

Governor's Supplier Diversity Council

February 25, 2016 Meeting

Minutes from February 25, 2016, Governor's Supplier Diversity Council Meeting

Video Conferenced Meeting in DEDO offices in both Wilmington and Dover

Attendees:

Present in Dover: Dean Stotler, Devona Williams PhD, and Nick Callazzo III (stepped out between 12:11pm and 12:15pm and departed at 3:04pm)

Present in Wilmington: Ken Anderson, Givvel Marrero, Sakthi A. Vel PhD, Michelle Morin, and Ralph Truitt (arrived at 2:37pm).

Present on the phone (non-voting): Jayshree Moorthy, Loren Hopkins Taylor of DuPont, Wendy Brown, Brian Leahy, Michelle O'Grady, and Stephanie Young.

Absent: Anas Ben Addi, Ron Frazier Esq., and Theresa Brown Edwards Esq.

Public Present in room in Wilmington: none.

Public Present in room in Dover: none

Public Present on the Phone: none

Meeting Opened:

Meeting Called to Order by Ken Anderson, GSDC Chair, at 2:04pm.

Quorum:

A quorum (currently requires 6 of 11 members) was reached at the start of the meeting. A quorum existed at all times during the meeting except between 12:11pm and 12:15pm, when one voting member stepped out, reducing the voting count from 6 to 5 for that time period; no vote was held during this time and no information subject to a vote was covered during this time. A seventh member arrived at 2:37pm, raising the count to 7. A member left the meeting early at 3:04pm, reducing the voting count from 7 to 6; a quorum remained.

Prior Meeting Minutes:

The minutes from the December 10 and December 21, 2015 meetings. The minutes from both meetings were reviewed and were unanimously accepted without abstention, via motion by Dean Stotler and seconded by Devona Williams PhD.

February 25 Meeting Notes:

- Chair Ken Anderson greeted everyone and handled the past meeting minutes as the first order of business.
- Chair Ken Anderson invited everyone to introduce themselves, as there are new GSDC members as well as new Liaisons and one guest present. The two new GSDC members appointed by Governor Markell are Jayshree Moorthy and Ralph Truitt.

- Chair shared a brief history of Council:
 - From 2009 to present, identified Council's 2010 report and other recommendations to the Executive.
 - Complemented Government Support Services (GSS) for the work performed and Dean Stotler, Director of GSS accepted and also acknowledged the Liaisons as procurement professionals within the state and further shared that the Governing Magazine recognized Delaware as number 13 in the nation for Procurement excellence and 3rd in the nation for Sourcing. Dean credited his team.
 - Spoke to Executive Order 44 and identified that Chair and Dean Stotler on behalf of Council and Michelle Morin as the Office of Supplier Diversity met with Governor Markell's office regarding next steps on Council's 2015 recommendation to the Governor.
 - Identified that E.O. 44 creates Executive Director for OSD and Chair offered complements. Michelle Morin accepted and identified success of GSS and OSD, where OSD sits and reports.
 - Dean Stotler offered respectful appreciation to Council and spoke to the added value of Council to the State and Governor's initiatives. Dean shared that during Governor Markell's Administration spend with the Diversity community has increased by 200%. And that in FY2015 spend tallied \$214M combined to Diverse and Small businesses. A question was posed as to the number of firms and what that increase is, Michelle Morin indicated that OSD is working on that data and will bring to Council once it is ready.
- Ralph Truitt, new Council member arrived and was introduced to Council by Chair. Ralph Truitt introduced himself and voting Council members re-introduced themselves.
- Chair lead an ideation session regarding possible areas of focus for Council in 2016. The following ideas were shared:
 - Matchmaking for B2B and B2G including national certifiers, national cooperative contracts, and increase access to opportunities for the business community;
 - Look at Delaware based firms as a portion of the Diverse and Small Business firms. Dean Stotler shared that the state captures it is spend with Delaware businesses and shared the percentages of that for FY14, FY15, and FY16 to date. Dean further shared that the public listing of state contracts identify the awarded vendors and shares if they are certified as well as if they are a Delaware business or have a Delaware location;
 - The education of Senior Managers and Directors who are not knowledgeable about how to work with vendors and do not understand the procurement process;
 - As Delaware is a Veteran friendly state, it is suggested to partner with NaVOBA to help Veteran owned businesses. Michelle Morin shared in response that NaVOBA is creating a corporate level Veteran Certification, similar to NMSDC and WBENC and that Delaware's OSD is already in conversation to work with NaVOBA in this regard for Veterans similarly, to how we do with NMSDC and WBENC.
 - Council should consider if there is a need for and a benefit to have Bylaws.
 - Consider growing relationship at the Council level with other state Council's in our region.

- **Under New Business**
 - None.
- **Under Old Business,**
 - Chair Ken Anderson shared that Cathy Imburgia and Clay Hammond are no longer members of Council; their terms have expired and are not renewed.
 - Chair reviewed attendance is necessary for Quorums and that the Governor's office for Boards and Councils requests attendance reports of all appointed Council members.

Public Question / Comment:

- At 3:05pm, Chair Ken Anderson opened the floor for public comment. There were not any members of the public in the meeting rooms. It is unknown if any members of the public were on the phone as none self-identified.

Next Meeting:

April 14, 2016, from 2:00pm to 3:30pm at Delaware Economic Development Office (DEDO), Conference Room, Conference Room, 99 Kings Blvd, Dover, DE, 19901, Kent County. Notification will be provided in advance of the meeting if video conferencing is available at both DEDO locations, Dover and Wilmington.

Meeting Adjournment:

Meeting adjourned by Ken Anderson, GSDC Chair, at 3:10pm via motion by Sakthi Vel PhD and seconded by Devona Williams PhD.