

State of Delaware



OFFICE OF SUPPLIER DIVERSITY

FY2017 ANNUAL REPORT (including Q4 Reporting) July 1, 2016 to June 30, 2017



STATE OF DELAWARE
OFFICE OF THE GOVERNOR
TATNALL BUILDING, SECOND FLOOR

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My fellow Delawareans,

Delaware's economy, and our state as a whole, are at their strongest when everyone has an opportunity to contribute. This past January, as I was sworn in as Governor, my transition team released a report called "Action Plan for Delaware," where we laid out my administration's priorities. Among the action items discussed in the report was supporting traditional, minority, women, veteran, service disabled veterans, and individual with disability owned businesses, including small businesses of a unique size, through the promotion of the State Supplier Diversity Program, and efforts to ensure that opportunities for doing business with the state are widely available and known. State government serves all Delawareans, and I am strongly committed to ensuring that principle is reflected in how we contract for goods and services to carry out the work of the people.

The Office of Supplier Diversity is at the forefront of enacting this vitally important priority for my administration. Every day, members of the office ensure that our state is doing its part to help diverse owned businesses gain important certifications and inclusion in state contracting. The office's efforts are a critical part of our commitment to support the diverse and small business community, and this report is a reflection of its great work in FY2017. As Governor of Delaware, I am very grateful for the hard work and dedication of the Office of Supplier Diversity, and I'm proud of what the office has accomplished on behalf of Delawareans in the past year.

As my administration approaches the end of our first year, I look forward to continuing to work with the Office of Supplier Diversity to meet our shared goals, and I'm hopeful that we can find new ways to expand opportunity for all businesses in our state. Thank you again for all you do to serve the State of Delaware.

Sincerely,

A handwritten signature in cursive script that reads "John C. Carney".

John C. Carney
Governor
State of Delaware

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Key Indicators

The positive trend continues:

- In FY2017, the State of Delaware spent \$287.4Million with the Supplier Diversity and Small Business communities. This is an increase of 13.36% over FY2016. The total spend is inclusive of direct spend (the OSD and SBF certified businesses, W9 self-identified diverse and small businesses), and indirect spend (awarded contract Tier II spend inclusive of DeIDOT certified DBEs).
- In FY2017, the State of Delaware spent \$134.8Million in direct spend with our community of diverse businesses and \$32.1M in indirect Tier-II spend.
- In FY2017, the State of Delaware spent \$120Million with our small business community.
- The Department of Education including the 19 School Districts continues to have has the highest Agency spend with the supplier diversity community in FY2017; representing 31.22% of state spend with the certified Supplier Diversity community and 28.5% of the total state spend with the W9 self-identified diversity community.

Growth in the Supplier Diversity Certified community:

- The number of certified diverse firms increased by 129 businesses from 2,954 to 3,083 during FY2017, a 4.37% increase.

Growth in the Technology Sector:

- The Professional, Scientific, and Technical Services sector experienced an average growth of 6.1% in the number of certified firms in FY2017 over FY2016.

Small Business

- During FY2017, the number of certified small business firms grew marginally, by 32.3% from 96 in FY2016 to 127 at the end of FY2017.
- This is the third fiscal year that OSD has tracked spend with the small business community both as W9 self-identified and as certified Small Businesses. The State spent \$120.5M with small businesses in FY2017; including \$4.89M with SBF certified vendors and \$115.6M with W9 self-identified.

Agencies' SCORE CARD FY2017

Diverse Business Spend

State of Delaware spend with the diverse and small business community exceeded a quarter of a billion dollars for the second year in a row. The FY2017 total spend was \$287.4M, which is an increase of 13.23% over FY2016. This amount includes \$134.8Million of direct spend with the Supplier Diversity community, of which \$90.4Million is with certified OSD vendors and \$44.4M is with W9 self-identified diversely owned firms, and \$32.1M is indirect Tier-II spend. Also included is \$120.5Million of direct spend, this amount includes \$115.6M with W9 self-identified small businesses and \$4.89M with certified small businesses.

The Department of Education ranked highest spend with the OSD certified community at \$28.2M and 31.2% of all agencies. Four agencies account for more than 68% of spend with the certified diversity community: DOE, Correction, DeIDOT, and DHSS. Four agencies account for more than 66% of spend with the W9 self-identified diverse vendors: DOE, DSCYF, DeIDOT, and Correction.

AGENCY	OSD Agency FY2017	% of OSD Spend	W9 Agency FY2017	% of W9 Spend	OSD + W9 Spend	Total Agency Spend	OSD + W9 % Total Spend
Legislative	\$339,607	0.38%	\$58,190	0.10%	\$397,797	\$6,698,460	5.94%
Judicial	\$892,316	0.99%	\$644,935	1.50%	\$1,537,251	\$25,523,832	6.02%
Executive	\$5,430,097	6.01%	\$1,641,863	3.70%	\$7,071,960	\$1,507,355,520	0.47%
Technology	\$2,994,597	3.31%	\$223,604	0.50%	\$3,218,201	\$42,179,092	7.63%
Other Elective	\$197,975	0.22%	\$284,321	0.60%	\$482,296	\$147,020,711	0.33%
Legal	\$192,365	0.21%	\$1,362,117	3.10%	\$1,554,482	\$15,816,084	9.83%
Finance	\$606,816	0.67%	\$1,943,094	4.40%	\$2,549,910	\$224,866,287	1.13%
DHSS	\$8,914,151	9.86%	\$3,599,624	8.10%	\$12,513,775	\$2,494,577,595	0.50%
DSCYF	\$1,209,966	1.34%	\$8,444,601	19.00%	\$9,654,567	\$101,374,456	9.52%
Correction	\$14,886,673	16.46%	\$4,046,346	9.10%	\$18,933,019	\$104,879,152	18.05%
DNREC	\$4,458,794	4.93%	\$165,879	0.40%	\$4,624,673	\$131,450,999	3.52%
DSHS	\$1,428,932	1.58%	\$894,799	2.00%	\$2,323,731	\$55,278,588	4.20%
State	\$1,518,442	1.68%	\$650,334	1.50%	\$2,168,776	\$65,709,034	3.30%
DeIDOT	\$10,043,049	11.11%	\$4,548,269	10.30%	\$14,591,318	\$661,192,726	2.21%
Labor	\$2,060,403	2.28%	\$750,550	1.70%	\$2,810,953	\$39,638,881	7.09%
Agriculture	\$32,966	0.04%	\$234,616	0.50%	\$267,582	\$46,557,093	0.57%
Elections	\$161,525	0.18%	\$12,742	0.00%	\$174,267	\$3,944,788	4.42%
Fire	\$24,097	0.03%	\$29,276	0.10%	\$53,373	\$4,050,425	1.32%
Natl Guard	\$576,002	0.64%	\$1,047,365	2.40%	\$1,623,367	\$10,902,053	14.89%
Exceptional Citizens	\$0	0.00%	\$69	0.00%	\$69	\$37,804	0.18%
Higher Edu	\$1,616,742	1.79%	\$1,135,072	2.60%	\$2,751,814	\$169,586,606	1.62%
Education	\$28,226,496	31.22%	\$12,643,651	28.50%	\$40,870,147	\$636,317,321	6.42%
Housing Authority	\$4,606,662	5.09%			\$4,606,662		
Total	\$90,418,671	100%	\$44,361,317	100%	\$134,779,988	\$6,494,957,506	2.08%

Small Business Spend

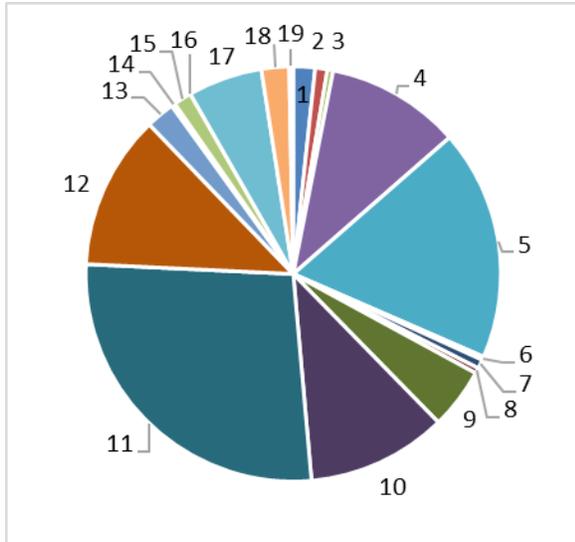
The Department of Education ranked highest spend with the Small Business community at \$46.4M and 40.2% of all agencies. Four agencies account for 80% of spend with small businesses: DOE, DeIDOT, DSCYF, and DHSS. Although DOE has the highest agency spend with the supplier diversity community for both diversity and small businesses, that spend compared to its total spend ranks DOE 7th for diversity spend against its total year expenditures and 4th for small business spend against its total year expenditures. Corrections ranks 1st for diversity expenditures against total spend and DSCYF ranks first for small business spend against total expenditures.

AGENCY	Small W9 FY2017	% of Small Spend	Total Agency Spend	Total Agency Spend
Legislative	\$17,222	0.0%	\$6,698,460	0.26%
Judicial	\$706,656	0.6%	\$25,523,832	2.77%
Executive	\$5,356,814	4.6%	\$1,507,355,520	0.36%
Technology	\$3,254,488	2.8%	\$42,179,092	7.72%
Other Elective	\$1,056,044	0.9%	\$147,020,711	0.72%
Legal	\$1,972,755	1.7%	\$15,816,084	12.47%
Finance	\$1,887,169	1.6%	\$224,866,287	0.84%
DHSS	\$13,349,374	11.5%	\$2,494,577,595	0.54%
DSCYF	\$16,414,132	14.2%	\$101,374,456	16.19%
Correction	\$1,647,718	1.4%	\$104,879,152	1.57%
DNREC	\$566,828	0.5%	\$131,450,999	0.43%
DSHS	\$1,226,467	1.1%	\$55,278,588	2.22%
State	\$2,467,414	2.1%	\$65,709,034	3.76%
DeIDOT	\$16,635,934	14.4%	\$661,192,726	2.52%
Labor	\$1,026,206	0.9%	\$39,638,881	2.59%
Agriculture	\$207,727	0.2%	\$46,557,093	0.45%
Elections	\$169,709	0.1%	\$3,944,788	4.30%
Fire	\$92,821	0.1%	\$4,050,425	2.29%
Natl Guard	\$102,017	0.1%	\$10,902,053	0.94%
Exceptional Citizens	\$124	0.0%	\$37,804	0.33%
Higher Edu	\$996,289	0.9%	\$169,586,606	0.59%
Education	\$46,443,392	40.2%	\$636,317,321	7.30%
Housing Authority	n/a	n/a		
Total	\$115,597,299	100.0%	\$6,494,957,506	1.78%

The certified Small Businesses (SBF) spend totaled \$4.89M. This spending is not reported by Agency at this time.

DOE & School Districts SCORE CARD FY2017 Q4

School Districts spent \$24.2Million with the certified Supplier Diversity community in FY2017 Q4



	District	FY2017	%
1	Appoquinimink School District	\$409,808	1.7%
2	Brandywine School District	\$227,677	0.9%
3	Caesar Rodney School District	\$110,016	0.5%
4	Cape Henlopen School District	\$2,536,901	10.5%
5	Capital School District	\$4,349,937	18.0%
6	Christina School District	\$64,463	0.3%
7	Colonial School District	\$169,991	0.7%
8	Delmar School District	\$103,634	0.4%
9	Indian River School District	\$1,148,764	4.7%
10	Lake Forest School District	\$2,642,893	10.9%
11	Laurel School District	\$6,574,963	27.2%
12	Milford School District	\$2,916,417	12.0%
13	New Castle County VoTech School District	\$542,440	2.2%
14	POLYTECH School District	\$69,932	0.3%
15	Red Clay School District	\$339,310	1.4%
16	Seaford School District	\$860	0.0%
17	Smyrna School District	\$1,401,903	5.8%
18	Sussex County Technical School District	\$521,963	2.2%
19	Woodbridge School District	\$75,215	0.3%
	Total	\$24,207,090	

FY2017 saw an increase in spend with the certified Supplier Diversity community by the Department of Education (DOE). Of the \$28,226,496 spent with the certified Supplier Diversity community by the Department of Education as a whole in FY2017, \$24,207,090 or 85.76% was spent with the certified business community by the School Districts. DOE has the highest Agency spend with the Supplier Diversity community in FY2017 representing 31.22% of the total state spend with the certified Supplier Diversity community and 28.5% of the total state spend with the W9 self-identified diversity community.

DOE	FY2017 DOE's OSD spend	OSD spend as % of total	FY2017 DOE's W9 spend	W9 spend as % of total	OSD + W9	FY2016 DOE's Total spend	OSD + W9 as a % of DOE's Total spend
	\$28,226,496	31.22%	\$12,643,651	28.50%	\$40,870,147	\$636,317,321	6.42%

***It is important to note that much of spend from the School Districts involves capital funds for new buildings and physical plant, and that this spending changes or projects complete and end.**

Executive Order 44

The Office of Supplier Diversity (OSD), housed within the Office of Management and Budget’s (OMB) Government Support Services (GSS) division, is the primary administrative body responsible for executing the State’s supplier diversity strategy. The function and focus of Supplier Diversity and the Office were last updated through the signing of Executive Order 44 in 2014. Executive Order 44 and those that preceded it (Markell E.O.s #29 & 14) have allowed the Office to expand its role in assisting diverse owned business enterprises and uniquely sized small businesses through certification and inclusion in state contracting through support services. The community of diversely owned businesses includes those 51% or more owned, controlled, and actively managed by ethnic minorities, women, veterans, service disabled veterans, and individuals with disability. The community of small businesses are those of a certain size that are not owned by a larger enterprise, and meet certain size metrics. You can access Executive Order 44 at <http://www.governor.delaware.gov/orders/EO44.pdf>

Governor’s Supplier Diversity Council

The Governor’s Supplier Diversity Council works on initiatives and meets to review current activities in further of 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 during FY2017 included:

Council Member	Current Professional Role	Represents
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 and Region Legal Counsel – Northeast at US Foods, Inc.	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



Ralph Truitt	Farmer, and Co-Chair of the Delaware Association of African American Farmers	Local, private, or federal Minority business assistance program or community development program
Jayshree Moorthy	CEO, Frontier Technologies, Inc. (FTI) and WBENC Member and Committee leader	Local, private, or federal Women business assistance program or community development program
Givvel Marrero	President, Promotion Zone	Minority-owned private business sector
Dean W. Stotler	State of Delaware Chief Procurement Officer Director - Government Support Services, OMB, State of Delaware	Office of Management and Budget designee
Loren Hopkins Taylor, has been a non-voting participant during FY2017 <i>Currently open</i>	Sourcing Manager: Small Business / Supplier Diversity DuPont Sourcing & Logistics <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 Small Business sector
Dr. Devona Williams	President, Goeins-Williams Associates, Inc.	Women-owned private business sector
<i>Currently open</i> <i>Role created by EO44</i>	<i>Currently open</i> <i>Role created by EO44</i>	Individual with Disability-owned private business sector

Who are the Agency Liaisons?

Each Executive Branch Agency is invited to select a Supplier Diversity Liaison to participate with Council and to connect with the Office of Supplier Diversity and work internal in their agency to provide reporting to OSD as well as to support access to opportunities for certified diverse and small business vendors. The Liaisons during FY2017 included:

Liaisons	Current Professional Role	Agency Representing	Email
Dean Stotler	Chief Procurement Officer, Director - Government Support Services	Office of Management and Budget (OMB)	Dean.Stotler@state.de.us
Wendy Brown	DMS Contract & Procurement Administrator	Department of Health and Social Services (DHSS)	Wendy.M.Brown@state.de.us
Brian Leahy	Deputy Principal Assistant	Delaware Department of Natural Resources and Environmental Control (DNREC)	Brian.Leahy@state.de.us
Carmen Herrera	IT Procurement Officer	Department of Technology and Information (DTI)	Carmen.Herrera@state.de.us

Mike Miles	Contract Procurement Officer	Delaware State Housing Authority (DSHA)	MIKE@destatehousing.com
Valerie Watson	Deputy Principal Assistant	Department of Finance	valerie.watson@state.de.us
Ramon Ceballos	DBE Program Manager	Delaware Department of Transportation (DeIDOT)	Ramon.Ceballos@state.de.us
Herman Rodriguez	Administrative Officer	Department of Labor (DOL)	herman.rodriguez@state.de.us
Stephanie Young	Controller	Delaware Department of Safety and Homeland Security (DSHS)	Stephanie.Young@state.de.us
William (Bill) Davis	Contracting Specialist	Delaware National Guard	william.r.davis534.nfg@mail.mil
Shirley Learner and Karen Davis-Williams	Ms. Learner: Grants and Contract Unit Supervisor Ms. Davis-Williams: Family Services Program Support Administrator	Department of Services for Children, Youth and their Families (DSCYF)	Shirley.Learner@state.de.us Karen.Davis-Williams@state.de.us
Ken Anderson	Director - Entrepreneurial & Small Business Support,	Delaware Economic Development Office (DEDO)	Kenneth.R.Anderson@state.de.us

What certifications exist?

During FY2017 the Office of Supplier Diversity (OSD) Certifications includes the following diversely owned business enterprises:

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 business owners should contact the Delaware Department of Transportation¹ (DeIDOT). 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 subcontracting spend with DBE firms.

¹ <http://www.deldot.gov/information/business/dbe/index.shtml>

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 with independent knowledge 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; 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/certify.shtml>

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
- City of Wilmington, Minority Business Enterprise Office (DBE)
- 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 ² sectors* (initial code numbers)	eligibility & graduation size caps (full time equivalents) Based upon a 3 year average	
		FTE	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

NAICS codes within the OSD 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 1997³.

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 FY2016 through FY2017. 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.

² [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. A NAICS code has 6 digits. The first 2 to 3 digits are used to identify the industry for the Small Business Focus Program.

³ You can review NAICS codes data and information at <http://www.census.gov/eos/www/naics/index.html>

NAICS Code	Professional, Scientific, and Technical Services Sector	FY2017 Vendors by Trade	FY2016 Vendors by Trade	FY2017 Over FY2016
541512	Computer Systems Design Services	368	350	5.14%
541511	Custom Computer Programming	353	336	5.06%
541611	Administrative Management & General	359	325	10.46%
541330	Engineering Services	209	201	3.98%
541519	Other Computer Related Services	235	222	5.86%

During FY2017 to date the state experienced an average of 6.10% growth of OSD certified firms over FY2016 in the sector known as Professional, Scientific, and Technical Services.

FY2017 Delaware's Supplier Diversity Community

As we consider reporting on the state's spending during FY2017, we first should consider the community itself. Overall, in FY2017, the number of certified firms increased by 129 businesses or 4.37%, from 2,954 (the number of certified firm at the end of FY2016) to 3,083 (the number of firms certified at the end of FY2017).

Business Enterprise Classification	FY2017 Certified database Totals	FY2017 Certified (active) Totals	Veteran VOB/SDVOBE (active)	Minority* MBE (active)	Women WBE (active)
African American	1037	723	14(4)	459	264
Subcontinent Asian	249	179	0(0)	116	63
Hispanic American	229	161	4(1)	103	56
Asian American	184	121	1(1)	67	54
Native American	38	18	1(1)	13	5
Veteran/Service	57	47(16)	44(14)	26(7)	4
Caucasian Women	1153	865	1(0)		865
DisAbled	17	14	-12	3	0

**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 not male nor female, as it is equally owned across genders.

*** There are 2,087 vendors active and a total of 3,083 in the database. Of the 3,083 vendors, 201 are inactive, 526 are expired, 50 are deleted, 1 is denied, and there are always applications in process. There is great overlap in the classifications within the community as some vendors fit into 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.

FY2017 Delaware’s Small Business Focus (SBF) Community

This third year of the SBF certification program grew marginally in the number of businesses, but declined in the amount of spend with SBF certified businesses. OSD continues to seek to include businesses that are eligible based on the criteria, including those applying for OSD diverse certification. Overall, in FY2017, the number of certified firms grew by 32.3% from 96 in FY2016 to 127 at the end of FY2017.

SBF Industries	FY2017	FY2016
Architecture & Engineering	10	11
Construction	27	21
Manufacturing	13	10
Retail	20	14
Service	122	80
Wholesale	26	20
	127**	96**

** Some vendors are qualified for more than one SBF industry and a vendor may graduate from one industry but not form another

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®)⁴ codes that the business selected when registering. The outreach performed by the contracting team to reach the supplier diversity community is significant. During FY2017, the team has sent 296,631 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.

⁴ You can review UNSPSC data and information at: <http://www.unspsc.org/>

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 / SAM vendor database: http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm
- MyMarketPlace vendor listing: http://contracts.delaware.gov/vendor_list.asp
- DFM Contractor Registry: <http://dfm.delaware.gov/contractor/index.shtml>

	FY2017	FY2016
Number of Central Contracts	52	45
Number of outreach communications performed to:		
Delaware Businesses	820	554
Small Businesses	47,345	70,119
MBE / WBE	32,410	26,516
Veteran / Service Disabled Veteran	19,633	20,470
Totals	296,631	117,659

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 FY2017, the contracting unit outreached 296,631 times to diversity vendors and small businesses to help them learn of the above threshold / formal procurement opportunities with state contracting. The FY2017 outreach was for 52 central contracts. The return on investment of effort to include diverse and Delaware businesses into the formal contracting opportunities this year includes 398 Bid Proposals and Responses received, the chart below explores and breaks down the results.

FY2017	Total Bids Received	Total Awarded Vendors	Delaware Bids Received	Awarded to a Delaware Firm	Total OSD Bids Received	Awarded to an OSD Firm
Q1	111	80	46	30	9	7
Q2	92	59	58	43	17	5
Q3	135	57	25	19	7	3
Q4	60	40	7	6	3	3
Total	398	236	136	98	36	18

FY2017 Delaware's Supplier Diversity & Small Business Community spend snapshot

In FY2017, the State of Delaware spent \$287.4Million with the Supplier Diversity and Small Business communities. This is inclusive of \$134.8M in direct spend with the OSD and W9 self-identified businesses, and \$32.1M in indirect spend with awarded contract Tier II spend inclusive of DelDOT certified DBEs. The State spent \$120.5M with small businesses in FY2017, including \$115.5M with W9 self-identified and \$4.89M with SBF certified vendors.

	FY2017
Direct spend with OSD Certified + W9	\$134,779,988
Indirect spend. Tier II	\$32,137,361
TOTAL Supplier Diversity spend (include W9, OSD & Tier II)	\$166,917,349
Direct spend with W9 + SBF Certified	\$120,491,835
Direct spend with W9 small firms (include SBF)	\$120,491,835
TOTAL (direct and indirect, all diverse & small)	\$287,409,184

FY2017 over FY2016 supplier diversity spend is represented in this snapshot. FY2017 exceeds that of FY2016 with an increase of 17.49%.

	FY2017	% of FY2017 total	FY2016	% increase FY2017 over FY2016
Direct Certified OSD Spend*	\$85,812,009	51.41%	\$81,506,625	5.28%
DelDOT DBE Subcontracting	\$29,760,736	17.83%	\$16,910,490	75.99%
GSS 2nd Tier	\$2,376,625	1.42%	\$2,302,907	3.20%
Self-Registered W-9	\$44,361,317	26.58%	\$36,708,374	20.85%
Housing Authority (DSHA)	\$4,606,662	2.76%	\$4,638,349	-0.68%
Total	\$166,917,349		\$142,066,745	17.49%

FY2017 over FY2016 small business community spend is represented in this snapshot. This is the third year of capture for spend with the small business community. FY2017 exceeds that of

FY2016 with an increase of 8.09%. However, the certified SBF community shows a decrease of 22.82% FY2017 over FY2016.

	FY2017	% of FY2017 total	FY2016	% increase FY2017 over FY2016
Direct Certified SBF Spend*	\$4,894,536	4.06%	\$6,341,830	-22.82%
Self-Registered W-9	\$115,597,299	95.94%	\$105,127,076	9.96%
Total	\$120,491,835		\$111,468,906	8.09%

The Summary Score Card for FY2017 Q4

The report below provides an overview of the spending by each agency for FY2017 Q4. 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.

Agency	FY2017 Q4	OSD Vendors	% of Awarded OSD
Legislative	\$339,607	0	0%
Judicial	\$892,316	0	0%
Executive	\$5,430,097	73	48%
Technology	\$2,994,597	17	11%
Other Elective	\$197,975	2	1%
Legal	\$192,365	0	0%
Finance	\$606,816	0	0%
DHSS	\$8,914,151	5	3%
DSCYF	\$1,209,966	27	18%
Correction	\$14,886,673	5	3%
DNREC	\$4,458,794	2	1%
DSHS	\$1,428,932	0	0%
State	\$1,518,442	1	1%
DelDOT	\$10,043,049	4	3%
Labor	\$2,060,403	3	2%
Agriculture	\$32,966	0	0%
Elections	\$161,525	0	0%
Fire	\$24,097	0	0%



Natl Guard	\$576,002	0	0%
Exceptional Citizens	\$0	0	0%
Higher Education	\$1,616,742	0	0%
Education	\$28,226,496	12	8%
Total	\$85,812,009	151	

Note: Spend data includes Pcard, OSD = Office of Supplier Diversity Certified firms.

Breakdown of Spend by ethnicities, gender, veteran, disabled, and small business status

The following chart shows the FY2017 spend for each quarter and year-end for each of the groups of the supplier diversity community. Minority Business Enterprise (MBE) vendors are representative of five ethnic minority groups and includes minority women as well as ‘minority and veteran’ and ‘minority and disabled’. Women Business Enterprise (WBE) vendors are represented within 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. Veteran Owned Business Enterprises (VOBE) is inclusive of Service Disabled Veteran Business Enterprises (SDVOBE). Note that a Veteran who is also a minority and/or a woman is counted within each group they belong to. Disabled also includes firms owned by Individuals with DisAbilities (IWDBE). For a breakdown of certification eligibilities please refer to pages 6 and 7 of this report.

FY2017 OSD	Q4	Q3	Q2	Q1	FY2017 Totals
African American	\$1,259,358	\$1,624,280	\$2,109,199	\$1,765,335	\$6,758,172
Asian American	\$1,367,062	\$1,440,559	\$4,265,991	\$1,784,297	\$8,857,909
Subcontinent Asian	\$513,017	\$325,055	\$290,688	\$239,529	\$1,368,289
Hispanic American	\$1,252,053	\$1,056,042	\$936,477	\$1,654,942	\$4,899,514
Native American	\$35,227	\$16,233	\$11,267	\$121,832	\$184,559
DE State Housing Authority	\$2,149,316	\$235,934	\$185,059	\$1,123,129	\$3,693,438
MBE Tally**	\$6,576,033	\$4,698,103	\$7,798,681	\$6,689,063	\$25,761,880
Veteran & Service Disabled	\$1,364,151	\$648,886	\$876,965	\$798,298	\$3,688,300
DE State Housing Authority	\$199,589	\$123,079	\$0	\$0	\$322,668
VOBE & SDVOBE Tally**	\$1,563,740	\$771,965	\$876,965	\$798,298	\$4,010,968
Disabled	\$0	\$0	\$0	\$0	\$0
IWDBE Tally**	\$0	\$0	\$0	\$0	\$0
White American	\$16,512,277	\$14,335,612	\$16,397,306	\$12,795,094	\$60,040,289
Woman+	\$18,903,662	\$17,328,830	\$22,516,284	\$15,850,738	\$74,599,514



MWBE	\$2,391,385	\$2,993,218	\$6,118,978	\$3,055,644	\$14,559,225
DE State Housing Authority	\$197,902	\$67,672	\$142,633	\$182,349	\$590,556
WBE Tally**	\$19,101,564	\$17,396,502	\$22,658,917	\$16,033,087	\$75,190,070
Total	\$27,241,337	\$22,866,570	\$31,334,563	\$23,520,448	\$104,962,918

** There is some double count in the numbers for businesses who are in more than one category. For example, an African American and Native American, Veteran, Disabled, Women Business owners is counted in all categories.
+ This category includes all women including minority women who are also counted within their ethnic minority.

Year over year OSD	FY2016	FY2017	% change FY2017 over FY2016
African American	\$6,109,853	\$6,758,172	10.61%
Asian American	\$7,275,775	\$8,857,909	21.75%
Subcontinent Asian	\$2,276,739	\$1,368,289	-39.90%
Hispanic American	\$5,495,141	\$4,899,514	-10.84%
Native American	\$98,810	\$184,559	86.78%
DE State Housing Authority	\$3,147,816	\$3,693,438	17.33%
MBE Tally**	\$24,404,134	\$25,761,880	5.56%
Veteran & Service Disabled	\$3,836,396	\$3,688,300	-3.86%
DE State Housing Authority	\$268,364	\$322,668	20.24%
VOBE & SDVOBE Tally**	\$4,104,760	\$4,010,968	-2.28%
Disabled	\$26,392	\$0	-100.00%
IWDBE Tally**	\$26,392	\$0	-100.00%
White American	\$54,201,117	\$60,040,289	10.77%
Woman+	\$68,032,674	\$74,599,514	9.65%
MWBE	\$13,831,557	\$14,559,225	5.26%
DE State Housing Authority	\$122,169	\$590,556	383.39%
WBE Tally**	\$69,254,843	\$75,190,070	8.57%
Total	\$97,790,129	\$104,962,918	7.33%

** There is some double count in the numbers for businesses who are in more than one category. For example, an African American and Native American, Veteran, Disabled, Women Business owners is counted in all categories.
+ This category includes all women including minority women who are also counted within their ethnic minority.

This change has increased significantly over the past eight years, from base year FY2009 to FY2017 as demonstrated in the chart below. OSD reports a 137% increase in business-to-government (B2G) engagement with MBEs and a tremendous increase of 2626% in B2G engagement with MWBEs over the past 8 years. Quarterly and annual reports for this time period are transparently available on the OSD website (gss.omb.delaware.gov/osd). A look at State trends in spend with the OSD Certified enterprises, from base year FY2009 to our recently concluded FY2017 are highlighted below. OSD provides a breakdown by ethnicity for the OSD Certified firms as the W9 form does not report at that level. The Delaware Housing Authority, a

quasi-governmental authority, also values diversity and inclusion in their supply chain and are included in OSD reporting, but without a further breakdown to ethnicity.

FY2017 change over FY2009	FY2009	FY2017	%
African American	\$823,295	\$6,758,172	721%
Asian American	\$611,176	\$8,857,909	1349%
Subcontinent Asian	\$984,726	\$1,368,289	39%
Hispanic American	\$4,757,975	\$4,899,514	3%
Native American	\$86,324	\$184,559	114%
DE State Housing Authority *	\$3,609,430	\$3,693,438	2%
MBE Tally**	\$10,872,926	\$25,761,880	137%
Veteran & Service Disabled		\$3,688,300	68%
DE State Housing Authority *		\$322,668	1855%
VOBE & SDVOBE Tally**		\$4,010,968	82%
DisAbleD		\$0	-100%
IWDBE Tally**		\$0	-100%
Woman (minority & caucasian)+	\$34,009,746	\$74,599,514	119%
White American	\$33,475,621	\$60,040,289	79%
MWBE	\$534,125	\$14,559,225	2626%
DE State Housing Authority *	\$524,214	\$590,556	13%
WBE Tally**	\$34,533,960	\$75,190,070	118%
Annual Total	\$45,406,886	\$104,962,918	131%

**There is some double count in the numbers for businesses who are in more than one category. For example, an African American and Native American, Veteran, Disabled, Women Business owners is counted in all categories.

+ This category includes all women including minority women who are also counted within their ethnic minority.

The Small Business Focus (SBF) certification includes six industries. FY2017 total spend with the SBF community was \$4.89M and spend by industry is as follows:

FY2017 SBF	Q4**	Q3**	Q2**	Q1**	FY2017 Totals
Architecture & Engineering Services	\$11,482	\$19,494	\$55,849	\$13,513	\$100,338
Construction	\$127,296	\$250,299	\$125,935	\$287,522	\$791,052
Manufacturing	\$35,660	\$128,136	\$32,886	\$23,312	\$219,994
Retail	\$185,867	\$248,016	\$196,745	\$336,611	\$967,238
Service	\$1,353,708	\$1,087,284	\$804,724	\$851,573	\$4,097,289
Wholesale	\$215,091	\$359,269	\$176,913	\$310,817	\$1,062,091
Totals**	\$1,929,104	\$2,092,498	\$1,393,052	\$1,823,349	\$7,238,002

**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.

Year over year SBF	FY2016	FY2017	% change FY2017 over FY2016
Architecture & Engineering Services	\$149,304	\$100,338	-32.80%
Construction	\$1,433,540	\$791,052	-44.82%
Manufacturing	\$485,570	\$219,994	-54.69%
Retail	\$1,312,398	\$967,238	-26.30%
Service	\$3,452,332	\$4,097,289	18.68%
Wholesale	\$1,292,468	\$1,062,091	-17.82%
Totals*	\$6,341,830	\$4,894,538	-22.82%

*the total does not include double count and is the amount spent with certified SBF firms.

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, and Minority Owned. 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.

Agency	Q4	Q3	Q2	Q1	FY2017
Legislative	\$0	\$36,596	\$11,288	\$10,307	\$58,191
Judicial	\$171,758	\$131,813	\$162,430	\$201,614	\$667,615
Executive	\$139,338	\$406,035	\$765,507	\$331,983	\$1,642,863
Technology	\$85,759	\$69,183	\$25,257	\$43,405	\$223,604
Other Elective	\$80,334	\$86,779	\$69,570	\$47,639	\$284,322
Legal	\$317,197	\$360,020	\$390,126	\$372,176	\$1,439,519
Finance	\$1,211,056	\$522,308	\$105,950	\$103,780	\$1,943,093
DHSS	\$1,217,744	\$1,094,613	\$696,077	\$591,191	\$3,599,625
DSCYF	\$2,574,665	\$1,999,191	\$2,341,871	\$1,770,031	\$8,685,759
Correction	\$1,253,184	\$1,195,156	\$839,617	\$953,380	\$4,241,337
DNREC	\$43,967	\$18,400	\$56,949	\$46,563	\$165,879
DSHS	\$344,122	\$215,711	\$247,834	\$87,782	\$895,449
State	\$120,407	\$184,067	\$113,372	\$291,804	\$709,650
DelDOT	\$1,178,531	\$1,877,494	\$1,029,469	\$462,774	\$4,548,269
Labor	\$290,198	\$162,758	\$102,712	\$220,505	\$776,172
Agriculture	\$5,597	\$8,827	\$111,907	\$109,540	\$235,871
Elections	\$0	\$0	\$7,356	\$5,386	\$12,742
Fire	\$16,641	\$7,152	\$0	\$5,483	\$29,277
Natl Guard	\$281,386	\$158,790	\$239,755	\$367,434	\$1,047,365
Exceptional Citizens	\$0	\$0	\$0	\$69	\$69
Higher Education	\$333,220	\$121,875	\$0	\$679,976	\$1,135,072
Education	\$4,250,120	\$3,199,327	\$2,923,247	\$2,549,134	\$12,921,828
Total	\$13,915,224	\$11,856,094	\$10,240,294	\$9,251,956	\$45,263,568

The W9 also allows vendors to self-identify as small. Below is the spend with those vendors for FY2017:

Agency	Q4	Q3	Q2	Q1	FY2017
Legislative	\$17,222	\$0	\$0	\$0	\$17,222
Judicial	\$151,783	\$185,164	\$148,772	\$220,936	\$706,656
Executive	\$1,573,504	\$2,000,027	\$1,229,444	\$553,838	\$5,356,814
Technology	\$229,435	\$1,375,211	\$1,082,152	\$567,690	\$3,254,489
Other Elective	\$93,236	\$578,004	\$271,585	\$113,220	\$1,056,045
Legal	\$505,353	\$475,431	\$501,296	\$490,676	\$1,972,756
Finance	\$353,863	\$290,159	\$560,953	\$682,194	\$1,887,169
DHSS	\$3,256,155	\$4,562,339	\$1,914,321	\$3,616,559	\$13,349,374
DSCYF	\$5,173,186	\$4,351,570	\$3,611,542	\$3,277,833	\$16,414,131

Correction	\$454,431	\$417,212	\$350,766	\$425,309	\$1,647,718
DNREC	\$54,623	\$59,737	\$58,102	\$394,366	\$566,827
DSHS	\$361,699	\$348,585	\$308,913	\$207,269	\$1,226,467
State	\$925,439	\$663,454	\$439,822	\$438,698	\$2,467,413
DelDOT	\$2,992,747	\$4,424,547	\$6,724,034	\$2,494,605	\$16,635,933
Labor	\$525,192	\$164,135	\$188,199	\$148,679	\$1,026,206
Agriculture	\$4,986	\$6,999	\$113,680	\$82,062	\$207,727
Elections	\$1,814	\$425	\$77,371	\$90,099	\$169,709
Fire	\$19,408	\$26,098	\$27,097	\$20,218	\$92,821
Natl Guard	\$36,770	\$57,407	\$3,494	\$4,345	\$102,017
Exceptional Citizens	\$0	\$0	\$55	\$69	\$124
Higher Education	\$214,125	\$539,263	\$0	\$242,901	\$996,289
Education	\$14,321,025	\$11,278,281	\$11,218,733	\$9,625,353	\$46,443,392
Total	\$31,266,000	\$31,804,049	\$28,830,331	\$23,696,919	\$115,597,299

About the score card

This Annual Report includes the pullout scorecard included above. The first two numbered pages of this report are a scorecard for agencies and the third page is a scorecard for the 19 School Districts. There are various data points that make up the FY2017 Diversity Score Card. Agencies track and measure their Supplier Diversity efforts along these analytics. Agencies each have a Supplier Diversity Plan, which 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 direct spend with OSD Certified firms, this chart explores both dollars and percentage of the total spend with OSD Certified firms. The first column captures direct 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 scorecard (on pages iv and v) is an Annual scorecard. Below we will look at the reporting data for this fourth quarter, Q4. The diversity spend by agency against the total spend for the quarter averages 4.55%. Five agencies exceed the average for FY2017 Q4. They are, in order of highest spend compared to other agencies: Education (37.39%), DelDOT (16.17%), Correction (13.64%), DHSS (8.22%), and Executive (5.44%). 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 2.77% of their total quarterly spend with the OSD Certified community. Eight agencies exceeded the quarterly average with the supplier diversity community. They are, in order of highest percent of spend compared to total spend: Correction (11.78%), Nat'l Guard (7.53%), Labor (5.65%), Elections (5.58%), Legislative (4.54%), DSHS (4.53%), Education (4.49%), and Technology (4.16%). The \$19.1Million total spend with OSD Certified firms is 1.41% of the \$1.35Billion total spent by these agencies in this quarter; this total figure is below the average. Of note is that this \$1.41Billion total quarterly spend has not been adjusted to remove any debt-service or any non-discretionary spend.

At the start of this report is a three-page Annual Score Card that combines reporting for both the Supplier Diversity Community and the Small Business community, and the School Districts for the full Fiscal Year 2017. It is included at the start of this report (at pages iv through vi) as pull-out pages for Agencies and includes School Districts spend with the certified diverse and small business community.

The Q4 Score Cards follow. Here there is the Q4 Score Card for the spend with the OSD Certified Supplier Diversity community followed by one with the SBF Certified small business community.

AGENCY	FY2017 Q4 (OSD certified)	% of Total FY2017 Q4 Direct Certified OSD Spend	FY2017 Q4 Total Agency Spend (includes Pcard)	OSD % of FY2017 Agency Spend
Legislative	\$110,517	0.58%	\$2,434,282	4.54%
Judicial	\$113,075	0.59%	\$5,583,552	2.03%
Executive	\$1,037,888	5.44%	\$294,094,347	0.35%
Technology	\$348,723	1.83%	\$8,381,285	4.16%
Other Elective	\$34,998	0.18%	\$24,755,192	0.14%
Legal	\$37,810	0.20%	\$3,370,494	1.12%
Finance	\$178,192	0.93%	\$50,004,964	0.36%
DHSS	\$1,570,171	8.22%	\$459,556,575	0.34%
DSCYF	\$191,452	1.00%	\$24,759,866	0.77%
Correction	\$2,605,051	13.64%	\$22,120,696	11.78%

DNREC	\$586,520	3.07%	\$39,846,421	1.47%
DSHS	\$605,626	3.17%	\$13,359,838	4.53%
State	\$363,358	1.90%	\$14,995,682	2.42%
DelDOT	\$3,087,807	16.17%	\$172,092,795	1.79%
Labor	\$515,414	2.70%	\$9,114,599	5.65%
Agriculture	\$13,676	0.07%	\$7,877,375	0.17%
Elections	\$21,115	0.11%	\$378,130	5.58%
Fire	\$5,753	0.03%	\$780,318	0.74%
Natl Guard	\$216,256	1.13%	\$2,870,034	7.53%
Exceptional	\$0	0.00%	\$5,413	0.00%
Higher Education	\$310,942	1.63%	\$35,761,929	0.87%
Education	\$7,139,682	37.39%	\$158,992,502	4.49%
Total	\$19,094,025	100.00%	\$1,351,136,287	1.41%

The small business spend by agency against the total spend for the quarter averages 4.55%. Five agencies exceed the average for FY2017 Q4. They are, in order of highest spend compared to other agencies: Education (45.8%), DSCYF (16.55%), DHSS (10.41%), DelDOT (9.57%), and Executive (5.03%). 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 3.49% of their total spend this quarter with the small business community. Five agencies exceeded that quarterly average with the small business community. They are, in order of highest percent of spend compared to total spend: DSCYF (20.89%), Legal (14.99%), Education (9.01%), State (6.17%), and Labor (5.76%). The \$31.3Million total spend with small business community in Q4 is 2.31% of the \$1.35Billion total spent by these agencies in this quarter; this total figure is below the average. Of note is that this \$1.35Billion total quarterly spend has not been adjusted to remove any debt-service or any non-discretionary spend.

AGENCY	FY2017 Q4 (W9)	% of Total FY2017 Q4	FY2017 Q4 Total Agency Spend (includes Pcard)	OSD % of FY2017 Q4 Agency Spend
Legislative	\$17,222	0.06%	\$2,434,282	0.71%
Judicial	\$151,783	0.49%	\$5,583,552	2.72%
Executive	\$1,573,504	5.03%	\$294,094,347	0.54%
Technology	\$229,435	0.73%	\$8,381,285	2.74%

Other Elective	\$93,236	0.30%	\$24,755,192	0.38%
Legal	\$505,353	1.62%	\$3,370,494	14.99%
Finance	\$353,863	1.13%	\$50,004,964	0.71%
DHSS	\$3,256,155	10.41%	\$459,556,575	0.71%
DSCYF	\$5,173,186	16.55%	\$24,759,866	20.89%
Correction	\$454,431	1.45%	\$22,120,696	2.05%
DNREC	\$54,623	0.17%	\$39,846,421	0.14%
DSHS	\$361,699	1.16%	\$13,359,838	2.71%
State	\$925,439	2.96%	\$14,995,682	6.17%
DelDOT	\$2,992,747	9.57%	\$172,092,795	1.74%
Labor	\$525,192	1.68%	\$9,114,599	5.76%
Agriculture	\$4,986	0.02%	\$7,877,375	0.06%
Elections	\$1,814	0.01%	\$378,130	0.48%
Fire	\$19,408	0.06%	\$780,318	2.49%
Natl Guard	\$36,770	0.12%	\$2,870,034	1.28%
Exceptional	\$0	0.00%	\$5,413	0.00%
Higher Education	\$214,125	0.68%	\$35,761,929	0.60%
Education	\$14,321,025	45.80%	\$158,992,502	9.01%
Total	\$31,266,000	100.00%	\$1,351,136,287	2.31%

Year over Year Analysis

As we look at current fiscal year spending with the OSD Certified community, looking at a trend in comparison to the previous year is helpful. The chart below demonstrates an overall FY2017 spending increase of 5.28% with the OSD Certified community as compared with FY2016.

Agency	FY2017	FY2016	Difference	Percent Change
Legislative	\$339,607	\$572,736	(\$233,129)	-40.70%
Judicial	\$892,316	\$765,387	\$126,929	16.58%
Executive	\$5,430,097	\$6,829,031	(\$1,398,934)	-20.49%
Technology	\$2,994,597	\$3,023,131	(\$28,534)	-0.94%
Other Elective	\$197,975	\$308,007	(\$110,032)	-35.72%
Legal	\$192,365	\$314,534	(\$122,169)	-38.84%
Finance	\$606,816	\$441,030	\$165,786	37.59%
DHSS	\$8,914,151	\$7,977,717	\$936,434	11.74%
DSCYF	\$1,209,966	\$1,689,848	(\$479,882)	-28.40%
Correction	\$14,886,673	\$11,589,816	\$3,296,857	28.45%
DNREC	\$4,458,794	\$5,732,370	(\$1,273,576)	-22.22%
DSHS	\$1,428,932	\$1,263,330	\$165,602	13.11%
State	\$1,518,442	\$1,541,220	(\$22,778)	-1.48%

DelDOT	\$10,043,049	\$12,032,805	(\$1,989,756)	-16.54%
Labor	\$2,060,403	\$1,836,981	\$223,422	12.16%
Agriculture	\$32,966	\$114,192	(\$81,226)	-71.13%
Elections	\$161,525	\$100,930	\$60,595	60.04%
Fire	\$24,097	\$25,087	(\$990)	-3.95%
Natl Guard	\$576,002	\$541,079	\$34,923	6.45%
Exceptional Citizens	\$0	\$0	\$0	
Higher Education	\$1,616,742	\$3,017,184	(\$1,400,442)	-46.42%
Education	\$28,226,496	\$21,790,208	\$6,436,288	29.54%
Total	\$85,812,011	\$81,506,625	\$4,305,386	5.28%

Quarter over Quarter Analysis

Each quarter of FY2017 the diversity spend saw change over the previous quarter. This snapshot is for each segment of the total supplier diversity spend for all four quarters of FY2017. The Delaware State Housing Authority (DSHA) spend with OSD certified firms is included, therefore the DSHA spend has been included as a separate line item and the new tallies are included.

Q-over-Q	Q4	Q3	Q2	Q1	FY2017 Total
Direct Certified OSD Spend	\$19,094,025	\$24,882,696	\$19,397,364	\$22,437,924	\$85,812,009
DelDOT DBE (Sub-contractors)	\$6,301,470	\$6,053,192	\$10,560,543	\$6,845,531	\$29,760,736
GSS contracts 2nd Tier	\$601,118	\$618,019	\$544,247	\$613,241	\$2,376,625
Self-Identified W-9 (MBE WBE Vet)	\$13,915,224	\$11,856,094	\$10,240,292	\$8,349,707	\$44,361,317
Housing Authority (DSHA)	\$1,305,478	\$327,692	\$426,685	\$2,546,807	\$4,606,662
Total (Direct and Indirect M, W,	\$41,217,315	\$43,737,693	\$41,169,131	\$40,793,210	\$166,917,349

This snapshot is for each the small business community spend for all four quarters of FY2017.

Q-over-Q	Q4	Q3	Q2	Q1	FY2017 Total
Self-Identified W-9	\$31,266,000	\$31,804,049	\$28,830,331	\$23,696,919	\$115,597,299
SBF certified	\$1,473,658	\$1,354,413	\$960,342	\$1,106,123	\$4,894,536
Total (SBF + W9)	\$32,739,658	\$33,158,462	\$29,790,673	\$24,803,042	\$120,491,835

Subcontracting/Tier II Report

Government Support Services (GSS) contracts

Tier II reporting is indirect spend, meaning that the spend is not direct from the State to the Tier II vendor, but rather is paid to an awarded contractor and that contractor has included a diverse vendor in their supply chain or sub-contracting opportunities. The awarded contractor pays the Tier II vendor, and reports on these activities to the State. Government Support Services (GSS) receives subcontracting and supply chain information on central contracts from the prime or awarded contractors, 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 FY2017, including Q4 covers the contracts identified below.

This chart reports Tier II spend on five GSS or central contracts totaling \$2.37Million.

GSS Contract	Vendor	FY2017				
		Q4	Q3*	Q2*	Q1*	Total
001-DentalInsBenefit	Delta Dental	\$0	\$0	\$0	\$792	\$792
011-Hand Tools/ 127-Fasteners/ 577-Industrial	Fastenal	\$0	\$7,929	\$0	\$1,986	\$9,915
597-IT Augmentation	Computer Aid	\$601,118	\$610,090	\$538,247	\$604,799	\$2,354,254
608-Document Destruction	DE Assn. of Rehabilitation Facilities	\$0	\$0	\$0	\$5,664	\$5,664
723-Nutrition Software	Education Mgmt. Systems	\$0	\$0	\$6,000	\$0	\$6,000
Total		\$601,118	\$618,019	\$544,247	\$613,241	\$2,376,626

*These quarter totals have been updated since the posting of the quarterly reports for Q1, Q2, and Q3. Because Tier II spend reporting has a lag, each quarter experiences an update during the next quarter.

Federal Disadvantaged Business Enterprise (DBE) program

This is another indirect spend category, and is also Tier II. The Delaware Department of Transportation (DelDOT) is a recipient of both federal and state funds for their projects. Businesses that are certified by DelDOT as Disadvantaged Business Enterprises (DBE) meet both social and economic eligibility review. The Directory of DBE Certified Firms is at

<https://deldotcivilrights.dbesystem.com/FrontEnd/VendorSearchPublic.asp?TN=deldotcivilrights&XID=8978> . 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 FY2017 Q4, nineteen (19) different DBE Certified firms worked on DelDOT projects in a sub-contracting capacity, those payments totaled \$29.76Million.

Certified DBE	Q4	Q3	Q2	Q1	FY2017 Total
A & A Premium Paint Distributor			\$16,205	\$14,176	\$30,381
A B Consultants, Inc.	\$22,688	\$2,844			\$25,532
American Flag, Inc.	\$440,937	\$274,358	\$1,796,827	\$489,187	\$3,001,309
Arrow Leasing Corp	\$1,213	\$1,601	\$400	\$961	\$4,175
Atlantic Concrete Cutting Inc	\$38,368				\$38,368
Atlantic Surveying And Mapping	\$13,099	\$1,779	\$7,225	\$14,884	\$36,987
Batta Environmental Associates		\$174,221	\$17,957	\$43,523	\$235,701
Blue Chip Trucking, LLC	\$5,886	\$9,371			\$15,257
Brightfields, Inc.		\$131,941	\$210,841		\$342,782
Callahan Paving Products, Inc.	\$39,966	\$534,765	\$525,435	\$109,684	\$1,209,850
Crawford Trucking, LLC	\$257,336	\$325,884	\$431,135	\$363,679	\$1,378,034
Curbs Etc Inc	\$859,768	\$633,807	\$1,241,940	\$711,307	\$3,446,822
Decision Distribution LLC				\$53,239	\$53,239
DeSilvio & Company, Inc.	\$16,895				\$16,895
Diehl Electric Company Inc			\$40,286		\$40,286
Direct & Correct, Inc.	\$109,954	\$36,724	\$250,150	\$99,200	\$496,028
Dovetail Cultural Resource Group		\$4,482	\$37,548		\$42,030
Eastern Steel Constructors, Inc.	\$708,391	\$343,743	\$254,796	\$74,884	\$1,381,814
Easternex Int'l Ltd.	\$23,433	\$87,348	\$345,103	\$188,667	\$644,551
Engineering & Testing Services, Inc.	\$11,250				\$11,250
Filly Oil Inc.			\$7,978	\$7,226	\$15,204
Fitzgerald & Halliday, Inc.		\$1,932			\$1,932
Flylow Trucking, LLC				\$61,444	\$61,444
Heartland Trucking, Inc.			\$48,108		\$48,108
Interlock Steelworkers, Inc.	\$74,903	\$41,459	\$73,323	\$628,373	\$818,058



Janette Redrow, Ltd	\$911,317	\$1,190,325	\$1,703,873	\$2,378,039	\$6,183,554
Kriss Contracting, Inc.	\$494,942	\$351,648	\$291,913	\$156,315	\$1,294,818
M & M Construction, Inc.	\$560,968	\$49,928	\$98,968	\$87,907	\$797,771
M. L. Ruberton Construction Co		\$615,581	\$137,375		\$752,956
Marinis Bros, Inc.	\$166,010	\$14,601	\$390,998	\$50,793	\$622,402
Nanticoke Fence, LLC		\$3,570	\$31,555	\$113,264	\$148,389
Paul Pugh Trucking Co., Inc.	\$31,838	\$413	\$23,138		\$55,389
Prime Ae Group, Inc.			\$12,915		\$12,915
Ramesh C. Batta Associates, PE	\$54,000	\$54,000	\$36,000	\$72,000	\$216,000
Ram-T Corporation		\$19,483	\$3,325	\$2,666	\$25,474
Remline Corp.	\$639	\$5,827	\$483		\$6,949
RJM Engineering, Inc.	\$6,537	\$20,980	\$43,342		\$70,859
Rossi Transportation Group, Inc.		\$5,313	\$30,620		\$35,933
Rybinski Engineering, LLC	\$85,942	\$113,499	\$73,926		\$273,367
S & T Trucking	\$17,100				\$17,100
Sam's Construction LLC	\$265,447	\$174,118	\$903,182	\$502,915	\$1,845,662
Seagull Fence & Concrete, LLC	\$12,428			\$5,630	\$18,058
Site Work Safety Supplies, Inc.	\$13,713	\$60,237	\$87,639	\$120,665	\$282,254
Stripe-A-Lot, Inc.	\$128,209	\$123,434	\$65,108	\$62,106	\$378,857
The Cobi Group, Inc.			\$269,870		\$269,870
The Vann Organization	\$1,235	\$1,650	\$1,168	\$1,438	\$5,491
Traffic & Safety Signs, Inc.,	\$672,282	\$524,145	\$794,597	\$274,704	\$2,265,728
Vega Solutions, Inc.	\$800	\$800	\$800	\$800	\$3,200
Wang Technology LLC	\$60,168	\$52,865			\$113,033
WHH Trucking & Services			\$63,280	\$70,760	\$134,040
Wilton Corporation	\$193,810	\$64,516	\$121,503	\$85,095	\$464,924
Work Zone Contractors			\$69,708		\$69,708
Total	\$6,301,470	\$6,053,192	\$10,560,543	\$6,845,531	\$29,760,736

In FY2017 DeIDOT's Tier II subcontracting program of DBE certified business enterprises total \$29.76M in spend. This represents an increase of 76% in spend with DBEs during FY2017 as compared with FY2016.

	FY2017	FY2016
DeIDOT DBE Subcontracting**	\$29,760,736	\$16,910,490
Increase over previous year	75.99%	49.95%

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 24 “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, eMarketplace 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.

The charts below identify the number of trainings, the total participants for the full Fiscal Year FY2017, 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.

Training	# of Offerings TO DATE	# of MBE WBE Vendors Attending	# Veteran/ SDV Attending	# DE Based Vendors Attending	# of Small Businesses Attending	# of Disabled Owned Businesses Attending	Actual # Vendors Attending
Vendor Day	24	372	62	364	21	19	663
School District Supply Chain	9	155	16	184	203	n/a	269

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.

This chart documents the reduced request volume in FY2017 as compared with FY2016.

Plan Request history	FY2017					FY2016	Percent change FY2017 over FY2016
	Q4	Q3	Q2	Q1	total		
Plan Requests received	49	58	36	24	167	324	-48%
Businesses requesting	36	41	24	22	123	215	-43%
Requests approved	43	49	33	18	143	288	-50%
Requests denied	1	2	3	5	11	25	-56%
Solicitations involved	20	20	11	12	63	112	-44%
Requesting businesses that are OSD Certified	4	6	1	5	16	35	-54%

Of the PlanRequests made through OSD for FY2017, 9.58% 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. OSD utilizes a list serve to outreach to the business community to share access to business development, opportunities, networking, and engagement to the businesses who joined the list serve. During FY2017 OSD has shared 506 business networking, development, and opportunity messages with the traditional, diverse, and small business community through the OSD List serve. An average of 42 messages were shared per month. FY2017 OSD List Serve messaging is a 56% increase over FY2016.

During FY2017 OSD shared information through the Open Data Portal at <https://data.delaware.gov/>, under the Economic Development section. The list of all OSD certified diverse firms was visited 607 times, with the geo-map visited 233 times; the minority owned list was visited 153 times, and the cross-referenced OSD and DelDOT list 81 times. The list of all SBF (Small Business) certified firms was visited 240 times, and the industry breakdown list 152 times. OSD has participated in the full life-cycle of Open Data.

OSD had 56 in-person touch points with the community in the fourth quarter and a total of 277 for the year.

	Q4	Q3	Q2	Q1	FY2017
Meetings and Events	15	17	19	9	52
State of Delaware events	7	14	16	13	37
OSD Community meetings	8	11	16	7	35
Vendor requested meetings	12	19	15	10	46
Boards, Committees, Commissions	11	13	14	13	38
Chambers of Commerce	3	4	6	5	13
subtotal	56	77	86	57	220
OSD List serve outreach activities	186	160	97	63	506
OSD participation in community by quarter	242	237	183	120	782

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, OSD shared a total of 506 different business-opportunity focused messages with the community during the Fiscal Year; in particular for the 4th quarter of FY2017, the OSD list serve shared 186 separate business-opportunity focused messages with the community; they are included in this chart:

1 Million Cups - all 3 counties - Wednesday morning - FREE	4/3/2017
Boost Your Business - Maximizing Excellence by Managing Expectations - April 12	4/3/2017
Franchising Opportunity - April 4 - FREE	4/3/2017
Fresh Start Scholarships for 2017-2018	4/3/2017
Kent County is Open For Business - April 6 - FREE	4/4/2017
NETWORKING & Knowledge - Mindset - April 13	4/4/2017
NAWBO First Friday - April 7	4/4/2017
Baseball and Networking! April 6	4/5/2017
Business workshops at the Inspiration Space@Delaware Libraries April 6, 13, 20 & 27	4/5/2017
OPPORTUNITIES Delaware State Parks	4/5/2017
NETWORKING and . . . April 27	4/5/2017
EMSDC Stellar Awards - April 18	4/6/2017
Networking - Young Professionals Network - April 11 - free	4/6/2017
Understanding Cyber Threats: Help Prepare Your Business - April 12	4/6/2017
9 Innings of Networking Job Fair - May 10	4/7/2017
AFTERNOON MIXER- April 21	4/7/2017
Special Invitation For Artists & Makers - deadline April 10	4/7/2017
Your logo... your branding... is it right? April 13	4/7/2017
1 Million Cups - all 3 counties - Wednesday morning - FREE	4/10/2017
EMSDC Stellar Awards - April 18	4/10/2017
Sussex County - Open For Business - April 20 - FREE	4/10/2017
The Icehouse Entrepreneurship Development Program - May 13	4/10/2017
Networking and Meet the New Members - FREE - April 18	4/11/2017
Seminar: It's all about PROCESS - April 26	4/11/2017
What your role models say about you? April 24	4/11/2017
Go Global: upcoming opportunities to grow your business	4/12/2017
Federal Contracting Certification Programs - April 18:	4/12/2017
How to Communicate within the Family Business - May 4	4/13/2017
How to tap some of the \$2.3Billion given away for R&D efforts - May 3	4/13/2017
1 Million Cups - all 3 counties - Wednesday morning - FREE	4/17/2017
Small Business Certification Workshop with OSD - April 24 - free	4/17/2017
After Hours Networking - April 25 - in Milford	4/18/2017
Mind Your Business Series: From Idea to Your First Customer - starts April 25	4/18/2017
Networking opportunity to Engage with Strong Women Leaders - April 27	4/18/2017



Webinar: How to Create a Wildly Successful Publicity Campaign - April 19 - FREE	4/18/2017
Grab Your Passport and Let's Take Flight! April 27	4/19/2017
NOON MIXER- Sullivan's Steakhouse-Great Food, Amazing Small Business Owners-Networking	4/19/2017
ATTSA FLAGGER CERTIFICATION COURSE - May 6	4/19/2017
2017 National Asian American and Pacific Islander (AAPI) Business Summit - May 16	4/20/2017
OPPORTUNITY - drainage pipe and catch basins - Clendaniel Avenue Selbyville School - Due	4/20/2017
SBA's 2017 Delaware Small Business Awards Event on May 3, 2017	4/20/2017
Small Business Certification Workshop with OSD - April 24 - free	4/20/2017
How Do You Overcome Sales Objections? April 25	4/21/2017
WINNING WOMEN — SHATTERING THE GLASS! = April 27	4/21/2017
Dive into the deep - May 4	4/21/2017
What Does It Take to Be a Successful Woman Leader? - April 27	4/21/2017
1 Million Cups - all 3 counties - Wednesday morning - FREE	4/24/2017
How to Start Your Own Business - May 25 - FREE	4/24/2017
New Castle County Open for Business - Thurs. April 27 - free	4/24/2017
Business Women's Networking - BWN - April 26 5:30pm to 7:30pm	4/25/2017
Effective Decision Making; The World's Greatest Stress-Buster - May 2	4/25/2017
Workshop - Writing Your Business Plan - May 2 & May 16	4/25/2017
NETWORKING - It's time to Connect!!! May 1 - Free	4/26/2017
Opportunity Exchange Forum - May 9 - Philadelphia	4/26/2017
PROPEL Workshop Series - First Session - Commercial Leases	4/26/2017
Global Delaware is headed to Mexico, only a few spots remain open	4/26/2017
9 Innings of Networking Job Fair - May 10	4/27/2017
SBA Announces National Small Business Week Webinars April 30 to May 6	4/27/2017
Pennsylvania Government Contracting Showcase 2017 - May 11	4/28/2017
What are YOU doing for National Small Business Week? April 30 to May 6	4/28/2017
SBA Announces National Small Business Week Webinars April 30 to May 6	4/30/2017
Kent County is Open For Business - May 4 - FREE	5/1/2017
1 Million Cups - all 3 counties - Wednesday morning - FREE	5/2/2017
NAWBO First Friday, "Overcoming Overwhelm" May 5	5/2/2017
Vendor Day, How To Do Business With the State of Delaware - May 23 - free - in Lewes	5/2/2017
How to get new international sales leads for your Delaware small business	5/3/2017
Jumping on the Instagram Band Wagon to Build Business - May 11	5/3/2017
NETWORKING - After Hours mixer - May 9 in Elsmere	5/3/2017
Virtual Passport to Business Success Program - Info Session - WBC - May 16	5/3/2017
After-hours Mixer at Hawkins & Sons in Elsmere - May 9	5/4/2017
Veterans Entrepreneurial Jumpstart (VEJ) - FREE for Veterans - at St. Joe's in PA	5/4/2017
14th Annual Business Showcase Expo - Md. Washington Minority Companies Association -	5/5/2017
60 Second Networking Event - May 23	5/5/2017
Boost Your Business FINALE - Say goodbye to the BYB! May 10 - free	5/5/2017
Expand your business internationally - 3 trade missions	5/5/2017
NETWORKING and Parents & Guardians College Planning Conference, Sat May 6th: 9am-2pm	5/5/2017



Philadelphia Healthcare Diversity Summit - May 18	5/5/2017
Delaware NAHRO's Annual Meeting - May 19 (register by May 9)	5/6/2017
Small Business Day - at Legislative Hall in Dover - May 18	5/6/2017
How to present your best self! May 15	5/8/2017
Vendor Day, How To Do Business With the State of Delaware - May 23 - free - in Lewes	5/8/2017
1 Million Cups - all 3 counties - special event at Terry Campus tomorrow Wednesday	5/9/2017
May Small Business Workshop Schedule at Inspiration Spaces @ Delaware Libraries - free	5/9/2017
Networking and New Castle County Chamber of Commerce Awards event - May 16	5/9/2017
Small Business Day - at Legislative Hall in Dover - May 18	5/9/2017
Federal Contracting info 8(a) & WOSB - May 17 - FREE	5/10/2017
How to Develop Marketing Strategies That Work - E.B.I. - May 23 - free	5/10/2017
Networking & business building - Girls Night Out - May 11	5/10/2017
Networking & Knowledge - Taking Your Business Across the Globe - May 24	5/10/2017
Certification Workshop - May 15 - DSCC Wilmington - free	5/11/2017
Small Business Day - at Legislative Hall in Dover - May 18	5/11/2017
Networking & 2017 Strong, Smart & Bold Awards - May 18	5/11/2017
After Hours Networking at Hammerheads Dockside -Rehoboth Beach - May 18	5/12/2017
Government Contracting & Certification Program - May 24 - Dover - free	5/12/2017
How Do the Pro's Handle Sales Objections - May 18	5/12/2017
Vendor Day, How To Do Business With the State of Delaware - May 23 - free - in Lewes	5/15/2017
5 Essential Steps to launch, grow & explode your business - May 18	5/16/2017
DLPN May Networking - @ the Delaware AARP Offices - May 18	5/16/2017
How to Start Your Own Business - May 25 - FREE	5/16/2017
Sussex County - Open For Business - May 18 - FREE	5/16/2017
The Rise and Fall of Sears - May 23	5/16/2017
Leveraging LinkedIn to Promote Your Business - May 18 - Dover, Georgetown, & Wilmington	5/17/2017
SEMINAR: Make yourself an expert in your field. Write a book - May 24	5/17/2017
Supplier Diversity Initiative expands to 7 USBLN Affiliates	5/17/2017
Networking and Showcase - your talent - June 8 - in PA	5/17/2017
Networking & MOVE - May 23	5/18/2017
Government Contracting & Certification Program - May 24 - Dover - free	5/19/2017
My email address was spoofed	5/19/2017
1 Million Cups - all 3 counties - Wednesday morning - FREE	5/22/2017
New Castle County Open for Business - Thurs. May 25 - free	5/22/2017
TOMORROW Vendor Day, How To Do Business With the State of Delaware - May 23 - free -	5/22/2017
tomorrow evening - How to Develop Marketing Strategies That Work - E.B.I. - May 23 at 6pm	5/22/2017
Veterans Entrepreneurial Jumpstart (VEJ) - Outreach Help - October 14 to 22 - apply now -	5/23/2017
Expand your business internationally - 3 trade missions	5/25/2017
Borrow \$mart - Credit Training - May 30 & more	5/26/2017
Business workshops : Inspiration Space @ Delaware Library - June	5/26/2017
Government Challenges - Your Solutions - (currently 776 competitions found) - win \$\$	5/26/2017
My email address was spoofed - again	5/26/2017



Kent County is Open For Business - June 1- FREE	5/30/2017
Kent County Open For Business - RESCHEDULED to June 8 - FREE	5/31/2017
SAVE THE DATE: Diversity & Inclusion Conference & Award Ceremony - July 11	5/31/2017
Women & Military Spouse Summit - June 27 - in Virginia	5/31/2017
Call for Speakers: 2017 Secure Delaware Cyber Workshop - October 11	6/1/2017
Is your business using Drones yet? - trainings - June & July	6/1/2017
How to be a More Effective Manager - June 8	6/1/2017
How to Develop Management Skills to be More Effective - June 8	6/2/2017
Financial Statement 101 - June 14	6/2/2017
Diverse and Small Business Certification Workshop with OSD - June 19 - free - Dover	6/2/2017
PSEG Supplier Diversity Procurement Fair - July 19	6/2/2017
Wilmington Library Inspiration Space - Entrepreneurial Activities - June 2017 - free	6/2/2017
OPPORTUNITY systemwide water pressure reduction project, Wicomico County, Maryland	6/4/2017
Manage Your Social Media in 30 Minutes a Day - June 8	6/5/2017
How to Develop Management Skills to be More Effective - June 8	6/5/2017
What's blocking your success? June 8 or June 13	6/6/2017
Federal Contracting info HUBzone & 8(a) - June 14 - FREE	6/6/2017
Opportunities in Maryland - Minority Outreach Fair - June 22	6/6/2017
Know Before You Go: Cybersecurity for International Travelers - June 21	6/6/2017
EXPORTECH Coming to Southern Delaware: July 26, August 23, & September 20	6/7/2017
Covering the Unexpected - June 15	6/7/2017
OSD is Sharing; OPPORTUNITY: Route 54 Sewer Expansion of the Fenwick Island Sanitary	6/7/2017
correction: EXPORTECH Coming to Southern Delaware: July 26, August 23, & September 20	6/8/2017
Panel Discussion on Women Building Urban Equity - June 13	6/8/2017
Tell Your Story Well to Increase Your Income - June 22	6/8/2017
NETWORKING - Wine4Women - June 19 - Wilmington	6/8/2017
ACE Compliance Seminar - June 13 - Philadelphia	6/9/2017
DLPN: Networking & Health Panel Discussion - June 15	6/9/2017
Construction Project OPPORTUNITY for Subcontractors - June 14	6/9/2017
Financial Statement 101 - June 14	6/9/2017
1 Million Cups - all 3 counties - Wednesday morning - FREE	6/12/2017
Tiki Deck Party Mixer at Chesapeake Inn with Middletown Chamber - June 16	6/12/2017
Diverse and Small Business Certification Workshop with OSD - June 19 - free - Dover	6/12/2017
Opportunities in Maryland - Minority Outreach Fair - June 22	6/13/2017
Government Contracting & Certification Program - June 20 - Newark- free	6/13/2017
Networking while Hitting the Greens - August 7	6/14/2017
Networking and orientation - NCCCC new location at the Riverfront - June 27	6/14/2017
NETWORKING - Wine4Women - June 19 - Wilmington	6/15/2017
Open for Business - New Castle County - June 22	6/16/2017
Al Fresco After Hours Networking - June 29th	6/16/2017
Networking - and Dining in the Dark - A Mediterranean Dining Experience - July 17	6/16/2017
1 Million Cups - all 3 counties - Wednesday morning - FREE	6/19/2017



PSEG Supplier Diversity Procurement Fair - July 19	6/19/2017
Tell Your Story Well to Increase Your Income - June 22	6/19/2017
Government Contracting & Certification Program - June 20 - Newark- free	6/19/2017
Millennial Summit - Young Professionals Leadership Development Conference - August 1	6/20/2017
Matchmaking in Maryland - June 22	6/20/2017
Do you know how to create a pitch that will get investors to give you what you need? June 29	6/21/2017
SBIR Grant Information Session - June 27	6/21/2017
2017 Diversity & Inclusion Conference - July 11	6/22/2017
NETWORKING - Wine4Women - June 19 - Wilmington	6/22/2017
8th Annual Diversity & Leadership Conference - August 31	6/23/2017
Do You Know How to Create an Effective Pitch? - June 29	6/26/2017
1 Million Cups - all 3 counties - Wednesday morning - FREE	6/26/2017
#1 Way to Find Your Next Customer - June 29	6/26/2017
SOCIAL MEDIA MARKETING FOR SMALL BUSINESS - June 29	6/26/2017
Business Growth & Development: Tier II Opportunities - WBEC PA-DE-sNJ - July 21 -	6/28/2017
State Surplus - Auction - Vehicles - June 28 to July 7	6/28/2017
Save-the-Date R.O.A.R. Conference and Matchmaker - Sept. 20	6/29/2017
Federal Contracting info 8(a) & WOSB - July 12 - FREE	6/29/2017
OPPORTUNITY - Grant to Provide Technical Assistance for Rural Transportation Systems	6/30/2017
CONSTRUCTION OPPORTUNITY: City of Rehoboth Beach, DE Force Main Project - Due July 11	6/30/2017
Flagger Certification class in Wilmington - July 5	6/30/2017
Networking & Meet the New Members - July 18 - FREE	6/30/2017

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 for FY2018, OSD will continue to:

- seek opportunities for additional access to opportunities for certified businesses in G2B relationships;
- explore the State activity with businesses who provide services and are compensated through grants;
- combine the four application for certification as a diverse or small business into one comprehensive and easy to use application
- recruit additional companies to the Small Business Focus (SBF) certification opportunity;
- join and participate with the Individuals with DisAbilities community to continue outreach and certification for Individuals with DisAbilities who are business owners;

- participate with the Governor’ Supplier Diversity Council on initiatives to support supplier diversity and small business opportunities statewide;
- work with Corporate entities to continue to grow the usage of the online Directory of Certified firms and the Open Data portal for those entities;
- share the “OSD is Sharing” outreach of business development, access to opportunity, and networking to the entire community. Anyone can join the OSD list serve at: : <http://directory.osd.gss.omb.delaware.gov/self-registration.shtml> ; and
- participate with valued Resource Partners and Chambers of Commerce through the Delaware and the Region.

Questions, Comments, and Feedback

Your questions, comments, and feedback are always welcome. Please feel welcome to reach out to share your thoughts. 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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