



# OFFICE OF SUPPLIER DIVERSITY

## **FY2015 Q2 Report October 1, 2014 to December 31, 2014**

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## Key Indicators

### Growth in the Supplier Diversity Certified community:

- The number of certified firms increased by 111 businesses from 2,665 at the end of FY2014 to 2,776 during FY2015 to date.
- The Small Business Focus program is growing, with 70 businesses certified at the end of Q2.
- 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 Q2 was: \$22.2M, of which \$1.77M was with the SBF certified community.

### Growth in the Technology Sector:

- During FY2015 to date the state experienced an average of 15.06% growth of OSD certified firms over FY2013 in the sector known as Professional, Scientific, and Technical Services and average 6.71% 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 \$7.82Million and 38% of the total of all agencies spend with the diversity community as well as the highest spend with small businesses at \$8.58Million and 39% of the total of all agencies spend with small businesses this quarter.

## Agencies' SCORE CARD FY2015 Q2

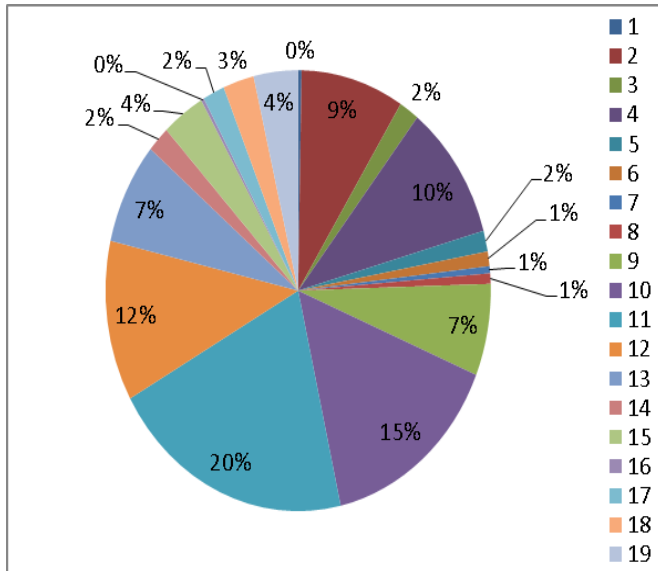
**The State of Delaware spent a total of \$53.5Million with the Supplier Diversity and Small Business Communities this quarter, of which \$31.3Million was with the entire Supplier Diversity community and \$22.2Million was with Small Businesses.**

Department of Education (DOE) has highest spend with the OSD Certified community at \$7.82Million and 38% of the total of all agencies spend with the diversity community as well as the highest spend with small businesses at \$8.58Million and 39% of the total of all agencies spend with small businesses this quarter. Three agencies account for more than 60% of the spend with the diversity community: DOE, Correction, and DelDOT and three agencies account for 62% of the spend with small businesses: DOE, Health and Social Services, and DelDOT.

AGENCY	OSD FY15 Q2	% of Agency OSD Spend	OSD% YTD Agency Spend	Total Agency Spend	Small FY15 Q2	% of Agency small Spend	Small% YTD Agency Spend
Legislative	\$33,347	0.16%	0.01%	\$1,315,148	\$0	0.00%	0.00%
Judicial	\$158,615	0.77%	0.02%	\$6,776,172	\$570,718	2.57%	8.42%
Executive	\$1,219,914	5.92%	0.15%	\$330,263,329	\$919,609	4.14%	0.28%
Technology	\$15,805	0.08%	0.04%	\$7,916,366	\$857,445	3.86%	10.83%
Other Elective	\$135,411	0.66%	0.01%	\$31,866,421	\$203,672	0.92%	0.64%
Legal	\$57,042	0.28%	0.01%	\$6,894,343	\$464,947	2.09%	6.74%
Finance	\$901,208	4.37%	0.11%	\$42,704,020	\$1,492,864	6.72%	3.50%
DHSS	\$1,827,881	8.86%	0.19%	\$708,008,068	\$3,674,546	16.54%	0.52%
DSCYF	\$460,371	2.23%	0.04%	\$25,822,876	\$653,921	2.94%	2.53%
Correction	\$2,273,144	11.02%	0.28%	\$24,183,143	\$183,833	0.83%	0.76%
DNREC	\$1,314,290	6.37%	0.12%	\$28,676,427	\$743,805	3.35%	2.59%
DSHS	\$189,530	0.92%	0.03%	\$10,511,169	\$800,023	3.60%	7.61%
State	\$471,111	2.28%	0.05%	\$17,372,082	\$215,624	0.97%	1.24%
DelDOT	\$2,277,553	11.04%	0.23%	\$120,001,325	\$1,585,582	7.14%	1.32%
Labor	\$387,858	1.88%	0.05%	\$8,204,907	\$241,459	1.09%	2.94%
Agriculture	\$37,222	0.18%	0.00%	\$15,373,085	\$104,998	0.47%	0.68%
Elections	\$48,183	0.23%	0.01%	\$1,399,856	\$56,462	0.25%	4.03%
Fire	\$26,826	0.13%	0.00%	\$426,462	\$26,492	0.12%	6.21%
Natl Guard	\$230,944	1.12%	0.02%	\$4,000,038	\$380,762	1.71%	9.52%
Exceptional Citizens	\$-	0.00%	0.00%	\$16,483	\$248	0.00%	1.50%
Higher Education	\$729,360	3.54%	0.16%	\$50,825,295	\$454,132	2.04%	0.89%
Education	\$7,826,800	37.95%	0.87%	\$168,089,812	\$8,588,595	38.65%	5.11%
<b>Total</b>	<b>\$20,622,417</b>	<b>100.00%</b>	<b>2.42%</b>	<b>\$1,610,646,824</b>	<b>\$22,219,738</b>	<b>100.00%</b>	<b>1.38%</b>

### DOE & School Districts SCORE CARD FY2015 Q2

School Districts spent \$6.92Million with the Supplier Diversity community in Q2 of FY2015



	District	FY2015 Q2
1	Caesar Rodney District	19,770
2	Capital School District	598,503
3	Lake Forest School District	115,885
4	Laurel School District	692,939
5	Cape Henlopen School District	105,635
6	Milford School District	74,618
7	Seaford School District	35,968
8	Smyrna School District	53,038
9	Appoquinimink School District	466,101
10	Brandywine School District	1,052,999
11	Red Clay School District	1,412,975
12	Christina School District	814,649
13	Colonial School District	516,686
14	Woodbridge School District	131,706
15	Indian River School District	248,836
16	Delmar School District	17,369
17	New Castle County VoTech School District	126,435
18	Polytech School District	179,545
19	Sussex County Technical School District	257,905
	<b>Total</b>	<b>\$6,921,564</b>

Of the \$7.82M spent by DOE with the Supplier Diversity community in FY2015 Q2, \$6.92M or 88.44% was spent by the School Districts. DOE has the highest Agency spend with the Supplier Diversity community in FY2015 Q2 representing 38% of the total Supplier Diversity spend this quarter. DOE's spend with the diversity community is down 5.65% 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 Q2 DOE's OSD spend	Agency's OSD spend as % of Q2 state spend	FY2015 DOE's Q2 spend	Agency's OSD spend as a % of DOE Q2 spend
	\$7,826,800	37.95%	\$168,089,812	4.66%

Agency spend	FY2013 Q2	FY2014 Q2	FY2015 Q2
Dept. of Education <sup>1</sup>	\$3,316,536	\$8,295,334	\$7,826,800
percent increase/decrease		150%	-5.65%

<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)	Gross sales
		Based upon a 3 year average	
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 Q2	FY2015 Over FY2013	FY2015 Over FY2014	FY2014 Vendors by Trade	FY2013 Vendors by Trade
541512	Computer Systems Design Services	323	17.45%	7.67%	300	275
541511	Custom Computer Programming	305	13.38%	4.81%	291	269
541611	Administrative Management & General Management Consulting Services	311	19.15%	10.68%	281	261
541330	Engineering Services	205	8.47%	4.06%	197	189
541519	Other Computer Related Services	201	16.86%	6.35%	189	172

During FY2015 to date the state experienced an average of 15.06% growth of OSD certified firms over FY2013 in the sector known as Professional, Scientific, and Technical Services and average 6.71% growth FY2015 over FY2014.

### FY2015 Q2 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 Q2, 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 111 businesses or 4%, from 2,665 (the number of certified firm at the end of FY2014) to 2,776 (the number of firms certified at the end of FY2015 Q2).

<b>Business Enterprise Classification</b>	<b>FY2015 Q2 Certified Totals</b>	<b>Veteran VOB/SDVOBE (active)</b>	<b>Minority* MBE (active)</b>	<b>Women WBE (active)</b>
African American	939	3/1	421	241
Subcontinent Asian	227		107	59
Hispanic American	207	1/0	100	50
Asian American	160	0/1	63	48
Native American	36	1/1	18	6
Veteran/Service DisAbleD	34	28/7	27	2
Caucasian Women	1,069	1/0		818
DisAbleD	7	0/7		
subtotals	2747***	25**	1115**	1,215**

\*\*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 1965 vendors active in the directory and a total of 2776 in the database. Of the 2776, 204 are inactive, 481 are expired, 24 are deleted, and 103 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 Q2 Delaware's Small Business Focus (SBF) Community**

With the new creating of the SBF program during FY2015 Q2, the Office of Supplier Diversity has outreached to include businesses that are eligible based on the criteria. Overall, in FY2015 Q2, the number of certified firms grew from 41 to 70. In FY2015 Q2 the firms grew from 41 at the end of FY2014 to 70 at the end of FY2015 Q2. This is an increase of 29 firms or 70.7%.

<b>SBF Industries</b>	<b>FY2015 Q2</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	4	2	0	1	1	1
Retail	4	1	0	1	2	2
Service	48	11	1(1)	15	17	23

Wholesale	10	1	0	4	5	6
	65**	17**	1**	29**	34**	43**

\*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 288,906 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 Q2	FY2014	FY2013	FY2012	FY2011
Number of Central Contracts	227	16	56	45	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	2,356	177	629	643	756	151
Small Businesses	139,205	7,900	36,509	25,455	67,800	1,541
MBE / WBE	80,791	6,437	19,537	17,537	33,994	3,286
Veteran / Service Disabled Veteran	66,554	5,693	16,645	12,898	29,116	2,202
<b>Totals</b>	<b>288,906</b>	<b>20,207</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 Q2 the contracting unit outreached 20,207 times to diversity vendors and small businesses to help them learn of the above threshold / formal procurement opportunities with state contracting. The FY2015 Q2 outreach was for 15 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
19	14	11	7	2	2

### FY2015 Q2 Delaware's Supplier Diversity and Small Business spend snapshot

FY2015 Q2 overall spend is represented in this snapshot. FY2015 Q2 Supplier Diversity spend with direct certified firms is more than the same period last year by 1.17%. Tier II spend is less than last year by 32.6%. The spend with self-identified W9 minority, women, and veteran firms increased by 11.32%. The new tracking of small businesses shows that of the \$53.5Million in spend being tracked by the Office of Supplier Diversity for this quarter, 41.5% 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 Q2</b>	<b>% of Total</b>	<b>FY2014 Q2</b>	<b>Difference FY2015 Q2 over FY2014 Q2</b>
Direct Certified OSD Spend	\$20,622,416.64	38.52%	\$20,383,442.04	1.17%
DelDOT DBE Subcontracting	\$2,981,064.41	5.57%	\$4,423,571.05	-32.60%
OSD 2nd Tier	\$454,524.73	0.85%	\$609,618.70	-25.44%
Self Registered W-9				
Minority, Women, Vets	\$7,250,378.68	13.54%	\$6,512,942.62	11.32%
Small Businesses (with SBF)	\$22,219,737.74	41.51%	n/a	
Total (without Small Businesses)	\$31,308,384.46		\$31,929,574.41	-1.94%
<b>Total (with Small Businesses)</b>	<b>\$53,531,357.20</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 Q2. 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 Q2</b>	<b>OSD Vendors</b>	<b>% of Awarded OSD</b>	<b>OSD No Find FY2015 Q2</b>	<b>Agency 1 for 3 Opportunities FY2015 Q2</b>

Legislative	\$33,346.95	0	0.00%		
Judicial	\$158,615.49	0	0.00%		
Executive	\$1,219,913.64	123	54.42%		
Technology	\$15,805.25	21	9.29%		
Other Elective	\$135,410.79	0	0.00%		
Legal	\$57,042.01	1	0.44%		
Finance	\$901,208.05	1	0.44%		
DHSS	\$1,827,881.25	4	1.77%		
DSCYF	\$460,371.11	29	12.83%		
Correction	\$2,273,144.34	4	1.77%		
DNREC	\$1,314,290.36	3	1.33%		
DSHS	\$189,529.80	0	0.00%		
State	\$471,111.26	4	1.77%		
DelDOT	\$2,277,552.69	11	4.87%		
Labor	\$387,857.57	5	2.21%		
Agriculture	\$37,222.18	0	0.00%		
Elections	\$48,183.22	0	0.00%		
Fire	\$26,826.29	0	0.00%		
Natl Guard	\$230,944.39	0	0.00%		
Exceptional Citizens	\$-	0	0.00%		
Higher Education	\$729,359.89	2	0.88%		
Education	\$7,826,800.11	18	7.96%		
<b>Total</b>	<b>\$20,622,416.64</b>	<b>226</b>	<b>100.00%</b>	<b>0</b>	<b>0</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 Q2

During FY2015 Q2 of the diverse vendors that received spend from the State of Delaware, there are 226 that are Directly Certified by the Office of Supplier Diversity and this group accounts for approximately \$20.6M 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 \$7.25M or 13.54% 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 Q2 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 Q2 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 Q2 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 Q2	FY2015 Q2	Difference FY2015 Q2 over FY2014 Q2
African American	\$1,643,828	\$2,268,873.76	38.02%
Asian American	\$529,168	\$1,346,984.38	154.55%
Subcontinent Asian	\$292,035	\$481,492.13	64.87%
Hispanic American	\$958,101	\$1,256,584.50	31.15%
Native American	\$13,613	\$20,788.46	52.71%
MBE Tally**	\$3,436,745	\$5,374,723.23	56.39%
Veteran & Service Disabled	\$828,812	\$846,753.14	2.16%
VOBE & SDVOBE Tally**	\$828,812	\$846,753.14	2.16%
Disabled	\$92,776	\$66,977.10	-27.81
IWDBE Tally**	\$92,776	\$66,977.10	-27.81
White American	\$15,631,243	\$14,331,357.63	-8.32%
Woman+	\$17,940,745	\$17,966,207.05	0.14%



WBE Tally**	\$17,940,745	\$17,966,207.05	0.14%
<b>Grand Total</b>	<b>\$22,299,078</b>	<b>\$24,254,660.52</b>	<b>8.77%</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 Q2 spend by category is as follows:

<b>Small Business Focus (SBF)</b>	<b>FY15 Q2 SBF Certified Spend**</b>
Architecture & Engineering Services	\$35,567.26
Construction	\$280,984.97
Manufacturing	\$50.00
Retail	\$84,737.21
Service	\$1,468,057.05
Wholesale	\$73,361.21
<b>Total</b>	<b>\$1,773,233.00</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 Q2</b>	<b>FY2015 Q2</b>	<b>Difference FY2015 Q2 over FY2014 Q2</b>
Legislative	\$1,067.50	\$632.50	-40.75%
Judicial	\$175,477.12	\$171,353.99	-2.35%
Executive	\$112,539.34	\$323,352.38	187.32%
Technology	\$0.00	\$43,000.00	
Other Elective	\$693.60	\$25,567.00	3586.13%

Legal	\$251,967.87	\$179,188.59	-28.88%
Finance	\$92,340.49	\$198,817.47	115.31%
DHSS	\$614,004.22	\$1,114,259.23	81.47%
DSCYF	\$227,452.06	\$640,496.04	181.60%
Correction	\$16,336.43	\$24,777.11	51.67%
DNREC	\$203,795.27	\$176,248.18	-13.52%
DSHS	\$340,474.28	\$72,633.78	-78.67%
State	\$78,946.67	\$78,240.92	-0.89%
DelDOT	\$314,896.15	\$458,888.87	45.73%
Labor	\$45,928.18	\$83,367.53	81.52%
Agriculture	\$23,623.86	\$53,225.91	125.31%
Elections	\$0.00	\$12,000.00	
Fire	\$1,570.06	\$0.00	-100.00%
Natl Guard	\$1,423,425.50	\$227,253.70	-84.03%
Exceptional Citizens	\$546.99	\$247.50	-54.75%
Higher Education	\$443,839.83	\$86,387.42	-80.54%
Education	\$2,144,017.20	\$3,280,440.56	53.00%
<b>Total</b>	<b>\$6,512,942.62</b>	<b>\$7,250,378.68</b>	<b>11.32%</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 Q2 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%. Six agencies exceed the average for FY2015 Q2. They are, in order of highest spend compared to other agencies: Education (38%), DelDOT (11.04%), Correction (11.02%), DHSS (8.86%), DNREC

(6.4%) and Executive (6%). 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 2.75% of their total spend this quarter with the OSD Certified community. Seven 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: Correction (9.4%), Fire (6.29%), Natl Guard (5.77%), Labor (4.73%), Education (4.66%), DNREC (4.58%), and Elections (3.44%). The \$20.6Million total spend with OSD Certified firms is 1.28% of the \$1.6Billion total spent by these agencies in this quarter; this total figure is below the average, but higher than last quarter. Of note is that this \$1.6Billion 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 Q2	% of Total FY15 Q2 Direct Certified OSD Spend	FY15 Q2 Total Agency Spend	OSD % of FY15 Q2 Agency Spend
Legislative	\$33,346.95	0.16%	\$1,315,147.50	2.54%
Judicial	\$158,615.49	0.77%	\$6,776,171.51	2.34%
Executive	\$1,219,913.64	5.92%	\$330,263,328.67	0.37%
Technology	\$15,805.25	0.08%	\$7,916,365.99	0.20%
Other Elective	\$135,410.79	0.66%	\$31,866,421.37	0.42%
Legal	\$57,042.01	0.28%	\$6,894,343.05	0.83%
Finance	\$901,208.05	4.37%	\$42,704,019.89	2.11%
DHSS	\$1,827,881.25	8.86%	\$708,008,067.74	0.26%
DSCYF	\$460,371.11	2.23%	\$25,822,875.74	1.78%
Correction	\$2,273,144.34	11.02%	\$24,183,143.45	9.40%
DNREC	\$1,314,290.36	6.37%	\$28,676,426.77	4.58%
DSHS	\$189,529.80	0.92%	\$10,511,168.73	1.80%

State	\$471,111.26	2.28%	\$17,372,081.56	2.71%
DelDOT	\$2,277,552.69	11.04%	\$120,001,324.60	1.90%
Labor	\$387,857.57	1.88%	\$8,204,906.63	4.73%
Agriculture	\$37,222.18	0.18%	\$15,373,084.72	0.24%
Elections	\$48,183.22	0.23%	\$1,399,855.64	3.44%
Fire	\$26,826.29	0.13%	\$426,462.26	6.29%
Natl Guard	\$230,944.39	1.12%	\$4,000,038.36	5.77%
Exceptional Citizens	\$-	0.00%	\$16,483.19	
Higher Education	\$729,359.89	3.54%	\$50,825,294.96	1.44%
Education	\$7,826,800.11	37.95%	\$168,089,811.55	4.66%
<b>Total</b>	<b>\$20,622,416.64</b>	<b>100.00%</b>	<b>\$1,610,646,823.88</b>	<b>1.28%</b>

### Spend with the Small Business community

Now let's examine FY2015 Q2 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. Four agencies exceed the average for FY2015 Q2. They are, in order of highest spend compared to other agencies: Education (38.7%), DHSS (16.5%), DelDOT (7.2%), and Finance (6.7%). 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 3.54% of their total spend this quarter with the small business community; this is higher than in Q1. Eight agencies exceeded that quarterly average. They are, in order of highest

percent of spend compared to total spend: Technology (10.8%), Natl Guard (9.5%), Judicial (8.4%), DSHS (7.6%), Legal (6.7%), Fire (6.2%), Education (5.1%), and Elections (4%). The \$22Million total spend with small business community 1.38% of the \$1.6Billion total spent by these agencies in this quarter; this total figure is below the average and is less than Q1. Of note is that this \$1.6Billion total quarterly spend has not been adjusted to remove any debt-service or any non-discretionary spend.

Agency	FY2015 Q2 Small Businesses	% of Total FY15 Q2 Small Biz Spend	FY15 YTD	% of FY15 Q2 Agency Spend
Legislative	\$0.00	0.00%	\$1,315,147.50	0.00%
Judicial	\$570,718.33	2.57%	\$6,776,171.51	8.42%
Executive	\$919,608.75	4.14%	\$330,263,328.67	0.28%
Technology	\$857,444.76	3.86%	\$7,916,365.99	10.83%
Other Elective	\$203,671.90	0.92%	\$31,866,421.37	0.64%
Legal	\$464,947.10	2.09%	\$6,894,343.05	6.74%
Finance	\$1,492,864.23	6.72%	\$42,704,019.89	3.50%
DHSS	\$3,674,546.25	16.54%	\$708,008,067.74	0.52%
DSCYF	\$653,920.69	2.94%	\$25,822,875.74	2.53%
Correction	\$183,833.12	0.83%	\$24,183,143.45	0.76%
DNREC	\$743,805.49	3.35%	\$28,676,426.77	2.59%
DSHS	\$800,022.79	3.60%	\$10,511,168.73	7.61%
State	\$215,624.48	0.97%	\$17,372,081.56	1.24%
DelDOT	\$1,585,581.85	7.14%	\$120,001,324.60	1.32%
Labor	\$241,459.47	1.09%	\$8,204,906.63	2.94%
Agriculture	\$104,998.12	0.47%	\$15,373,084.72	0.68%
Elections	\$56,461.75	0.25%	\$1,399,855.64	4.03%
Fire	\$26,492.38	0.12%	\$426,462.26	6.21%
Natl Guard	\$380,762.08	1.71%	\$4,000,038.36	9.52%
Exceptional Citizens	\$247.50	0.00%	\$16,483.19	1.50%
Higher Education	\$454,131.69	2.04%	\$50,825,294.96	0.89%
Education	\$8,588,595.01	38.65%	\$168,089,811.55	5.11%
<b>Total</b>	<b>\$22,219,737.74</b>	<b>100.00%</b>	<b>\$1,610,646,823.88</b>	<b>1.38%</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 Q2 covers 5 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:

<b>Contract</b>	<b>Vendor</b>	<b>FY2015 Q2</b>	<b>FY2014 Q2</b>	<b>Difference FY2015 Q2 over FY2014 Q2</b>
001-DentalInsBenefit	Delta Dental	\$603.40	\$543.00	11.12%
011-Hand Tools/127-Fasteners/577-Industrial	Fastenal	\$1,410.82	\$686.26	105.58%
597-IT Augmentation	Computer Aid	\$452,363.91	\$524,819.44	-13.81%
614-IT Services	RCC Consultants		\$83570.00	
723-Nutrition Software	Education Management Systems	\$750.00		
<b>Total</b>		<b>\$455,128.13</b>	\$609,618.70	-25.34%

## 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 Q2 twenty six (26) different DBE Certified firms worked on DelDOT projects in a sub-contracting capacity, those payments totaled \$2.98Million.

<b>Certified DBE</b>	<b>FY2015 Q2</b>
AMERICAN FLAG INC	\$541,210
ATLANTIC CONCRETE CUTTING CO	\$40,767
ATLANTIC SURVEYING AND MAPPING LLC	\$24,275
CALLAHAN PAVING PRODUCTS INC	\$40,073
CAROLINA CONSTRUCTION LLC	\$462
CNS CONSTRUCTION CORP	\$1,018
CRAWFORD TRUCKING CO LLC	\$127,176
CURBS ETC INC	\$368,129
DCS STAFFING, LLC	\$19,172
DECISION DISTRIBUTION LLC	\$13,005
DIRECT & CORRECT, INC.	\$129,592
EASTERNEX INTERNATIONAL LTD	\$148,583
GARDEN STATE HIGHWAY PRODUCTS	\$53,833
JANETTE REDROW LTD	\$181,789
KRISS CONTRACTING INC	\$158,375
M & M CONSTRUCTION INC	\$179,794
MARY THRESA ALLEN DBA NANTICOKE FENCE	\$4,140
PAUL PUGH TRUCKING CO., INC.	\$2,680
RAMESH C BATTA ASSOCIATES PA	\$90,084
SAM'S CONSTRUCTION LLC	\$12,514
SAM'S CONSTRUCTION	\$650
SITWORK SAFETY SUPPLIES INC	\$377,997
STRIPE-A-LOT INC	\$88,748
TRAFFIC & SAFETY SIGNS INC	\$303,622
VEGA SOLUTIONS INC	\$2,000
WSD CONTRACTING INC	\$71,376
<b>TOTAL</b>	<b>\$2,981,064</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 14 "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 this Q2 and next quarter, Q3; 4 have been offered to date. 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 Q2, 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 Q2 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	14	218	42	211	227	4	296	390
School District Supply Chain	4	68	9	92	94	n/a	87	130

## 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 Q2</b>
Plan Requests received	59
Businesses requesting	47
Requests approved	48
Requests denied	4
Solicitations involved	17
Requesting businesses that are OSD Certified	6

Of the PlanRequests made through OSD for FY2015 Q2 only 10.17% 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 92 in-person touch points with the community in the quarter.

<b>FY2015</b>	<b>Q2</b>
Meetings and Events	14
State of Delaware events	20
OSD Community meetings	13
Vendor requested meetings	24
Boards, Committees, Commissions	15
Chambers of Commerce	6
subtotal	92
OSD List serve outreach activities	75
OSD participation in community by quarter	167

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 75 different business-opportunity focused messages with the community this quarter, which shared are included in this chart:

12/31/2014 NETWORKING in Sussex County with DSBC on January 28  
 12/30/2014 ABC Delaware OSHA 10 Hour Feb 6  
 12/30/2014 ABC Delaware Adult CPR & First Aid with AED Kent and Sussex Training Jan 28  
 12/30/2014 Construction & Trades: ABC Delaware OSHA Record Keeping Lunch and Learn Jan 22  
 12/30/2014 ABC Delaware's 2015 goals - January 8  
 12/30/2014 Networking in New Castle County at Limoncello Italian Grill - Jan 12 - DSBC  
 12/29/2014 New Castle County is Open for Business on January 22, 2015  
 12/29/2014 Why Business Owners Should Publish a Book Jan 22  
 12/24/2014 Sussex County - School District Supply Chain (Vendor Day) Jan 29 2015  
 12/24/2014 Kent County is Open for Business January 8<sup>th</sup>  
 12/24/2014 Sussex County is Open for Business, January 15, 2015  
 12/24/2014 NAWBO workshop: The One Page Business Plan Jan 23  
 12/24/2014 NAWBO's 1st Friday January 9, 2015: Expand Your Vision & Get Results  
 12/24/2014 SBA offers free workshops over holiday week  
 12/18/2014 VENDOR DAY in Milton on Jan 13  
 12/17/2014 SUCCESS STORY: Goeins-Williams Associates, Inc. 25 Years of sustainable business!  
 12/16/2014 OPPORTUNITY: DSHA seeks proposals for servicing of mortgage loans Due Dec 29  
 12/15/2014 OPPORTUNITY #2: Construction in Maryland: Market St. project due Jan 6  
 12/15/2014 OPPORTUNITY #1: Construction in Maryland: Martin St. project due Jan 6  
 12/15/2014 Networking and Knowledge: Hockessin - Thursday December 18  
 12/14/2014 Networking - Wilmington - this Friday December 19: 4pm-7pm  
 12/14/2014 USDA Loan guarantee event  
 12/14/2014 OPPORTUNITY: Caterers- apply to get on the DNREC list - due Dec 16  
 12/10/2014 NETWORKING in Dover Dec 11th - Delmarva Black Chamber of Commerce  
 12/9/2014 Networking TONIGHT in New Castle: WINTERFEST  
 12/9/2014 2015 MLK Jr. Day of Service Grants Available  
 12/9/2014 PR Breakthrough Workshop Series 2015 by Dana Dobson  
 12/9/2014 How to Prepare Your Company for Explosive Growth in 2015  
 12/9/2014 How to Avoid Small Business Suicide, Jan 7, Delaware Small Business Chamber of Commerce  
 12/9/2014 Delaware Latino Professional Network - Dec 11  
 12/3/2014 ALLIANCE Mid-Atlantic Small Business Procurement Fair - registration opens with a discount til Dec 5  
 12/1/2014 New Castle County is Open for Business on December 11th  
 12/1/2014 WEBINAR: Doing Business with Public Building Services Dec. 2 10am  
 12/1/2014 Maryland Live! Casino Minority Outreach Fair, December 3, 2014



- 11/26/2014 Kent County is Open for Business December 4th
- 11/12/2014 WINNER of the Great Dames Remarkable Woman Entrepreneur contest announced
- 11/10/2014 Veterans Day business activities
- 11/10/2014 Sussex County is Open for Business, November 20 2014
- 11/10/2014 Networking & Knowledge - November 18 - FREE
- 11/6/2014 register for Delaware's SMALL BUSINESS SUMMIT - November 18
- 11/6/2014 Red Clay School District - Delmarva Black Chamber of Commerce - Business Opportunity Breakfast - November 6
- 11/5/2014 Middletown Area Chamber of Commerce: Business Incubator info session Nov 6
- 11/4/2014 24th Annual Entrepreneurial & Business Women's Expo
- 11/4/2014 NETWORKING Dec 2nd, Delaware Small Business Chamber of Commerce
- 11/3/2014 NAWBO First Friday November 7
- 11/3/2014 NAWBO December 3rd event
- 10/31/2014 Delaware Society for Human Resource Management Annual Conference - Nov 5 & 6
- 10/30/2014 Phase III - Remarkable Ideas competition - November 10
- 10/30/2014 EMSDC names new CEO & issues awards
- 10/28/2014 CONSTRUCTION - University City HS Construction Project Nov 12 2014
- 10/28/2014 Change Management Forum - Free - 5:30pm in Wilmington
- 10/20/2014 EMSDC Choice Awards 2014 - December 5, 2014
- 10/20/2014 NETWORK & DSCC Meet the New Members Oct 21
- 10/20/2014 SAVE THE DATE: Mid-Atlantic - Alliance Small Business Procurement Fair - March 18, 2015
- 10/20/2014 Delaware Small Business Chamber of Commerce NETWORKING Nov 19 2014
- 10/16/2014 SUCCESS STORY: Assurance Media - 5 Years and growing!
- 10/14/2014 Do You Have What It Takes - lunch & learn workshop - November 21
- 10/14/2014 Where's The Money - lunch & learn workshop - October 22
- 10/14/2014 HOW TO START A BUSINESS WITH LIMITED FUNDING
- 10/14/2014 STARTING A BUSINESS IN DELAWARE workshop December 3
- 10/14/2014 Federal Contracting Certification Programs workshop November 12
- 10/14/2014 SBA Small Business of the Year 2015 nominations open
- 10/14/2014 DE State Small Business Chamber new member breakfast - Nov 6th
- 10/14/2014 MEGA Speed Networking - October 29
- 10/14/2014 Delmarva Black Chamber of Commerce - Business Opportunity Breakfast - October 22
- 10/13/2014 DFLI's Green Tie Cocktail Party, October 16th
- 10/13/2014 Speak the Incredible 3-Day Speaker Training
- 10/13/2014 Kent County is Open for Business Nov 6th
- 10/13/2014 New Castle County is Open for Business October 23
- 10/13/2014 Sussex County: Open for Business " October 16, 2014
- 10/13/2014 You are invited to join us for VENDOR DAY in Middletown on November 5
- 10/7/2014 The Delaware MET Student Internship Program Networking Lunch and School Tour October 16 2014
- 10/7/2014 Where do YOU want your business to be in 5 years? October 8
- 10/7/2014 DSCC's Women in Business - October 8th
- 10/2/2014 Obama Cabinet Member to visit Milford Manufacturer October 3

## 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 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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