

Office of Supplier Diversity

ANNUAL REPORT 2018 - 2019

Secretary
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Office of Supplier Diversity Annual Report Fiscal Year 2018-19

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Executive Summary

Fiscal Year 2018-19 Highlights

The Department of Management Services (DMS), through the Office of Supplier Diversity (OSD), assists eligible Florida-based woman-, veteran-, and minority- owned small businesses in obtaining their certifications and educates them on state government contracting opportunities. During Fiscal Year 2018-19, OSD expanded educational and outreach efforts to support certified firms, increased overall certifications, and aligned resources to work alongside and support sister agencies as they seek to diversify their spending activities.

Fiscal Year 2018-19 successes include:

- **Certified 906 new firms** as woman-, veteran-, and/or minority-owned businesses. This represents a 10 percent increase in total new certifications since Fiscal Year 2017-18.
- **Reached a total of 5,615 certified firms** in Florida. This represents a 12 percent increase in total certified firms since Fiscal Year 2017-18.
- **Increased state agency utilization of certified businesses** by 28 percent since Fiscal Year 2017-18.
- **Attracted 687 attendees** to OSD Supplier Diversity Exchange regional events.
- **Partnered with MyFloridaMarketPlace to publish a new video resource on YouTube** to help customers understand the OSD certification process and how businesses can benefit from being certified.

The following pages of this report include expanded details related to these successes and provide insight as to how OSD continues to prove itself as a valuable resource for Florida's small businesses.

Office of Supplier Diversity Overview

About the Office of Supplier Diversity

OSD is the specialized team within the Division of State Purchasing at DMS that serves as a resource for small businesses. Specifically, OSD manages the certification program for Florida-based woman-, veteran-, and minority-owned businesses. By providing education, outreach, and marketing efforts, OSD helps improve business opportunities for small businesses through the following activities:

- Assisting small business owners with applicable state certification and recertification;
- Targeting outreach and communications of opportunities specific to unique commodity listings;
- Advocating for the utilization of certified woman-, veteran-, and minority-owned businesses with state, local, and private industries;
- Planning, hosting, and supporting Florida networking and business exchange events geared toward woman-, veteran-, and minority- business owners;
- Providing educational information to state government procurement professionals to help increase the use of small businesses in state and local government procurement contracts; and
- Promoting procurement opportunities across a variety of industries.

To become a certified woman-, veteran-, or minority-owned business, the following requirements must be met:

- Be engaged in commercial transactions;
- Be domiciled in Florida;
- Be 51-percent owned, managed, and controlled by an African-American, Hispanic-American, Asian-American, Native-American, woman, or veteran who is a permanent resident of Florida and a United States citizen or permanent resident alien; and
- Be a small business that is independently owned and operated, with a net worth of no more than \$5 million and that employs fewer than 200 full-time permanent employees.

Certification benefits include:

- First-tier referrals to state agencies and other public/private entities for purchase order and contract opportunities;
- Exclusive listing of state-certified woman-, veteran-, or minority-owned business in an online directory;
- Direct messaging from state agencies and other organizations about procurement opportunities;
- Participation and networking at regional events; and
- Mentor-protégé opportunities for business development and guidance from established corporations.

Supplier Diversity Exchanges

During Fiscal Year 2018-19, OSD continued to help small businesses learn, network, and grow through its signature event, the Supplier Diversity Exchange. At its core, the Supplier Diversity Exchange is a networking-style event that allows small businesses to meet directly with local, federal, and state buyers. Each regional event has its own unique characteristics, supplying local vendors with a wide range of knowledge and opportunities through trainings, presentations, open Q&A discussions, one-on-one scheduled appointments, reverse trade shows, and much more. Below is a summary of each Fiscal Year 2018-19 event:

The **Orlando Supplier Diversity Exchange** was held on July 31, 2018, at the University of Central Florida (UCF) campus, in collaboration with UCF Procurement. Thirty-two governmental entities and professional organizations participated in the event, and a total of 143 individuals attended. In a post-event survey, 89 percent of attendees strongly agreed or agreed that participating in the event was beneficial.



Networking in action! Small businesses marketed their goods and services to government buyers during one-on-one interviews at the Orlando Supplier Diversity Exchange.

The **Broward Supplier Diversity Day** was held on August 23, 2018, at the Broward College North Campus Omni Auditorium, in collaboration with Broward College. Thirty governmental entities and professional organizations participated in the event, and a total of 218 individuals attended. In a post-event survey, 85 percent of attendees strongly agreed or agreed that participating in the event was beneficial.



During the Broward Supplier Diversity Day, small businesses participated in a reverse tradeshow style networking opportunity. Business owners walked from table to table to meet directly with state and local organizations.

The **Tallahassee Supplier Diversity Exchange** was held on October 30, 2018, at the Department of Revenue, in collaboration with Big Bend Minority Enterprise Development (MED) Week. Thirty-one governmental entities and professional organizations participated in the event, and a total of 81 individuals attended. The event was rescheduled due to Hurricane Michael, and as a result, attendance was lower compared to previous years. In a post-event survey, 91 percent of attendees strongly agreed or agreed that participating in the event was beneficial.



Jane Dowgwill, Statewide Program Manager, Procurement Technical Assistance Center (PTAC), spoke to Tallahassee Supplier Diversity Exchange attendees about how their business can benefit from SBDC's federal resources.

The **Pensacola Supplier Diversity Exchange** was held on February 5, 2019, at the City of Pensacola’s Sanders Beach-Corinne Jones Resource Center, in collaboration with the City of Pensacola and the Gulf Coast Minority Chamber of Commerce. Twenty-eight governmental entities and professional organizations participated in the event, and a total of 122 individuals attended. In a post-event survey, 89 percent of attendees strongly agreed or agreed that participating in the event was beneficial.

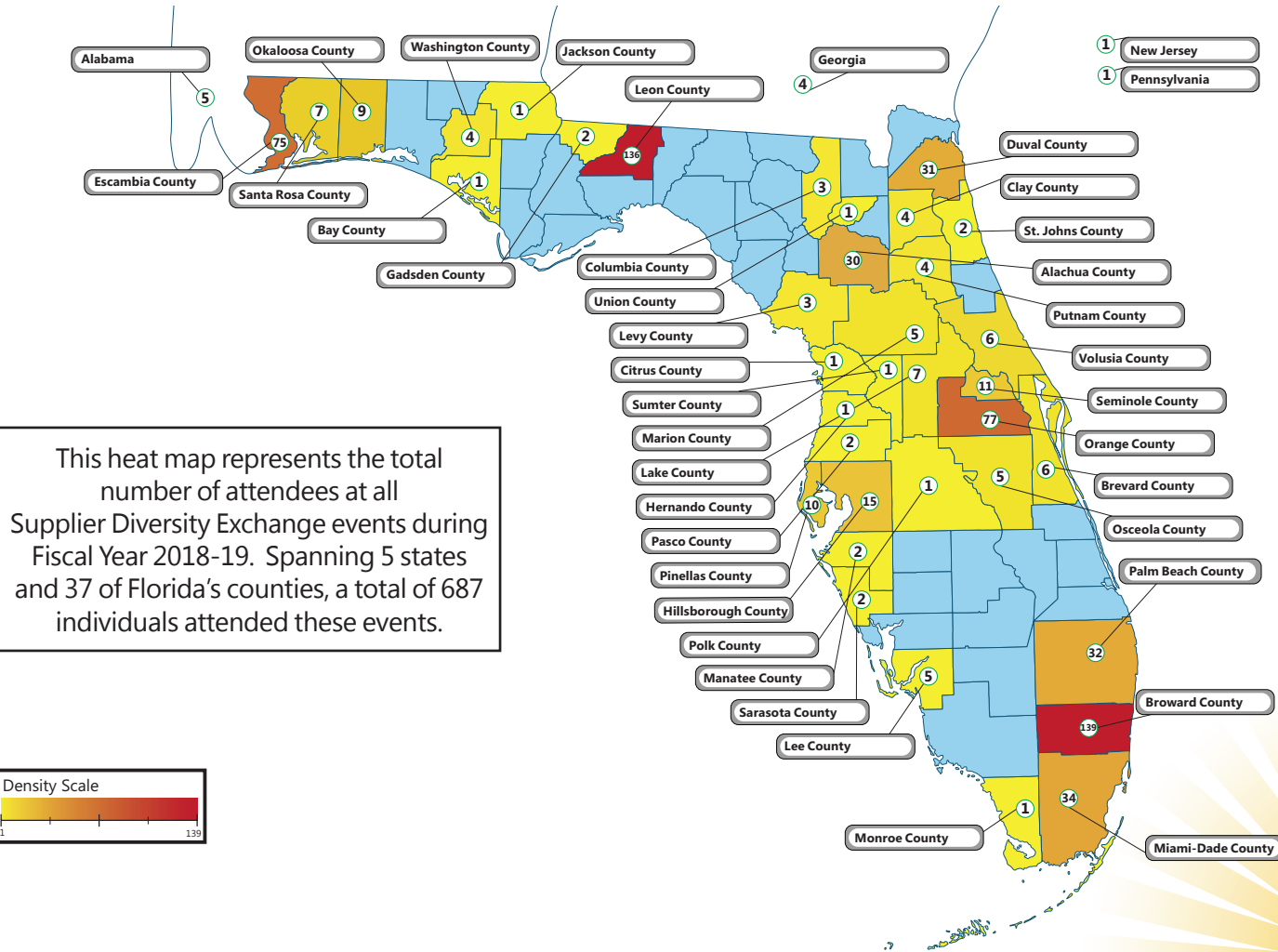


Together, representatives from OSD, MyFloridaMarketPlace, the City of Pensacola, and the Gulf Coast Minority Chamber of Commerce organized and executed the Pensacola Supplier Diversity Exchange. Pictured left to right: Robert Major, Devon Richardson, Jillian Green, Donna Williams, Brian Wyer, Judson Freeman, and Hosea Godwin.

The **Gainesville Supplier Diversity Exchange** was held on March 1, 2019, at the University of Florida’s (UF) Reitz Union, in collaboration with UF’s Small Business & Vendor Diversity Relations Division. Twenty-seven governmental entities and professional organizations participated in the event, and a total of 123 individuals attended. In a post-event survey, 96 percent of attendees strongly agreed or agreed that participating in the event was beneficial.



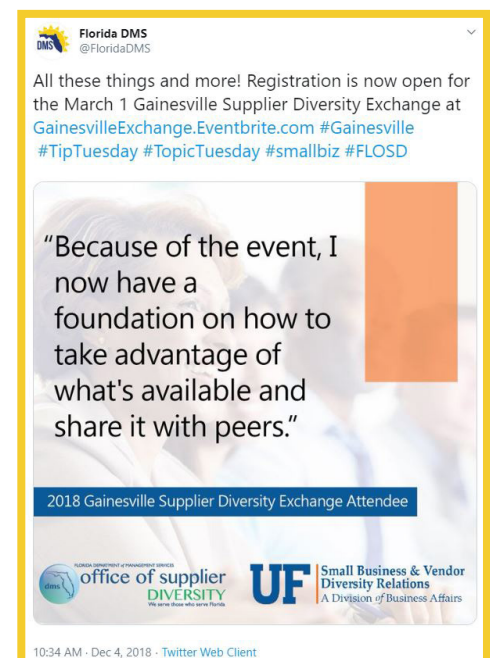
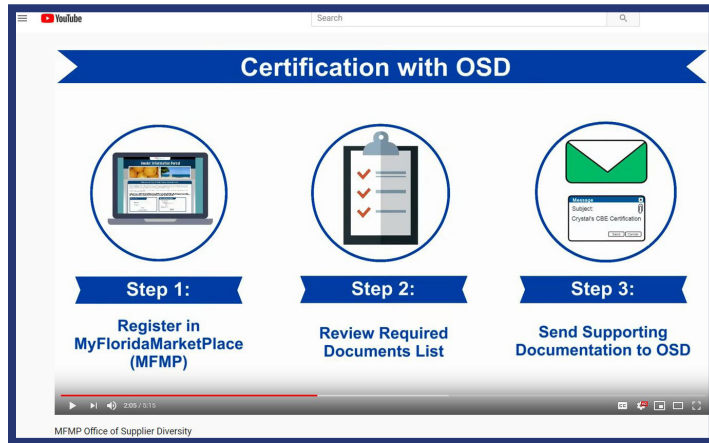
Gainesville Supplier Diversity Exchange attendees exchanged questions and answers on best practices with the event’s panel of experts composed of government representatives and small business owners.



Social Media Efforts

Ensuring comprehensive outreach efforts, OSD continued to utilize social media channels to reach business owners. Messages on Twitter, Facebook, and LinkedIn promoted OSD events, the Mentor-Protégé program, and certification benefits. OSD also participated in Twitter chats with the Small Business Administration.

In partnership with MyFloridaMarketPlace, a new YouTube video was created to help customers understand the OSD certification process, steps to certification, and benefits of certification. The video is also posted on OSD's website to help guide business owners through the process.



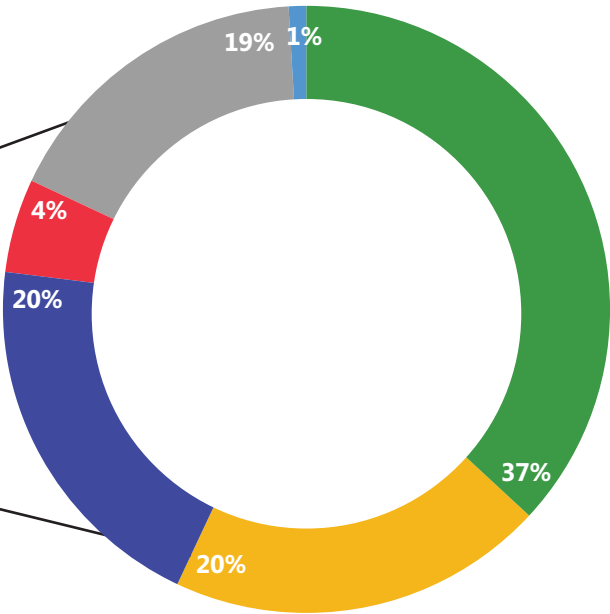
Office of Supplier Diversity FY 2018-19 Certification Data

New Certifications for Fiscal Year 2018-19

During Fiscal Year 2018-19, 906* firms were newly certified as woman-, veteran-, and/or minority-owned businesses. This represents a 10 percent increase in total new certifications since Fiscal Year 2017-18.

Designation Breakdown+ for the 906* Newly Certified Firms

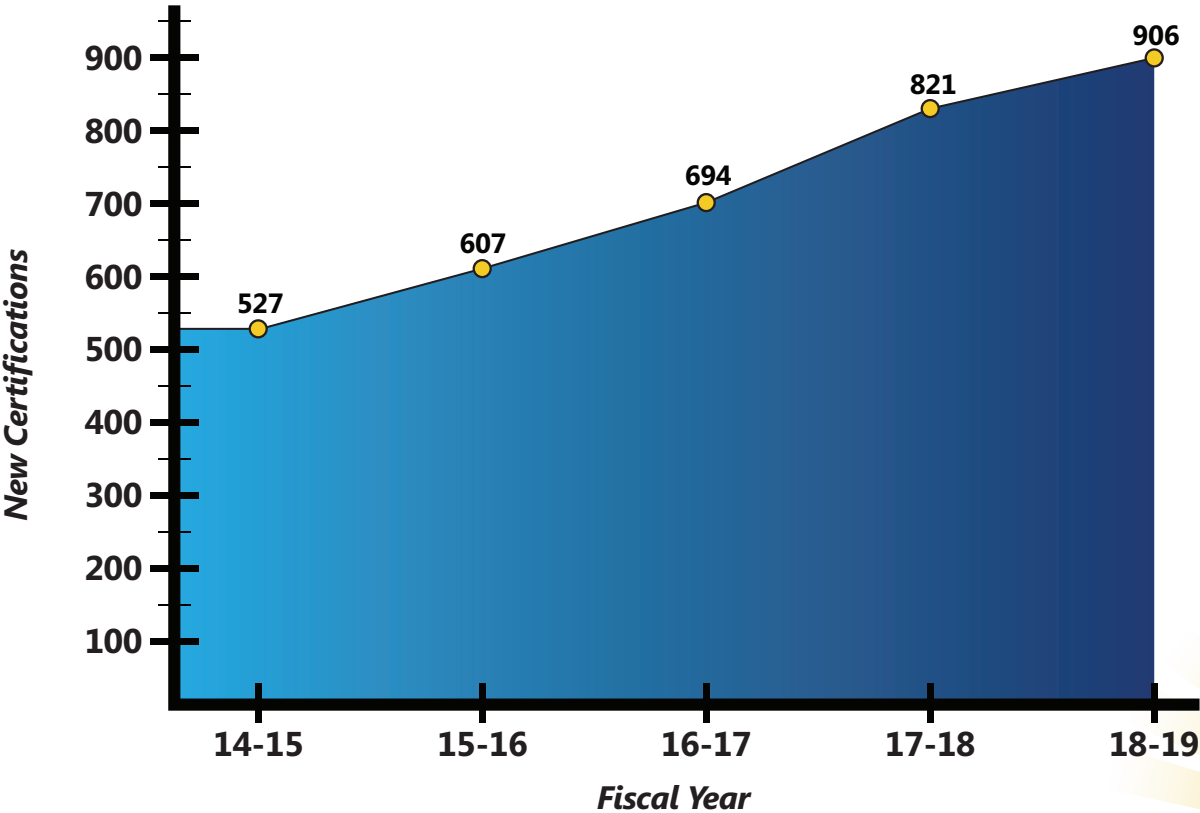
464	Woman-owned (37%)
243	Veteran-owned (20%)
244	African-American-owned (20%)
49	Asian-American-owned (4%)
235	Hispanic-American-owned (19%)
7	Native-American-owned (1%)



*Firms may have multiple designations.

+Slight percentage deviations due to rounding.

New Certifications Since Fiscal Year 2014-15

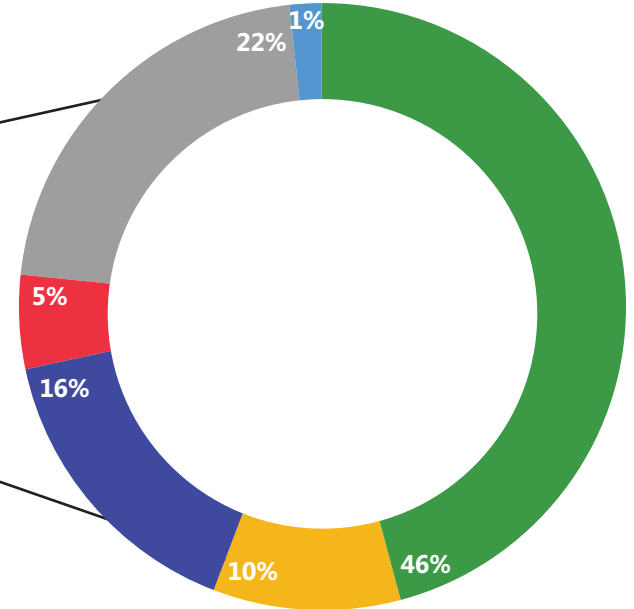


Recertifications for Fiscal Year 2018-19

During Fiscal Year 2018–19, 1,686* firms were recertified as woman-, veteran-, and/or minority-owned businesses. Considering firms have the ability to recertify every two years, this represents a 28 percent increase in total recertifications compared to Fiscal Year 2016-17 (the previous two year cycle).

Designation Breakdown+ for the 1,686* Recertified Firms

946	Woman-owned (46%)
205	Veteran-owned (10%)
335	African-American-owned (16%)
100	Asian-American-owned (5%)
456	Hispanic-American-owned (22%)
14	Native-American-owned (1%)



*Firms may have multiple designations.

+Slight percentage deviations due to rounding.

Recertifications Since Fiscal Year 2014-15

Firms certified by the Office of Supplier Diversity have the ability to recertify every two years. Recertification is an online process that easily allows firms to renew their certification status. The below table outlines total recertifications each fiscal year since 2014-15.

FY 2014-15	FY 2015-16	FY 2016-17	FY 2017-18	FY 2018-19
1,796	2,056	1,322*	2,062	1,686

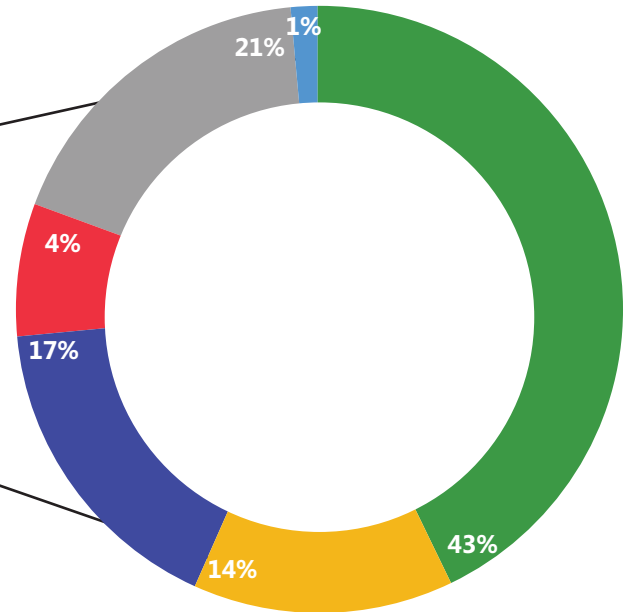
*Firms have the ability to recertify every two years. Of the total firms certified and recertified in FY 2014-15, 80% of these firms completed a recertification in FY 2016-17.

New Certifications and Recertifications for Fiscal Year 2018-19

During Fiscal Year 2017–18, 2,592* firms were newly certified or recertified as woman-, veteran-, and/or minority-owned businesses. Considering firms have the ability to recertify every two years, this represents a 29 percent increase in total new certifications and recertifications compared to Fiscal Year 2016-17 (the previous two year cycle).

Designation Breakdown+ for the 2,592* Certified and Recertified Firms

1,410	Woman-owned (43%)
448	Veteran-owned (14%)
579	African-American-owned (17%)
149	Asian-American-owned (4%)
691	Hispanic-American-owned (21%)
21	Native-American-owned (1%)



*Firms may have multiple designations.

+Slight percentage deviations due to rounding.

New Certifications and Recertifications Since Fiscal Year 2014-15

Firms certified by the Office of Supplier Diversity have the ability to recertify every two years. Recertification is an online process that easily allows firms to renew their certification status. The below table outlines total new certifications and recertifications each fiscal year since 2014-15.

FY 2014-15	FY 2015-16	FY 2016-17	FY 2017-18	FY 2018-19
2,323	2,663	2,016*	2,883	2,592

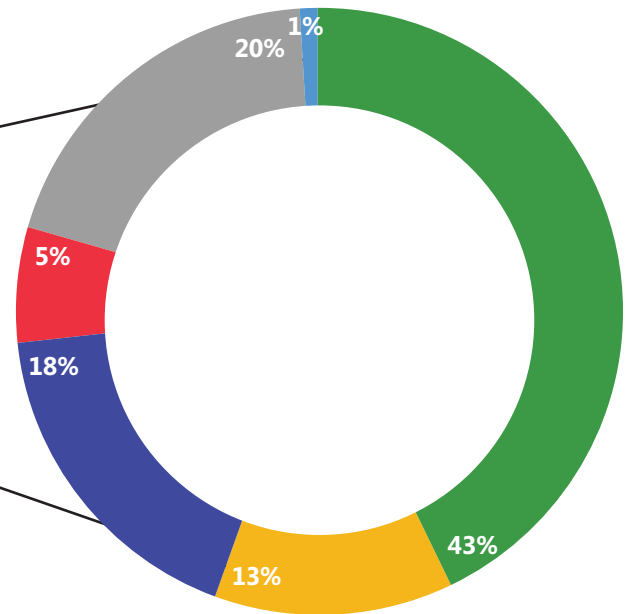
*Firms have the ability to recertify every two years. Of the total firms certified and recertified in FY 2014-15, 80% of these firms completed a recertification in FY 2016-17.

Current Certified Firms for Fiscal Year 2018-19

As of Dec. 5 2019, OSD has a total of 5,615* certified firms in Florida. This represents a 12 percent increase in total certified firms since Fiscal Year 2017-18.

Designation Breakdown+ for the 5,616* Current Certified Firms

3,087	Woman-owned (43%)
908	Veteran-owned (13%)
1,299	African-American-owned (18%)
332	Asian-American-owned (5%)
1,445	Hispanic-American-owned (20%)
50	Native-American-owned (1%)



*Firms may have multiple designations.

+Slight percentage deviations due to rounding.

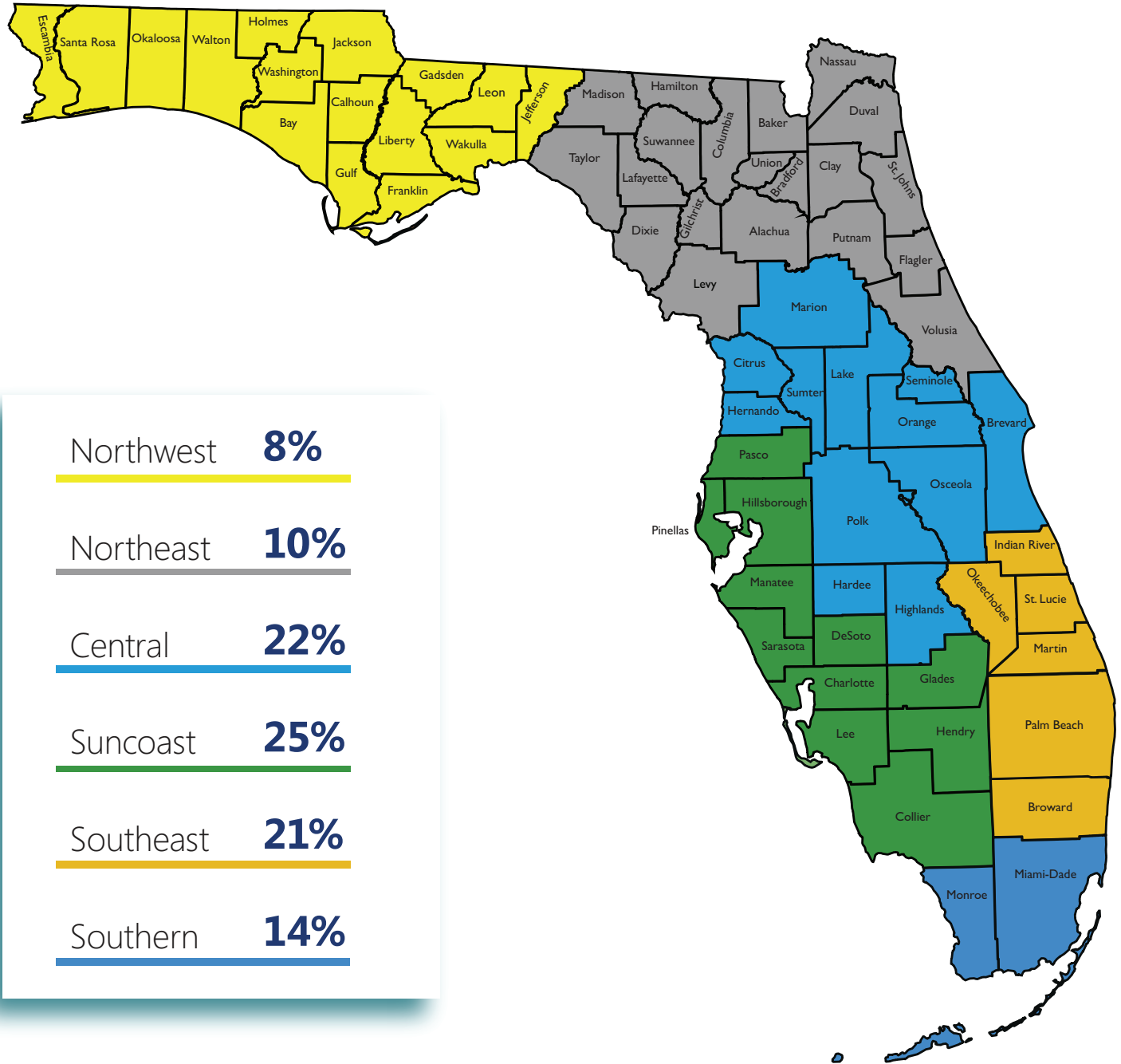
Top 20 Commodity Codes of Certified Business Enterprises (CBE)

Businesses certified by OSD provide a wide variety of goods and services to their customers. The following list represents the top 20 commodity codes selected by CBEs for Fiscal Year 2018-19.

Software	Vocational Training
Professional Engineering Services	Data Voice or Multimedia Network Equipment or Platforms and Accessories
Computer Services	Marketing and Distribution
Specialized Trade Construction and Maintenance Services	Advertising
Human Resources Services	Structural Materials
Pipe Piping and Pipe Fittings	Public Relations and Professional Communications Services
Computer Equipment and Accessories	Cleaning and Janitorial Services
Human Resources Services	Fresh Vegetables
Clothing	Canned or Jarred Fruit
Nonresidential Building Construction Services	Signage and Accessories

Certified Business Enterprises by Region

The regional representation of the certified business enterprises is noted below. The Central and Suncoast regions represent nearly half the certified businesses in Florida.



State of Florida Agency Expenditures FY 2018-19 Data

Agency Compliance for Business Participation Plans

Section 287.09451 (6), Florida Statutes, annually requires all state agencies to submit Business Participation Plans to OSD. Each plan includes the organization's strategy for increasing diversity in the organization's purchasing and contracting opportunities, as well as the previous fiscal year's spending with woman-, veteran-, and minority-owned CBEs. Plans must also include a statement and assessment of good faith efforts taken by each state agency and a status report of agency compliance with subsection (6). Fiscal Year 2019-20 plans from the following agencies were submitted and approved by OSD:

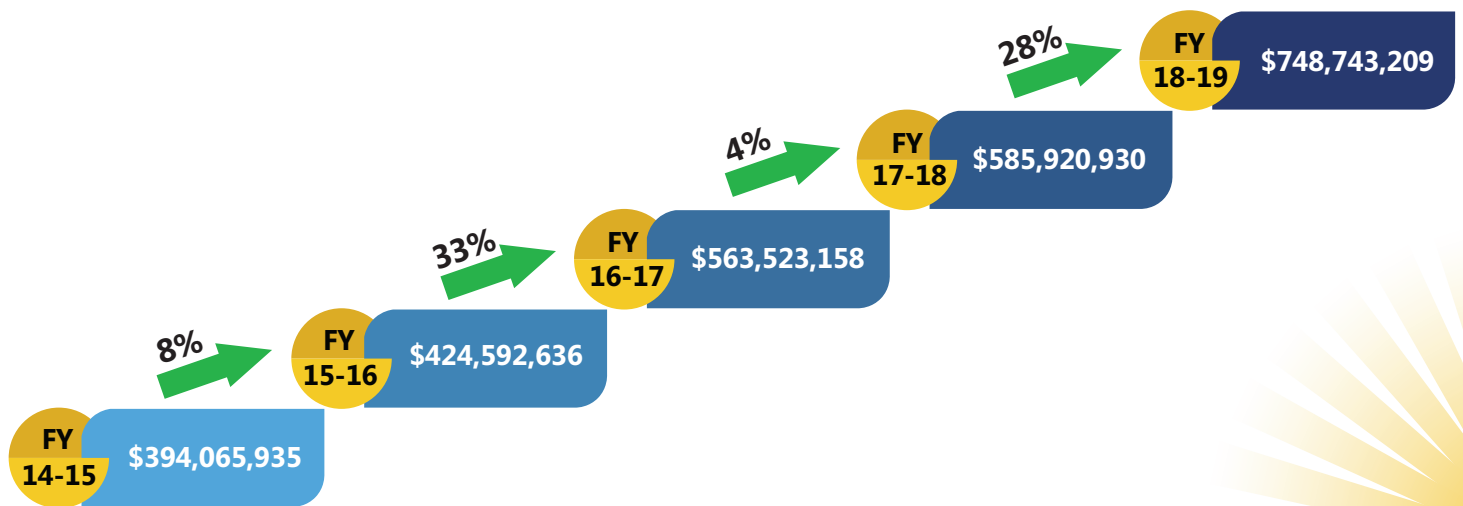
Agency for Health Care Administration	Department of Juvenile Justice
Agency for Persons with Disabilities	Department of Law Enforcement
Department of Agriculture and Consumer Services	Department of Legal Affairs
Department of Business and Professional Regulation	Department of Management Services
Department of Children and Families	Department of Military Affairs
Department of Citrus	Department of Revenue
Department of Corrections	Department of State
Department of Economic Opportunity	Department of Transportation
Department of Education	Department of Veterans' Affairs
Department of Elder Affairs	Division of Administrative Hearings
Department of Environmental Protection	Executive Office of the Governor
Department of Financial Services	Fish and Wildlife Conservation Commission
Department of Health	Florida Lottery
Department of Highway Safety and Motor Vehicles	

Data Calculation Fiscal Year 2018-19

Over the past several years, OSD has expanded its data calculations to include total agency spending with CBEs (in dollar amount and percentage) versus each agency's dedicated contract funds. This calculation excludes any agency transfers, grants, subsidies, or other pass-through payments (to other state agencies or recipients), as those expenditures do not represent active and deliberate contracting decisions on the part of the agency. This way of collecting data provides a more relevant representation of the state's expenditures with woman-, veteran-, and minority-owned small businesses.

Fiscal Year 2018-19 Total Agency Spend with CBEs

Agency	Total Expenditures	Direct CBE Expenditures	% Direct CBE	Indirect CBE (Subcontractor) Expenditures	% Indirect CBE	Total CBE Expenditures	% Total CBE
Agency for Healthcare Administration	\$104,951,319.11	\$1,102,684.59	1.05%	\$0.00	0.00%	\$1,102,684.59	1.05%
Agency for Persons with Disabilities	\$23,250,037.10	\$1,214,760.30	5.22%	\$0.00	0.00%	\$1,214,760.30	5.22%
Agency for State Technology	\$33,125,658.85	\$739,073.27	2.23%	\$0.00	0.00%	\$739,073.27	2.23%
Department of Agriculture and Consumer Services	\$154,680,007.73	\$17,004,048.95	10.99%	\$0.00	0.00%	\$17,004,048.95	10.99%
Department of Business and Professional Regulation	\$6,483,542.02	\$540,332.02	8.33%	\$0.00	0.00%	\$540,332.02	8.33%
Department of Children and Families	\$184,566,421.99	\$5,070,130.31	2.75%	\$776,248.38	0.42%	\$5,846,378.69	3.17%
Department of Citrus	\$10,912,570.89	\$15,544.94	0.14%	\$0.00	0.00%	\$15,544.94	0.14%
Department of Corrections	\$464,095,438.23	\$17,907,761.16	3.86%	\$3,499,600.21	0.75%	\$21,407,361.37	4.61%
Department of Economic Opportunity	\$32,437,594.79	\$1,885,181.14	5.81%	\$617,661.66	1.90%	\$2,502,842.80	7.72%
Department of Education	\$349,563,664.89	\$9,270,911.91	2.65%	\$0.00	0.00%	\$9,270,911.91	2.65%
Department of Elder Affairs	\$3,675,373.76	\$35,305.41	0.96%	\$0.00	0.00%	\$35,305.41	0.96%
Department of Environmental Protection	\$303,979,818.61	\$30,990,925.28	10.20%	\$949,359.66	0.31%	\$31,940,284.94	10.51%
Department of Financial Services	\$117,650,722.80	\$4,105,843.28	3.49%	\$1,207,118.10	1.03%	\$5,312,961.38	4.52%
Department of Health	\$556,079,118.32	\$18,970,276.05	3.41%	\$0.00	0.00%	\$18,970,276.05	3.41%
Department of Highway Safety and Motor Vehicles	\$119,678,167.84	\$2,943,989.19	2.46%	\$1,500.00	0.00%	\$2,945,489.19	2.46%
Department of Juvenile Justice	\$270,344,006.10	\$3,151,003.31	1.17%	\$0.00	0.00%	\$3,151,003.31	1.17%
Department of Law Enforcement	\$47,338,719.43	\$4,029,573.50	8.51%	\$0.00	0.00%	\$4,029,573.50	8.51%
Department of Legal Affairs	\$13,966,299.89	\$590,781.83	4.23%	\$0.00	0.00%	\$590,781.83	4.23%
Department of Management Services	\$78,137,159.82	\$1,715,073.37	2.19%	\$636,650.97	0.81%	\$2,351,724.34	3.01%
Department of Military Affairs	\$97,557,603.68	\$3,504,097.72	3.59%	\$0.00	0.00%	\$3,504,097.72	3.59%
Department of Revenue	\$72,934,476.92	\$6,113,399.14	8.38%	\$0.00	0.00%	\$6,113,399.14	8.38%
Department of State	\$10,947,449.91	\$478,219.11	4.37%	\$0.00	0.00%	\$478,219.11	4.37%
Department of Transportation	\$6,772,623,170.89	\$386,775,909.67	5.71%	\$203,720,491.84	3.01%	\$590,496,401.51	8.72%
Department of Veterans' Affairs	\$44,150,132.66	\$330,384.93	0.75%	\$0.00	0.00%	\$330,384.93	0.75%
Division of Administrative Hearings	\$1,960,328.36	\$48,741.69	2.49%	\$0.00	0.00%	\$48,741.69	2.49%
Executive Office of the Governor	\$268,190,571.55	\$626,873.81	0.23%	\$0.00	0.00%	\$626,873.81	0.23%
Fish and Wildlife Conservation Commission	\$115,396,600.51	\$3,645,043.71	3.16%	\$0.00	0.00%	\$3,645,043.71	3.16%
Florida Commission on Offender Review	\$292,440.03	\$2,178.81	0.75%	\$0.00	0.00%	\$2,178.81	0.75%
Florida Lottery	\$59,123,170.13	\$740,668.01	1.25%	\$13,705,428.82	23.18%	\$14,446,096.83	24.43%
Public Service Commission	\$662,362.51	\$80,433.66	12.14%	\$0.00	0.00%	\$80,433.66	12.14%
Total	\$10,318,753,949.32	\$523,629,150.07	5.07%	\$225,114,059.64	2.18%	\$748,743,209.71	7.26%



Fiscal Year 2018-19 Total Agency Expenditures by Industry

Agency	Architects/ Engineers	Commodities	Construction	Contractual Services	Total
Agency for Healthcare Administration	\$91,327.50	\$10,538,218.06	\$153,928.56	\$94,167,844.99	\$104,951,319.11
Agency for Persons with Disabilities	\$109,302.13	\$8,076,219.74	\$1,726,329.02	\$13,338,186.21	\$23,250,037.10
Agency for State Technology	\$1,177.00	\$7,246,012.05	\$33,820.00	\$25,844,649.80	\$33,125,658.85
Department of Agriculture and Consumer Services	\$17,167,128.91	\$52,370,652.52	\$29,403,544.34	\$55,738,681.96	\$154,680,007.73
Department of Business and Professional Regulation	\$0.00	\$2,441,393.45	\$0.00	\$4,042,148.57	\$6,483,542.02
Department of Children and Families	\$5,152,011.44	\$66,102,110.80	\$1,886,814.66	\$111,425,485.09	\$184,566,421.99
Department of Citrus	\$0.00	\$379,969.43	\$0.00	\$10,532,601.46	\$10,912,570.89
Department of Corrections	\$896,370.79	\$220,460,345.51	\$36,687,679.50	\$206,051,042.43	\$464,095,438.23
Department of Economic Opportunity	\$13,122.00	\$7,272,190.37	\$18,195.00	\$25,134,087.42	\$32,437,594.79
Department of Education	\$435.00	\$178,834,209.00	\$3,818,720.55	\$166,910,300.34	\$349,563,664.89
Department of Elder Affairs	\$0.00	\$2,185,793.63	\$685.00	\$1,488,895.13	\$3,675,373.76
Department of Environmental Protection	\$144,388,160.07	\$35,517,483.01	\$40,710,846.84	\$83,363,328.69	\$303,979,818.61
Department of Financial Services	\$0.00	\$29,483,923.00	\$41,841.73	\$88,124,958.07	\$117,650,722.80
Department of Health	\$512,596.70	\$314,590,455.25	\$3,615,599.95	\$237,360,466.42	\$556,079,118.32
Department of Highway Safety and Motor Vehicles	\$206,182.98	\$74,740,031.27	\$2,945,810.34	\$41,786,143.25	\$119,678,167.84
Department of Juvenile Justice	\$28,906.00	\$17,868,178.15	\$93,939.10	\$252,352,982.85	\$270,344,006.10
Department of Law Enforcement	\$33,407.00	\$22,364,529.82	\$34,165.45	\$24,906,617.16	\$47,338,719.43
Department of Legal Affairs	\$20,575.98	\$10,578,017.53	\$321,430.92	\$3,046,275.46	\$13,966,299.89
Department of Management Services	\$5,269,391.40	\$13,878,363.48	\$29,777,795.64	\$29,211,609.30	\$78,137,159.82
Department of Military Affairs	\$3,335,791.54	\$41,052,758.96	\$28,666,157.20	\$24,502,895.98	\$97,557,603.68
Department of Revenue	\$0.00	\$26,128,730.92	\$16,104.94	\$46,789,641.06	\$72,934,476.92
Department of State	\$5,289.00	\$4,420,241.69	\$50,172.90	\$6,471,746.32	\$10,947,449.91
Department of Transportation	\$1,543,127,520.01	\$107,922,055.72	\$4,178,603,635.03	\$942,969,960.13	\$6,772,623,170.89
Department of Veterans' Affairs	\$1,229,309.94	\$10,460,612.82	\$16,546,758.86	\$15,913,451.04	\$44,150,132.66
Division of Administrative Hearings	\$0.00	\$726,942.11	\$0.00	\$1,233,386.25	\$1,960,328.36
Executive Office of the Governor	\$0.00	\$126,736,097.48	\$12,956.23	\$141,441,517.84	\$268,190,571.55
Fish and Wildlife Conservation Commission	\$2,224,788.19	\$47,795,693.49	\$9,123,440.53	\$56,252,678.30	\$115,396,600.51
Florida Commission on Offender Review	\$0.00	\$243,515.49	\$0.00	\$48,924.54	\$292,440.03
Florida Lottery	\$0.00	\$16,584,006.69	\$0.00	\$42,539,163.44	\$59,123,170.13
Public Service Commission	\$0.00	\$222,351.96	\$0.00	\$440,010.55	\$662,362.51
Total	\$1,723,812,793.58	\$1,457,221,103.40	\$4,384,290,372.29	\$2,753,429,680.05	\$10,318,753,949.32

Fiscal Year 2018-19 Total Agency Expenditures by Business Classification

Agency	Certified	Non-Certified	Non-Profit	Other Business Classification	Total
Agency for Healthcare Administration	\$1,102,684.59	\$4,739,206.50	\$4,847,566.66	\$94,261,861.36	\$104,951,319.11
Agency for Persons with Disabilities	\$1,214,760.30	\$7,027,045.77	\$1,541,920.55	\$13,466,310.48	\$23,250,037.10
Agency for State Technology	\$739,073.27	\$7,748,303.69	\$454,792.00	\$24,183,489.89	\$33,125,658.85
Department of Agriculture and Consumer Services	\$17,004,048.95	\$15,395,789.91	\$10,512,660.19	\$111,767,508.68	\$154,680,007.73
Department of Business and Professional Regulation	\$540,332.02	\$1,019,454.32	\$62,780.69	\$4,860,974.99	\$6,483,542.02
Department of Children and Families	\$5,070,130.31	\$20,287,179.69	\$2,813,374.20	\$156,395,737.79	\$184,566,421.99
Department of Citrus	\$15,544.94	\$59,383.83	\$571,818.06	\$10,265,824.06	\$10,912,570.89
Department of Corrections	\$17,907,761.16	\$16,685,879.05	\$18,483,210.41	\$411,018,587.61	\$464,095,438.23
Department of Economic Opportunity	\$1,885,181.14	\$4,998,996.36	\$1,083,474.77	\$24,469,942.52	\$32,437,594.79
Department of Education	\$9,270,911.91	\$32,004,137.14	\$62,698,044.40	\$245,590,571.44	\$349,563,664.89
Department of Elder Affairs	\$35,305.41	\$313,328.79	\$22,519.61	\$3,304,219.95	\$3,675,373.76
Department of Environmental Protection	\$30,990,925.28	\$20,530,795.35	\$8,734,423.21	\$243,723,674.77	\$303,979,818.61
Department of Financial Services	\$4,105,843.28	\$7,649,730.15	\$1,537,739.64	\$104,357,409.73	\$117,650,722.80
Department of Health	\$18,970,276.05	\$33,565,587.39	\$27,599,584.10	\$475,943,670.78	\$556,079,118.32
Department of Highway Safety and Motor Vehicles	\$2,943,989.19	\$7,965,615.40	\$964,939.67	\$107,803,623.58	\$119,678,167.84
Department of Juvenile Justice	\$3,151,003.31	\$10,577,055.28	\$29,474,337.59	\$227,141,609.92	\$270,344,006.10
Department of Law Enforcement	\$4,029,573.50	\$9,378,099.80	\$356,751.47	\$33,574,294.66	\$47,338,719.43
Department of Legal Affairs	\$590,781.83	\$730,436.99	\$429,162.29	\$12,215,918.78	\$13,966,299.89
Department of Management Services	\$1,715,073.37	\$10,380,512.83	\$14,163,927.82	\$51,877,645.80	\$78,137,159.82
Department of Military Affairs	\$3,504,097.72	\$5,773,937.61	\$289,873.61	\$87,989,694.74	\$97,557,603.68
Department of Revenue	\$6,113,399.14	\$9,324,442.42	\$377,012.88	\$57,119,622.48	\$72,934,476.92
Department of State	\$478,219.11	\$1,867,664.35	\$273,984.28	\$8,327,582.17	\$10,947,449.91
Department of Transportation	\$386,775,909.67	\$779,135,952.20	\$140,165,223.40	\$5,466,546,085.62	\$6,772,623,170.89
Department of Veterans' Affairs	\$330,384.93	\$11,720,283.17	\$3,556,447.92	\$28,543,016.64	\$44,150,132.66
Division of Administrative Hearings	\$48,741.69	\$144,868.05	\$10,353.91	\$1,756,364.71	\$1,960,328.36
Executive Office of the Governor	\$626,873.81	\$19,728,107.31	\$659,163.14	\$247,176,427.29	\$268,190,571.55
Fish and Wildlife Conservation Commission	\$3,645,043.71	\$17,500,776.64	\$912,327.32	\$93,338,452.84	\$115,396,600.51
Florida Commission on Offender Review	\$2,178.81	\$6,611.76	\$14,677.97	\$268,971.49	\$292,440.03
Florida Lottery	\$740,668.01	\$662,993.20	\$246,052.10	\$57,473,456.82	\$59,123,170.13
Public Service Commission	\$80,433.66	\$323,059.77	\$1,802.06	\$257,067.02	\$662,362.51
Total	\$523,629,150.07	\$1,057,245,234.72	\$332,859,945.92	\$8,405,019,618.61	\$10,318,753,949.32

The Florida College System Fiscal Year 2018-19 Data

The Florida College System (FCS) has participated in the OSD Annual Report since Fiscal Year 2015-16. This year, FCS provided the following information regarding its certified minority business expenditures.

FCS Certified Minority Business Expenditures (CMBE)

Certified Category	CMBE Code	Construction	Architectural And Other Professional Services	Commodities	Other Contractual Services	Annual Total
African American	H	\$1,126,064.03	\$275,949.98	\$477,981.49	\$185,139.15	\$2,065,134.65
Hispanic	I	\$8,552,228.57	\$1,157,439.83	\$1,533,195.37	\$2,142,615.60	\$13,385,479.37
Asian American	J	\$527,628.68	\$1,987.60	\$670,273.53	\$2,284,013.35	\$3,483,903.16
Native American	K	\$14,995.00	\$0.00	\$16.31	\$83,545.00	\$98,556.31
American Women	M	\$7,060,148.57	\$929,867.94	\$1,303,512.43	\$5,044,553.04	\$14,338,081.98
Service Disabled Veteran	W	\$55,473.97	\$8,930.00	\$307,082.57	\$110,875.40	\$482,361.94
Total		\$17,336,538.82	\$2,374,175.35	\$4,292,061.70	\$9,850,741.54	\$33,853,517.41

FCS Non-Certified Minority Business Expenditures

Non-Certified Category	CMBE Code	Construction	Architectural and Other Professional Services	Commodities	Other Contractual Services	Annual Total
African American, Non-Certified	N	\$487,106.89	\$17,300.00	\$193,780.05	\$371,848.35	\$1,070,035.29
Hispanic, Non-Certified	O	\$44,580.85	\$5,000.00	\$463,974.67	\$412,692.16	\$926,247.68
Asian American, Non-Certified	P	\$5,298.00	\$500.00	\$328,882.31	\$185,862.85	\$520,543.16
Native American, Non-Certified	Q	\$233,822.14	\$0.00	\$13,361.42	\$306,890.48	\$554,074.04
American Women, Non-Certified	R	\$540,333.12	\$416,019.00	\$1,688,961.95	\$2,064,636.49	\$4,709,950.56
Service Disabled Veteran, Non-Certified	Y	\$13,075.00	\$0.00	\$8,576.64	\$6,405.00	\$28,056.64
Total		\$1,324,216.00	\$438,819.00	\$2,697,537.04	\$3,348,335.33	\$7,808,907.37

Total Certified and Non-Certified		\$18,660,754.82	\$2,812,994.35	\$6,989,598.74	\$13,199,076.87	\$41,662,424.78
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Office of Supplier Diversity Staff

Fiscal Year 2018-19

Donna Williams – Executive Director

Carmen Claudio – Certification Coordinator

Robert Major – Stakeholder Manager

Devon Richardson – Marketing Designer

Breneicia Stephens – Marketing Assistant

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