

12 Month Activities and Reporting for FY16

Florida State University (FSU) continues to implement its Supplier Diversity Plan (SDP) in an inclusionary manner aimed at enhancing the participation of qualified small businesses in state contracting to include small, minority, veteran and women owned business enterprises (SMV/WBEs).

This document reflects the University’s market-driven approach toward continued development for a broadened level of business participation. Through outreach and educational activities, the University enhances its commitment of equity in contracting and procurement.

The Chief Procurement Officer will provide direction for the University’s SDP with a focus on communications with the small business community through outreach efforts and educating staff internally on ways of making small acts of inclusion.

In addition, the University will receive direction from the [Small Business Participation Council](http://procurement.fsu.edu/supplier-diversity/advisory-council) (SBPC) to successfully implement the 12-Month Operating Plan, chaired by the Procurement Services Associate Director.

The key purpose of the SBPC is to foster a diverse supply base, and in the process, improve outcomes regarding expenditures with that diverse supply base. This council will monitor and track the operating plan progress while continuing to encourage full participation, effective outreach and implementation of the FSU diversity initiative with SMV/WBEs.

**Planned Activities:**

* Coordinate meet & greet events between small business owners and major contracting firms upon award of a major construction projects, to expand relationships and provide subcontracting opportunities.
* Conduct a course curriculum on the topic of “Construction Services Marketing” geared to prepare small businesses to compete for the FSU “Service Contracts” offered every three years.  This may include a “Mock Interview Presentation” and One-on-One assistance with submittal packages.  The next training will be April 2016.
* Inform businesses about development and contract opportunities with FSU when attending community outreach events.
* Serve on the planning committee for the Big Bend MED Week (October 2016), the Small Business Week celebrations and the State Department of Management Services Office of Supplier Diversity Annual Tallahassee Regional MatchMaker Conference (May 2016).
* Continue participation with Alliance of Entrepreneur Resource Organizations, a partnership with the FSU College of Business, Jim Moran Institute, and other local organizations providing services to entrepreneurial and small business owners while providing a single source website of information about each partner organization.
* Serve on the planning committee for the 2016 FSU supplier show that will include FSU contract suppliers.
* Facilitate a pilot initiative with colleges/departments to extend SmallActs of Inclusion with SMV/WBEs and to raise awareness with staff members who requisition the procurement of goodsand services. Next planned initiative is with the College of Business.

**Accountability and Reporting:**

Below is a summary of FSU’s spending including both certified and non-certified SMV/WBEs.

During FY15, the University spent a total of $259,955,530 with all suppliers, large and small. $15,290,594 was spent with SMV/WBEs or 5.9%.

Charts 1 & 2 below reflect SMV/WBE spending since fiscal year 2009. Although not required, FSU spend with certified suppliers have been greater than with non-certified suppliers since FY 12. The university spend on commodities reflects a downward trend while contractual services is trending upward. Construction and Architecture/Engineering is also trending downward.

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| --- |
| **FSU Annual Small/Minority Business Expenditures Report FY15** |
| **July 1, 2014 to June 30, 2015** |
|  |
| **CATEGORY** | **MBE CODE** | **CONSTRUCTION** | **ARCH & ENG** | **COMMODITIES** | **SERVICES** | **TOTAL** |
|   |  | NO. | DOLLARS | NO. | DOLLARS | NO. | DOLLARS | NO. | DOLLARS | NO. | DOLLARS |
|  |   |  |  |  |  |  |  |  |  |  |  |
|  |   |  |  |  |  |  |  |  |  |  |  |
| **NON-MBE:**  |   |   |   |   |   |   |   |   |   |   |   |
| NON-MINORITY | A | 287 | 28,006,218 | 166 | 2,169,745 | 32,403 | 65,182,767 | 7,565 | 15,724,204 | 40,421 | $111,082,935 |
| SMALL BUS ST | B | 250 | 19,192,262 | 147 | 2,654,362 | 8,152 | 8,839,256 | 5,896 | 8,766,018 | 14,445 | $39,451,898 |
| SMALL BUS FED | C | 12 | 384,397 | 7 | 31,232 | 2,635 | 8,673,693 | 981 | 4,541,357 | 3,635 | $13,630,679 |
| SBA CERT DISADV FED | C1 | 0 | 394,093 | 0 | 0 | 4 | 6,916 | 1 | 1,066 | 5 | $402,074 |
| MBE FED | D | 0 | 0 | 0 | 0 | 5 | 6,777 | 8 | 10,800 | 13 | $17,577 |
| HUB ZONE FED | D1 | 0 | 0 | 0 | 0 | 3 | 4,329 | 0 | 0 | 3 | $4,329 |
| GOV'T AGENCIES | E | 8 | 816,782 | 3 | 35,989 | 715 | 18,023,724 | 636 | 4,912,681 | 1,362 | $23,789,175 |
| NON-PROFIT ORG | F | 0 | 0 | 0 | 0 | 332 | 6,018,489 | 240 | 9,636,957 | 572 | $15,655,446 |
| P.R.I.D.E. | G | 0 | 0 | 0 | 0 | 24 | 29,696 | 4 | 2,050 | 28 | $31,746 |
|  **TOTAL NON-MBE:** |   | **655** | **$60,058,470** | **281** | **$10,235,008** | **43,264** | **$109,598,117** | **15,242** | **$49,963,686** | **59,442** | **$229,855,281** |
|  |   |   |   |   |   |   |   |   |   |   |   |
| **CMBE:**  |   |   |   |   |   |   |   |   |   |   |   |
| AFRICAN AMERICAN | H | 0 | 8,028 | 0 | 0 | 9 | 4,080 | 86 | 237,100 | 95 | $249,208 |
| HISPANIC AMERICAN | I | 4 | 122,061 | 0 | 0 | 61 | 216,631 | 41 | 75,216 | 106 | $413,908 |
| ASIAN AMERICAN | J | 5 | 4,415 | 2 | 1,660 | 342 | 552,352 | 26 | 162,730 | 375 | $721,157 |
| NATIVE AMERICAN | K | 0 | 0 | 0 | 0 | 2 | 738 | 10 | 14,000 | 12 | $14,738 |
| AMERICAN WOMAN | M | 98 | 5,963,523 | 1 | 29,720 | 512 | 952,002 | 171 | 462,753 | 782 | $7,407,997 |
|  **TOTAL CMBE:** |  | **107** | **$6,098,027** | **3** | **$31,380** | **926** | **$1,725,803** | **334** | **$951,799** | **1370** | **$8,807,008** |
|   |   |   |   |   |   |   |   |   |   |   |   |
| **NON-CMBE:**  |   |   |   |   |   |   |   |   |   |   |   |
| AFRICAN AMERICAN | N | 0 | 2,485 | 0 | 0 | 17 | 64,755 | 172 | 247,608 | 189 | $314,848 |
| HISPANIC AMERICAN | O | 0 | 700 | 0 | 0 | 8 | 56,828 | 144 | 314,922 | 152 | $372,449 |
| ASIAN AMERICAN | P | 0 | 0 | 1 | 152 | 147 | 285,931 | 55 | 68,076 | 203 | $354,160 |
| NATIVE AMERICAN | Q | 0 | 0 | 0 | 0 | 6 | 12,235 | 9 | 48,253 | 15 | $60,488 |
| AMERICAN WOMAN | R | 27 | 1,071,275 | 0 | 0 | 911 | 1,912,600 | 1,061 | 1,470,150 | 1,999 | $4,454,025 |
|  **TOTAL NON-CMBE:** |  | **27** | **$1,074,459** | **1** | **$152** | **1,089** | **$2,332,350** | **1441** | **$2,149,009** | **2558** | **$5,555,970** |
|  |  |  |  |  |  |  |  |  |  |  |  |
| **NON-PROFIT:**  |  |  |  |  |  |  |  |  |  |  |  |
| MIN BD DIRS | S | 0 | 0 | 0 | 0 | 2 | 8,418 | 3 | 25,000 | 5 | $33,418 |
| MIN EMPLOYEES | T | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $0 |
| MIN COMM SERVED | U | 0 | 0 | 0 | 0 | 5 | 4,923 | 4 | 4,987 | 9 | $9,910 |
| OTHER NON PROF | V | 0 | 0 | 0 | 0 | 201 | 919,845 | 318 | 1,297,647 | 519 | $2,217,492 |
|  **TOTAL NON-PROF:** |   | **0** | **$0** | **0** | **$0** | **208** | **$933,185** | **325** | **$1,327,634** | **533** | **$2,260,819** |
|  |   |  |  |  |  |  |  |  |  |  |  |
| **OTHER CLASSIF:**  |   |  |  |  |  |   |  |  |  |  |  |
| CERT SVC DISABLED VET | W | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 2,000 | 1 | $2,000 |
| NON-CERT SVC DISABLED VET | Y | 0 | 0 | 0 | 0 | 12 | 280,298 | 43 | 76,565 | 55 | $356,863 |
| NO SELECTION | Z | 0 | 0 | 0 | 0 | 969 | 12,342,580 | 101 | 775,008 | 1,070 | $13,117,588 |
| **TOTAL OTH CLSSF:** |  | **0** | **$0** | **0** | **$0** | **981** | **$12,622,878** | **145** | **$853,573** | **1126** | **$13,476,451** |
|  |   |   |   |   |   |   |   |   |   |   |   |
|  **GRAND TOTAL:**  |  | **789** | **$67,230,956** | **285** | **$10,266,540** | **46,468** | **$127,212,333** | **17,487** | **$55,245,701** | **65,029** | **$259,955,530** |

**SOURCE: Florida State University Procurement Services, Facilities, and OMNI/ERP**