



12 Month Activities and Reporting for FY18

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. Programs such as 'Entrepreneurship Bootcamp for Veterans', 'Small Business Executive Program', 'CEO Peer2Peer Groups' and 'Nonprofit Executive Program' to name a few, provide an opportunity for participants to emerge as stronger leaders, who are ready to capitalize on opportunities and turn challenges into strategic advantages. All of these programs are offered at little to no cost to participants.

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.
- 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 2018), the Small Business Week celebrations (May 2018), and the State Department of Management Services Office of Supplier Diversity Annual Tallahassee Supplier Diversity Exchange (October 2018).
- 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 have joined together to present a Wednesday Workshop Series for Small Businesses to be held once a quarter in 2018 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 FY16-17, the University spent a total of \$284,545,902 with all suppliers, large and small. \$20,083,742 was spent with SMV/WBEs or 7.6% which is an increase from the previous year.

FSU Annual Small/Minority Business Expenditures Report FY17

July 1, 2016 to June 30, 2017

CATEGORY	MBE CODE	CONSTRUCTION		ARCH & ENG		COMMODITIES		SERVICES		TOTAL	
		NO.	DOLLARS	NO.	DOLLARS	NO.	DOLLARS	NO.	DOLLARS	NO.	DOLLARS
NON-MBE:											
NON-MINORITY	A	437	47,234,614	153	6,905,672	28,134	61,482,380	7,728	24,472,283	36,452	\$140,094,949
SMALL BUS ST	B	407	49,820,853	127	4,412,752	7,762	8,986,964	5,213	9,101,750	13,509	\$72,322,320
SMALL BUS FED	C	21	424,698	5	32,716	2,979	11,125,007	1,014	7,060,714	4,019	\$18,643,136
SBA CERT DISADV FED	C1	0	1,265,623	0	0	5	20,023	2	2,978	7	\$1,288,623
MBE FED	D	0	0	0	0	24	16,798	5	23,314	29	\$40,112
HUB ZONE FED	D1	0	0	0	0	0	0	0	0	0	\$0
GOV'T AGENCIES	E	3	20,571	6	37,090	425	10,575,499	780	5,431,126	1,214	\$16,064,286
NON-PROFIT ORG	F	3	31,540	0	0	328	3,729,320	238	8,252,931	569	\$12,013,791
P.R.I.D.E.	G	0	0	0	0	11	31,921	2	950	13	\$32,871
TOTAL NON-MBE:		871	\$98,797,900	291	\$11,388,231	39,668	\$95,967,911	14982	\$54,346,045	59,442	\$260,500,087
CMBE:											
AFRICAN AMERICAN	H	5	112,646	0	0	9	9,718	74	338,601	88	\$460,965
HISPANIC AMERICAN	I	3	128,949	0	0	58	208,633	42	257,772	103	\$595,354
ASIAN AMERICAN	J	15	99,165	1	5,940	288	1,398,642	59	1,207,553	363	\$2,711,300
NATIVE AMERICAN	K	0	0	0	0	0	0	4	3,000	4	\$3,000
AMERICAN WOMAN	M	66	6,567,210	2	70,608	599	872,535	127	290,758	794	\$7,801,111
TOTAL CMBE:		89	\$6,907,970	3	\$76,548	954	\$2,489,528	306	\$2,097,684	1352	\$11,571,730
NON-CMBE:											
AFRICAN AMERICAN	N	2	19,585	0	0	16	20,745	205	428,103	223	\$468,433
HISPANIC AMERICAN	O	4	113,246	0	0	5	31,984	116	174,862	122	\$320,092
ASIAN AMERICAN	P	0	0	0	0	55	278,031	68	74,750	123	\$352,782
NATIVE AMERICAN	Q	0	0	0	0	3	4,059	4	12,360	7	\$16,419
AMERICAN WOMAN	R	19	1,380,548	0	0	677	2,356,483	960	2,060,105	1,657	\$5,797,136
TOTAL NON-CMBE:		25	\$1,513,379	0	\$0	756	\$2,691,303	1353	\$2,750,180	2134	\$6,954,861
NON-PROFIT:											
MIN BD DIRS	S	0	0	0	0	1	1,470	2	6,750	3	\$8,220
MIN EMPLOYEES	T	0	0	0	0	0	0	1	200	1	\$200
MIN COMM SERVED	U	0	0	0	0	4	4,466	4	6,000	8	\$10,466
OTHER NON PROF	V	1	596	0	0	147	1,003,979	357	1,145,702	505	\$2,150,278
TOTAL NON-PROF:		1	\$596	0	\$0	152	\$1,009,915	364	\$1,158,652	517	\$2,169,164
OTHER CLASSIF:											
CERT SVC DISABLED VET	W	1	9,870	0	0	0	0	1	1,500	2	\$11,370
NON-CERT SVC DISABLED VET	Y	0	0	2	5,000	16	117,514	53	75,847	71	\$198,361
NO SELECTION	Z	0	0	0	0	459	2,171,036	127	969,294	586	\$3,140,330
TOTAL OTH CLSSF:		1	\$9,870	2	\$5,000	475	\$2,288,549	181	\$1,046,641	659	\$3,360,061
GRAND TOTAL:		987	\$107,229,715	296	\$11,469,779	42,005	\$104,447,206	17,186	\$61,399,203	60,474	\$284,545,902

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