

State of Delaware



OFFICE OF SUPPLIER DIVERSITY

FY2018 ANNUAL REPORT (including Q4 Reporting) July 1, 2016 to June 30, 2018

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Executive Summary

Delaware continues to demonstrate our statewide commitment to diversity and inclusion in procurement. The State has increased our B2G (Business-to-Government) contracting spend, both formal and under-threshold 9.7% this year, reaching \$314.9Million. Increased spend is a result, not a goal. Inclusion of all businesses: traditional, diverse, and small is the goal. Delaware's accomplishments of Diversity & Inclusion in our Supply Chain is measured through results.

Delaware is an open and equal procurement state, where we welcome all businesses to participate in all of our open bidding opportunities. As such, we do not have a preference nor set-asides for diverse or small vendors, as we treat all equitably as businesses and then measure and report our spending. Everyone is welcome to bid on the State's formal solicitation needs, these are advertised opportunities where the spend amount is above an established threshold, is based on a period of time, and category of spend. In addition, everyone has a possible opportunity for the State's under-threshold needs; these are unadvertised opportunities. An under-threshold opportunity is when the need is not already covered on a central contract and will not exceed the spending thresholds of a formal solicitation. Using this methodology, the state works inclusively with the entire business community of traditional, diverse, and small businesses. Over the past 11 fiscal years the state's spend with the diverse business community has increased by 342.6%.

Delaware engages to assist vendors in B2G opportunities through workshops and trainings to learn how to do business with the State of Delaware. Government Support Services' (GSS) Contracting Unit and the Office of Supplier Diversity (OSD) offer continued education and training for our statewide inclusion team of contract managers and buyers as well as teaching the business community how to do business with the State. This year we offered 29 free education and trainings including: "Vendor Day, How To Do Business with the State of Delaware", "OSD & SBF Certification Workshops", and "Contracts to Watch", and 336 businesses participated.

Key Indicators

The positive trend continues:

- In FY2018, the State of Delaware spent \$314.9Million with the Supplier Diversity and Small Business communities. This is an overall increase of 9.6% over FY2017.
- FY2018 includes the following increases in spend with the certified business community:
 - 40% increase with our certified Small Businesses, and
 - 18.7% increase with our certified Diverse Business.
- In FY2018 spend with diverse businesses increased 18.7% over FY2017 overall and specific segments experienced the following as compared to FY2017:
 - 81% increase with OSD Certified Minority businesses (MBE)
 - 10% increase with OSD Certified Minority Women businesses (MWBE)
 - -3% decrease with OSD Certified Caucasian Women businesses (WBE)
 - 26% increase with OSD Certified Veteran businesses (VOBE)

- 100%¹ increase with OSD Certified Disabled businesses (IWDBE)
- In FY2018, the State of Delaware spent \$31.58Million in indirect Tier II spend with our community of diverse businesses, a -1.75% decrease from FY2017, this includes:
 - -2.9% decrease with DeIDOT certified DBE subcontractors
 - 12.3% increase in GSS central contract Tier II vendors.
- The Department of Education including the 19 School Districts represent 26.1% of all state spend with the Supplier Diversity community of certified and W9 self-identified businesses, however this year includes a -17.6% decrease as compared with FY2017.
- The Charter Schools increased their diverse business community spend by 27.5% as compared with FY2017.
- The Housing Authority increased spend with diverse business by 423.4% as compared with FY2017 as there was increased capital spend opportunities this year.

Growth in the Supplier Diversity Certified community:

- The overall number of certified diverse firms increased by 81 businesses from 3,083 to 3,164 during FY2018, a 2.6% increase.

Growth in the Technology Sector:

- The Professional, Scientific, and Technical Services sector experienced an average growth of 2.3% in the number of certified firms in FY2018 over FY2017.

Small Business

- In FY2018, the State of Delaware spent \$116.76Million with our small business community, experiencing an overall -3.1% decrease; however, the certified small businesses (SBF) experienced a 40% increase as compared to FY2017.
- During FY2018, the overall number of certified small business firms (SBF) increased by 56.7% from 127 in FY2017 to 199 at the end of FY2018.

OSD Participation in the community:

- The Office of Supplier Diversity had a 26% increase in business communications (638 messages shared) for networking, education, development, and assistance to the business community via the OSD List Serve as compared to FY2017, and 5,161 touch points between OSD and business owners and leaders in the community throughout FY2018.

Awards:

- The Executive Director of the Office of Supplier Diversity has been uniquely recognized for her individual efforts by the U.S. Small Business Administration and the Eastern Minority Supplier Development Council towards these same inclusive efforts and results.

¹ This representation of 100% increase is based upon last year spend at \$0. All occasions of spend as an increase over a \$0 spend amount in the previous year reflects a 100% change.

Agencies' SCORE CARD FY2018 ANNUAL REPORT

Diverse Business Spend

The FY2018 Annual total spend is \$314.9Million, with the Supplier Diversity community (OSD + SBF), which is a combined increase of 9.6% over FY2017. For Diverse Businesses this amount includes \$198.15M of spend with the diverse business community, of which \$109.2M is direct with certified OSD businesses, \$31.58M is indirect with Tier II, and \$57.4M is with W9 self-identified diverse firms. The Department of Education (DOE) and the Housing Authority are tied for the highest spend with the certified businesses. DOE, inclusive of the School Districts, has the highest spend percentage with the collective diverse business community, at 26%. Five agencies account for 80% of annual spend with the diverse community (inclusively of OSD Certified and W9 self-identified businesses), each of whom exceeded the annual average of 4.2%: DOE (26%), Housing (14.5%), Corrections (12.7%), DelDOT (11.7%), DHSS (9.2%), and DSCYF (5.5%).

AGENCY	OSD Agency FY2018 ANNUAL	% of OSD Spend ANNUAL	W9 Agency FY2018 ANNUAL	% of W9 Spend ANNUAL	OSD + W9 Spend ANNUAL	Total Agency Spend ANNUAL	OSD + W9 % Agency ANNUAL
Legislative	\$91,165	0.1%	\$0	0.0%	\$91,165	\$4,469,645	2.0%
Judicial	\$607,656	0.6%	\$718,753	1.3%	\$1,326,409	\$32,351,312	4.1%
Executive	\$5,114,794	4.7%	\$423,409	0.7%	\$5,538,203	\$486,528,847	1.1%
Technology	\$3,068,352	2.8%	\$238,763	0.4%	\$3,307,115	\$41,427,731	8.0%
Other Elective	\$222,297	0.2%	\$388,308	0.7%	\$610,605	\$153,258,509	0.4%
Legal	\$253,612	0.2%	\$1,066,115	1.9%	\$1,319,727	\$16,042,634	8.2%
Human Resources	\$35,212	0.0%	\$300	0.0%	\$35,512	\$902,264,328	0.0%
Finance	\$569,985	0.5%	\$2,857,280	5.0%	\$3,427,265	\$259,096,981	1.3%
DHSS	\$8,529,557	7.8%	\$6,810,923	11.9%	\$15,340,481	\$2,660,948,864	0.6%
DSCYF	\$1,694,653	1.6%	\$7,477,440	13.0%	\$9,172,093	\$102,313,410	9.0%
Correction	\$16,656,121	15.3%	\$4,574,080	8.0%	\$21,230,201	\$109,475,137	19.4%
DNREC	\$4,629,650	4.2%	\$124,440	0.2%	\$4,754,091	\$159,986,488	3.0%
DSHS	\$1,548,347	1.4%	\$1,446,092	2.5%	\$2,994,439	\$54,006,015	5.5%
State	\$1,312,939	1.2%	\$992,283	1.7%	\$2,305,221	\$65,538,305	3.5%
DelDOT	\$10,801,893	9.9%	\$8,655,917	15.1%	\$19,457,810	\$679,636,281	2.9%
Labor	\$2,416,711	2.2%	\$902,763	1.6%	\$3,319,474	\$30,581,480	10.9%
Agriculture	\$63,045	0.1%	\$189,848	0.3%	\$252,893	\$47,129,793	0.5%
Elections	\$14,002	0.0%	\$1,459	0.0%	\$15,461	\$1,555,978	1.0%
Fire	\$85,365	0.1%	\$139,147	0.2%	\$224,512	\$5,436,835	4.1%
Natl Guard	\$1,040,186	1.0%	\$1,075,247	1.9%	\$2,115,433	\$19,252,787	11.0%
Exceptional Ctzens	\$0	0.0%	\$85	0.0%	\$85	\$46,190	0.2%
Higher Edu	\$1,801,011	1.6%	\$376,458	0.7%	\$2,177,470	\$168,327,179	1.3%
Education	\$24,484,523	22.4%	\$18,966,843	33.0%	\$43,451,366	\$652,276,206	6.7%
Housing	\$24,112,087	22.1%	\$0	0.0%	\$24,112,087	\$32,852,860	73.4%
Total	\$109,153,165	100.0%	\$57,425,956	100.0%	\$166,579,121	\$6,684,803,794	2.5%

Agencies' SCORE CARD FY2018 ANNUAL REPORT

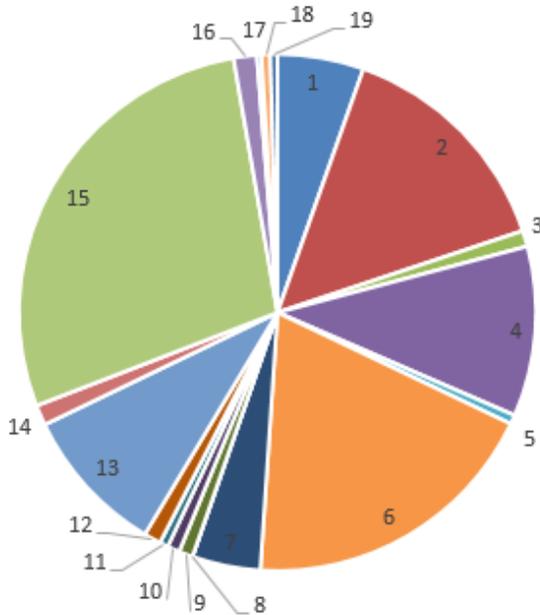
Small Business Spend

The FY2018 Annual Total spend is \$314.9Million with the Supplier Diversity community (OSD + SBF), which is an annual combined increase of 9.7% over FY2017. For Small Businesses this amount includes \$116.8M of direct spend with the diverse business community, of which \$6.9M is with certified SBF vendors and \$110M is with W9 self-identified small firms. The Department of Education, inclusive of the School Districts, has the highest spend percentage with the collective diverse business community, at 43.5%. Four agencies account for 81% of annual spend with the diverse community (inclusively of OSD Certified and W9 self-identified businesses), each of whom exceeded the annual average of 4.2%: DOE (43.5%), DeIDOT (15.4%), DSCYF (11.8%), and DHSS (9.8%).

AGENCY	SBF Agency FY2018 ANNUAL	% of SBF Spend ANNUAL	W9 Agency FY2018 ANNUAL	% of W9 Spend ANNUAL	SBF + W9 Spend ANNUAL	Total Agency Spend ANNUAL	SBF + W9 % Agency ANNUAL
Legislative	\$1,298	0.0%	\$10,137	0.0%	\$11,435	\$4,469,645	0.3%
Judicial	\$153,671	2.2%	\$677,400	0.6%	\$831,071	\$32,351,312	2.6%
Executive	\$301,655	4.4%	\$3,300,295	3.0%	\$3,601,950	\$486,528,847	0.7%
Technology	\$12,523	0.2%	\$3,056,374	2.8%	\$3,068,897	\$41,427,731	7.4%
Other Elective	\$386	0.0%	\$1,053,284	1.0%	\$1,053,670	\$153,258,509	0.7%
Legal	\$4,536	0.1%	\$1,524,018	1.4%	\$1,528,554	\$16,042,634	9.5%
Human Resources	\$14,222	0.2%	\$100	0.0%	\$14,322	\$902,264,328	0.0%
Finance	\$52,658	0.8%	\$3,228,800	2.9%	\$3,281,458	\$259,096,981	1.3%
DHSS	\$291,052	4.2%	\$11,165,923	10.2%	\$11,456,975	\$2,660,948,864	0.4%
DSCYF	\$110,668	1.6%	\$13,647,277	12.4%	\$13,757,945	\$102,313,410	13.4%
Correction	\$144,521	2.1%	\$1,261,399	1.1%	\$1,405,920	\$109,475,137	1.3%
DNREC	\$158,830	2.3%	\$684,053	0.6%	\$842,883	\$159,986,488	0.5%
DSHS	\$311,737	4.5%	\$2,112,511	1.9%	\$2,424,248	\$54,006,015	4.5%
State	\$151,923	2.2%	\$2,236,530	2.0%	\$2,388,453	\$65,538,305	3.6%
DeIDOT	\$938,908	13.7%	\$17,094,594	15.6%	\$18,033,502	\$679,636,281	2.7%
Labor	\$194,396	2.8%	\$836,597	0.8%	\$1,030,993	\$30,581,480	3.4%
Agriculture	\$5,819	0.1%	\$169,527	0.2%	\$175,346	\$47,129,793	0.4%
Elections	\$0	0.0%	\$113,775	0.1%	\$113,775	\$1,555,978	7.3%
Fire	\$10,389	0.2%	\$89,263	0.1%	\$99,652	\$5,436,835	1.8%
Natl Guard	\$0	0.0%	\$77,345	0.1%	\$77,345	\$19,252,787	0.4%
Exceptional Ctzens	\$0	0.0%	\$85	0.0%	\$85	\$46,190	0.2%
Higher Edu	\$123,828	1.8%	\$634,947	0.6%	\$758,775	\$168,327,179	0.5%
Education	\$3,874,554	56.5%	\$46,928,811	42.7%	\$50,803,365	\$652,276,206	7.8%
Housing Authority	\$0	0.0%	\$0	0.0%	\$0	\$32,852,860	0.0%
Total	\$6,857,572	100.0%	\$109,903,050	100.0%	\$116,760,622	\$6,684,803,794	1.7%

DOE & School Districts SCORE CARD FY2018 ANNUAL REPORT
Diverse Business Spend

School Districts spent \$19.95Million with the certified Supplier Diversity community in FY2018



FY2018 % Spend Depicted

	District	FY2017 ANNUAL	FY2018 ANNUAL	% of FY18 total
1	Appoquinimink	\$409,808	\$1,076,761	5.4%
2	Brandywine	\$227,677	\$2,890,125	14.5%
3	Caesar Rodney	\$110,016	\$198,392	1.0%
4	Cape Henlopen	\$2,536,901	\$2,122,877	10.6%
5	Capital	\$4,349,937	\$114,110	0.6%
6	Christina	\$64,463	\$3,786,469	19.0%
7	Colonial	\$169,991	\$850,390	4.3%
8	Delmar	\$103,634	\$2,847	0.0%
9	Indian River	\$1,148,764	\$173,907	0.9%
10	Lake Forest	\$2,642,893	\$153,783	0.8%
11	Laurel	\$6,574,963	\$105,291	0.5%
12	Milford	\$2,916,417	\$213,003	1.1%
13	New Castle Cnty VoTech	\$542,440	\$1,850,650	9.3%
14	POLYTECH	\$69,932	\$254,098	1.3%
15	Red Clay	\$339,310	\$5,614,763	28.1%
16	Seaford	\$860	\$289,182	1.4%
17	Smyrna	\$1,401,903	\$55,192	0.3%
18	Sussex Cnty Technical	\$521,963	\$111,551	0.6%
19	Woodbridge	\$75,215	\$87,821	0.4%
	Total	\$24,207,090	\$19,951,221	

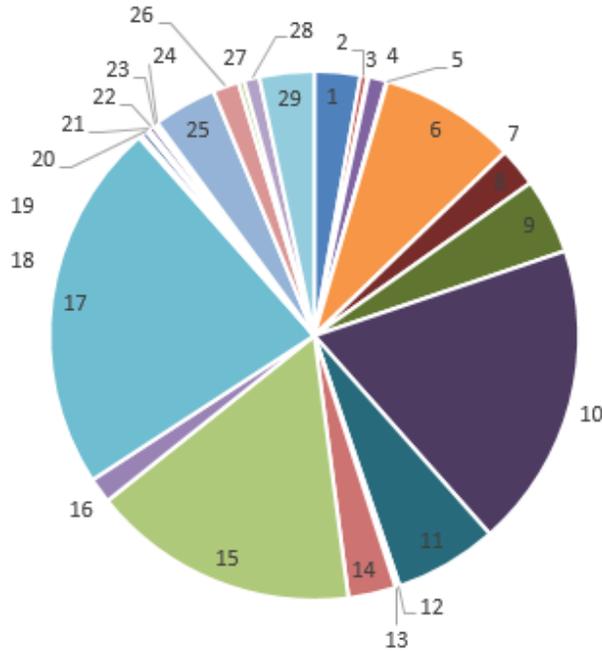
FY2018 saw an -17.58% decrease in spend with the combined OSD Certified diverse business community by the School Districts when compared to FY2017. A view of the chart above will show where annual changes in spend amounts shifted, some significantly, in FY2018 compared to FY2017, where some Districts' spend reduced while others increased. It is important to note that much of spend from the School Districts involves capital funds for new buildings and physical plant, and that these one-time expenditures change as projects complete and end. Of the \$24,484,523 spent this year by the Department of Education as a whole, the School Districts accounted for \$19,951,221 or 81.5% of that total. DOE has the highest annual Agency spend with diverse businesses in the Supplier Diversity community representing 26.1% of the annual state spend with diverse vendors.

Agency Spend	FY2017	FY2018
School Districts	\$24,207,090	\$19,951,221
% change		-17.58%

DOE & Charter Schools SCORE CARD FY2018 ANNUAL REPORT

Diverse Business Spend

Charter Schools spent \$4.5Million with the certified Supplier Diversity community in FY2018



FY2018 % Spend Depicted

	FY2017	FY2018
Charter School	\$3,548,678	\$4,523,263
% change from		27.5%

	Charter School	FY2017 ANNUAL	FY2018 ANNUAL	% of FY18 total
1	Academia Antonia Alonso	\$194,985	\$126,688	2.8%
2	Academy of Dover Charter	\$13,425	\$18,893	0.4%
3	Delaware Academy of Public	\$10,821	\$4,015	0.1%
4	Delaware Military Academy	\$75,574	\$49,557	1.1%
5	Delmar School District	\$860	\$2,847	0.1%
6	Department of Education	\$452,559	\$376,900	8.3%
7	Early College High School	\$10,343	\$323	0.0%
8	East Side Charter School	\$68,023	\$108,411	2.4%
9	Family Foundations Academy	\$195,641	\$208,433	4.6%
10	First State Montessori	\$91,952	\$844,208	18.7%
11	Gateway Lab School	\$229,160	\$285,101	6.3%
12	Howard T. Ennis Sr. Trainable	\$2,543	\$7,481	0.2%
13	John S. Charlton School	\$13,999	\$4,204	0.1%
14	Kuumba Academy Charter	\$74,290	\$131,522	2.9%
15	Las Americas ASPIRA	\$141,991	\$738,679	16.3%
16	Margaret Sterck School	\$46,447	\$70,266	1.6%
17	MOT Charter School	\$1,420,728	\$1,025,046	22.7%
18	Newark Charter School	\$8,961	\$9,567	0.2%
19	Odyssey Charter	\$8,671	\$15,709	0.3%
20	Positive Outcomes Charter	\$575	\$9,170	0.2%
21	Prestige Academy	\$60,627	\$0	0.0%
22	Providence Creek Academy	\$19,678	\$14,502	0.3%
23	Sussex Academy of Arts and	\$81,604	\$10,122	0.2%
24	The Charter School of	\$15,472	\$4,768	0.1%
25	Thomas A. Edison Charter	\$88,912	\$175,228	3.9%
26	Delaware Design Lab HS	\$106,129	\$72,007	1.6%
27	Freire Charter School	\$45,445	\$16,467	0.4%
28	First State Military Academy	\$28,516	\$42,140	0.9%
29	Great Oaks Charter School	\$40,745	\$151,009	3.3%
	Total	\$3,548,678	\$4,523,263	

FY2018 saw a 27.5% increase in spend with the combined OSD Certified and W9 self-identified diverse business community by the Charter Schools when compared to FY2017. This is the first year the OSD Annual Report includes Charter School spend in the reporting data.

**It is important to note that spend from the Charter Schools may involve funds for new buildings and physical plant, and that this one-time spend, which changes as projects complete and end.*

Agencies' SCORE CARD FY2018 Q4 Diverse Business Spend

The FY2018 Q4 total spend is \$78.3Million, with the Supplier Diversity community (OSD + SBF), which is a combined increase of 5.88% over the same quarter last year. For Diverse Businesses this amount includes \$39.6M of direct spend with the diverse business community, of which \$21.3M is with certified OSD vendors and \$18.3M is with W9 self-identified diverse firms. The Department of Education highest spend with the diverse business community of OSD certified and W9 self-identified diverse firms. Four agencies account for 74% of spend with OSD Certified diverse businesses: DOE, Corrections, DHSS, and DelDOT. Four agencies account for 80% of spend with W9 self-identified small businesses: DOE, DelDOT, DSCYF, and DHSS.

AGENCY	OSD Agency FY2018 Q4	% of OSD Spend	W9 Agency FY2018 Q4	% of W9 Spend	OSD + W9 Spend	Total Agency Spend	OSD + W9 % Agency Total
Legislative	\$10,370	0.0%	\$0	0.0%	\$10,370	\$839,986	1.2%
Judicial	\$101,278	0.5%	\$201,995	1.1%	\$303,273	\$5,758,782	5.3%
Executive	\$1,313,168	6.2%	\$264,871	1.4%	\$1,578,039	\$112,033,396	1.4%
Technology	\$137,324	0.6%	\$85,999	0.5%	\$223,323	\$8,286,587	2.7%
Other Elective	\$51,002	0.2%	\$160,222	0.9%	\$211,224	\$63,149,753	0.3%
Legal	\$38,918	0.2%	\$299,773	1.6%	\$338,691	\$2,995,355	11.3%
Human Resources ²	\$9,382	0.0%	\$300	0.0%	\$9,682	\$205,175,525	0.0%
Finance	\$128,405	0.6%	\$213,067	1.2%	\$341,472	\$57,255,585	0.6%
DHSS	\$2,917,434	13.7%	\$1,634,589	8.9%	\$4,552,024	\$557,328,230	0.8%
DSCYF	\$765,208	3.6%	\$2,506,849	13.7%	\$3,272,057	\$26,565,600	12.3%
Correction	\$3,780,631	17.7%	\$1,233,757	6.7%	\$5,014,388	\$24,653,602	20.3%
DNREC	\$799,892	3.8%	\$15,285	0.1%	\$815,178	\$47,284,250	1.7%
DSHS	\$381,985	1.8%	\$203,518	1.1%	\$585,503	\$11,386,672	5.1%
State	\$247,758	1.2%	\$156,519	0.9%	\$404,276	\$13,376,279	3.0%
DelDOT	\$2,484,140	11.7%	\$3,468,702	18.9%	\$5,952,842	\$175,432,133	3.4%
Labor	\$641,625	3.0%	\$204,619	1.1%	\$846,244	\$7,153,151	11.8%
Agriculture	\$12,687	0.1%	\$35,031	0.2%	\$47,718	\$9,244,175	0.5%
Elections	\$13,233	0.1%	\$829	0.0%	\$14,062	\$354,108	4.0%
Fire	\$15,851	0.1%	\$120,944	0.7%	\$136,795	\$529,248	25.8%
Natl Guard	\$97,917	0.5%	\$306,579	1.7%	\$404,496	\$3,904,882	10.4%
Exceptional Citizens	\$0	0.0%	\$0	0.0%	\$0	\$15,873	0.0%
Higher Edu	\$383,155	1.8%	\$113,532	0.6%	\$496,688	\$27,055,319	1.8%
Education	\$6,508,258	30.5%	\$7,105,172	38.8%	\$13,613,43	\$173,613,012	7.8%
Housing Authority	\$469,833	2.2%	\$0	0.0%	\$469,833	\$824,745	57.0%
Total	\$21,309,456	100.0%	\$18,332,15	100.0%	\$39,641,61	\$1,534,216,24	2.6%

² This is the first year that includes the Department of Human Resources, which was created in CY2017.



Agencies' SCORE CARD FY2018 Q4 Small Business Spend

The FY2018 Q4 total spend is \$78.3Million with the Supplier Diversity community (OSD + SBF), which is a combined increase of 5.88% over the same quarter last year. For Small Businesses this includes \$30.8M of direct spend with small businesses, of which \$2.7M is with certified SBF vendors and \$28.1M is with W9 self-identified small firms. The Department of Education, inclusive of the School Districts, ranked highest spend with the Small Business community with 49.6% of SBF Certified spend and 44% of W9 self-identified spend. Three agencies account for 70% of spend with SBF Certified small businesses: DOE, DeIDOT and DHSS. Three agencies account for 77% of spend with W9 self-identified small businesses: DOE, DeIDOT, and DSCYF.

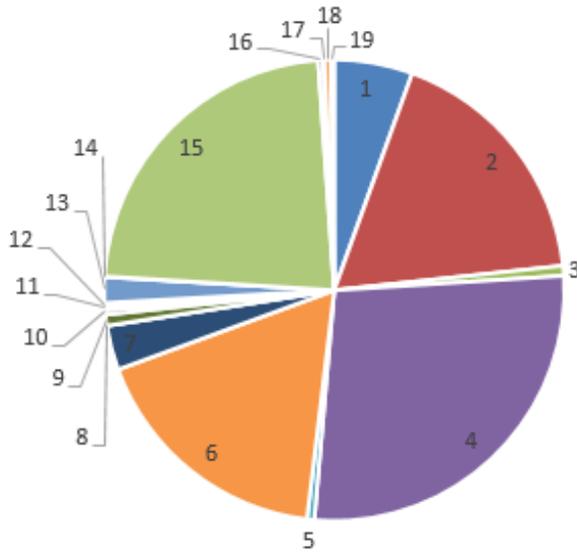
AGENCY	Small SBF Certified FY2018 Q4	% of Small Spend	Small W9 FY2018 Q4	% of Small Spend	SBF + W9 Spend	Total Agency Spend	SBF + W9 % Agency Total
Legislative	\$0	0.0%	\$3,600	0.0%	\$3,600	\$839,986	0.4%
Judicial	\$25,536	0.9%	\$126,668	0.5%	\$152,204	\$5,758,782	2.6%
Executive	\$211,037	7.7%	\$808,769	2.9%	\$1,019,806	\$112,033,396	0.9%
Technology	\$102	0.0%	\$33,540	0.1%	\$33,642	\$8,286,587	0.4%
Other Elective	\$0	0.0%	\$199,788	0.7%	\$199,788	\$63,149,753	0.3%
Legal	\$930	0.0%	\$441,507	1.6%	\$442,437	\$2,995,355	14.8%
Human	\$634	0.0%	\$0	0.0%	\$634	\$205,175,525	0.0%
Finance	\$33,070	1.2%	\$197,862	0.7%	\$230,932	\$57,255,585	0.4%
DHSS	\$189,565	6.9%	\$2,506,059	8.9%	\$2,695,624	\$557,328,230	0.5%
DSCYF	\$14,357	0.5%	\$5,016,607	17.9%	\$5,030,964	\$26,565,600	18.9%
Correction	\$118,931	4.3%	\$318,158	1.1%	\$437,089	\$24,653,602	1.8%
DNREC	\$76,827	2.8%	\$71,352	0.3%	\$148,179	\$47,284,250	0.3%
DSHS	\$142,411	5.2%	\$305,102	1.1%	\$447,513	\$11,386,672	3.9%
State	\$82,623	3.0%	\$749,315	2.7%	\$831,938	\$13,376,279	6.2%
DeIDOT	\$378,594	13.8%	\$4,280,958	15.2%	\$4,659,552	\$175,432,133	2.7%
Labor	\$85,565	3.1%	\$276,107	1.0%	\$361,672	\$7,153,151	5.1%
Agriculture	\$1,332	0.0%	\$28,515	0.1%	\$29,847	\$9,244,175	0.3%
Elections	\$0	0.0%	\$1,786	0.0%	\$1,786	\$354,108	0.5%
Fire	\$3,193	0.1%	\$13,426	0.0%	\$16,619	\$529,248	3.1%
Natl Guard	\$0	0.0%	\$27,016	0.1%	\$27,016	\$3,904,882	0.7%
Exceptional Citizens	\$0	0.0%	\$0	0.0%	\$0	\$15,873	0.0%
Higher Edu	\$14,721	0.5%	\$241,865	0.9%	\$256,586	\$27,055,319	0.9%
Education	\$1,358,362	49.6%	\$12,435,579	44.3%	\$13,793,941	\$173,613,012	7.9%
Housing Authority	\$0	0.0%	\$0	0.0%	\$0	\$824,745	0.0%
Total	\$2,737,789	100.0%	\$28,083,581	100.0%	\$30,821,370	\$1,534,216,249	2.0%

³ This is the first year that includes the Department of Human Resources, which was created in CY2017.



DOE & School Districts SCORE CARD FY2018 Q4
Diverse Business Spend

School Districts spent \$5.4Million with the certified Supplier Diversity community in FY2018 Q4



District	FY2018 Q4	%
1 Appoquinimink School District	\$298,616	5.5%
2 Brandywine School District	\$964,095	17.8%
3 Caesar Rodney School District	\$37,854	0.7%
4 Cape Henlopen School District	\$1,484,015	27.4%
5 Capital School District	\$27,607	0.5%
6 Christina School District	\$949,610	17.5%
7 Colonial School District	\$169,413	3.1%
8 Delmar School District	\$0	0.0%
9 Indian River School District	\$41,687	0.8%
10 Lake Forest School District	\$17,807	0.3%
11 Laurel School District	\$15,097	0.3%
12 Milford School District	\$10,967	0.2%
13 New Castle County VoTech School District	\$98,075	1.8%
14 POLYTECH School District	\$1,686	0.0%
15 Red Clay School District	\$1,241,807	22.9%
16 Seaford School District	\$18,259	0.3%
17 Smyrna School District	\$5,448	0.1%
18 Sussex County Technical School District	\$24,880	0.5%
19 Woodbridge School District	\$12,279	0.2%
Total	\$5,419,202	5.5%

FY2018 Q4 saw an 19.52% increase in spend with the combined OSD Certified and W9 self-identified Supplier Diversity business community by the Department of Education (DOE) when compared to the same period last fiscal year. Of the \$13,613,430 spent with the certified Supplier Diversity community by the Department of Education as a whole in FY2018 Q4, inclusive of \$6,508,258 or 47.81% spent with the certified businesses and \$7,105,172 or 52.19% spent with W9 self-identified diverse businesses. DOE has the second highest Agency spend with the Supplier Diversity community in FY2018 Q4 representing 34.3% of the total state spend with the Supplier Diversity community.

DOE	FY2018 Q4 DOE's OSD spend	OSD spend as % of total	FY2018 Q4 DOE's W9 spend	W9 spend as % of total	OSD + W9	FY2018 Q4 DOE's Total spend	OSD + W9 as a % of DOE's Total spend
	\$6,508,258	30.5%	\$7,105,172	38.8%	\$13,613,430	\$173,613,012	7.8%

Agency Spend	FY2017 Q4	FY2018 Q4
Dept. of Education ⁴	\$11,389,803	\$13,613,430
Percent increase from same period previous year		19.52%

**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 one-time spend, which changes as projects complete and end.*

⁴ Inclusive of all DOE, 19 School Districts, and Charter Schools

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.

Anyone interested in exploring joining the Governor's Supplier Diversity Council may review the website at: <https://gss.omb.delaware.gov/osd/sdc.shtml> and the Governor's website regarding Boards and Commissions at: <https://governor.delaware.gov/boards-commissions/> and may submit an application of interest at: https://governor.delaware.gov/wp-content/uploads/sites/24/2017/01/board_and_commission_application-form.pdf.

Council Members

Council Member	Current Professional Role	Represents
Ken Anderson, Chair	Director - Entrepreneurial & Small Business Support, Department of State, Division of Small Business, Development and Tourism	Delaware Economic Development 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 FY2018 <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

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 FY2018 Q4 included:

Liaisons	Current Professional Role	Agency Representing	Email
Dean W. Stotler	Chief Procurement Officer, Director - Government Support Services (GSS)	Office of Management and Budget (OMB)	Dean.Stotler@state.de.us
Wendy Brown and Kimberly Jones	DMS Contract & Procurement Administrator; Purchasing Srv Administrator	Department of Health and Social Services (DHSS)	Wendy.M.Brown@state.de.us
Carrie Erickson	Comptroller	Delaware Department of Natural Resources and Environmental Control (DNREC)	Carrie.Erickson@state.de.us
Shelly Alioa	IT Procurement Officer	Department of Technology and Information (DTI)	Shelly.Alioa@state.de.us
vacant	(Director Anas Ben Addi is a Council Member)	Delaware State Housing Authority (DSHA)	
Cherie Dodge Biron	Controller, Financial Services, DHR	Department of Human Resources	Cherie.Dodge-Biron@state.de.us
vacant		Department of Finance	
Wendy Henry (acting)	DelDOT Civil Rights Administrator	Delaware Department of Transportation (DelDOT)	Wendy.Henry@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
Karen Davis-Williams	Family Services Program Support Administrator	Department of Services for Children, Youth and their Families (DSCYF)	Karen.Davis-Williams@state.de.us
Ken Anderson	Director – Entrepreneurial & Small Business Support	Department of State, Division of Small Business	Kenneth.R.Anderson@state.de.us

What certifications exist?

During FY2018 Q4 the State's Certifications include 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
SBF	Small Business Focus
DBE	Disadvantaged Business Enterprise

For Disadvantaged Business Enterprise (DBE) certification business owners should contact the Delaware Department of Transportation⁵ (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 subcontracting spend with DBE firms.

Who is eligible to apply for OSD certification as a diverse vendor?

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>

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;

⁵ <http://www.deldot.gov/information/business/dbe/index.shtml>

- 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 ⁶ 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

Firms that hold specific certifications:

Any firm already certified by their home state or one of the third party certification entities may skip parts of the new combined application when seeking Office of Supplier Diversity certification. The new application (see next section) provides instruction at each question. The other certifying entities that OSD will allow for reduced responses includes:

- 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](#))

⁶ [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 six digits. The first 2 to 3 digits are used to identify the industry for the Small Business Focus Program.

Delaware also recognizes other state certifications and the OSD office can be contacted for additional details. The application is available at <http://gss.omb.delaware.gov/osd/certify.shtml>

Directory of Certified Vendors:

Public listings of OSD and SBF certified companies helps your company be known to and found by state procurement teams when seeking a quote from a vendor where the need (a) does not already exist on contract, (b) the spend to meet the need does not exceed the threshold that requires the opportunity to become a formal procurement. If both of those criteria is met, the buyers' use their Agency's Supplier Diversity Plan and seeks three written quotes from three vendors, and the first one comes from the certified diverse vendor pool. The second and third quote may come from any other business; this is how the state is inclusive in our under-threshold sourcing activities.

OSD and SBF Public Listings are in two locations. [Directory of Certified Businesses](#)⁷, where the Supplier Diversity Plan searches occur. Additionally, you are invited to search our Directory when seeking a business to meet your needs. This data is updated dynamic basis each workday.

Directory of Certified Businesses

Search the Directory [Helpful Search Tips](#)

Search

Please visit the [North American Industry Classification System \(NAICS\)](#) for additional information.
For a complete directory of all businesses certified in either program select the program title below.

<div style="background-color: #ADD8E6; padding: 10px; border: 1px solid black;"> <p style="text-align: center; margin: 0;">Office of Supplier Diversity</p> <ul style="list-style-type: none"> Minority Business Enterprise (MBE) Woman Business Enterprise (WBE) Veteran Owned Business Enterprise (VOBE) Service Disabled Veteran Owned Business Enterprise (SDVOBE) Individual with Disabilities Owned Business Enterprise (IWDBE) <div style="background-color: #0070C0; color: white; text-align: center; padding: 5px; margin-top: 10px; border: 1px solid black;">Full OSD Directory</div> <p style="text-align: center; font-size: small; margin-top: 5px;">Explore or download OSD as Open Dataset</p> </div>	<div style="background-color: #90EE90; padding: 10px; border: 1px solid black;"> <p style="text-align: center; margin: 0;">Small Business Focus</p> <ul style="list-style-type: none"> Architecture & Engineering Industry Firms Construction Industry Firms Manufacturing Industry Firms Retail Industry Firms Service Industry Firms Wholesale Industry Firms <div style="background-color: #008000; color: white; text-align: center; padding: 5px; margin-top: 10px; border: 1px solid black;">Full SBF Directory</div> <p style="text-align: center; font-size: small; margin-top: 5px;">Explore or download SBF as Open Dataset</p> </div>
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⁷ <http://directory.osd.gss.omb.delaware.gov/index.shtml>

Delaware Open Data portal:

OSD data is also publically listed in the [Delaware Open Data](#)⁸ portal, and has been hosted there since the June 2016 go-live of the portal. This publishing of this data is also automated. OSD data is included in the ‘[Economic Development](#)’ tab and the ‘[Government & Finance](#)’ tab within Open Data.

Open Data – Economic Development tab		FY2018 views
Data set:	Certified Vendors – Office of Supplier Diversity	830
Chart:	Certified Minority-Owned Business Breakdown	163
Chart:	OSD Certified also DOT certified DBEs	49
Map:	Certified Vendors Map – Office of Supplier Diversity	180
Data set:	Certified Vendors – Small Business Focus	717
Chart:	Certified Small Businesses – by Industry	93

Open Data – Government & Finance tab		FY2018 views
Chart:	Certified Women-Owned Business Breakdown	217
Chart:	Certification Categories - OSD	144
Map:	Certified Vendors in the Small Business Focus	139
Chart:	Delaware vendors and OSD vendors successes in total	56
Chart:	Awarded Vendors who are OSD Certified	71
Chart:	Veteran Service Disabled Vendors as a % of Total	59
Filtered View:	Women-Owned Businesses with Cooperative	43
Filtered View:	Veteran-Owned Businesses with Cooperative	34
Filtered View:	Small Businesses with Cooperative Agreements	53
Filtered View:	Minority-Owned Businesses with Cooperative	52

During FY2018 Q4 OSD shared information through the Open Data Portal at <https://data.delaware.gov/>, under the Economic Development section. Cumulatively, the Open Data list of all OSD certified diverse firms was visited 1,463 times cumulatively and 237 visits this quarter. The geo-map was visited 415 times cumulatively and 101 visits this quarter. The minority owned list was visited 317 times cumulatively and 35 visits this quarter; and the cross-

⁸ <https://data.delaware.gov/>

referenced OSD and DelDOT list was visited 131 times cumulatively and 9 visits this quarter. The list of all SBF (Small Business) certified firms was visited 966 times cumulatively and 145 visits this quarter, and the industry breakdown list 247 times cumulatively and 18 visits this quarter.

Open Data sets: Economic Development	FY2018 Q4 & YTD TOTAL	FY2018 Q3	FY2018 Q2	FY2018 Q1	FY2017	% change over FY2017
Data set: Certified Vendors – Office of Supplier Diversity	1463	1226	994	705	633	131.1%
Chart: Certified Minority-Owned Business Breakdown	317	282	217	168	154	105.8%
Chart: OSD Certified also DOT certified DBEs	131	122	106	90	82	59.8%
Map: Certified Vendors Map – Office of Supplier Diversity	415	314	272	243	235	76.6%
Data set: Certified Vendors – Small Business Focus	966	821	451	294	249	287.9%
Chart: Certified Small Businesses – by Industry	247	229	196	172	154	60.4%

Delaware’s Supplier Diversity Community

As we consider reporting on the state’s spending during FY2018 Q4, we first should consider the community itself. Overall, in FY2018, the number of certified firms increased by 81 businesses or 2.6%, from 3,083 (the number of certified firm at the end of FY2017) to 3,164.

Business Enterprise Classification	FY2018 Q4 Certified database Totals***	FY2018 Q4 Certified (active)[Delaware] Totals	Veteran VOB/SDVOBE (active)	Minority MBE (active) **	Women WBE (active)
African American	1067	735 [366]	18 (6)	458	277
Subcontinent	251	176 [51]	0	116	60
Hispanic American	235	160 [62]	6 (3)	102	58
Asian American	186	126 [34]	1 (1)	69	57
Native American	39	19 [8]	1 (0)	13	6
Veteran/Service	76	54 [27]	54 (22)	28	6
Caucasian Women	1172	855 [350]	1 (0)	0	855
DisAbled	31	25 [12]	22 (22)	13	2

**Firms counted in the MBE column are not necessarily *only* 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 2,099 vendors active and a total of 3,192 in the database. Of the 3,192 vendors, 210 are inactive, 541 are expired, 62 are deleted, 2 are 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.

Delaware’s Small Business Focus (SBF) Community

The SBF certification program is growing slowly in the number of businesses certified, and increased in the amount of spend with SBF certified businesses during this quarter as compared to the same period last year. OSD continues to seek to include businesses that are eligible based on the criteria, including those applying for OSD diverse certification. Overall, in FY2018 Q4, the number of certified firms grew by 13.7% from 175 (the number of certified firm at the end of FY2018 Q3) to 199. During FY2018, the number of certified small business firms grew by 56.7% from 127 at the end of FY2017 to 199 at the end of FY2018.

SBF Industries	FY2018 Certified database Totals	FY2018 (active) [Delaware] Totals
Architecture & Engineering	12	11 [3]
Construction	41	35 [21]
Manufacturing	17	12 [10]
Retail	28	19 [16]
Service	192	147 [98]
Wholesale	33	30 [15]
	254**	199**

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

NAICS codes within the OSD & 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 1997⁹.

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 FY2017 through FY2018 Q4. 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

⁹ You can review NAICS codes data and information at <http://www.census.gov/eos/www/naics/index.html>

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	FY2018 Q4 Vendors by Trade	FY2017 Vendors by Trade	FY2018 YTD Over FY2017
541512	Computer Systems Design Services	377	368	2.4%
541511	Custom Computer Programming	360	353	2.0%
541611	Administrative Management & General	380	359	5.8%
541330	Engineering Services	211	209	1.0%
541519	Other Computer Related Services	244	235	3.8%

During FY2018 Q4, the state experienced an average of 3% growth of OSD certified firms in the sector known as Professional, Scientific, and Technical Services.

Government Support Services, Contracting Unit, outreach

The GSS Contracting Unit manages all aspects of central or statewide contracts. As part of this team's 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®)¹⁰ 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. During FY2018 Q4, the team sent 11,890 emails. 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 / 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>

¹⁰ You can review UNSPSC data and information at: <http://www.unspsc.org/>

	FY2018 + FY2017	FY2018 Q4	FY2018 Q3	FY2018 Q2	FY2018 Q1	FY2017
Number of Central Contracts	98	10	13	12	11	52
Number of outreach communications performed to:						
Delaware Businesses	2462	368	584	332	358	820
Small Businesses	110,275	5243	14498	17,081	26,108	47,345
MBE / WBE	111,716	5967	39302	7,533	26,504	32,410
Veteran / Service Disabled Veteran	47,147	3463	7087	4,337	12,627	19,633
Total Market	400,578	11890	17486	22,803	51,768	296,631

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 FY2018 Q4, the contracting unit outreached to the total market of 11,890 vendors including diverse and small businesses to help them learn of the above threshold / formal procurement opportunities with state contracting. The FY2018 Q4 outreach was for 8 central contracts. The return on investment of effort to include diverse, small, and Delaware businesses into the formal contracting opportunities this quarter includes 23 Bid Proposal Responses received and 12 vendors awarded. The chart below explores the results.

FY2018	Total Bids Received	Total Awarded Vendors	Delaware Bids Received	Awarded to a Delaware Firm	Total OSD Bids Received	Awarded to an OSD Firm
Q1	89	64	38	35	9	8
Q2	42	32	13	10	4	3
Q3	54	28	11	10	3	54
Q4	28	23	12	9	7	28
Total	213	147	68	32	21	213

Delaware's Supplier Diversity & Small Business Community spend snapshots

For the year FY2018, the State of Delaware spent \$314.9Million with the Supplier Diversity and Small Business community, a 9.6% increase over the FY2017. This is inclusive of diverse spend of \$198.2M, including \$166.6M in direct spend with the OSD and W9 self-identified businesses,

and \$31.6M in indirect spend with awarded contract Tier II spend inclusive of DelDOT certified DBEs, and direct small business spend of \$116.8M.

	FY2018 ANNUAL	FY17 ANNUAL	% change
Direct spend with OSD Certified + W9 + DSHA	\$166,579,120	\$134,779,988	23.59%
Indirect spend. Tier II	\$31,575,594	\$32,137,361	-1.75%
TOTAL Supplier Diversity spend (include W9, OSD & Tier II)	\$198,154,714	\$166,917,349	18.71%
Direct spend with SBF Certified	\$6,857,572	\$4,894,538	40.11%
Direct spend with W9 small firms	\$109,903,040	\$115,597,299	-4.93%
TOTAL Small Business spend (include W9 & SBF)	\$116,760,612	\$120,491,835	-3.10%
TOTAL (direct and indirect, all diverse & small)	\$314,915,326	\$287,409,184	9.57%

In FY2018 Q4, the State of Delaware spent \$78.3Million with the Supplier Diversity and Small Business community. This is inclusive of \$47.5 in direct spend with the OSD and W9 self-identified businesses, and \$7.8M in indirect spend with awarded contract Tier II spend inclusive of DelDOT certified DBEs. The State spent \$30.8M with small businesses in the same quarter, including \$28.1 with W9 self-identified and \$2.7M with SBF certified vendors.

	FY2018 Q4
Direct spend with OSD Certified + W9 + DSHA	\$39,641,610
Indirect spend. Tier II	\$7,816,011
TOTAL Supplier Diversity spend (include W9, OSD & Tier II)	\$47,457,621
Direct spend with SBF Certified	\$2,737,789
Direct spend with W9 small firms	\$28,083,581
TOTAL Small Business spend (include W9 & SBF)	\$30,821,370
TOTAL (direct and indirect, all diverse & small)	\$78,278,991

Quarter over Quarter Analysis – Total Spend

FY2018 Q4 over FY2017 Q4 total supplier diversity spend with diverse vendors is represented in this snapshot. FY2018 Q4 exceeds that of the same quarter last year with an increase of 15.14%. Of note is that the even though Housing Authority has an annual increase for the year, this quarter when compared to the same quarter last year shows a decrease of -64.01%.

Diverse	FY2018	% of	FY2017	% change
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	Q4	FY2018 total	Q4	FY2018 over FY2017
Direct Certified OSD Spend*	\$20,839,623	26.62%	\$19,094,025	9.14%
DelDOT DBE Subcontracting	\$7,187,146	9.18%	\$6,301,470	14.06%
GSS & State Tier II	\$628,865	0.80%	\$601,118	4.62%
Self-Registered W-9	\$18,332,154	23.42%	\$13,915,224	31.74%
Housing Authority (DSHA)	\$469,833	0.60%	\$1,305,478	-64.01%
Total	\$47,457,621		\$41,217,315	15.14%

FY2018 Q4 over FY2017 Q4 supplier diversity spend with small business vendors is represented in this snapshot. FY2018 Q4 spend with SBF Certified small businesses increased over FY2017 Q4 by 85.8%. Spend with W9 self-identified small businesses decreased for the quarter by -10.2%.

Small	FY2018 Q4	% of FY2018 total	FY2017 Q4	% increase FY2018 over FY2017
Direct Certified SBF Spend*	\$2,737,789	3.50%	\$1,473,658	85.78%
Self-Registered W-9	\$28,083,581	35.88%	\$31,266,000	-10.18%
Total	\$30,821,370		\$32,739,658	-5.86%

Quarter over Quarter Analysis - Agency Spend

The following chart shows the spend with OSD certified diverse businesses for FY2018 Q4 compared to FY2017 Q4 for each Agency, comparing this quarter over the same quarter the previous year.

AGENCY	FY2017 Q4 OSD Certified Spend	FY2018 Q4 OSD Certified Spend	Difference FY2018 over FY2017	Percent change
Legislative	\$110,517	\$10,370	-\$100,147	-90.62%
Judicial	\$113,075	\$101,278	-\$11,796	-10.43%
Executive	\$1,037,888	\$1,313,168	\$275,280	26.52%
Department of Technology and Information	\$348,723	\$137,324	-\$211,399	-60.62%
Other Elective	\$34,998	\$51,002	\$16,005	45.73%
Legal	\$37,810	\$38,918	\$1,108	2.93%
Human Resources	\$0	\$9,382	\$9,382	100.00% ¹¹
Department of Finance	\$178,192	\$128,405	-\$49,787	-27.94%

¹¹ This representation of 100% increase is based upon last year spend at \$0. All occasions of spend as an increase over a \$0 spend amount in the previous year reflects a 100% change.

Department of Health and Social Services	\$1,570,171	\$2,917,434	\$1,347,263	85.80%
Department of Services for Children Youth and Their Families	\$191,452	\$765,208	\$573,756	299.69%
Department of Correction	\$2,605,051	\$3,780,631	\$1,175,581	45.13%
Department of Natural Resources and Environmental Control	\$586,520	\$799,892	\$213,373	36.38%
Department of Safety and Homeland Security	\$605,626	\$381,985	-\$223,640	-36.93%
Department of State	\$363,358	\$247,758	-\$115,600	-31.81%
Department of Transportation	\$3,087,807	\$2,484,140	-\$603,667	-19.55%
Department of Labor	\$515,414	\$641,625	\$126,211	24.49%
Department of Agriculture	\$13,676	\$12,687	-\$989	-7.23%
Department of Elections	\$21,115	\$13,233	-\$7,882	-37.33%
Fire Prevention Commission	\$5,753	\$15,851	\$10,097	175.50%
Delaware National Guard	\$216,256	\$97,917	-\$118,340	-54.72%
Advisory Council for Exceptional Citizens	\$0	\$0	\$0	0.00%
Higher Education	\$310,942	\$383,155	\$72,213	23.22%
Department of Education	\$7,139,682	\$6,508,258	-\$631,424	-8.84%
Housing Authority	\$1,305,478	\$469,833	-\$835,645	-64.01%
Total	\$20,399,503	\$21,309,456	\$909,953	4.46%

A similar quarter over quarter analysis of certified small businesses (SBF) is not yet possible, as FY2018 is the first year reporting the break out of SBF Certified businesses by Agency.

Breakdown of Spend by diverse status

The following chart shows the FY2018 Q4 compared to FY2017 Q4 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. Disabled includes firms owned by

Individuals with DisAbilities (IWDBE) and a Service Disabled Veteran Business Enterprise is included in the IWDBE group. For a breakdown of certification eligibility details please refer to pages 4 and 5 of this report.

OSD provides a breakdown by ethnicity for the OSD Certified, but not the W9 spend as the W9 form does not report at that level of detail. The Delaware State Housing Authority (DSHA), a quasi-governmental authority, also values diversity and inclusion in contracting spend. DSHA spend is included in this reporting, but without a further breakdown with respect to ethnicity.

OSD	FY2018 ANNUAL	FY2017 ANNUAL	FY2018 Annual increase/decrease over FY2017 Annual
African American	\$7,194,557	\$6,758,172	6.5%
Asian American	\$10,498,528	\$8,857,909	18.5%
Subcontinent Asian	\$1,030,761	\$1,368,289	-24.7%
Hispanic American	\$4,664,989	\$4,899,514	-4.8%
Native American	\$440,267	\$184,559	138.6%
DE State Housing Authority	\$22,884,605	\$3,693,438	519.6%
MBE Tally**	\$46,713,707	\$25,761,880	81.3%
Veteran & Service Disabled	\$5,073,278	\$3,688,300	37.6%
DE State Housing Authority	\$0	\$322,668	-100.0% ¹²
VOBE & SDVOBE Tally**	\$5,073,278	\$4,010,968	26.5%
Disabled	\$175,805	\$0	100.0% ¹³
IWDBE Tally**	\$175,805	\$0	100.0%
White American	\$56,408,744	\$60,040,289	-6.0%
Woman+	\$72,470,900	\$74,599,514	-2.9%
MWBE Minority Women	\$16,062,158	\$14,559,225	10.3%
DE State Housing Authority	\$1,227,482	\$590,556	107.9%
WBE Tally**	\$73,698,382	\$75,190,070	-2.0%
Total	\$125,661,172	\$104,962,918	19.7%

** There is some double count in the numbers for businesses who fit into 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.

¹² This representation of -100% decrease is based upon current year spend at \$0 where the previous year spend exceeds \$0, reflecting a -100% change.

¹³ This representation of 100% increase is based upon last year spend at \$0. All occasions of spend as an increase over a \$0 spend amount in the previous year reflects a 100% change.

OSD provided an eight-year look at State trends in spend with the OSD Certified enterprises, from base year FY2009 to FY2017 in the FY2017 Annual Report¹⁴ and is providing that comparison again in this FY2018 Annual Report for a nine-year look at State trends.

FY2018 change over FY2009	FY2009	FY2018	% change
African American	\$823,295	\$7,194,557	773.9%
Asian American	\$611,176	\$10,498,528	1617.8%
Subcontinent Asian	\$984,726	\$1,030,761	4.7%
Hispanic American	\$4,757,975	\$4,664,989	-2.0%
Native American	\$86,324	\$440,267	410.0%
DE State Housing Authority *	\$3,609,430	\$22,884,605	534.0%
MBE Tally**	\$10,872,926	\$46,713,707	329.6%
Veteran & Service Disabled		\$5,073,278	100.0% ¹⁵
DE State Housing Authority *		\$0	0.0%
VOBE & SDVOBE Tally**		\$5,073,278	100.0%
DisAbled		\$175,805	100.0% ¹⁶
IWDBE Tally**		\$175,805	100.0%
Woman (minority & caucasian)+	\$34,009,746	\$56,408,744	65.9%
White American	\$33,475,621	\$72,470,900	116.5%
MWBE	\$534,125	\$16,062,158	2907.2%
DE State Housing Authority *	\$524,214	\$1,227,482	134.2%
WBE Tally**	\$34,533,960	\$73,698,382	113.4%
Annual Total	\$45,406,886	\$125,661,172	176.7%

**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 change in FY2018 Q4 over the same period last year is represented in the chart below, and shows an overall decrease this quarter over the same period last year of -2.5% with OSD certified diverse businesses when viewed as a quarter total. However, that is not universal for each category, and this quarter shows some significant increases over the same period last year,

¹⁴ OSD Reports are located in the “Newsroom and Spend Reports” <https://gss.omb.delaware.gov/osd/reports.shtml>

¹⁵ This representation of 100% increase is based upon previous period of FY09 as \$0 spend, as Veteran and Service Disabled Veteran businesses where not yet included in the Supplier Diversity community certifications and metrics. All occasions of spend as an increase over a period of \$0 spend amount is reflected as a 100% change.

¹⁶ This representation of 100% increase is based upon previous period of FY09 as \$0 spend, as Disabled businesses where not yet included in the Supplier Diversity community certifications and metrics. All occasions of spend as an increase over a period of \$0 spend amount is reflected as a 100% change.

especially for Native American businesses, Asian businesses, and Minority Women businesses, all with a triple digit increase.

OSD	FY2018 Q4	FY2017 Q4	FY2018 Q4 increase/decrease over FY2017 Q4
African American	\$2,235,224	\$1,259,358	77.5%
Asian American	\$2,917,584	\$1,367,062	113.4%
Subcontinent Asian	\$209,190	\$513,017	-59.2%
Hispanic American	\$1,813,353	\$1,252,053	44.8%
Native American	\$259,761	\$35,227	637.4%
DE State Housing Authority	\$291,363	\$2,149,316	-86.4%
MBE Tally**	\$7,726,475	\$6,576,033	17.5%
Veteran & Service Disabled	\$657,947	\$1,364,151	-51.8%
DE State Housing Authority	\$0	\$199,589	-100.0% ¹⁷
VOBE & SDVOBE Tally**	\$657,947	\$1,563,740	-57.9%
Disabled	\$25,753	\$0	100.0% ¹⁸
IWDBE Tally**	\$25,753	\$0	100.0%
White American	\$13,036,056	\$16,512,277	-21.1%
Woman+	\$17,973,425	\$18,903,662	-4.9%
MWBE Minority Women	\$4,937,369	\$2,391,385	106.5%
DE State Housing Authority	\$178,470	\$197,902	-9.8%
WBE Tally**	\$18,151,895	\$19,101,564	-5.0%
Total	\$26,562,070	\$27,241,337	-2.5%

** There is some double count in the numbers for businesses who fit into 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.

Although DSHA's tremendous spend increase for the year is identified above this chart, this quarter as compared with the same period last year reports a decrease. It is worthy to note that some of this significant increase is One-Time spend for a one time project. The topic of One-Time spend is explored in more detail in the section of this report titled: "Spend Types: One-Time and Regular Need" on page 21.

¹⁷ This representation of -100% decrease is based upon current year spend at \$0 where the previous year spend exceeds \$0, reflecting a -100% change.

¹⁸ This representation of 100% increase is based upon last year spend at \$0. All occasions of spend as an increase over a \$0 spend amount in the previous year reflects a 100% change.

The number of Certified diverse vendors performing work

The report below provides an overview of the spending by each agency for FY2018 Q4. This snap shot reports the actual dollars spent either by a State Credit Card (known as a Procurement Card or Pcard for short) or are paid by check from the Checkbook and the actual number of vendors paid. This report is only for those vendors who are OSD Certified as diverse vendors. Note the last two rows of this chart include Tier II spend with certified businesses. The first of those is with DBE vendors certified by DelDOT who perform subcontracting work for a vendor awarded a DelDOT contract (and those DBEs will be explored later in this report at the section titled: “Federal Disadvantaged Business Enterprise (DBE) Program Tier II spend”); this chart captures the number of DBE certified vendors paid for subcontracting work this quarter. Additionally, we count and report Tier II spending on all other State contracts with our OSD certified firms (and those will be explored later in this report at the section titled “Government Support Services (GSS) contract Tier II spend”); this chart captures the minimum number of vendors receiving Tier II spend. The actual number of Tier II vendors is planned as a future data point to obtain; some contracts have more than one OSD Certified firm in a subcontracting capacity.

Agency FY2018 Q4	OSD Agency spend with OSD Certified	# OSD Certified Vendors Direct Spend via Pcard	# OSD Certified Vendors Direct Spend in Checkbook	# Total OSD Certified Vendors with Direct Spend
Legislative	\$10,370	1	2	3
Judicial	\$101,278	1	10	11
Executive	\$1,313,168	4	20	24
Technology	\$137,324	3	1	4
Other Elective	\$51,002	0	4	4
Legal	\$38,918	0	6	6
Finance	\$9,382	2	1	3
Human Resources	\$128,405	2	8	10
DHSS	\$2,917,434	4	52	56
DSCYF	\$765,208	3	18	21
Correction	\$3,780,631	15	4	19
DNREC	\$799,892	12	22	34
DSHS	\$381,985	6	14	20
State	\$247,758	4	17	21

DeIDOT	\$2,484,140	8	29	37
Labor	\$641,625	2	20	22
Agriculture	\$12,687	0	6	6
Elections	\$13,233	0	3	3
Fire	\$15,851	2	3	5
Natl Guard	\$97,917	0	10	10
Exceptional Citizens	\$0	0	0	0
Higher Education	\$383,155	4	12	16
Education	\$6,508,258	5	94	99
Housing Authority ¹⁹	\$469,833		26	26
DeIDOT DBE subs ²⁰	\$7,187,146			47
Tier II other contracts	\$628,865			2
Total	\$29,125,467	78	382	509

Breakdown of Spend by small business status

The Small Business Focus (SBF) certification includes six industries. FY2018 Q4 total spend with the SBF community was \$1.47M without double count or \$1.9M as tallied. This quarter is an 85.8% increase in spend with certified SBF businesses over the same period last year.

SBF**	FY2018 Q4	FY2017 Q4	FY2018 Q4 increase/decrease over FY2017 Q4
Architecture & Engineering Services	\$122,958	\$11,482	970.88%
Construction	\$1,250,140	\$127,296	882.07%
Manufacturing	\$113,737	\$35,660	218.95%
Retail	\$74,162	\$185,867	-60.10%
Service	\$1,407,730	\$1,353,708	3.99%
Wholesale	\$266,057	\$215,091	23.70%
Tallied Total**	\$3,234,785	\$1,929,104	67.68%
Actual Total (no double count)	\$2,737,789	\$1,473,658	85.78%

**There is some double count in the numbers for businesses who are in more than one category; however, the "Actual Total" row is not a double count number.

¹⁹ Note that the Housing Authority utilizes its own checkbook.

²⁰ DeIDOT has a certification for subcontracting opportunities on certain DeIDOT contracts, these vendors are not paid directly by the state, and they are paid by the Awarded Vendor on contract with the state. The number of certified DBE subcontractors is captured in this cart to be inclusive as to the total number of certified vendors paid through their work with the state.

FY2018 annual total spend with the SBF community was \$6.86M without double count. This year is a 40.11% increase in spend with certified SBF businesses over last year.

Year over year SBF	FY2017	FY2018	% change FY2018 over FY2017
Architecture & Engineering Services	\$100,338	\$539,926	438.11%
Construction	\$791,052	\$1,917,024	142.34%
Manufacturing	\$219,994	\$307,830	39.93%
Retail	\$967,238	\$509,716	-47.30%
Service	\$4,097,289	\$4,734,149	15.54%
Wholesale	\$1,062,091	\$1,000,656	-5.78%
Totals*	\$4,894,538	\$6,857,572	40.11%

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

Delaware State Housing Authority

The Delaware State Housing Authority (DSHA) is an Agency that is supportive of the supplier diversity efforts of the State, utilizes its own financial system, and functions on a federal fiscal year basis. DSHA diverse spending is included quarterly and annually. This chart covers the State's fiscal year Q4.

DSHA Programs	Total		MBE		WBE		Veteran		Section 3	
	Contracts	Dollars	Contracts	Dollars	Contracts	Dollars	Contracts	Dollars	Contracts	Dollars
PH and CFP	7	\$86,919	7	\$86,919	1	\$56,824	0	\$0	0	\$0
CDBG and NSP	27	\$459,724	2	\$200,000	4	\$41,743	0	\$0	3	\$26,368
HOME	23	\$273,658	0	\$0	4	\$76,115	0	\$0	4	\$76,115
DSHA Ops	5	\$4,444	5	\$4,444	3	\$3,788	0	\$0	0	\$0
HCV and S8 CA	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
TOTALS	62	\$824,745	14	\$291,363	12	\$178,470	0	\$0	7	\$102,483
diverse		\$469,833								

Of interest is DSHA's fourth grouping of tracked and reporting spending, titled: Section 3. The federal program known as Housing and Urban Development (HUD) includes a Section 3 program, which is related to the provision of economic opportunities for low or very low-income businesses and residents. It is a program that primarily includes providing training, employment

and contracting opportunities to residents of properties supported by federal assistance, or those seeking to obtain work on projects supported by federal funds. There are requirements with respect to reporting Section 3 activities and spend data, however the program is primarily defined by income, and not specific diversity classifications as reported by the State of Delaware Office of Supplier Diversity, nor the size of the business entity. DSHA captures this Section 3 data for HUD purposes, as it is specific to the programs identified. For additional information on the extensive financial reporting from DSHA, use this link:

<http://www.destatehousing.com/FormsAndInformation/financial.php>

About the Score Cards

This report includes the pullout scorecard for Annual reporting and Quarterly reporting; these are included above at pages v through xi. The first two pages of the Score Card captures Annual spending by Agency with diverse businesses and with small businesses and the third and fourth pages are Score Cards capturing Annual spend with diverse businesses by the 19 School Districts and Charter Schools; these are followed by Score Cards for the Fourth Quarter. There are various data points that make up the Score Cards. 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's webpages. In addition to looking at direct spend with OSD Certified firms and with W9 self-identified diverse firms, the scorecards explore both dollars and percentage of the total spend with OSD Certified firms and W9 self-identified firms. The first column captures direct spend with OSD Certified firms and then reports that percentage of total spend with OSD Certified firms. The third column reviews W9 spend at the agency level and then reports the percentage of total spend with W9 self-identified firms. Following is a combined calculation of spend with OSD Certified and W9 Self-identified firms, followed by total spend for the period by each agency, and a calculation of the percent of diverse spend as compared to the same Agency's total spend for the quarter. Similar calculations are reported for Small Business spending within each Agency on the second Score Card.

Spend Types: One-Time and Regular Need

There are different types of spend and it is important to be aware that some Agencies have One-Time spend as well as Regular Need spend. It is important to note that some quarters and years demonstrate a large increase in spend and those are most often attributable to One-Time spend rather than Regular Need spend. One-Time spend often involves Capital Budget activities to build or perform a major renovation of physical property owned by the State or Agency. One-Time spend may also include Professional Service costs to cover a survey or an analysis of the current state of services. This type of spend is not a regular and on-going need, but rather an event, such as the construction of a school, housing, or other government building (you only build it once). Similarly, the professional service of analysis and report of current state may be a one-time need, which may be followed by other services that may be one-time or may be regular need. Regular Need spend is constituted by the ongoing needs of the State and Agencies in their usual operations. Many of the Regular Needs are managed in the GSS central contracts (such as office supplies; school supplies; laboratory supplies; public and life safety supplies and services; building maintenance and plumbing supplies and tools; food and beverage; fuel; technology hardware, software, and services; and much more) but may also be included in specific Agency contracts as well. GSS Central Contracts and Agency Contracts are posted within the GSS MyMarketplace site at: <http://contracts.delaware.gov/default.asp?c=3&s=d> .

Diverse

The Quarterly Score Card reports spend by Agency with diverse businesses against the total spend for the quarter. The average combined percentage of OSD and W9 spend as compared to total agency spend for the quarter is 4.2%. Five agencies exceed that average for FY2018 Q4. They are, in order of highest percentage of spend compared to the total quarterly Agency spend for this quarter: Education (34.3%), DelDOT (15%), Correction (12.6%), DHSS (11.5%), and DSCYF (8.3%). The \$39.6Million total spend with OSD Certified firms and W9 self-identified firms is 2.6% of the \$1.53Billion total spent by these agencies in this quarter. Of note is that this \$1.53Billion total quarterly spend has not been adjusted to remove any debt-service or any non-discretionary spend.

Small

The second Quarterly Score Card reports spend by Agency with small businesses and compares it against the total spend for the quarter. The average combined SBF and W9 spend as compared to total agency spend for the quarter is 4.2%. Four Agencies exceed the average for FY2018 Q4. They are, in order of highest percentage of spend compared to total agency spend this quarter: Education (44.75%), DSCYF (16.32%), DeIDOT (15.12%), and DHSS (8.75%). The \$30.8Million total spend with SBF Certified firms and W9 self-identified firms is 2% of the \$1.53Billion total spent by these agencies in this quarter. Of note is that this \$1.53Billion total quarterly spend has not been adjusted to remove any debt-service or any non-discretionary spend.

School Districts

FY2018 Q4 saw an 19.52% increase in spend with the combined OSD Certified and W9 self-identified Supplier Diversity business community by the Department of Education (DOE) when compared to the same period last fiscal year. Of the \$13,613,430 spent with the Supplier Diversity community by the Department of Education as a whole in FY2018 Q4, inclusive of \$6,508,258 or 47.8% spent with the certified businesses and \$7,105,172 or 52.2% spent with W9 self-identified diverse businesses. DOE has the highest Agency spend with the Supplier Diversity community in FY2018 Q4 representing 34.3% of the total state spend with the Supplier Diversity community.

Subcontracting/Tier II Report

Subcontracting work is not performed directly with the State, but rather is when an Awarded vendor that is on contract with the state has subcontractors and suppliers who work for them in their overall performance for the State. The Awarded vendor is responsible for all work. The State requires Awarded vendors to provide a Tier II report, sharing with us the diverse stats of any subcontractor or supplier that is a certified vendor in the performance of state work. This chart compares this quarter of Tier II work over the same period last year.

Diverse	FY2018 Q4	FY2017 Q4	% change FY2018 Q4 over FY2017 Q4
DeIDOT DBE Subcontracting	\$7,187,146	\$6,301,470	14.06%
GSS & State Tier II	\$628,865	\$601,118	4.62%
Total	\$7,816,011	\$6,902,588	13.23%

Government Support Services (GSS) contract Tier II spend

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 six GSS or central contracts totaling \$2.67Million for FY2018, an increase of 12.3% compared to the \$2.37Million in FY2017.

State Contracts	Vendor	FY2018				
		Q4*	Q3*	Q2*	Q1*	Total
001-DentalInsBenefit	Delta Dental			\$707	\$0	\$707
011-Hand Tools/ 127-Fasteners/ 577-Industrial	Fastenal				\$3,077	\$3,077
597-IT Augmentation	Computer Aid	\$625,381	\$585,361	\$580,414	\$677,181	\$2,468,337
608-Document Destruction	DE Assn. of Rehabilitation Facilities			\$12,875	\$0	\$12,875
630-IT Project Staffing	MicroTek Software	\$3,484	\$3,302	\$2,392	\$728	\$9,906

	Applied Technologies			\$156,524	\$0	\$156,524
723-Nutrition Software	Education Mgmt. Systems			\$0	\$17,180	\$17,180
Total		\$628,865	\$588,663	\$752,912	\$698,166	\$2,668,606

*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 Tier II spend

This is another indirect spend category, and it is 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. Occasionally, a DBE certified firm is also a Prime. For Tier II reporting, we do not count those DBEs who are primes, as they will be captured in the Agency Direct Spend reporting. In FY2018 Q4, forty-seven (47) different DBE Certified firms worked on DelDOT projects in a sub-contracting capacity, those Tier II payments totaled \$7.18Million.

Business Name	Ethnicity	Gender	# Awards	Payments as Prime	# Contracts as Prime	Payments as Sub	# Contracts as Sub
American Flag Inc.	Caucasian	Female	0	\$0	0	\$479,151	20
Apex Petroleum Corporation	Black American	Male	0	\$0	0	\$21,820	1
Arrow Leasing Corp	Native American	Male	0	\$0	0	\$2,059	1
Atlantic Surveying and Mapping, LLC	Caucasian	Female	0	\$0	0	\$25,693	5
Berenato Contractors Inc	Caucasian	Female	0	\$0	0	\$400	1
Blue Chip Trucking, LLC	Hispanic	Male	0	\$0	0	\$144,025	1



Brightfields, Inc.	Caucasian	Female	0	\$14,712	1	\$6,667	1
Callahan Paving Products, Inc.	Caucasian	Female	0	\$0	0	\$451,835	3
Crawford Trucking, LLC	Caucasian	Female	0	\$0	0	\$1,476,630	10
Curbs ETC Inc	Caucasian	Female	0	\$0	0	\$804,312	8
Direct & Correct, Inc.	Caucasian	Female	0	\$0	0	\$209,232	12
Eastern Steel Constructors, Inc.	Caucasian	Female	0	\$0	0	\$211,271	2
Easternex Int'l Ltd.	Subcontinent Asian	Male	0	\$0	0	\$135,720	8
Engineering & Testing Services, Inc.	Caucasian	Female	0	\$0	0	\$5,400	2
Filec Services, LLC	Caucasian	Female	0	\$0	0	\$64,403	1
Fitzgerald & Halliday, Inc.	Caucasian	Female	0	\$0	0	\$6,145	1
Handon Diving Services, Inc.	Black American	Male	0	\$0	0	\$36,125	1
Interlock Steelworkers, Inc.	Native American	Male	0	\$0	0	\$151,033	1
Janette Redrow Ltd.	Caucasian	Female	0	\$0	0	\$358,021	12
Kriss Contracting, Inc.	Caucasian	Female	0	\$88,811	1	\$297,788	8
M & M Construction, Inc.	Black American	Male	0	\$0	0	\$291,009	7
M. L. Ruberton Construction Company, Inc.	Caucasian	Female	0	\$0	0	\$201,373	2
Marinis Bros, Inc.	Caucasian	Female	0	\$38,943	1	\$561,354	5
Martinez Hauling, Inc.	Hispanic	Male	0	\$0	0	\$482	1
Nanticoke Fence, LLC	Caucasian	Female	0	\$0	0	\$29,264	2
NTM Engineering, Inc.	Caucasian	Female	0	\$0	0	\$27,446	1
Paul Pugh Trucking Co., Inc.	Black American	Male	0	\$0	0	\$28,938	1
Planet Green Clean LLC	Black American	Female	0	\$0	0	\$6,480	1
Project Management Technologies Inc	Caucasian	Female	0	\$0	0	\$4,603	1
Quarry Products Unlimited, Inc.	Caucasian	Female	0	\$0	0	\$11,728	1

Ramesh C. Batta Associates, PA	Subcontinent Asian	Male	0	\$0	0	\$54,000	1
Ram-T Corporation	Caucasian	Female	0	\$0	0	\$12,982	2
Remline Corp.	Caucasian	Female	0	\$0	0	\$5,234	1
RJM Engineering, Inc.	Subcontinent Asian	Male	0	\$0	0	\$15,602	2
Rybinski Engineering, LLC	Caucasian	Female	1	\$217,826	5	\$485	2
Sabra Wang & Associates, Inc.	Asian-Pacific	Male	0	\$0	0	\$17,781	1
Sam's Construction LLC	Hispanic	Male	0	\$258,301	2	\$163,271	6
Seagull Fence & Concrete, LLC	Hispanic	Male	0	\$0	0	\$177,017	4
Site Work Safety Supplies, Inc.	Native American	Male	0	\$0	0	\$13,582	2
Streetscapes, Inc.	Caucasian	Female	0	\$0	0	\$6,087	1
The Vann Organization Inc	Black American	Male	0	\$0	0	\$2,933	1
Traffic & Safety Signs, Inc.,	Caucasian	Female	0	\$0	0	\$529,160	23
U. S. Lumber, Inc.	Asian-Pacific	Female	0	\$0	0	\$26,668	1
Vega Solutions, Inc.	Subcontinent Asian	Female	0	\$0	0	\$2,000	2
Walton Corp	Caucasian	Female	0	\$180,933	3	\$0	0
Wang Technology LLC	Asian-Pacific	Female	0	\$0	0	\$14,600	1
Wilton Corporation	Caucasian	Female	0	\$0	0	\$95,340	4
TOTALS:			1	\$799,526	13	\$7,187,146	175

In FY2018 DelDOT's Tier II subcontracting program of DBE certified business enterprises total \$28.9M in spend. This represents a slight decrease of -2.87% in spend with DBEs during FY2018 as compared with FY2017.

	FY2018	FY2017
DelDOT DBE Subcontracting**	\$28,906,987	\$29,760,736
Increase over previous year	-2.87%	75.99%

Trainings offered to the Vendor Community

Procurement Specific Training

In a strong effort to help diverse and small business seize upon the opportunity to bid on formal procurement solicitations, and to help share how to access under-threshold opportunities, Government Support Services (GSS) Contracting Unit's Trainer and OSD offers two different but equally important training events. "Vendor Day – How to Do Business with the State of Delaware" trainings are offered throughout the state to help engage vendors and provide education about the state's procurement process, procedure, expectations, and helpful tips. "School District Supply Chain" trainings are offered in cooperation with the School Districts. These are held at the county level, offering vendors an opportunity to understand that School Districts are welcome to use statewide contracts, but are not required to, and therefore may contact with vendors following state procurement rules. Even though our state contracts are intended to be used, and are eligible to be used, by all state agencies, not all entities are required by Delaware Code to utilize these contracts. An example of excluded entities are schools, fire departments, and municipalities. Therefore, vendors are eligible to market directly to these groups. To help you identify whom to contact, the Contracting Unit maintains a list of those other procurement officials at <http://mymarketplace.delaware.gov/procurement-contacts.shtml>. This list provides names and contact information for procurement officers throughout all state offices, all municipalities, and various other departments.

These two trainings are offered inclusively to the entire business community of traditional, diverse, and small businesses. Government Support Services Contracting Unit and OSD continue to meet new vendors as they join us, along with vendors who are 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 FY2018 Q4, 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	# of Disabled Businesses Attending**	# DE Based Vendors Attending	# of Small Businesses Attending	Actual # Vendors Attending*
Vendor Day FY2011-FY2017	24	372	62	21	364	390	663
FY2018 Q1	1	23	3	2	20	25	40
FY2018 Q2	1	15	2	3	12	16	17
FY2018 Q3	0	0	0	0	0	0	0
FY2018 Q4	1	16	2	1	16	22	36
FY2018 TOTAL TO DATE	26	410	67	26	400	427	720
School District Supply Chain FY2014 – FY2017	9	155	16	0	184	203	269
FY2018 Q1	0	0	0	0	0	0	0
FY2018 Q2	0	0	0	0	0	0	0
FY2018 Q3	1	24	6	3	41	36	37
FY2018 Q4	0	0	0	0	0	0	0
FY2018 TOTAL TO DAT	10	179	22	3	225	239	306

*Some vendors meet more than one category, such as Delaware vendor who is a minority female service disabled Veteran. We count business in all categories they meet, and therefore there is some double count among the categories, however the ‘actual number of vendors’ column counts each vendor only once. The entire business community of traditional, diverse, and small business are invited, and the “Actual # Vendors Attending” is inclusive.

** Disabled businesses tracked as of August 2014.

Contracts to Watch

During FY2018 Q4, the Government Support Services (GSS) Contracting Unit continued this training and open forum opportunity. “Contracts to Watch” helps educate businesses in deciding which contracts to monitor, and when. The Government Support Services Contracting Unit hosts informal meetings, at least every other month and sometimes more frequently, to facilitate the gathering and sharing of information related to statewide contracts that are approaching a critical decision point: extend or create and advertise a new solicitation. Business owners and leaders interested in sharing information on either the efficiencies of the existing contract or

trends in related market sectors are invited to attend. Nineteen (19) contracts were discussed at two Contracts to Watch workshops this quarter. The entire business community of traditional, diverse, and small business are inclusively invited. The specific contracts discussed during this quarter are listed below.

FY2018 Q4 Contracts to Watch trainings	
May 23, 2018	Lawn Care Services
	Furniture
	Janitorial Services
	Crack Sealer, Supplies and Parts
	Medical Physicals and Laboratory Testing Services
	AG Tractor
	Drain and Sewer Scheduled Maintenance
	EOD Suit
	Family Engagement and Recidivism Reduction
June 20, 2018	Tires, Tubes and Related Services
	Plumbing Supplies
	Storage Boxes - Acid Free, Double Walled and Destruction
	Interpretation & Translation Services
	Software Value-Added Reseller
	Professional Training Services
	Drug and Alcohol Testing (Various) and Related Materials
	Construction Equipment, Agricultural
	Interpretation Services - Sign Language
	Life Safety Supplies and Services

Tracking the Contracts to Watch trainings provides information regarding the interest of diverse and small business vendors, as they are attending and participating in these open discussion meetings of upcoming and potential contract opportunities.

Contracts to Watch	# of Offerings to Date	Actual # Vendors Attending	# of MBE WBE Vendors Attending	# Veteran/SDV Attending	# of Disabled Owned Businesses Attending	# Delaware Based Vendors Attending	# of Small Businesses Attending
FY2018 Q1	3	39	14	1	0	30	20
FY2018 Q2	4	40	12	7	1	31	24
FY2018 Q3	3	49	17	4	0	33	30
FY2018 Q4	2	35	22	2	3	25	23
FY2018 YTD	12	163	65	14	4	119	97

Plan Requests

In addition to certification, the GSS Contracting Unit 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 Contracting Unit and is reviewed, passed along to the solicitation owner if appropriate, and once the solicitation owner reviews they send their decision back. GSS then coordinates with the technology team and plans are made available to the approved vendor for a 2-week period so that they may determine if their business has the capacity to perform as a supplier, 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.

Some business types that are excluded from this process including those 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 regarding 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 request volume in both FY2018 quarters to date and includes FY2017 year-end results for comparison.

Plan Request History	Q4	Q3	Q2	Q1	FY2018 YTD	FY2017	increase over FY2017
Plan Requests received	59	153	159	38	350	167	109.6%
Businesses requesting	41	100	37	31	168	123	36.6%
Requests approved	53	141	155	34	330	143	130.8%
Requests denied	4	3	1	1	5	11	-54.5%

Solicitations involved	15	32	21	23	76	63	20.6%
Requesting businesses that are OSD Certified	2	13	16	4	33	16	106.3%

Of the PlanRequests made for OSD certified vendors during FY2018 Q4, 8.5% 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 continues the new monthly workshops aimed to assist businesses in completing their diverse and small business applications. This workshop walks vendors through the application process, and provides an open forum for question and answers regarding the application process, eligibility questions, and more. For FY2018 Q4 OSD had 80 in-person touch points at meetings and workshop events engaging with 1,724 individuals, and 169 touch points with the community via the OSD List Serve engaging with 1,981 business owners and business leaders. The chart below breaks out the engagement. The Meetings and Events category includes events that are business focused such as education, networking, development, matchmaking, small and diverse business roundtables, vendor requested meetings, trainings and workshop, and any meeting at which OSD had a role to meet with and/or present access to opportunity information with business owners and business leaders. The Boards, Committees, Commission category represents working meetings as OSD sits in participant or advisory roles on nine councils, boards, and commissions, including:

- National Association of State Procurement Officials (NASPO), Steering Committee Member for 2018 Exchange Conference,
- Delaware Governor’s Supplier Diversity Council,
- United Way Delaware, Women In Action & Women United Advisory Council,
- Delaware Hispanic Commission, Economic Development Sub-Committee,
- Association of Builders and Contractors (ABC Delaware), Diversity & Inclusion Committee,
- Delaware’s State Council for Persons with Disabilities
- Delaware Technical Community College (DTCC), Terry Campus Business Advisory Board,
- National Association of Women Business Owners (NAWBO) Delaware, and
- YWCA’s Women Achieving a New Direction (WAND) Delaware, Advisory Board.

FY2018	Q4	# of business individuals	Q3	# of business individuals	Q2	# of business individuals	Q1	# of business individuals	FY2018	# of business individuals	FY2017
Meetings, Events, & Trainings	1	18	1	110	7	233	5	637	13	980	52
Boards, Committees, Commissions	5	179	2	91	10	425	4	44	16	560	38
State of Delaware engagements	17	361	15	187	11	291	4	45	30	523	
OSD Community meetings	14	913	5	295	4	14	6	420	15	729	
Vendor requested 1-on-1 meetings	41	41	17	17	4	4	1	2	22	23	
Chambers of Commerce engagement	2	212	0	0	10	245	7	105	17	350	
subtotal	80	1724	40	700	46	1212	27	1253	113	3165	220
OSD List serve outreach activities	169	1981	162	1984	152	1975	160	1996	643	1996	506
OSD participation in community	249	3705	202	2684	198	3187	187	3249	756	5161	782

OSD List Serve

OSD utilizes a list serve to outreach inclusively to the business community. All vendors, traditional, diverse, and small as welcome to join the list serve. The focus of the OSD List Serve is to share access to business development, opportunities, networking, and engagement to the businesses who joined the list serve. 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>. During FY2018 Q4 OSD has shared 169 different business-opportunity focused messages for: networking, development, and opportunity messages with the traditional, diverse, and small business community though the OSD List serve; they are included in this chart:



OSD is Sharing communications	Date shared
Kent County is Open For Business - April 5	4/2/2018
Taxes: How does your business structure impact your tax bill? - April 5	4/2/2018
Networking and First Friday: Delaware Employment Law Update - April 6	4/3/2018
NETWORKING & Knowledge: Wine4Women - April 17	4/3/2018
Invitation to Money Smart Week 2018 Events - April 24, 25, & 26	4/4/2018
Interested in Starting a Business? - all 3 counties - April 11	4/4/2018
Calling Employers - for upcoming job fair - May 10	4/5/2018
Inspiring Women in STEM Conference 2018 - May 30	4/5/2018
SAVE THE DATES: National Minority Supplier Development Council (NMSDC) 2018 National Conference - October 13-17 - in Texas	4/6/2018
Africa Trade and Investment Summit - June 24-26 - Washington DC	4/6/2018
How To Do Business With New Castle County Government - April 12	4/6/2018
Network & Knowledge - April 12th	4/9/2018
Networking and 1 Million Cups - Wilmington - April 11	4/9/2018
Get a clear focus on your business: Meditation in the Work Place - April 12	4/9/2018
ISO-9001, Value Stream Mapping, & ExporTech - business Education opportunities - starting April 10	4/9/2018
Leading the Charge - 3 workshop series for leaders - April 10 to May 11	4/9/2018
Federal Contracting info HUBzone & 8(a) - April 11 - FREE	4/9/2018
Networking, Innovation, & STEM - April 12	4/10/2018
Meditation in the Work Place - April 12	4/10/2018
Diverse and Small Business Certification Workshop with OSD - April 16 - free - GEORGETOWN	4/10/2018
National Small Business Week in KENT COUNTY - April 30 to May 4	4/11/2018
Women, Wisdom and Wealth Conference - April 19	4/11/2018
DSBC - AFTERNOON MIXER- Sullivan's Steakhouse - April 20th	4/11/2018
Working the Gig Economy as an Independent Contractor or Consultant - April 19	4/12/2018
Delaware Latino Professional Network Mixer - April 26 - Newark DE	4/12/2018
Avoiding Pitfalls and Building Bridges to a Better Business - in New Jersey - April 24 - free	4/12/2018
Veteran Transition: The Journey of Entrepreneurship - April 19 - free	4/12/2018
misleading emails - NOT from OSD	4/12/2018
Exhibiting Opportunity at Girls' Night Out! - May 10	4/13/2018
Spruce Up Your Professional and Business LinkedIn Accounts - April 30 - Dover	4/13/2018
Networking & Knowledge with Gambian First Lady - April 28	4/13/2018
Supply Chain MATCHMAKING Conference- - New Jersey - May 17	4/13/2018
Networking & Meet the New Members - April 17 - FREE	4/13/2018
Delaware SBA Small Business Week awards Dinner. - May 2	4/16/2018
Sussex County - Open For Business - April 19 - FREE	4/16/2018
Call for Speakers! Share Your Knowledge & Experience at Deltek Insight 2018	4/16/2018



NETWORKING and ASK THE MEDICAL PROFESSIONAL - April 20, July 20, October 19	4/16/2018
Seminar: Blogging for Business - April 23	4/17/2018
After Hours Networking Event at Arenas at Georgetown Airport - April 23	4/17/2018
2018 Volunteer Delaware Conference - April 30	4/17/2018
Networking and Creative Entrepreneurs - April 26 - In Rehoboth Beach	4/18/2018
2018 BIO INTERNATIONAL CONVENTION - Jun 4 - 7 - Boston, MASS	4/18/2018
Government Contracting & Certification Program - April 25- Georgetown, Delaware - free	4/19/2018
BIG IDEAS FOR YOUR BUSINESS - CONFERENCE - May 10	4/19/2018
Protecting YOUR BUSINESS DATA from Persistent Threats: How much security is enough? - May 2	4/20/2018
After Hours Mixer Airbase Carpet Mart - May 1	4/20/2018
Smaller State Purchases: Opportunities for Uniquely Structured Businesses - April 26	4/23/2018
Open for Business - New Castle County - April 26	4/23/2018
Networking & #ArtShots (No. 5) - April 26	4/23/2018
Vendor Day, How To Do Business With the State of Delaware - May 9 - free - Route 9 Library & Innovation Center - New Castle	4/24/2018
Networking & No Starving Artists: The Art of Business and the Business of Art - April 26	4/24/2018
Managing to Succeed - Value Creation Series - starts May 1	4/24/2018
Stepping Up Success for Legal & Financial Firms/Businesses - April 25 - free	4/25/2018
Networking and Delaware STEM Symposium & Awards Ceremony 2018 at DSU - May 2 - free	4/25/2018
Pitch competition for 4 vacant commercial spaces in Downtown Dover	4/25/2018
Delaware SBA Small Business Week awards Dinner. - May 2	4/26/2018
Being Legal in Business - May 30	4/26/2018
Cybersecurity, Fraud, Compliance: What Your Business Needs To Know - May 11th	4/26/2018
Vendor Day, How To Do Business With the State of Delaware - May 9 - free - Route 9 Library & Innovation Center - New Castle	4/27/2018
2018 University of Delaware Diversity Breakfast Invite - May 9 - free	4/27/2018
National Small Business Week in KENT COUNTY - April 30 to May 4	4/27/2018
NAWBO First Friday - May 4 - Dover	4/30/2018
Business Incubator in KENT County - ready and looking for you! - April 30th event - free	4/30/2018
OSD & SBF Certification Workshop - May 3 - FREE at DFLI in Claymont	4/30/2018
Networking & Small Business Awards - May 2	4/30/2018
National Small Business Week - April 29 to May 5	4/30/2018
The Money School's (DFLI) Small Business Week 2018 courses this week	4/30/2018
Ignite Your Ideas - May 7	5/1/2018
Kent County is Open For Business - May 3 - includes a "Where is the Money" presentation - FREE	5/1/2018
Networking: Emerging Leaders Group Event - May 7	5/1/2018
Pitch the Press - every Thursday	5/2/2018
Managing Chaos: Doing It All While Staying Focused - May 10	5/2/2018
Women United: Networking and Speaker Series: The Power of yoU - May 29	5/3/2018



Business focused Social Media Marketing programs at UD	5/3/2018
Vendor Day, How To Do Business With the State of Delaware - May 9 - free - Route 9 Library & Innovation Center - New Castle	5/4/2018
Write a Book, Grow Your Business - May 25	5/4/2018
The Advantages of Alliances: Sometimes You Can't Do It All Alone - May 8	5/4/2018
Panel of Women Business Owners at: Girls' Night Out! - May 10	5/7/2018
Vendor Day, How To Do Business With the State of Delaware - May 9 - free - Route 9 Library & Innovation Center - New Castle	5/8/2018
Get Important Advice from an Expert - May 10 at a library near you	5/8/2018
Women United: Networking and Speaker Series: The Power of yoU - May 29	5/9/2018
Diversity Best Practices Meeting - July 19	5/9/2018
Contracts to Watch - 9 contracts - May 23	5/11/2018
Learn more about "Unlock the Block" in Dover - May 15	5/11/2018
OSD & SBF Certification Workshop - May 21 - FREE - Dover	5/14/2018
Sussex County - Open For Business - May 17 - FREE	5/14/2018
CORRECTION OSD & SBF Certification Workshop - May 21 - FREE - Dover	5/14/2018
Small Business to Lender Matchmaking - June 5	5/15/2018
NETWORKING & Knowledge: Wine4Women - June 11	5/15/2018
Contracts to Watch - 9 contracts - May 23	5/16/2018
Alternative Sources of Funding - May 17	5/16/2018
Networking and Progressive Mixer - May 17	5/16/2018
SEPTA DBE Small Business Event -- May 23 - free (registration closes on May 21)	5/17/2018
Networking and Dining in the Dark - May 30	5/18/2018
Simple Steps for Startups/Business Concepts - May 24	5/21/2018
Networking and Tiki Deck Mixer at Chesapeake Inn - June 15	5/22/2018
Government Contracting & Certification Program - May 23- Dover, Delaware - free	5/22/2018
Open for Business - New Castle County - May 24	5/23/2018
Networking and Dolphin Tank business showcase - May 24 - Dover - FREE	5/23/2018
Goldman Sachs 10K Small Businesses education program - June 8 - FREE	5/23/2018
Nine Innings of Networking - Free Job Fair @ Wilmington Blue Rocks - June 6	5/23/2018
Federal Contracting info HUBzone & 8(a) - June 13 - FREE	5/24/2018
Inspiring Women in STEM Conference - May 30	5/24/2018
2018 Delaware Entrepreneurial Summit - July 12	5/24/2018
Being Legal In Business - May 30	5/25/2018
Launch It! The Drop-Shipping Store Workshop - May 31	5/25/2018
Owning & Operating a Virtual Call Center From Home - Saturday May 26	5/25/2018
June First Friday conversation with Delaware Small Business Caucus - June 1	5/29/2018
YWCA DIY Entrepreneur Series: Build Your Website Workshop- Registration Open - May 31	5/29/2018
Access to Capital Matchmaker Event - June 5	5/29/2018
WBENC National Conference & Business Fair - June 19 to 21	5/30/2018



Networking & Youth Entrepreneur Scholarship Golf Outing - July 23	5/30/2018
SHRM DE 2nd Annual Diversity & Inclusion Conference - July 10	5/31/2018
2018 Delaware SHRM State Conference - Maximizing Performance - Nov 1 & 2	5/31/2018
Goldman Sachs 10K Small Businesses education program - June 8 - FREE	6/1/2018
Relationship Management and Cultural Effectiveness - June 12	6/1/2018
Nine Innings of Networking - Free Job Fair @ Wilmington Blue Rocks - June 6	6/1/2018
Kent County is Open For Business - June 7	6/4/2018
Nine Innings of Networking job fair - Wednesday, June 6	6/4/2018
come learn about a free business education program from Goldman Sachs - June 8	6/4/2018
Your Business Governance - Why It Is Critical and How to Document It - June 7 - free	6/4/2018
Connect Series: Connect with Cocktails - Dover, DE - August 9	6/5/2018
Save These Dates and Connect with EMSDC for Business Opportunities - July, September, & November	6/5/2018
2018 Delaware Entrepreneurial Summit - July 12	6/6/2018
OSD & SBF Certification Workshop - June 19 - Dover - FREE	6/6/2018
American Express Summit for Success - June 26 - in Washington DC - free	6/6/2018
Networking dinner for Hispanic business owners - June 19	6/7/2018
NETWORKING & Knowledge: Wine4Women - June 11	6/7/2018
Supplier Diversity Procurement Fair - PSEG & EMSDC - July 26 - Free	6/7/2018
Contracts to Watch - 10 contracts - June 20	6/8/2018
Government Contracting & Certification Program - June 26 - Newark, Delaware - free	6/8/2018
Employee Engagement and Retention: Helping Your Employees Learn and Grow, Providing a Career Trajectory - June 20	6/8/2018
Leveraging LinkedIn for Your Business - June 14	6/11/2018
2018 Delaware Entrepreneurial Summit - July 12	6/11/2018
Delaware Latino Professional Network Mixer - June 21 - free	6/12/2018
OSD & SBF Certification Workshop - June 18 - Dover - FREE	6/12/2018
spoofed email from our Deputy Director alleging bid Notification - NOT REAL	6/12/2018
NETWORKING & Knowledge: Wine4Women - July 11	6/13/2018
SAVE THE DATE July 19 - "Vendor Day, How To Do Business With the State of Delaware" training	6/13/2018
Government Contracting & Certification Program - June 26 - Newark, Delaware - free	6/13/2018
How to Start a Business Workshop - June 14 - Newark - free	6/13/2018
Women in Leadership Symposium - Washington DC - July 18	6/14/2018
Inside our own heads: The psychology of selling - June 21	6/14/2018
"Vendor Day, How To Do Business With the State of Delaware" training in Dover - free - July 19	6/15/2018
After Hours Patio Mixer - Courtyard Newark-University of Delaware - June 27	6/15/2018
Contracts to Watch - 10 contracts - June 20	6/18/2018
Sussex County - Open For Business - June 21 - FREE	6/18/2018
Government Contracting & Certification Program - June 26 - Newark, Delaware - free	6/19/2018

Vendor Opportunities: Healthy Aging Summit - July 16-17 - Washington D.C.	6/19/2018
broken link corrected: Vendor Opportunities: Healthy Aging Summit - July 16-17 - Washington D.C.	6/19/2018
1 Million Cups - in Georgetown - tomorrow at 9am - free	6/19/2018
TechNETWORKING - Philly Maker Faire - June 24	6/21/2018
Networking & a Blue Rocks' Game - August 24	6/21/2018
Government Contracting & Certification Program - June 26 - Newark, Delaware - free	6/22/2018
How to Create a Website in Less Than 24 Hours - June 26	6/22/2018
Open for Business - New Castle County - June 28	6/25/2018
Unlock the Block in Dover is well underway! - don't miss out!	6/26/2018
2018 Delaware Entrepreneurial Summit - July 12	6/26/2018
Financing Your Business Idea - June 28	6/26/2018
2018 Tech Up for Women Conference NYC - Nov 15, 2018	6/27/2018
Networking & Join NFL Hall of Famer Jerome Bettis on the Green - July 23 - Pittsburg	6/27/2018
Networking & #ArtShots (No. 7) June 28	6/27/2018
The Power of You: Join the Conversation with Sarah Kenney Cruz	6/28/2018
Go Global: Business Trip to Singapore and Vietnam scheduled for September	6/28/2018
E-Commerce Bootcamp at WBC - starts July 10	6/29/2018
Networking & Millennial Knowledge: 2nd Annual Millennial Summit - August 7 - Wilmington DE	6/29/2018

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 plans for FY2019, OSD will continue to:

- focus on and continue to ensure progress regarding Governor Carney's Policy Objective: to support traditional, diverse, and small business priorities;
- seek and share additional opportunities for certified businesses in G2B relationships including to explore the State activity with businesses who provide services and are compensated through grants to invite those businesses to become certified;
- recruit additional companies to the Small Business Focus (SBF) certification opportunity;
- continue to participate with the Individuals with DisAbilities community as a voting member of the State Council for Persons with DisAbilities (SCPD) to continue outreach, services, and certification for Individuals with DisAbilities who are business owners;
- continue to participate with the Governor's Supplier Diversity Council (GSDC) 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> ;
- participate with valued Resource Partners including NASPO, NMSDC, WBENC, NAWBO, ABC Delaware, Chambers of Commerce throughout Delaware, SBA, SBDC, PTAC, the Boards and Commissions that OSD joins, and others within Delaware and beyond; and
- add to the reporting format for OSD reporting in FY2019, to include additional information and metrics.

Questions, Comments, and Feedback Welcome

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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