



12 Month Activities and Reporting for FY19

Expanding Relationships, Enriching Economic Opportunities

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.

The Jim Moran Institute for Global Entrepreneurship offers [programs](#) to business owners and entrepreneurs of established companies (more than 3 years) with three or more employees to assist with implementing best practice management.

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.
- Introduce a new initiative – Job Order Contracting(JOC). FSU and Gordian will provide informational sessions for General Contractors, HVAC/Mechanical and Electrical Contractors. JOC is an indefinite delivery, indefinite quantity construction procurement process. Businesses will learn how to accomplish multiple projects through a single competitive bid.
- Inform businesses about development and contract opportunities with FSU when attending community outreach events.
- Serve on the planning committee as the chair for the Big Bend MED Week (October 2019), the Small Business Week celebrations (May 2019), and the State Department of Management Services Office of Supplier Diversity Annual Tallahassee Supplier Diversity Exchange (October 2019).
- 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.
- The Department of Management Service Office of Supplier Diversity & FSU's Procurement Services will host a Wednesday Workshop Series for Small Businesses to be held once a quarter in 2019 to learn about government contracting, the systems used in procurement activities and other programs offered to help small businesses.
- Facilitate pilot initiatives with colleges/departments to extend Small Acts of Inclusion with SMV/WBEs and to raise awareness with staff members who requisition the procurement of goods and services. Continued planned initiative with the College of Business and the College of Arts & Sciences.

Accountability and Reporting:

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

During FY17-18, the University spent a total of \$297,716,819 with all suppliers, large and small. \$19,598,809 was spent with SMV/WBEs or 6.58% which is a slight decrease from the previous year at 7.6%.

FSU Annual Small/Minority Business Expenditures Report FY18

July 1, 2017 to June 30, 2018

CATEGORY	MBE CODE	CONSTRUCTION		ARCH & ENG		COMMODITIES		SERVICES		TOTAL	
		NO.	DOLLARS	NO.	DOLLARS	NO.	DOLLARS	NO.	DOLLARS	NO.	DOLLARS
NON-MBE:											
NON-MINORITY	A	648	56,825,881	86	1,607,456	50,269	81,013,966	7,818	28,216,433	58,821	\$167,663,737
SMALL BUS ST	B	510	22,385,468	74	2,585,039	9,491	19,629,513	4,012	9,257,423	14,087	\$53,857,442
SMALL BUS FED	C	19	388,527	2	2,400	3,385	11,473,251	803	6,259,821	4,209	\$18,123,999
SBA CERT DISADV FED	C1	4	1,214,153	0	0	7	59,475	1	2,500	8	\$1,276,128
MBE FED	D	0	0	0	0	26	10,860	7	21,435	33	\$32,295
HUB ZONE FED	D1	0	0	0	0	1	512	0	0	1	\$512
GOV'T AGENCIES	E	5	30,437	9	33,580	639	11,381,980	424	7,231,879	1,077	\$18,677,876
NON-PROFIT ORG	F	4	17,380	1	7,746	314	4,070,165	186	8,720,356	505	\$12,815,647
P.R.I.D.E.	G	0	0	0	0	2	11,480	3	1,100	5	\$12,580
TOTAL NON-MBE:		1186	\$80,861,846	172	\$4,236,221	64,134	\$127,651,203	13254	\$59,710,946	78,746	\$272,460,216
CMBE:											
AFRICAN AMERICAN	H	8	127,265	0	0	7	5,220	41	151,171	56	\$283,655
HISPANIC AMERICAN	I	13	272,466	0	0	44	80,396	42	281,758	99	\$634,620
ASIAN AMERICAN	J	6	17,845	0	0	496	1,653,130	34	2,368,163	536	\$4,039,139
NATIVE AMERICAN	K	0	0	0	0	1	144	6	9,400	7	\$9,544
AMERICAN WOMAN	M	48	3,251,176	0	0	656	1,212,310	126	469,256	830	\$4,932,742
TOTAL CMBE:		75	\$3,668,751	0	\$0	1,204	\$2,951,199	249	\$3,279,748	1528	\$9,899,699
NON-CMBE:											
AFRICAN AMERICAN	N	3	12,331	0	0	16	116,971	172	765,233	191	\$894,535
HISPANIC AMERICAN	O	0	9,047	0	0	10	39,545	77	123,839	87	\$172,430
ASIAN AMERICAN	P	0	0	0	0	62	360,687	27	81,220	89	\$441,907
NATIVE AMERICAN	Q	0	0	0	0	3	7,543	5	8,991	8	\$16,534
AMERICAN WOMAN	R	43	1,143,526	0	0	688	3,388,736	841	1,836,707	1,572	\$6,368,969
TOTAL NON-CMBE:		46	\$1,164,904	0	\$0	779	\$3,913,482	1122	\$2,815,989	1947	\$7,894,376
NON-PROFIT:											
MIN BD DIRS	S	0	0	0	0	0	0	1	6,250	1	\$6,250
MIN EMPLOYEES	T	0	0	0	0	0	0	0	0	0	\$0
MIN COMM SERVED	U	0	0	0	0	7	26,955	0	3,600	7	\$30,555
OTHER NON PROF	V	0	0	0	0	206	805,643	249	707,225	455	\$1,512,867
TOTAL NON-PROF:		0	\$0	0	\$0	213	\$852,597	250	\$717,075	463	\$1,549,672
OTHER CLASSIF:											
CERT SVC DISABLED VET	W	0	24,935	0	0	0	0	1	800	1	\$25,735
NON-CERT SVC DISABLED VET	Y	1	49,521	0	0	13	213,936	50	169,802	64	\$433,259
NO SELECTION	Z	1	4,150	13	67,642	700	3,896,095	154	1,485,975	868	\$5,453,862
TOTAL OTH CLSSF:		2	\$78,606	2	\$67,642	713	\$4,110,031	205	\$1,656,577	933	\$5,912,856
GRAND TOTAL:		1309	\$85,774,107	185	\$4,303,863	67,043	\$139,458,513	15,080	\$68,180,336	83,617	\$297,716,819

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