a different agencies and organizations. These commentarians shared information on their organization and what work they do in relation to Florida's small business communities.

On July 5, 2017, Kenneth Pratt, Senior Vice President of Government Affairs with the Florida Bankers Association, spoke to the Council regarding the changes, challenges, and disruptions facing the banking industry, and its potential impact on small business owners. Mr. Pratt discussed the importance of lending to the small business market and explained that most small business loans are made by community banks which have similar regulations as larger banks. Today, small businesses have access to lending sources that offer a smoother process with a higher loan approval rate, including online lending companies and peer-to-peer lending sources.

On November 8, 2017, Terry Watson, Florida Department of Transportation's (FDOT) State DBE Program Coordinator, spoke to the Council about the State's Disadvantaged Business Enterprise (DBE) Certification Program. The DBE program is federally regulated, and FDOT works to meet a goal of 10.65% of project contracts being awarded to DBEs. The program provides support to assist certified DBEs as they participate in the competitive process.

On February 7, 2018, Deborah Thompson provided the Council with an overview of Robert's Rules of Order, the guide for conducting meetings and making decisions as a group. The overview included the purpose and key elements of the parliamentary procedures established under Robert's Rules. The Council learned about the four basic types of motions: main, subsidiary, privileged, and incidental.

On April 4, 2018, Kelly Sciba, Executive Director with the Florida Commission on the Status of Women, spoke to the Council about the work of the Commission. The Commission is charged with studying and making recommendations related to women's issues in the state of Florida and are best known for the Florida Women's Hall of Fame, which honors 100 women who have made outstanding contributions in the state. The Commission also collaborates with organizations that support the advancement of women and families in Florida, including woman-owned businesses. The Council learned that Florida is currently ranked second in the country in growth of the number of woman-owned businesses, and 20th in growth of the number of jobs created.

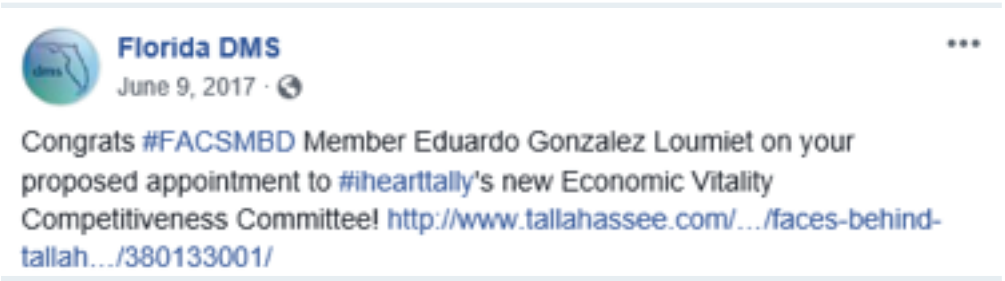
On June 6, 2018, Michael DiNapoli, Deputy Bureau Chief from the Department of Economic Opportunity, Division of Strategic Business Development, spoke to the Council on small business lending and various incentive programs. Mr. DiNapoli shared with the Council that DEO exists to create economic growth by creating jobs and access to capital. The Council learned about small business loans offered by DEO: The Small State Business Credit Initiative (SSBCI), Black Business Loan Program, Emergency Bridge Loan Program, and the Revolving Loan Fund.

Also on June 6, 2018, Steve Davis, President and CEO of C&ES Consultants, joined the meeting to share his insight as a small business owner. Mr. Davis shared that his company was established in 2007 as a minority-owned business and holds multiple certifications. C&ES Consultants is headquartered in Jacksonville and specializes in civil engineering, construction management, inspection, and debris management.

Throughout the year, the Legislative Committee members researched certification programs in their respective regions within the state of Florida.

SOCIAL MEDIA EFFORTS

This year, the Florida Advisory Council on Small and Minority Business Development continued disseminating information about Council activities across the state. The Council used the hashtag “#FACSMBD” to tag and identify Council related messages across social media platforms. Below are some of the social media posts relating to the Council:



Florida Advisory Council on Small & Minority Business Development

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For persons with hearing/speech disabilities, dial 711 TDD/TTY.