



# OFFICE OF SUPPLIER DIVERSITY

## **FY2015 Q3 Report January 1, 2015 to March 31, 2015**

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## Key Indicators

### Growth in the Supplier Diversity Certified community:

- The number of certified firms increased by 138 businesses from 2,665 at the end of FY2014 to 2,803 during FY2015 to date.
- The Small Business Focus program is growing, with 73 businesses certified at the end of Q3.
- The Small Business Focus (SBF) Program has triggered state review and reporting of spend with small businesses, inclusive of those self-identified on their W9. Spend with the small businesses in Q3 was: \$21.4M, of which \$1.72M was with the SBF certified community.

### Growth in the Technology Sector:

- During FY2015 to date the state experienced an average of 16.48% growth of OSD certified firms over FY2013 in the sector known as Professional, Scientific, and Technical Services and average 8.02% growth FY2015 over FY2014.

### School Districts continue spend with diverse and small businesses:

- During FY2015 Department of Education (DOE) has highest spend with the OSD Certified community at \$4.71Million and 24% of the total of all agencies spend with the diversity community as well as the highest spend with small businesses at \$7.71Million and 36% of the total of all agencies spend with small businesses this quarter.

## Agencies' SCORE CARD FY2015 Q3

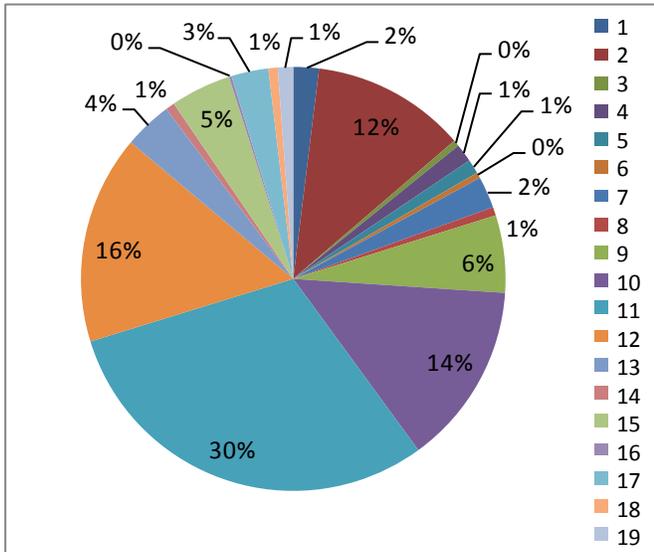
**The State of Delaware spent a total of \$51.7Million with the Supplier Diversity and Small Business Communities this quarter, of which \$30.3Million was with the entire Supplier Diversity community and \$21.4Million was with Small Businesses.**

Department of Education (DOE) has highest spend with the OSD Certified community at \$4.71Million and 24% of the total of all agencies spend with the diversity community as well as the highest spend with small businesses at \$7.71Million and 36% of the total of all agencies spend with small businesses this quarter. Four agencies account for 60% of the spend with the diversity community: DOE, Correction, DelDOT, and Technology and three agencies account for 64% of the spend with small businesses: DOE, Health and Social Services, and Finance.

AGENCY	OSD FY15 Q3	% of Agency OSD Spend	OSD% YTD Agency Spend	Total Agency Spend	Small FY15 Q3	% of Agency small Spend	Small% YTD Agency Spend
Legislative	\$121,328	0.62%	7.70%	\$1,575,198	\$10,250	0.05%	0.65%
Judicial	\$253,545	1.29%	3.76%	\$6,740,819	\$245,996	1.15%	3.65%
Executive	\$1,156,268	5.89%	0.38%	\$306,844,301	\$698,092	3.26%	0.23%
Technology	\$1,716,898	8.75%	16.26%	\$10,556,533	\$847,959	3.96%	8.03%
Other Elective	\$134,254	0.68%	0.45%	\$30,054,694	\$75,120	0.35%	0.25%
Legal	\$75,436	0.38%	2.47%	\$3,056,740	\$453,463	2.12%	14.83%
Finance	\$976,439	4.98%	2.37%	\$41,170,107	\$1,691,656	7.90%	4.11%
DHSS	\$1,572,601	8.02%	0.26%	\$594,347,329	\$4,397,493	20.55%	0.74%
DSCYF	\$640,566	3.27%	2.92%	\$21,910,555	\$560,201	2.62%	2.56%
Correction	\$3,232,070	16.48%	13.72%	\$23,559,438	\$282,585	1.32%	1.20%
DNREC	\$1,148,125	5.85%	5.21%	\$22,022,067	\$640,756	2.99%	2.91%
DSHS	\$307,160	1.57%	2.41%	\$12,760,175	\$424,155	1.98%	3.32%
State	\$388,824	1.98%	3.38%	\$11,492,502	\$173,752	0.81%	1.51%
DelDOT	\$2,001,831	10.20%	2.31%	\$86,768,494	\$1,180,427	5.52%	1.36%
Labor	\$332,573	1.70%	3.84%	\$8,666,698	\$190,761	0.89%	2.20%
Agriculture	\$13,055	0.07%	0.08%	\$17,169,822	\$4,150	0.02%	0.02%
Elections	\$18,535	0.09%	4.57%	\$405,168	\$1,215	0.01%	0.30%
Fire	\$12,158	0.06%	3.03%	\$401,518	\$40,198	0.19%	10.01%
Natl Guard	\$146,470	0.75%	3.65%	\$4,008,620	\$1,384,084	6.47%	34.53%
Exceptional Citizens	\$0	0.00%		\$15,026	\$251	0.00%	1.67%
Higher Education	\$652,945	3.33%	1.67%	\$39,214,565	\$384,223	1.80%	0.98%
Education	\$4,716,864	24.04%	3.35%	\$140,628,351	\$7,714,552	36.05%	5.49%
<b>Total</b>	<b>\$19,617,945</b>	<b>100.00%</b>	<b>1.42%</b>	<b>\$1,383,368,720</b>	<b>\$21,401,339</b>	<b>100.00%</b>	<b>1.55%</b>

### DOE & School Districts SCORE CARD FY2015 Q3

School Districts spent \$4.51 Million with the Supplier Diversity community in Q3 of FY2015



	District	FY2015 Q3
1	Caesar Rodney District	\$87,783.57
2	Capital School District	\$531,161.46
3	Lake Forest School District	\$21,248.15
4	Laurel School District	\$62,651.88
5	Cape Henlopen School District	\$49,389.65
6	Milford School District	\$19,616.26
7	Seaford School District	\$109,013.89
8	Smyrna School District	\$29,027.30
9	Appoquinimink School District	\$266,444.98
10	Brandywine School District	\$628,041.64
11	Red Clay School District	\$1,366,005.06
12	Christina School District	\$718,135.85
13	Colonial School District	\$165,435.15
14	Woodbridge School District	\$31,243.31
15	Indian River School District	\$208,108.04
16	Delmar School District	\$9,308.29
17	New Castle County VoTech School District	\$127,168.46
18	Polytech School District	\$31,847.98
19	Sussex County Technical School District	\$52,902.07
	<b>Total</b>	<b>\$4,514,533</b>

Of the \$4.72M spent by DOE with the Supplier Diversity community in FY2015 Q3, \$4.51M or 95.7% was spent by the School Districts. DOE has the highest Agency spend with the Supplier Diversity community in FY2015 Q3 representing 24% of the total Supplier Diversity spend this quarter. DOE's spend with the diversity community is down 28.9% compared to the same period last fiscal year. It is important to note that much of the spend from the School Districts involves capital funds for new buildings and physical plant, which projects with end-dates, this is in addition to on-going spend.

DOE	FY2015 Q3 DOE's OSD spend	Agency's OSD spend as % of Q3 state spend	FY2015 DOE's Q3 spend	Agency's OSD spend as a % of DOE Q3 spend
	\$4,716,864	24.04%	\$140,628,351	3.35%

Agency spend	FY2013 Q3	FY2014 Q3	FY2015 Q3
Dept. of Education <sup>1</sup>	\$5,874,605	\$6,635,239	\$4,716,864
percent increase/decrease		12.9%	-28.9%

<sup>1</sup> Inclusive of all DOE, 19 School Districts, and Charter Schools

## Governor's Supplier Diversity Council

The Governor's Supplier Diversity Council works on initiatives and meets to review current activities and takes actions to continue to increase access to opportunities for the supplier diversity community. There are thirteen possible members of the Council at any given time and from time to time council members terms expire. The Council members include:

<b>Council Member</b>	<b>Current Professional Role</b>	<b>Represents</b>
Ken Anderson, Chair	Director - Entrepreneurial & Small Business Support, DEDO, State of Delaware	Delaware Economic Development Office designee
Anas Ben Addi	Director - Delaware State Housing Authority, State of Delaware	Representative of the Governor
Theresa V. Brown Edwards, Esq.	Corporate Restructuring Professional	Women-owned private business sector
L.J. Nick Callazzo III	President, Resource Specialists	Veteran-owned private business sector
Ernest (Ron) Frazier, Esq.	President, Countermeasures Assessment & Security Experts, LLC	Minority-owned private business sector
Clay Hammond	President, DelMarVa Black Chamber of Commerce	Local, private, or federal Minority business assistance program or community development program
Cathy Imburgia	President, Creative Communications	Local, private, or federal Women business assistance program or community development program
Givvel Marrero	President, Promotion Zone	Minority-owned private business sector
Dean Stotler	Chief Procurement Officer Director - Government Support Services, OMB, State of Delaware	Office of Management and Budget designee
Ronald Tutundji <i>Retired during FY2014 Currently open</i>	Supplier Diversity Manager, DuPont <i>Currently open</i>	Private sector DE business that administers a supplier diversity program
Dr. Sakthi A. Vel	President, Vel Micro Works Inc.	Minority-owned private business sector and meeting requirements of the Small Business Focus Program ( <i>SBF role created by EO44</i> )
Dr. Devona Williams	President, Goeins-Williams Associates, Inc.	Women-owned private business sector
<i>Currently open Role created by EO44</i>	<i>Currently open Role created by EO44</i>	Individual with Disability-owned private business sector

## Certification Programs

### What certifications exist?

The Delaware Office of Supplier Diversity (OSD) Community is now inclusive as follows:

MBE	Minority Business Enterprise
WBE	Woman Business Enterprise
VOBE	Veteran Owned Business Enterprise
SDVOBE	Service Disabled Veteran Owned Business Enterprise
IWDBE	Individual with Disability Owned Business Enterprise

For Disadvantaged Business Enterprise (DBE) certification is through the Delaware Department of Transportation<sup>2</sup> (DelDOT). There are both social and economic eligibility requirements for the DBE certification. You will find DBE spend details within this report. The DBE office provides reporting of the spend that occurs within the state with DBE firms, this is Tier II.

### Who is eligible to apply for OSD certification?

A business (sole-proprietorship, partnership, corporation or joint venture) who meets the following criteria:

- The business is at least 51 percent owned, controlled, and actively managed by U.S. Citizen(s) or Permanent Resident(s) who is a:
  - Woman; or
  - Member of one of these ethnic groups: African Americans, Asian/Pacific Americans, Hispanic Americans, Native Americans, and Subcontinent Asian Americans; or
  - Veteran or Service Disabled Veteran owned business as verified by VetBiz.gov; or
  - Individual with Disability owned business; and is
- Operating as for profit business with “useful business functions”; and
- An out-of-state company must first be certified in its home state (this must be a state-level diversity certification, if available) or by one of the following: NMSDC, WBENC, or VetBiz.gov before it can be considered for certification in Delaware.

We encourage all eligible businesses to apply for OSD certification. The application is available to you at: <http://gss.omb.delaware.gov/osd/docs/certapp.pdf>

### Firms that hold specific certifications:

Any firm already certified by their home state or one of the third party certification entities may utilize a *specialized application* to seek Office of Supplier Diversity certification, those include:

- Disadvantage Business Enterprise [49 CFR Pt 26](#) in Delaware, Maryland, or Pennsylvania

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<sup>2</sup> <http://www.DelDOT.gov/information/business/dbe/index.shtml>

- City of Wilmington, Minority Business Enterprise Office ([MBEO](#))
- Center for Veterans Enterprise ([VetBiz.gov](#))
- National Minority Supplier Development Council ([NMSDC](#))
- Women Business Enterprise National Council ([WBENC](#))

Delaware also recognizes other state certifications and the OSD office can be contacted for additional details. The specialized application is available at:

<http://gss.omb.delaware.gov/osd/certify.shtml>

### The goals of the Small Business Focus (SBF) Program

- Increasing access to opportunities for small businesses to participate in state procurement;
- Creating a program for small businesses of a certain size;
- Certifying those uniquely sized businesses enterprises;
- Creating a Directory of these uniquely sized small businesses;
- Encourage the revising of agency Supplier Diversity Plans to access the Small Business Focus Program Directory when making under threshold procurements; and
- Measuring, analyzing, and reporting on spend for current and future procurements with uniquely sized small businesses in the Small Business Focus Program.

### Who is eligible to apply for Small Business Focus (SBF) certification?

To be eligible, a business must meet all of the following criteria:

- Be owned by U.S. Citizen(s) or Permanent Resident(s);
- Be a For-Profit business with “useful business functions”;
- Be within one of the six industry sectors and at or under the eligibility size caps identified below; and
- Operate free from the control of a business larger than the eligibility size caps identified below.

The SBF Industries	NAICS <sup>3</sup> sectors* (initial code numbers)	eligibility & graduation size caps	
		FTE (full time equivalents) Based upon a 3 year average	Gross sales
Architecture & Engineering Services	237 and 541	none	< \$3,500,000
Construction	23	< 250	< \$7,000,000
Manufacturing	31, 32, and 33	< 250	none
Retail	42, 44, and 45	< 25	< \$3,500,000
Service	various	< 50	< \$3,500,000
Wholesale	42	< 50	none

<sup>3</sup> [North American Industry Classification System \(NAICS\)](http://www.census.gov/eos/www/naics/) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy. A NAICS code has 6 digits. The first 2 to 3 digits are used to identify the industry for the Small Business Focus Program. You can review NAICS at: <http://www.census.gov/eos/www/naics/>

### NAICS codes within the OSD and SBF certified vendor pool.

The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy. NAICS was developed under the auspices of the Federal Office of Management and Budget (OMB), and adopted in 1997<sup>4</sup>. Below are the top five NAICS codes under which firms are certified. The number of firms with these NAICS codes has increased from the end of FY2013 through the second quarter of FY2015. In fact, these five NAICS codes are all within one sector, they all begin with 541 and that sector is known as the Professional, Scientific, and Technical Services sector. Delaware’s supplier diversity community is demonstrating increases in these competencies through the continued increase in the number of companies working in these subsectors.

NAICS Code	Professional, Scientific, and Technical Services Sector	FY2015 Q3	FY2015 Over FY2013	FY2015 Over FY2014	FY2014	FY2013
					Vendors by Trade	Vendors by Trade
541512	Computer Systems Design Services	330	20.00%	10.00%	300	275
541511	Custom Computer Programming	311	15.61%	6.87%	291	269
541611	Administrative Management & General Management Consulting Services	314	20.31%	11.74%	281	261
541330	Engineering Services	205	8.47%	4.06%	197	189
541519	Other Computer Related Services	203	18.02%	7.41%	189	172

During FY2015 to date the state experienced an average of 16.48% growth of OSD certified firms over FY2013 in the sector known as Professional, Scientific, and Technical Services and average 8.02% growth FY2015 over FY2014.

### FY2015 Q3 Delaware’s Supplier Diversity Community

As we consider reporting on the state’s spending during the first quarter of FY2015, we first should consider the community itself. Overall, in FY2015 Q3, the number of certified firms

<sup>4</sup> You can review NAICS codes data and information at <http://www.census.gov/eos/www/naics/index.html>

increased by 138 businesses or 5.2%, from 2,665 (the number of certified firms at the end of FY2014) to 2,803 (the number of firms certified at the end of FY2015 Q3).

<b>Business Enterprise Classification</b>	<b>FY2015 Q3 Certified Totals</b>	<b>Veteran VOB/SDVOBE (active)</b>	<b>Minority* MBE (active)</b>	<b>Women WBE (active)</b>
African American	952	4/3	424	244
Subcontinent Asian	229		108	59
Hispanic American	207	1/0	97	53
Asian American	160	1/1	65	48
Native American	36	1/1	18	6
Veteran/Service DisAbleD	35	29/9	22/3	2
Caucasian Women	1,076	1/0		823
DisAbleD	7	0/7		
subtotals	2770***	21/9**	1131**	1,230**

\*\*Firms counted in the MBE column are not necessarily firms that are male owned. A firm can be 50% Asian Male and 50% Asian Female, this is a minority owned firm (MBE) and not a woman owned (WBE) firm as 51% is not women owned. Certification is based upon 51% ownership and control but that ownership is clearly no male nor female as it is equally owned across genders.

\*\*\*There are 1990 vendors active in the directory and a total of 2803 in the database. Of the 2803, 204 are inactive, 481 are expired, 24 are deleted, and 104 are pending. There is great overlap in the classifications within the community as some vendors are more than one category and each vendor is counted in all of their categories, for example, a minority woman veteran is counted in three places.

## **FY2015 Q3 Delaware's Small Business Focus (SBF) Community**

With the new creating of the SBF program during FY2015 Q3, the Office of Supplier Diversity has outreached to include businesses that are eligible based on the criteria. Overall, in FY2015 Q3, the number of certified firms grew to 73. In FY2015 Q3 the firms grew from 41 at the end of FY2014 to 73 at the end of FY2015 Q3. This is an increase of 32 firms or 78%.

<b>SBF Industries</b>	<b>FY2015 Q3</b>	<b>SBF only</b>	<b>Veteran VOB (SDVOBE)</b>	<b>Minority* MBE</b>	<b>Caucasian ***</b>	<b>Women WBE</b>
Architecture & Engineering	7	0	0	5	2	4
Construction	12	2	0	3	7	7
Manufacturing	8	3	0	2	2	3
Retail	8	3	0	1	4	4
Service	54	13	1(1)	20	20	27

Wholesale	13	2	0	4	7	8
	73**	23**	2**	35**	42**	53**

\*Firms counted in the MBE column are not necessarily firms that are male owned firms. A firm can be 50% Asian Male AND 50% Asian Female; this is a minority (MBE) firm and not a women owned (WBE) as certification is based upon 51% ownership and control but that ownership is clearly not male as it is equally owned across genders.  
 \*\* some vendors are qualified for more than one SBF industry and a vendor may graduate from one industry but not from another  
 \*\*\*some vendors have multiple codes i.e.: VOB+MBE+SBF or AA+NA+SBF or WBE+SBF, and some vendors are only SBF.

## Government Support Services, Contracting Unit, outreach

The GSS Contracting Unit manages all aspects of central or statewide contracts. As part of this teams’ commitment to a fair and equitable bidding platform, each contract specialist, manager, and officer performs outreach as the contracts they manage are opened for bid and posted within <http://bids.delaware.gov/>. Businesses that have registered within the state’s free Vendor Notification Service receive notification of newly posted bids that match the United Nations Standard Products and Services Code® (UNSPSC®)<sup>5</sup> codes that the business has registered with. The outreach performed by the contracting team to reach the supplier diversity community is significant. Over the past four years the team has sent more than 303,746 email points of outreach contact to vendors to notify them of solicitation opportunities. The chart below counts each point of outreach contact; note that this is different from the number of entities contacted as a firm may be listed in more than one of the sources and any firm may have more than one contact person identified on any list. These contact attempts are from various sources including:

- Office of Supplier Diversity (OSD): <http://gss.omb.delaware.gov/osd/certdir.asp>
- Veteran / Service Disabled Veteran: <http://www.vip.vetbiz.gov>
- SBA / CCR vendor database: [http://dsbs.sba.gov/dsbs/search/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm)
- MyMarketPlace vendor listing: [http://contracts.delaware.gov/vendor\\_list.asp](http://contracts.delaware.gov/vendor_list.asp)
- DFM Contractor Registry: <http://dfm.delaware.gov/contractor/index.shtml>

	Total to date	FY2015 YTD through Q3	FY2014	FY2013	FY2012	FY2011
Number of Central Contracts	232	21	56	46	76	33

<sup>5</sup> You can review UNSPSC data and information at: <http://www.unspsc.org/>

Number of outreach communications performed to:						
Delaware Businesses	2,427	248	629	643	756	151
Small Businesses	144,374	13,069	36,509	25,455	67,800	1,541
MBE / WBE	87,978	13,624	19,537	17,537	33,994	3,286
Veteran / Service Disabled Veteran	68,967	8,106	16,645	12,898	29,116	2,202
<b>Totals</b>	<b>303,746</b>	<b>35,047</b>	<b>73,320</b>	<b>56,533</b>	<b>131,666</b>	<b>7,180</b>

### ROI on GSS Contracting Unit outreach for bids

The OSD is interested in tracking the Return on Investment (ROI) from the high amount of outreach performed by the Contracting Unit on its solicitations. During FY2015 YTD including Q3 the contracting unit outreached 35,047 times to diversity vendors and small businesses to help them learn of the above threshold / formal procurement opportunities with state contracting. The FY2015 Q3 outreach was for 9 central contracts. Here is the ROI on the outreach.

Total Bids Received	Total Awarded Vendors	Delaware Bids Received	Awarded To A Delaware Firm	Total OSD Bids Received	Awarded To An OSD Firm
69	42	25	21	20	13

### FY2015 Q3 Delaware's Supplier Diversity and Small Business spend snapshot

FY2015 Q3 overall spend is represented in this snapshot. FY2015 Q3 Supplier Diversity spend with direct certified firms is more than the same period last year by 7.9%. Tier II spend is more than the same period last year by 26.69%. The spend with self-identified W9 minority, women, and veteran firms increased by 12.65%. The new tracking of small businesses shows that of the \$51.69Million in spend being tracked by the Office of Supplier Diversity for this quarter, 41.4% of the spend was with the small business community, this includes those self-identifying on their W9 as well as those certified in the SBF program.

	<b>FY2015 Q3</b>	<b>% of Total</b>	<b>FY2014 Q3</b>	<b>Difference FY2015 Q3 over FY2014 Q3</b>
Direct Certified OSD Spend	\$19,617,944.74	37.95%	\$18,181,909.88	7.90%
DelDOT DBE Subcontracting	\$3,103,029.76	6.00%	\$3,958,806.75	-21.62%
OSD 2nd Tier	\$537,847.02	1.04%	\$424,525.24	26.69%
Self Registered W-9				
Minority, Women, Vets	\$7,032,964.20	13.61%	\$6,242,934.41	12.65%
Small Businesses (with SBF)	\$21,401,338.91	41.40%	n/a	
Total (without Small Businesses)	\$30,291,785.72		\$28,808,176.28	5.15%
<b>Total (with Small Businesses)</b>	<b>\$51,693,304.63</b>			

### Diversity Spend increases over Governor Markell's Administration

Since Governor Markell took office in 2009, state spend with the Supplier Diversity Community has tripled from \$40.7Million in FY2009 to \$120.4Million in FY2014, **representing a 195% increase over the period of the Markell Administration.**

The State of Delaware serves the citizenry and works with various vendors each quarter and year to perform and fulfill all necessary functions. From the vantage point of the Office of Supplier Diversity, we track and review state spend with the Supplier Diversity Community. In FY2014, the State of Delaware spent an all-time high of \$120Million with the Supplier Diversity Community. This is an increase of \$19.9Million or 19.82% over FY2013.

These figures include direct contracting with OSD Certified vendors, subcontracting through DelDOT with the Disadvantaged Business Enterprises (DBE Certified vendors), and with those businesses that are not certified but have self-identified in their W-9 submission that they are a firm owned by a minority, woman, or veteran. Further, each of Delaware's central contracts require that awarded vendors provide a Tier II report, which is a report of all work that the prime vendor (awarded vendor to a state central contract) has done with one or more subcontractors who are members of the supplier diversity community. We look at these numbers as a consolidated total as well as reviewing each separate category.

	<b>FY2014</b>	<b>FY2013</b>	<b>FY2012</b>	<b>FY2011</b>	<b>FY2010</b>	<b>FY2009</b>
Direct Certified OSD Spend*	\$78,178,622	***\$75,004,831	\$54,204,991	\$53,828,570		
DelDOT DBE Subcontracting	\$14,940,149	\$11,068,405	**\$9,299,557	\$6,920,209		
OSD 2nd Tier	\$2,180,053	\$11,226	\$527,778	\$286,582		
Self-Registered W-9	\$25,100,194	\$14,403,074	\$10,727,113	\$2,549,793		
<b>Total</b>	<b>\$120,399,017</b>	<b>\$100,487,536</b>	<b>\$74,759,439</b>	<b>\$63,585,154</b>	<b>\$48,108,560</b>	<b>\$40,776,689</b>
Increase over previous year	<b>19.82%</b>	<b>34.41%</b>	<b>17.57%</b>	<b>32.17%</b>	<b>17.98%</b>	

\* Includes DSHA OSD spend

\*\*DelDOT DBE Subcontracting data represents Q1-Q2 spend in FY2012 data

\*\*\*During FY2014 \$8.3million in previously unreported spend was located for FY2013 and related increases were captured for FY2014. This correction was not applied backward to FY2012

The continued year-over-year increases in total spend with the supplier diversity community is both good for the state and good for the community.

### The Summary Score Card:

The report below provides an overview of the spending by each agency for FY2015 Q3. This snap shot reports the actual dollars spent with and the number of vendors who are OSD Certified that performed work for each agency, and includes dollars from both the state’s checkbook as well as the State’s procurement card purchases. The chart below shows not only the dollars spent by agency but it is also intended to show two areas, “No Find” and “1 for 3”. A “No Find” means that the agency attempted to find a vendor within the Directory of OSD Certified firms and was not successful in finding a certified vendor for a particular need. The “1 for 3” opportunity identifies the occasions when an agency had an Under-Threshold opportunity and they outreach to at least one vendor from the Directory of OSD Certified firms to obtain a written quote. Procurement officials follow their Agency Supplier Diversity Plans to seek at least three written quotes for Under-Threshold purchases, and in so doing, they seek from the Directory of OSD Certified firms. The capture of this data has been found to be very challenging. OSD is exploring methods to capture and report this data.

<b>Agency</b>	<b>FY15 Q3</b>	<b>OSD Vendors</b>	<b>% of Awarded OSD</b>	<b>OSD No Find FY2015 Q3</b>	<b>Agency 1 for 3 Opportunities FY2015 Q3</b>

Legislative	\$121,327.96		0.00%		
Judicial	\$253,544.93		0.00%		
Executive	\$1,156,268.37	120	51.72%		
Technology	\$1,716,897.81	21	9.05%		
Other Elective	\$134,253.92		0.00%		
Legal	\$75,435.78	1	0.43%		
Finance	\$976,439.28	2	0.86%		
DHSS	\$1,572,600.52	3	1.29%		
DSCYF	\$640,565.96	29	12.50%		
Correction	\$3,232,070.32	6	2.59%	15	16 opportunities 1 award
DNREC	\$1,148,125.37	3	1.29%	4	5 opportunities 0 awards
DSHS	\$307,159.84		0.00%		
State	\$388,824.37	4	1.72%		
DelDOT	\$2,001,830.68	12	5.17%		
Labor	\$332,573.15	8	3.45%		
Agriculture	\$13,055.15		0.00%		
Elections	\$18,535.00		0.00%		
Fire	\$12,158.15		0.00%		
Natl Guard	\$146,469.55		0.00%		
Exceptional Citizens	\$0.00		0.00%		
Higher Education	\$652,944.86	1	0.43%		
Education	\$4,716,863.77	22	9.48%		
<b>Total</b>	<b>\$19,617,944.74</b>	<b>232</b>	<b>100.00%</b>	<b>19</b>	<b>1</b>

Note: Spend data includes Pcard, OSD No Find, and Agency 1 for 3 Opportunities are summarized for all agencies. OSD = Office of Supplier Diversity Certified firms.

### Count of Diversity vendors contracting with the state FY2015 Q3

During FY2015 Q3 of the diverse vendors that received spend from the State of Delaware, there are 232 that are Directly Certified by the Office of Supplier Diversity and this group accounts for approximately \$19.6M in spend. This spend includes above threshold or Formal Procurement as well as Under Threshold and Open Market procurements. There are also vendors who have self-identified their diversity on their W9 as women owned, minority owned, or veteran owned, who are not currently certified with the Office of Supplier Diversity and the spend attributed to this group of diverse businesses is approximately \$7.03M or 13.61% of the spend with the entire diverse and small business community.

### Breakdown of Spend by ethnicities, gender, veteran, individuals with disabilities and the small business program.

The following chart shows the FY2015 Q3 spend for each of the groups of the supplier diversity community. Minority Business Enterprise (MBE) vendors are representative of five ethnic minority groups and include minority women vendors. Women Business Enterprise (WBE) vendors are represented within five ethnic minority groups as well as within the Woman group; meaning that a WBE who is both African American and Native American is counted within both of those ethnic minority groups as well as within the Woman group. For FY2015 Q3 Veteran Owned Business Enterprises (VOBE) is inclusive of Service Disabled Veteran Business Enterprise (SDVOBE). Note that a Veteran who is also a minority and/or a woman will be counted within each and every group they belong to. In FY2015 Q3 the disabled community includes firms owned by Individuals with DisAbilities (IWDBE) and Service Disabled Veteran Business Enterprises (SDVOBE). As mentioned above, Governor Markell signed E.O. 44 on March 26, 2014, including IWDBEs into the supplier diversity community. The Governor's Supplier Diversity Council was changed, in EO44 to define that population for purposes of inclusion within the community and the GSDC approved the documentation in June 2014, the end of FY2014.

	FY2014 Q3	FY2015 Q3	Difference FY2015 Q3 over FY2014 Q3
African American	\$1,311,022	\$1,414,431.04	7.89%
Asian American	\$1,360,117	\$3,150,865.60	131.66%
Subcontinent Asian	\$424,613	\$342,642.33	-19.30%
Hispanic American	\$661,897	\$971,296.00	46.74%
Native American	\$17,763	\$8,396.00	-52.73%
MBE Tally**	\$3,775,412	\$5,887,631.00	55.95%
Veteran & Service Disabled	\$328,891	\$869,874.76	164.49%
VOBE & SDVOBE Tally**	\$328,891	\$869,874.76	164.49%
Disabled	\$24,864	\$176,635.05	610.40%
IWDBE Tally**	\$24,864	\$176,635.05	610.40%
White American	\$13,232,221	\$12,777,138.58	-3.44%
Woman+	\$16,017,259	\$17,324,841.61	8.16%

WBE Tally**	\$16,017,259	\$17,324,841.61	8.16%
<b>Grand Total</b>	<b>\$20,146,426</b>	<b>\$24,258,982.00</b>	<b>20.41%</b>

\*\*There is some double count in the numbers for businesses who are in more than one category. For example, a Women Business owner who is both African American and Native American is counted in 3 categories.

+ This Woman category includes all minority women and they are also captured within their ethnic minority.

The Small Business Focus program has 6 industries. FY2015 Q3 spend by category is as follows:

<b>Small Business Focus (SBF)</b>	<b>FY15 Q3 SBF Certified Spend**</b>
Architecture & Engineering Services	\$29,543.12
Construction	\$327,956.70
Manufacturing	\$1,375.35
Retail	\$221,761.05
Service	\$1,376,947.18
Wholesale	\$208,154.05
<b>Total</b>	<b>\$1,720,840.00</b>

\*\*There is some double count in the numbers for businesses who are in more than one category, however the total is not a double count number.

### Self-Identified supplier diversity entities through the W-9

Any vendor doing work must provide a W-9 form for tax purposes. Delaware has a Substitute Form W-9; it allows vendors to self-identify in the Additional Reporting Elements section of the form, by checking all that apply, as: Women Owned, Veteran Owned, Minority Owned, and Small Business. Some firms who self-identify on the W-9 are also OSD Certified, but not all are. When reporting spend, a culling process occurs to remove all vendors that are OSD Certified from the group in the W-9 spending column. The chart below reports on the monies spent with firms that self-identify on their W-9 form but are not certified through the Office of Supplier Diversity.

<b>Agency</b>	<b>FY2014 Q3</b>	<b>FY2015 Q3</b>	<b>Difference FY2015 Q3 over FY2014 Q3</b>
Legislative	\$5,705.00	\$16,650.01	191.85%
Judicial	\$169,066.51	\$177,497.24	4.99%
Executive	\$206,933.07	\$248,450.15	20.06%
Technology	\$7,165.00	\$21,453.57	199.42%
Other Elective	\$1,265.00	\$13,177.00	941.66%

Legal	\$253,210.33	\$228,013.59	-9.95%
Finance	\$60,420.67	\$381,613.84	531.59%
DHSS	\$707,947.68	\$1,316,085.34	85.90%
DSCYF	\$402,170.77	\$626,492.18	55.78%
Correction	\$28,709.56	\$7,639.34	-73.39%
DNREC	\$228,203.53	\$447,851.53	96.25%
DSHS	\$298,663.96	\$92,570.48	-69.01%
State	\$60,420.15	\$114,194.64	89.00%
DelDOT	\$547,062.57	\$372,199.83	-31.96%
Labor	\$116,125.15	\$143,844.66	23.87%
Agriculture	\$139,798.48	\$4,325.48	-96.91%
Elections	\$57,687.42	\$80.00	-99.86%
Fire	\$1,668.71	\$843.47	-49.45%
Natl Guard	\$300,748.00	\$161,650.25	-46.25%
Exceptional Citizens		\$1,010.00	
Higher Education	\$581,068.11	\$180,321.14	-68.97%
Education	\$2,068,894.74	\$2,477,000.46	19.73%
<b>Total</b>	<b>\$6,242,934.41</b>	<b>\$7,032,964.20</b>	<b>12.65%</b>

### About the score card

This Annual Report is the first time there is a pull-out score card included. The first two pages of the report are a score card for agencies and one for School Districts. There are various data points that make up the FY2015 Q3 Diversity Score Card. Agencies track and measure their Supplier Diversity efforts along these analytics. Agencies each have a Supplier Diversity Plan and those can be found at the Office of Supplier Diversity website at:

<http://gss.omb.delaware.gov/osd/supplierdiversity.shtml> or within each agency. In addition to looking at the spend that is done directly with OSD Certified firms, this chart looks at the spend in the form of dollars as well as in the form of a percentage of the total spend with OSD Certified firms. The first column captures the spend with OSD Certified firms. As the budget for each agency is different, the second column reports what that agency's percent of the total annual spend with the OSD certified community is. This percentage of total spend allows us to normalize the vantage point to find averages. The average percentage is 4.55%. Eight agencies exceed the average for FY2015 Q3. They are, in order of highest spend compared to other agencies: Education (24%), Correction (16.48%), DelDOT (10.20%), Technology (8.75%),

DHSS (8.02%), Executive (5.89%), DNREC (5.85%) and Finance (4.98%). The third column is the total spend by each agency for the quarter. The last column reports the percentage of spend each agency had made with the certified OSD community as a percentage of their total quarterly spend. In this instance, the average agency spent 3.99% of their total spend this quarter with the OSD Certified community. Five agencies exceeded or were at that quarterly average with the supplier diversity community. They are, in order of highest percent of spend compared to total spend: Technology (16.26%), Correction (13.72%), Legislative (7.7%), DNREC (5.21%), and Elections (4.57%). The \$19.6Million total spend with OSD Certified firms is 1.42% of the \$1.38Billion total spent by these agencies in this quarter; this total figure is below the average, and lower than last quarter. Of note is that this \$1.38Billion total quarterly spend has not been adjusted to remove any debt-service or any non-discretionary spend.

The score cards follow. Here there is a score card for the spend with the Supplier Diversity community followed by one with the small business community. At the start of this report is a score card that combines reporting for both the Supplier Diversity Community and the Small Business community. It is included at the start of this report (at pages iii and iv) as a pull out page for Agencies and also includes School Districts spend with the diversity community.

AGENCY	FY15 Q3	% of Total FY15 Q3 Direct Certified OSD Spend	FY15 Q3 Total Agency Spend	OSD % of FY15 Q3 Agency Spend
Legislative	\$121,327.96	0.62%	\$1,575,197.69	7.70%
Judicial	\$253,544.93	1.29%	\$6,740,819.23	3.76%
Executive	\$1,156,268.37	5.89%	\$306,844,300.93	0.38%
Technology	\$1,716,897.81	8.75%	\$10,556,532.64	16.26%
Other Elective	\$134,253.92	0.68%	\$30,054,694.43	0.45%
Legal	\$75,435.78	0.38%	\$3,056,739.98	2.47%
Finance	\$976,439.28	4.98%	\$41,170,107.33	2.37%
DHSS	\$1,572,600.52	8.02%	\$594,347,328.94	0.26%
DSCYF	\$640,565.96	3.27%	\$21,910,554.98	2.92%
Correction	\$3,232,070.32	16.48%	\$23,559,438.12	13.72%
DNREC	\$1,148,125.37	5.85%	\$22,022,067.14	5.21%
DSHS	\$307,159.84	1.57%	\$12,760,175.43	2.41%

State	\$388,824.37	1.98%	\$11,492,501.50	3.38%
DeIDOT	\$2,001,830.68	10.20%	\$86,768,494.14	2.31%
Labor	\$332,573.15	1.70%	\$8,666,697.74	3.84%
Agriculture	\$13,055.15	0.07%	\$17,169,821.87	0.08%
Elections	\$18,535.00	0.09%	\$405,167.78	4.57%
Fire	\$12,158.15	0.06%	\$401,518.27	3.03%
Natl Guard	\$146,469.55	0.75%	\$4,008,620.09	3.65%
Exceptional Citizens	\$-	0.00%	\$15,025.91	
Higher Education	\$652,944.86	3.33%	\$39,214,565.06	1.67%
Education	\$4,716,863.77	24.04%	\$140,628,351.05	3.35%
<b>Total</b>	<b>\$19,617,944.74</b>	<b>100.00%</b>	<b>\$1,383,368,720.25</b>	<b>1.42%</b>

### Spend with the Small Business community

Now let's examine FY2015 Q3 spend with the Small Business community. This will be inclusive of businesses who self-identified as small on their W9 report as well as those who are Small Business Focus (SBF) program certified with the Office of Supplier Diversity.

In addition to looking at the spend that is done directly with OSD Certified firms as we did above, this chart looks at the spend in the form of dollars as well as in the form of a percentage of the total spend with small businesses. The first column captures the spend with small business firms. As the budget for each agency is different, the second column reports what that agency's percent of the total annual spend with the small businesses. This percentage of total spend allows us to normalize the vantage point to find averages. The average percentage is 4.55%, which exactly duplicates the average spend with OSD certified firms. In fact there are OSD certified firms that are all small businesses and some of these numbers will be inclusive of OSD certified firms. Five agencies exceed the average for FY2015 Q3. They are, in order of highest spend compared to other agencies: Education (36.05%), DHSS (20.55%), Finance (7.9%), Natl Guard (6.47%), and DeIDOT (5.52%). The third column is the total spend by each agency for the quarter. The last column reports the percentage of spend each agency had made with the small business community as a percentage of their total quarterly spend. In this instance, the average agency spent 4.57% of their total spend this quarter with the small business community; this is higher than in Q3. Five agencies exceeded that quarterly average. They are, in order of

highest percent of spend compared to total spend: Natl Guard (34.53%), Legal (14.83%), Fire (10.01%), Technology (8.03%), and Education (5.49%). The \$21.4Million total spend with small business community 1.55% of the \$1.38Billion total spent by these agencies in this quarter; this total figure is below the average and is less than Q2. Of note is that this \$1.38billion total quarterly spend has not been adjusted to remove any debt-service or any non-discretionary spend.

Agency	FY2015 Q3 Small Businesses	% of Total FY15 Q3 Small Biz Spend	FY15 Q3	% of FY15 Q3 Agency Spend
Legislative	\$10,250.01	0.05%	\$1,575,197.69	0.65%
Judicial	\$245,995.87	1.15%	\$6,740,819.23	3.65%
Executive	\$698,092.32	3.26%	\$306,844,300.93	0.23%
Technology	\$847,958.75	3.96%	\$10,556,532.64	8.03%
Other Elective	\$75,120.00	0.35%	\$30,054,694.43	0.25%
Legal	\$453,462.65	2.12%	\$3,056,739.98	14.83%
Finance	\$1,691,655.96	7.90%	\$41,170,107.33	4.11%
DHSS	\$4,397,493.30	20.55%	\$594,347,328.94	0.74%
DSCYF	\$560,200.72	2.62%	\$21,910,554.98	2.56%
Correction	\$282,585.14	1.32%	\$23,559,438.12	1.20%
DNREC	\$640,756.09	2.99%	\$22,022,067.14	2.91%
DSHS	\$424,155.16	1.98%	\$12,760,175.43	3.32%
State	\$173,752.18	0.81%	\$11,492,501.50	1.51%
DelDOT	\$1,180,427.11	5.52%	\$86,768,494.14	1.36%
Labor	\$190,760.67	0.89%	\$8,666,697.74	2.20%
Agriculture	\$4,149.68	0.02%	\$17,169,821.87	0.02%
Elections	\$1,215.00	0.01%	\$405,167.78	0.30%
Fire	\$40,198.17	0.19%	\$401,518.27	10.01%
Natl Guard	\$1,384,083.67	6.47%	\$4,008,620.09	34.53%
Exceptional Citizens	\$250.79	0.00%	\$15,025.91	1.67%
Higher Education	\$384,223.31	1.80%	\$39,214,565.06	0.98%
Education	\$7,714,552.36	36.05%	\$140,628,351.05	5.49%
<b>Total</b>	<b>\$21,401,338.91</b>	<b>100.00%</b>	<b>\$1,383,368,720.25</b>	<b>1.55%</b>

## Subcontracting/Tier II Report

Government Support Services receives subcontracting information on central contracts from the prime or awarded vendors on those contracts, when they have work with the supplier diversity community relative to the core of the contract. Tier II reporting has a lag period to gather all data as we rely upon prime vendors to report their supplier diversity spend with subcontractors (Tier II) and that data extends past a quarter end. The currently available Tier II reporting and spend for Q3 covers 7 contracts and is compared to the same period for the previous year. This data is expected to be updated in future reporting once the known lag-period reports are received:

Contract	Vendor	FY2015 Q3	FY2014 Q3	Difference FY2015 Q3 over FY2014 Q3
001-DentalInsBenefit	Delta Dental		\$463.00	
011-Hand Tools/127-Fasteners/577-Industrial	Fastenal	\$3,042.34	\$2,207.00	37.85%
484-Outsourceprnt	Wiliam N. Cann		\$1,134.00	
597-IT Augmentation	Computer Aid	\$487,468.98	\$403,755.33	20.73%
608-Document Destruction	DE Assn. of Rehabilitation Facilities	\$5,104.70	\$4,690.90	8.82%
614-IT Services	RCC Consultants		\$7,022.50	
723-Nutrition Software	Education Management Systems	\$42,231.00		
<b>Total</b>		<b>\$537,847.02</b>	\$424,525.24	26.69%

## Federal Disadvantaged Business Enterprise (DBE) program

The Delaware Department of Transportation (DelDOT) is a recipient of both federal and state funds for their projects. Businesses that are certified as Disadvantaged Business Enterprises (DBE) meet both social and economic eligibility review. The Directory of DBE Certified Firms at DelDOT is at: <http://www.DelDOT.gov/public.ejs?command=PublicDBEVendorSearch>. The projects that include federal funds may have a federally required sub-contracting participation goal for firms that are Disadvantaged Business Enterprise (DBE) Certified. DelDOT's contract is with a prime contractor or awarded contractor and those contractors bid with identified DBE Certified sub-contractors. The prime contractors provide a Tier II report regarding the DBE participation during each phase of the work.

In FY2015 Q3 twenty five (25) different DBE Certified firms worked on DelDOT projects in a sub-contracting capacity, those payments totaled \$3.1Million.

<b>Certified DBE</b>	<b>FY2015 Q3</b>
AMERICAN FLAG INC	\$426,218.54
ATLANTIC SURVEYING AND MAPPING LLC	\$66,920.50
CALLAHAN PAVING PRODUCTS INC	\$36,668.00
CAROLINA CONSTRUCTION LLC	\$3,234.00
CRAWFORD TRUCKING CO LLC	\$42,102.47
CURBS ETC INC	\$757,276.05
DIRECT & CORRECT, INC.	\$17,680.00
EASTERNEX INTERNATIONAL LTD	\$87,387.67
GARDEN STATE HIGHWAY PRODUCTS	\$4,224.76
HIGHWAY MARKINGS	\$11,655.20
JANETTE REDROW LTD	\$28,973.54
KRISS CONTRACTING INC	\$229,612.78
M & M CONSTRUCTION INC	\$26,167.00
MARY THRESA ALLEN DBA NANTICOKE FENCE	\$27,533.89
PAUL PUGH TRUCKING CO., INC.	\$225.00
RAMESH C BATTA ASSOCIATES PA	\$36,000.00
S & T TRUCKING CO	\$46,960.00
SAM'S CONSTRUCTION LLC	\$68,690.06
SEAGULLFFENCE AND CONCRETE LLC	\$1,785.00
SITWORK SAFETY SUPPLIES INC	\$446,575.04
STRIPE-A-LOT INC	\$312,860.99
TRAFFIC & SAFETY SIGNS INC	\$219,722.44
VEGA SOLUTIONS INC	\$400.00
WILTON CORPORATION	\$263.00
WSD CONTRACTING INC	\$203,893.83
<b>Total</b>	<b>\$3,103,029.76</b>

## Trainings offered to the Vendor Community

In a strong effort to help diverse and small business seize upon the opportunity to bid on formal procurement solicitations, to date Government Support Services (GSS) Contracting Unit's Trainer and OSD have offered 16 "Vendor Day – How to Do Business with the State of Delaware" trainings throughout the state to help engage vendors and educate about the state's procurement process, procedure, expectations, and helpful tips. Government Support Services

continues to see new vendors join us as repeat attendees, coming for a second or third time to continue to learn more about contracting with the state. The Trainer, Mr. Bruce Krug, Supervisor in Government Support Services and Trainer, and his Training Curriculum were recognized nationally through the National Association of State Procurement Officials' (NASPO) George Cronin Award, as an Honorable Mention for 2014.

In addition to the Vendor Days, starting in FY2014 a new training, School District Vendor Days, was offered for the first time. They were successful trainings and are being offered in FY2015 in last quarter, Q2, and this quarter, Q3; 6 have been offered to date, 3 in each FY2014 and this FY2015. Even though state contracts are intended to be used, and eligible to be used by all state agencies, not all entities are required by Delaware Code to utilize these contacts. Schools and municipalities are both examples of excluded entities. Therefore, vendors are eligible to market directly to these groups. To help vendors learn how to do that on a district by district bases, three School District Vendor Day trainings were offered, one in each county. Additionally, vendors were provided with a link to a chart of names and contact information for procurement officers throughout all School Districts, state agencies, all municipalities, and various other departments to assist them in building relationships.

The charts below identify the number of trainings, the total participants to date, through FY2015 Q3, and the breakdown of participants as minority or women owned businesses, veteran or service disabled, and Individuals with DisAbilities owned businesses, Delaware based businesses, and small businesses.

<b>Training</b>	<b># of Offerings FY2015 Q3 TO DATE</b>	<b># of MBE WBE Vendors Attending</b>	<b># Veteran/ SDV Attending</b>	<b># DE Based Vendors Attending</b>	<b># of Small Businesses Attending</b>	<b># of Disabled Owned Businesses Attending</b>	<b>Total FY2014 # Vendors Attending</b>	<b>Actual # Vendors Attending</b>
Vendor Day	16	257	53	266	264	14	296	473
School District Supply Chain	6	108	10	138	144	n/a	87	198

## Plan Requests

In addition to certification, the Office of Supplier Diversity manages a process known as Plan Requests. Any Public Works construction project that has architectural or engineering plans or drawings involved has the Plan Request option for vendors. A vendor may make a request to view the plans or drawings. The request comes into the Office of Supplier Diversity and is reviewed, passed along to the solicitation owner if appropriate, and once the solicitation owner reviews they send their decision back to OSD. OSD then works with the technology team to cause an internet site to be created especially for the approved vendor where they can view the requested plans. This Plan Request option removes the financial burden of purchasing plans for non-bidding vendors and allows such a vendor to view the plans electronically for 2 weeks so that they may determine if their business has the capacity to perform as a subcontractor or Tier II contractor on projects. Plan Requests are for school projects, colleges and university projects, state buildings under Division of Facilities Management (DFM), the National Guard, and any other state public work project. This process has been in place since August of 2012.

There is a group of vendors that are excluded from this process – they are known as Bid Rooms or Plan Rooms. Plan Rooms do not perform construction trade work on a contract but instead collect plans from throughout the country or a region and then share the plans with their customers. The Plan Request form explains the limitations on use - including that drawings are

not for re-distribution. Plan Rooms and Bid Rooms are therefore excluded as their sole purpose of receiving the plans is to redistribute to their subscribership. The obvious safety aspect about who has what plans for which project is one of the most compelling reasons for this exclusion. There is a specific email address created for Plan Requests, it is [PlanRequests@state.de.us](mailto:PlanRequests@state.de.us).

<b>Plan Request history</b>	<b>FY2015 Q3</b>
Plan Requests received	83
Businesses requesting	60
Requests approved	64
Requests denied	9
Solicitations involved	26
Requesting businesses that are OSD Certified	9

Of the PlanRequests made through OSD for FY2015 Q3 only 10.84% were from the OSD Certified community.

## **OSD Participation in the Community**

The Office of Supplier Diversity is committed to continued contact and participation in the community. During the first quarter OSD created a list serve and started the outreach to the community. During the second quarter that outreach grew and OSD connected with more resource partners to share further access to business development, opportunities, networking, and engagement to the businesses who joined the list serve. OSD had 82 in-person touch points with the community in the quarter.

<b>FY2015</b>	<b>Q3</b>
Meetings and Events	16
State of Delaware events	19
OSD Community meetings	13
Vendor requested meetings	21
Boards, Committees, Commissions	11
Chambers of Commerce	2
subtotal	82
OSD List serve outreach activities	81
OSD participation in community by quarter	163

One of the best ways to learn about the various business development activities and other opportunities is to join the OSD list serve via this link:

<http://directory.osd.gss.omb.delaware.gov/self-registration.shtml>. In that regard, the OSD list serve shared 81 business-opportunity focused messages with the community this quarter, which shared are included in this chart:

- 3/31/2015 Delaware Economic Summit, April 22-23, Wilmington
- 3/30/2015 1 Million Cups WILMINGTON - April 1, 2015 - FREE
- 3/30/2015 LEAD2015 at DSU today and tomorrow
- 3/29/2015 OSD is Sharing: NETWORKING April 23 - FREE
- 3/27/2015 Kent County Open for Business, April 2, FREE
- 3/23/2015 2015 Mid-Atlantic Reverse Trade Show - May 8
- 3/23/2015 PSEG Supplier Diversity Procurement Fair - FREE - April 2
- 3/23/2015 Nanticoke Indian Association 3rd Annual Ladies Expo Luncheon - May 2
- 3/23/2015 2016 Major League Baseball Diversity Business Summit
- 3/23/2015 1 Million Cups WILMINGTON - March 25, 2015 - FREE
- 3/23/2015 ABC's Associate and Supplier Showcase - March 26
- 3/23/2015 NAWBO April 10, 2015: Certified? NO? You might be missing something BIG!
- 3/23/2015 All Women's MEGA NETWORKING Night - April 23
- 3/20/2015 Construction in Maryland - due April 9
- 3/20/2015 OPPORTUNITY - AMTRAK - WILMINGTON with Skanska Construction
- 3/18/2015 VENDOR DAY at the Libraries - April 16 - FREE
- 3/17/2015 Invest in You Friday- How to Find the Perfect Mentor for Your Success -Mar27
- 3/17/2015 Swim with the Sharks video competition - NCCCC 2015
- 3/17/2015 Tomorrow's 1MC Wilmington event
- 3/17/2015 SMALL BUSINESS SUCCESS SERIES 2015
- 3/16/2015 InnovateHER Business Challenge - deadline March 24
- 3/16/2015 Circles of Greatness™ book discussions - FREE
- 3/16/2015 Twitter for Business - April 14 in Milton
- 3/16/2015 OSD is Sharing: NETWORKING March 19 - FREE
- 3/12/2015 Picturing Wellness & Wealth for Women in Business - March 25
- 3/10/2015 Boost Your Business - The Power of a Sales Pipeline, March 12 FREE
- 3/7/2015 New Castle County is Open for Business March 26 - FREE
- 3/7/2015 Sussex County, Open for Business, March 19 - FREE
- 3/5/2015 SBDC Is Your Business Looking for Money?
- 3/4/2015 NAAHR Diversity Exchange Forum
- 3/4/2015 Grow Your Business...Write a Book - classes start April 2nd
- 3/3/2015 Powerful Conversations Series - WOMEN INNOVATORS - by Great Dames
- 2/26/2015 opportunities to put your business at the Emerging Enterprise Center
- 2/26/2015 ReinventionWorks Philly - March 11

- 2/26/2015 Communicating to Win
- 2/26/2015 NAWBO's 1st Friday March 6, 2015: Branding and Marketing Demystified!
- 2/24/2015 Wilmington Women in Business - event tomorrow - Feb 25
- 2/23/2015 ABC Delaware "upcoming education courses" March
- 2/22/2015 GOVERNMENT CONTRACTING AND CERTIFICATION PROGRAM Feb 24 DOVER
- 2/18/2015 Fast Trac education for entrepreneurs DTCC & DEDO
- 2/18/2015 VENDOR DAY in New Castle - March 18 - FREE
- 2/17/2015 Social Media Conference - Feb 19 - DTCC Georgetown
- 2/17/2015 WBENC's WBDC-PA-DE-sNJ Listening To Your Business Feb 25
- 2/17/2015 Invest in You Friday-How to Write Amazing Business Copy-Feb27
- 2/17/2015 NCCG Minority Business Forum 2015
- 2/10/2015 Library Workshop - Simplified Business Plan - Feb 12 - FREE
- 2/10/2015 1 million cups Feb 11 2015
- 2/7/2015 New Castle County is Open for Business Feb 26 - FREE
- 2/7/2015 Sussex County, Open for Business, Feb 19 - FREE
- 2/4/2015 DSBC-Networking in Millsboro - March 17
- 2/4/2015 National Entrepreneurship Week Feb 23-27
- 2/3/2015 in SUSSEX COUNTY: Government Contracting And Certification Program - Feb 9th
- 2/3/2015 1 Million Cups - tomorrow - Wilmington
- 2/3/2015 NETWORK & meet new members - tomorrow - at DSCC in Wilmington " Feb 3
- 2/3/2015 NETWORKING DE Latino Professional Network - Newark/Glasglow Feb 19
- 2/2/2015 Women's Business Center - Focus Group, February 11
- 2/2/2015 HOW TO START A BUSINESS WITH LIMITED FUNDING?
- 2/2/2015 Networking Night ABC Delaware Feb 5
- 2/1/2015 Alliance Mid-Atlantic Small Business Procurement Fair - March 11, 2015
- 2/1/2015 Networking in New Castle County at La Piazza Di Caruso
- 2/1/2015 NAWBO's 1st Friday Feb 6, 2015: IDENTIFY YOUR IDEAL CLIENT!
- 1/28/2015 NETWORKING & learning - Wilmington - tomorrow - FREE
- 1/26/2015 DelDOT 2015 Civil Rights Summit - FREE - Jan 29
- 1/25/2015 Dynamic Communication Workshop
- 1/25/2015 CONSTRUCTION: Skanska & African American Chamber of Commerce free classes Jan 27th
- 1/25/2015 "Build Successful Professional Relationships to Grow Your Business" DSCC Jan 30 FREE
- 1/25/2015 SBA WEBINAR: Affordable Care Act info for Small Business
- 1/23/2015 ABC Delaware "upcoming education courses" February
- 1/21/2015 The Elements of a Press Kit - Feb 4
- 1/21/2015 DSBC - New Member Breakfast - Feb 5th - FREE
- 1/21/2015 Kent County Open for Business - Feb 5
- 1/21/2015 DRAFT National Entrepreneurship week - at DFLI
- 1/21/2015 Small Business Cyber Security Workshop: FREE - Feb 4
- 1/21/2015 NCC 8th Annual Economic Forecast Luncheon - Feb 13
- 1/21/2015 NASPO national event in Philadelphia - March 29-31

1/20/2015 3 State ABC's NETWORKING EVENT - Jan 29  
1/20/2015 Encore of "Boost Your Business • 2015 with a marketing plan in your hand - FREE  
1/15/2015 CDCC - 2015 Economic Forecast Breakfast - Jan 20th  
1/15/2015 SBA 8(a) and HUB Zone certification classes  
1/15/2015 Conquering Chaos - tonight and Jan 22 - FREE  
1/14/2015 Alliance march 11 2015 - special price through Jan 16

## Future Plans for OSD

In addition to continuing the efforts already in process, tracked, and reported in this report, the Office of Supplier Diversity's future plans include:

- FY2015 will continue the growth of the Small Business Focus (SBF) Program including joining DEDO at a Small Business Summit during the second quarter of FY2015 to help drive knowledge of the SBF certification and the access to opportunity points to the larger business community.
- OSD will also continue to join with the Individuals with DisAbilities community to continue outreach and certification for Individuals with DisAbilities who are business owners. OSD continued to join collaborative efforts with the various divisions within DHSS and DOL to raise awareness of the inclusion of Individual with DisAbilities as business owners in the OSD programming.
- OSD will continue to participate with the Governor' Supplier Diversity Council on initiatives to support supplier diversity and small business opportunities state wide.
- OSD will continue to process PlanRequests and will conduct additional outreach to the certified community through the OSD list serve to let trades and others know that they can view the drawings for new construction as well as maintenance and repairs for free for a two week period, in an effort to grow access to the subcontracting opportunities these projects avail.
- OSD will continue to work with Corporate entities to continue to grow the usage of the online Directory of Certified firms for those entities.

- OSD spent this quarter participating with GSS leadership on an e-procurement project that will have two or more phases. OSD will continue to participate with this team project to assist in bringing the eMarketplace to state procurement activities.
- OSD will continue to work with resource partners and vendors to continue the OSD is Sharing outreach of business development, access to opportunity, and continuing networking knowledge to the entire community. Anyone can join the OSD list serve at: : <http://directory.osd.gss.omb.delaware.gov/self-registration.shtml>

## Questions, Comments, and Feedback

Your questions, comments, and feedback are always welcome. Please feel welcome to call or email so that we can find a time to get together to discuss your questions, comments, and feedback. Collaboration is a wonderful tool to finding results that move us along in a positive direction.

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