

Governor's Supplier Diversity Council

August 17, 2015 Meeting

Minutes from August 17, 2015, Governor's Supplier Diversity Council Meeting **Video Conferenced Meeting in DEDO offices in both Wilmington and Dover**

Attendees:

Present in Wilmington: Ken Anderson, Givvel Marrero, Sakthi A. Vel PhD (arrived at 10:42am), and Michelle Morin.

Present in Dover: Dean Stotler and Devona Williams PhD

Present on the phone (non-voting): Cathy Imburgia, Nick Callazzo III, Wendy Brown, Ramon Ceballos, Stephanie Young, Brian Leahy, and Carmen Herrera.

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

Public Present in room in Wilmington: Kamatchi Vel.

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 10:32am.

Quorum:

A quorum (currently requires 6 of 11 members) was not reached at the meeting with four members present at start of the meeting. A fifth member arrived at 10:42am. A quorum was not reached at any point during the meeting. No vote was called for nor held.

Prior Meeting Minutes:

The minutes from the April 21, 2015 and June 16, 2015, meetings were not acted upon as the August 17 meeting did not reach a quorum.

August 17 Meeting Notes:

- Chair Ken Anderson greeted everyone and asked for comments on the June minutes. The new style of the minutes was briefly discussed as better and easier to read in the bullet format. The minutes will carry over until a quorum is reached today or at the next meeting for motion and voting purposes.
- Under Old Business, Chair Ken Anderson shared with council his recommendation of the removal of Clay Hammond from Council due to lack of attendance and participation and transition to the recommendation of new members. No questions or comments were raised.
- Chair Ken Anderson called for an update on the 2015 GSDC Initiatives. A review of current status was provided as follows:
 - Initiative 1 – *Continue review of scope of the GSDC role including discerning best practices for similar Councils and learn their functions and roles.* Ken Anderson reported:

- A review of other states, including; GA, Minn, KY, FL, TN, and VA occurred to compare those states to Delaware. Result is that Delaware is quite unique. The state closest is VA. Other states focus more narrowly on MBE. Q&A occurred regarding topics of:
 - National standards possibly leading to best practices but none are defined nationally yet for this type of Council,
 - What are other Councils doing that Delaware is not yet considering as we are able to respond quickly. Where are areas of opportunity? GA is facilitating partnerships with corporations in their MBE group. We are not certain how that is occurring but that is an area this committee can get more information about.
 - Recommendation from this initiative may be for Delaware to provide matchmaking Vendor Fair, as VA does. Delaware will need funding for this and that may be at DEDO, seeking assistance from SBA, and Procurement is seeking external funding from NASPO to assist with a matchmaking opportunity.
- Initiative 2 – *GSDC identify Delaware based organization's where we can increase our visibility, engagement, and communications to encourage their alignment with Executive Order No. 44 and overall GSDC mission.* Ken Anderson reported:
 - OSD and sometimes DEDO are active at Delmarva Black Chamber of Commerce's Minority Business Advisory Council committee (MBAC) meetings and others.
 - Conversation regarding GSDC mission and ideas for GSDC involvement in outreach occurred to support the OSD and SBF communities.
 - Q&A occurred regarding topics of:
 - What are the desired outcomes
 - What are the action items
 - Look at the GA work in partnership with corporations as mentioned in Initiative 1 and learn what that may leverage for Delaware.
- Initiative 3 – *Explore options for targeted outreach to the expanding Delaware certified community, such as small business resources, funding assistance, including DEDO business development support services and financial programs.* Nick Callazzo reported:
 - This aligns with Initiative 1 and 2 and we considered areas of outreach to construction, hospitals, pharma, and chemical companies. The goal here is to make larger corporations more aware of working with smaller businesses.
 - Q&A occurred regarding topics of:
 - Concern in aligning 3 with 1 and 2 that we lose the value of #3 which looks at impediments and at access to capital and resources.
 - Banking is a vertical that was not previously mentioned, we now have an Exchange announced, can we get Economic Development involved in this area?

- We are an agricultural state and not yet looking in that area and should consider that outreach possibility
- Ken shared that there will be a Governor's Entrepreneurial and Small Business event on October 20 to discuss access to capital with two panels.
- Where is business created in Delaware? Not sure we have examined at the support / supply chain. So when a business is established in DE, how do we make them aware of OSD and SBF?
 - No memorialized
 - Through those coming through DEDO
 - Could be through the DE Business website
 - DE Open for Business events each quarter in each county
- OSD raised the reality for this initiative and the previous one that that GSDC is not an entity with workers to perform tasks and is not a service providing resources for businesses. The conversation should be focused on what suggestions may come from Council rather than actions to be taken by Council.
- Initiative 4 – *Identify national supplier diversity trends not currently addressed in Delaware in which the GSDC may have to research and make policy recommendations, if and when requested, to the Governor's Office.* Dean Stotler reported:
 - The team has met twice and the following suggestions are raised
 - A matchmaking event is suggested to connect the OSD and SBF community to other businesses including big business. There is already interest and it touches the earlier initiatives.
 - Outreach at the Executive level by OSD and Governor to all 17 Chambers of Commerce regarding members' supplier diversity efforts and followed by a matchmaking event.
 - Bridge relationships with NMSDC, WBENC, and share lists of members to help Delaware businesses. The challenge to this is that NMSDC and WBENC charge a membership fee to see and use the lists so leverage OSD to attempt this.
 - Consider growth in the certification unit to include LGBT owned businesses given the US Supreme Court decisions, and the trend in inclusion of LGBT certified firms by the US Dept. of Labor, DuPont, the Democratic National Convention Committee, and others. The challenge is how to vet the applications and it is likely by affidavit. Q&A, will DE be the first state to be inclusive of LGBT firms, yes if we do it now that is likely.
 - To accomplish these the needed action from Council includes the following recommendations from GSDC to GOV:
 - Hold a business and matchmaking fair event (Procurement is already seeking NASPO funding for a business and matchmaking fair.);
 - OSD and GOV submit a survey to all DE Chambers of Commerce to measure and report what their business

- members do for diversity (survey to include diversity re: NMSDC, WBENC, OSD and SBF, do they have a global marketplace, how do they connect communities, etc...., OSD to create.); and
- Addition of LGBT owned business constituency to the OSD certified community.
- Initiative 5 – *Explore feasibility of pursuing sustainability as it relates to the elements of Executive Order No. 44.* Dr Devona Williams reported:
 - This initiative is about sustainability and those things that are organizational. We have considered the need to add Bylaws, looking at the balance of state employee and public sector business owners on Council, quorum issues, etc.
 - E.O.44 is sustainable; there are not challenges to that other than another Governor rescinding it.
 - The one threat raised is to avoid the wrong make-up of members.
- Chair instructed Leads to be prepared to provide action items at the September meeting, to help take the scope and role to another level.
- Under New Business, Chair Ken Anderson informed Council that the October 22 meeting had to be moved to October 14, 2015; time and location remain the same.

Public Question / Comment:

- Chair invited Dr. Sakthi Vel to introduce public guest, Kamatchi Vel.
 - Kamatchi was the founding member of VelMicro and leads Numbers Bee, which is part of VelMicro.
 - She shared that Numbers Bee has a mission of improvising numeracy to children and it is in its 14th year working with the schools including Red Clay Schools District.
 - Wilmington University created a TV show and the first broadcast is September 28th, there will be twelve episodes. The Wilmington University public access project and classroom creates 6 episodes and Numbers Bee is seeking prizes. The Delaware 87 Basketball team is a sponsor at the platinum level, the Blue Rocks are a long time sponsor, and more prizes are wished for including a car, restaurant gift certificates, and more. This is a B2B visibility opportunity.
 - Q&A and comments occurred including:
 - Congratulations
 - It would be helpful to have a repository of businesses to outreach to. State of Delaware lists all awarded vendors and those and OSD and SBF are public lists.
 - Are you finding such a list?
 - It would be helpful to find a list of business who want to be in front of parents
 - Is there a kick-starter to have a community list?
 - That would be helpful to any business.
 - Financial capital is very important but so is social capital and that is not so easily findable

- Suggestions were made for Numbers Bee to host a networking and knowledge forum to help businesses learn of the activity and opportunity. OSD would share the flier with the community since it is a B2B opportunity event.
- There were not any other 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:

September 18, 2015, from 2:00pm to 3:30pm at Delaware Economic Development Office (DEDO), Conference Room, 99 Kings Blvd, Dover, DE, 19901, Kent County. If we can video conference the next meeting from both location you will be informed.

Meeting Adjournment:

Meeting adjourned by Ken Anderson, GSDC Chair; motion and vote not possible as a quorum was not reached during the meeting. Meeting concluded at 11:46am.