

RICK SCOTT
Governor



CYNTHIA F. O'CONNELL
Secretary

October 28, 2013

Mr. Thad Fortune
Office of Supplier Diversity
Department of Management Services
4050 Esplanade Way
Tallahassee, Florida 32399-0950

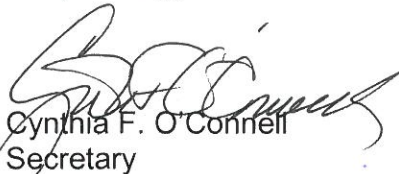
Dear Mr. Fortune:

The Florida Lottery is submitting for your review and approval our Minority, Veteran, & Women Business Participation Plan for Fiscal Year 2013/2014.

As recognized by the Legislature in Chapter 24, Florida Statutes, the Florida Lottery is a unique activity for state government. The Lottery's business function is aligned similarly to those in other entrepreneurial business enterprises and provides unique small business opportunities for the State of Florida. This year's program plan provides information on procurement, contracting strategies, and minority retailer recruitment strategies that exemplify the spirit of minority, veteran, & women business initiatives in Florida.

The Florida Lottery looks forward to working with the Office of Supplier Diversity in identifying opportunities for economic growth within the diverse business industry of the State of Florida. Should you have any questions regarding the content of this program, please contact Mr. Rhett Frisbie, Director of Procurement Management or Ms. Michelle Faircloth, Procurement Administrator at 487-7710.

Respectfully,



Cynthia F. O'Connell
Secretary

CFO/rf

Enclosure

Minority, Veterans, and Women-Owned Business Plan

Fiscal Year 2013-2014





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Florida Lottery's Vision and Mission Statement

VISION

The Florida Lottery is a multi-billion dollar state revenue resource where customer value, public trust and an unwavering commitment to the enhancement of public education are cultivated and celebrated with honesty, creativity and diversity.

MISSION

Maximize Education Revenue

The Florida Lottery was created to allow the people of the state to benefit from significant additional moneys for education while playing the best lottery games available. Consistent with this, it is the mission of the Florida Lottery to maximize revenues in a manner consonant with the dignity of the state and the welfare of its citizens.

Supplier Diversity – Statement of Commitment

As an entrepreneurial governmental business entity, the Florida Lottery will continue to demonstrate leadership, commitment and innovation in educational, outreach, and contracting initiatives to ensure the expansion of economic opportunities for minority, veteran, and women-owned business enterprises in the State of Florida.

Program Overview

Throughout the development of the State of Florida's vendor diversity program, the Florida Lottery has been a leader in support of the Department of Management Services, Office of Supplier Diversity, and its charge to ensure minority, veteran, and women-owned business enterprises are afforded fair and equal opportunities to compete in the state's contracting process.

As a result of activities by the Florida Lottery and its Business Partners, approximately \$21 million was spent with minority, veteran and women-owned business enterprises during fiscal year 2012/2013. Refer to Attachments A and B for a breakout of contractual services and commodity expenditures by the Florida Lottery for fiscal year 2012/2013.

The Florida Lottery continues to recruit minority retailers as part of its business development operations. Executive Order 99-281 provides direction to "seek untapped opportunities all across State government for minority vendors and service providers who are currently overlooked." Additionally, the plan calls for "an expansion of opportunity through improved procedures and practices that justly take into consideration a broad representation of Florida's commerce base."

During fiscal year 2012/2013, the Florida Lottery paid in excess of \$64 million respectively to minority businesses as retailer commissions.



This plan will identify the Florida Lottery's positive impact on Florida's diverse commerce base.

Program Staffing Resources

The Lottery's program will ensure continued intentional and proactive corporate citizenship in pursuing and promoting diverse entrepreneurship whereby legitimate business needs and corporate philosophies are met and supported through a network of suppliers, retailers, and programs rich in diversity.

The Lottery's program consists of the following components:

1) Staffing Resource Commitment

Procurement - The Florida Lottery's Director of Procurement Management (a senior management staff member) is responsible for providing the vision and direction for the program. A Procurement Administrator is responsible for the day-to-day oversight of the vendor diversity program including ensuring initiatives and procurement contracting strategies identified herein, or as may be identified and developed throughout the year are accomplished; and engaging with the Lottery's Business Partners to assist in their minority, veteran and women owned business activities.

Retailers - Members of the Sales Division pursue strategies to increase the Lottery's representation in non-traditional trade styles as well as retail businesses owned or operated by under-represented minorities.

2) Exposure Initiatives

Procurement - These activities ensure minority, veteran and women-owned business enterprises are afforded opportunities to compete and participate in procurement activities regardless of value and procurement method.

Retailers - These activities ensure visibility of the Lottery as a viable and profitable business relationship.

3) Educational Initiatives

Procurement – These activities ensure small businesses are informed and instructed in various processes necessary to successfully compete and participate in procurement opportunities.

Retailers – These activities ensure minority owned businesses are successful in contracting with the Lottery and that unreasonable barriers are identified and removed in the recruitment process.



Staffing Resource Commitment

Senior Management Oversight (Procurement) – The designated senior manager, Mr. Rhett Frisbie, Director of Procurement Management, is integral to the success of the Lottery's Minority, Veteran, and Women-Owned Business Participation Program as it relates to procurement and contractual matters. As a senior manager, Mr. Frisbie ensures agency procurement directives pertaining to vendor diversity are communicated to all employees involved in the acquisition process of commodities and services. Additionally, Mr. Frisbie currently serves on the Florida Advisory Council on Small and Minority Business Development.

Program Management (Procurement) – The Lottery's Minority, Veteran, and Women-Owned Business activities are systematically implemented and administered by representatives of the Office of Procurement Management.

Ms. Michelle Faircloth, Procurement Administrator serves as team lead and is directly responsible for the Lottery's day-to-day procurement operations, provides subject matter expertise ensuring successful implementation of initiatives as well as identification of new initiatives, and is responsible for assisting the Lottery business units, as well as the Lottery's Business Partners in successfully achieving minority, veteran, and women-owned business strategies.

Mr. Frisbie and Ms. Faircloth are regular participants in the monthly Vendor Diversity Workgroup meetings held by the Department of Management Services, Office of Supplier Diversity.

Senior Management Oversight (Retailers) – The Deputy Secretary of Sales, Mr. Tom Delacenserie is responsible for oversight of all matters pertaining to retailer recruitment. Mr. Delacenserie monitors the systematic implementation of outreach strategies of the Sales Division.



Procurement Exposure Initiatives

Florida Lottery Website

The Lottery's web page for procurement operations and activities continues to include relevant information on contracting opportunities and contact information. The following initiatives are a continuing element of our program:

- The Lottery has contracting strategies that stipulate its Business Partners will provide a 90-day spending plan to be posted on the Lottery's website. For the current Business Partner spending plans, please visit the Lottery's website at the below link: <http://www.flalottery.com/businessPartners.do>
- The Lottery will continue to be a leader in posting information and hyperlinks to the Office of Supplier Diversity's website and posting the Annual and Regional MatchMaker Tradeshow information as soon as it is available.
- For vendors that Lottery representatives meet at the annual or regional Matchmaker events, the Lottery will strive to post their company information with their corporate name being a URL hyperlink to their website. This provides additional value to these vendors for the money invested in their attendance at a State of Florida sponsored event.

During the fiscal year, the Florida Lottery will work to ensure the minority, veteran and women-owned business web link is prominently displayed on our Procurement Management web page.

Lottery Business Partners

The Lottery maintains a web page that lists the Lottery's Business Partners and their representative contact information. This is the result of contracting strategies that require the provision of pertinent contact information for posting on the Lottery's website, thereby enhancing transparency and providing easy access to vendors that may be seeking subcontracting opportunities. As new contracts are awarded, this information is updated.

The Lottery encourages its Business Partners to participate in the annual MatchMaker event by sponsoring and/or staffing a booth. During the 2011 Matchmaker event, Business Partners GTECH Corporation and Scientific Games International were Sponsors, and St. John and Partners participated by operating a booth.



Procurement Exposure Initiatives (continued)

Cooperative Contract Management

This initiative has provided an increased focus on subcontracting activities by providing subject matter expertise resources to Contract Managers and Business Partners. This strategy also helps identify procurement activities in which small businesses could compete for subcontracting opportunities with the Business Partners.

During solicitation development, minority, veteran and women business participation opportunities are identified for consideration by any proposing vendor. Specific language requires reporting of anticipated opportunities and subsequent actual procurement activities.

The Lottery continues to consult with the Office of Supplier Diversity in the crafting of creative small business participation language to be included in solicitations and contracts. This language provides OSD contact information for consultation on small business initiatives. This initial communication builds the foundation for consultation between the Lottery, OSD, and the eventual contractor.

During the review of solicitation submissions, Procurement Management staff compiles a supplemental listing of minority and women business participation opportunities for the successful vendor. This list includes subcontracting opportunities as well as day-to-day provisioning for operations.

The Lottery collaborates with its Business Partners in creating Minority Business Utilization Plans (where necessary) for use during their contracted term.

Business Trade Fairs

The Lottery will continue to be a leader by identifying and attending/sponsoring events that facilitate personal interaction and fostering inclusive relationships between minority, veteran, and women-owned business enterprises and the Lottery.

These outreach activities are core to the Lottery's business strategies in vendor diversity as well as retailer recruitment.

Veteran Business Enterprises

The Lottery will continue to explore opportunities to expand its current Vendor Diversity Contractual Requirements placed in the majority of its solicitations to include requirements, as applicable, for its Business Partners to extend opportunities to veteran business enterprises.



Procurement Exposure Initiatives (continued)

Mentor Protégé Program

The Lottery will continue to be an advocate of this program. The Lottery's business partner GTECH Corporation partnered with Flamingo Graphics as a result of this program in 2008. In compliance with the program Flamingo Graphics graduated out of the program and GTECH subsequently partnered with Browning Communications in the Mentor Protégé Program.

The Lottery will continue to encourage potential business partners to participate in the program through the formal solicitation process.

Additionally, Florida Lottery staff will continue to be a resource to the Office of Supplier Diversity in its efforts to re-energize this program in the future.

Facility Leasing Activity

The Lottery recognizes that our facility leasing activity is one of those areas that has untapped opportunities. Over the course of the fiscal year, the Lottery will continue to work with its headquarters and district office landlords in an effort to capture spend data for minority, veteran, and women-owned business enterprises.

Vendor Registration and Certifications

The Lottery will continue to work with the Department of Management Services (DMS) and the OSD to increase the number of registered vendors and to certify minority, veteran and women-owned business enterprises in the State of Florida.

Retailer Commissions

During fiscal year 2008/2009, with the assistance of OSD, the Lottery made great strides in capturing and reporting its' minority retailer commissions. During the current fiscal year, the Lottery will continue to work with the OSD in an effort to capture this spend as certified minority dollars.

Purchasing Card Procurements

The Lottery consistently encourages all agency staff involved in the purchasing process to obtain two (2) or more quotes from minority, veteran, and women-owned business enterprises. The Lottery will review procurement activity at the division level and provide guidance and assistance to ensure opportunities are afforded to minority, veteran, and women-owned business enterprises.



Procurement Exposure Initiatives (continued)

Expenditure Parity

While many of the Lottery's initiatives have remained consistent over the years and are still considered "Best in Class", it is our goal to not rest on our laurels. The Lottery will continue to push the envelope by establishing initiatives that will ultimately enhance the pursuit of inclusion for minority, veteran and women owned businesses in the State's contracting activities. Expenditure parity will be pursued through tracking the participation of vendors for each procurement project i.e. Request for Quote and Request for Offer, by identifying the total number of vendors solicited and the certification category of each vendor. There will be a conscientious effort to increase the number of vendors in certain certification categories in the contracting process where the Lottery has a low level of expenditures within that certification category.

Procurement – Educational Initiatives

"Doing Business with the Lottery Manual"

This year the Lottery will post its manual for minority, veteran, and women-owned business enterprises to provide guidance on how to access opportunities with the Lottery and its Business Partners as well as registration for certification as a small business. This manual will be made available for downloading from the Lottery's website. The Lottery will continue to encourage and educate minority, veteran, and women-owned business enterprises about the benefits of certification.

Trade Fairs

Sponsorship and attendance at these events have provided opportunities for Procurement Office staff to meet with new as well as established minority, veteran, and women-owned business enterprises. During the last couple of years the Florida Lottery:

- Sponsored and attended the MatchMaker 2011 Trade Show & Expos, and additionally Business Partners, GTECH Corporation and Scientific Games International also sponsored and attended this event, Business Partner St. John and Partners attended the 2011 Matchmaker.
- Participated in regional matchmaker events in Fort Myers, Tallahassee, Pensacola, and Jacksonville.
- Attended the Florida Conference of Black State Legislators 6th Annual Legislative Summit 2013 and served on a workshop panel titled "The Path to Independence."



Matchmaking opportunities for vendors with the Lottery's District Offices and Business Partners are often identified at these events.

Procurement Program Assessment

This activity assesses historical data to determine an appropriate approach for implementation of each initiative. Each activity will be monitored for success as well as opportunities for enhancement, with communication to the Office of Supplier Diversity, as necessary for additional review.

Minority Retailer Contracting Overview

The Florida Lottery is statutorily charged with the responsibility to retain a representative ratio of minority retailers. The Sales Division is proactive in recruiting minority retailers by developing and aggressively implementing strategies specifically tailored to the unique lottery business environment.

The Florida Lottery continues its efforts with the Department of Business and Professional Regulation (DBPR) in accessing and reviewing data contained in LicenseEase, DBPR's Online Licensing System. The data obtained facilitates business efficiencies and streamlines the identification of non-traditional trade styles such as barbershops, hair salons, restaurants, and hotels/motels.

The below chart depicts retailer commissions by minority classification for fiscal year 2012/2013:

Florida Lottery	
Distribution of Retailer Commission by Minority Status	
Fiscal Year 2012/2013	
Minority Classification	Commission Amount
African American	\$1,599,841.57
American Woman	\$2,429,028.64
Asian American	\$45,611,276.70
Hispanic American	\$14,063,219.86
Native American	\$306,497.55
TOTAL:	\$64,009,864.32



ATTACHMENT A
Fiscal Year 2012/2013
Contracting Summary: Commodities
By Minority and Object Codes

NON-MINORITY		
Object Code	Object Code Description	Amount
110000	PERS SERV-SALARY AND WAGES	\$16,988,829.87
110002	SALARIES - OVERTIME	\$30,605.53
110029	SALARIES - LEIP	\$9,600.00
121000	TEMPORARY EMPLOYMENT	\$67,235.78
131303	PROF FEES -TENANT BROKERAGE CONSULTING S	\$121,667.81
133465	INTERNET CREATIVE PRODUCTION	\$1,475.00
151000	SOCIAL SECURITY	\$1,283,347.79
151002	SOCIAL SECURITY MATCHING - OVERTIME	\$2,341.36
151003	SOCIAL SECURITY MATCHING - O.P.S.	\$972.62
151029	SOCIAL SECURITY MATCHING - LEIP	\$734.35
152000	STATE RETIREMENT	\$705,566.80
152002	STATE RETIREMENT - OVERTIME	\$1,679.09
152029	STATE RETIREMENT - LEIP	\$1,078.74
152200	PUBLIC EMPLOYEES OPTIONAL RETIREMENT PLA	\$206,732.70
155000	OPTIONAL RETIREMENT/ANNUITY PLAN-EMPLOYE	\$13,771.31
157000	PRETAX ADMINISTRATIVE ASSESSMENTS	\$18,809.26
161000	STATE HEALTH-EMPLOYER'S CONTRIBUTIONS	\$4,958,028.20
162000	STATE LIFE-EMPLOYER'S CONTRIBUTIONS	\$21,941.82
169500	DENTAL INSURANCE	\$367,158.16
223001	INFORMATION TECHNOLOGY COMMUNICATIONS	\$0.00
230000	PRINTING AND REPRODUCTION	\$25,047.87
243020	OFFICE EQUIP-REPAIR & MAINT(NON-CONTRACT	\$5,435.00
243050	BLDG REPAIR & MAINTENANCE(NON-CONTRACTED	\$2,254.00
261026	100777 TRAVEL EXPENSE FOR CONTRACT	\$422.56
261400	IN STATE TRAVEL-HOTEL	\$6,048.87
261500	IN STATE TRAVEL-AIRFARE	\$19,638.30
262400	OUT-OF-STATE TRAVEL-HOTEL	\$2,947.48
262500	OUT-OF-STATE TRAVEL-AIRFARE	\$8,402.80
263100	FOREIGN TRAVEL-PER DIEM	(\$503.74)
263200	FOREIGN TRAVEL-MEALS-CLASS A&B	(\$224.00)
263300	FOREIGN TRAVEL-MILEAGE	(\$215.38)
263400	FOREIGN TRAVEL-HOTEL	(\$989.72)
263500	FOREIGN TRAVEL-AIRFARE	(\$445.18)
271000	UTILITIES-ELECTRICITY	\$320,779.60
272000	UTILITIES-NATURAL GAS	\$3,439.71

273000	UTILITIES-WATER AND SEWERAGE	\$21,733.24
279000	UTILITIES-OTHER	\$17,232.77
361000	JANITORIAL & HOUSEHOLD SUPPLIES	\$76.72
371000	GASOLINE	\$554,026.01
373000	DIESEL FUEL	\$1,190.19
379090	TOLL FEES FOR SALES FLEET	\$22,144.45
381000	OFFICE SUPPLIES NON-CONSUMABLE	\$71.78
391000	INFORMATION TECHNOLOGY SUPPLIES	\$59,757.10
391001	SOFTWARE/LICENSE	\$21,330.00
393000	APPLICATION SOFTWARE (LICENSES)	\$44,896.83
393077	APPLICATION SOFTWARE-CONTRACTED SERVICES	\$32,626.46
399005	OTHER M&S-SECURITY (EXCLUDE OFFICE & DP	\$10,078.05
399012	PLAYSTATIONS SUPPLIES	\$30.00
399081	PROMOTIONAL MATERIALS & SUPPLIES	\$104.22
399083	MATERIALS AND SUPPLIES - OTHER	\$111.79
412000	GENERAL LIABILITY INSURANCE	\$2,593.28
434000	FROM NON-GOVERNMENTAL ENTITIES	\$3,335,738.04
441000	INFORMATION TECHNOLOGY EQUIP RENTAL	\$330.00
442000	COPY EQUIPMENT RENTAL	\$756.00
443000	POSTAGE EQUIPMENT RENTAL	\$9,197.04
449061	FULL SERVICE VENDING MACHINE(FSVM)	\$2,937,600.00
449080	RENTAL OTHER MISC. EQUIP. FOR PROMO EVEN	\$5,028.53
449082	LEASE FOR VENDING MACHINES	\$5,010,595.00
492000	SUBSCRIPTIONS	\$28,876.26
493000	DUES	\$29,614.16
499000	OTHER CUR CHGS-OTHER	\$11,692.44
499014	REFERENCE BOOKS AND MATERIALS	\$8,441.82
499075	NOTARY PUBLIC FEES	\$2,904.96
499080	COST OF TICKETS	\$1,454.20
499104	PERQUISITES - UNIFORMS	\$426.44
499310	ROYALTIES FOR GAMES	\$0.00
499311	ONLINE-ROYALTIES FOR GAMES	\$340,152.22
499500	DAMAGES FOR PERSONAL PHYSICAL INJURY	\$1,500.56
512000	FURNITURE AND EQUIPMENT	\$8.81
512040	FURNITURE & EQUIP EXPENSE	\$5,230.73
516000	INFORMATION TECHNOLOGY EQUIPMENT	\$8,840.00
516040	INFORMATION TECH EQUIP - LESS THAN \$100	\$101,015.88
517000	MOTOR VEHICLES-PASSENGER	\$325,907.00
517040	MOTOR VEHICHL-CAPITALIZE EXPENDITURE	\$11,815.00
519000	OTHER FURNITURE AND EQUIPMENT	\$33,089.55
A	NON-MINORITY	\$38,191,831.89

SMALL BUSINESS - STATE

Object Code	Object Code Description	Amount
243050	BLDG REPAIR & MAINTENANCE(NON-CONTRACTED	\$609.75
261400	IN STATE TRAVEL-HOTEL	\$323.95
399081	PROMOTIONAL MATERIALS & SUPPLIES	\$624.73
493000	DUES	\$90.00
498000	STATE AWARDS TO STATE EMPLOYEES-NONTAXAB	\$5,110.96
499000	OTHER CUR CHGS-OTHER	\$367.25
519000	OTHER FURNITURE AND EQUIPMENT	\$341,011.64
B	SMALL BUSINESS - STATE	\$348,138.28

SMALL BUSINESS - FEDERAL

Object Code	Object Code Description	Amount
441000	INFORMATION TECHNOLOGY EQUIP RENTAL	\$240,539.46
512000	FURNITURE AND EQUIPMENT	\$8,250.00
C	SMALL BUSINESS - FEDERAL	\$248,789.46

NON-PROFIT MINORITY

Object Code	Object Code Description	Amount
449080	RENTAL OTHER MISC. EQUIP. FOR PROMO EVEN	\$252.44
D	NON-PROFIT MINORITY	\$252.44

AFRICAN AMERICAN - CERTIFIED MBE

Object Code	Object Code Description	Amount
243050	BLDG REPAIR & MAINTENANCE(NON-CONTRACTED	\$794.14
H	AFRICAN AMERICAN - CERTIFIED MBE	\$794.14

HISPANIC - CERTIFIED

Object Code	Object Code Description	Amount
230000	PRINTING AND REPRODUCTION	\$10.00
I	HISPANIC - CERTIFIED	\$10.00

AMERICAN WOMAN - CERTIFIED MBE

Object Code	Object Code Description	Amount
230000	PRINTING AND REPRODUCTION	\$3,254.60
243020	OFFICE EQUIP-REPAIR & MAINT(NON-CONTRACT	\$44,151.86
252500	CLIENT RENTAL PAYMENT	\$320.00
393000	APPLICATION SOFTWARE (LICENSES)	\$14,745.00
399005	OTHER M&S-SECURITY (EXCLUDE OFFICE & DP	\$2,305.00

442000	COPY EQUIPMENT RENTAL	\$86,110.88
499104	PERQUISITES - UNIFORMS	\$176.25
516000	INFORMATION TECHNOLOGY EQUIPMENT	\$3,888.00
M	AMERICAN WOMAN - CERTIFIED MBE	\$154,951.59

AFRICAN AMERICAN - NON-CERTIFIED MBE

Object Code	Object Code Description	Amount
261400	IN STATE TRAVEL-HOTEL	\$298.00
261480	102380 IN STATE - HOTEL ADVERTISING	\$12,000.00
391000	INFORMATION TECHNOLOGY SUPPLIES	\$582.98
N	AFRICAN AMERICAN - NON-CERTIFIED MBE	\$12,880.98

HISPANIC - NON-CERTIFIED MBE

Object Code	Object Code Description	Amount
434000	FROM NON-GOVERNMENTAL ENTITIES	\$122,998.44
449080	RENTAL OTHER MISC. EQUIP. FOR PROMO EVEN	\$4,402.17
O	HISPANIC - NON-CERTIFIED MBE	\$127,400.61

ASIAN/HAWAIIAN - NON-CERTIFIED MBE

Object Code	Object Code Description	Amount
391000	INFORMATION TECHNOLOGY SUPPLIES	\$698.45
393000	APPLICATION SOFTWARE (LICENSES)	\$16,335.09
519000	OTHER FURNITURE AND EQUIPMENT	\$6,198.00
P	ASIAN/HAWAIIAN - NON-CERTIFIED MBE	\$23,231.54

AMERICAN WOMAN - NON-CERTIFIED MBE

Object Code	Object Code Description	Amount
230000	PRINTING AND REPRODUCTION	\$3,700.00
243050	BLDG REPAIR & MAINTENANCE(NON-CONTRACTED	\$1,512.50
399005	OTHER M&S-SECURITY (EXCLUDE OFFICE & DP	\$44.94
449080	RENTAL OTHER MISC. EQUIP. FOR PROMO EVEN	\$50.43
499000	OTHER CUR CHGS-OTHER	\$25.00
499104	PERQUISITES - UNIFORMS	\$639.52
512040	FURNITURE & EQUIP EXPENSE	\$346.50
516000	INFORMATION TECHNOLOGY EQUIPMENT	\$4,263.98
516040	INFORMATION TECH EQUIP - LESS THAN \$100	\$1,253.70
R	AMERICAN WOMAN - NON-CERTIFIED MBE	\$11,836.57

51% MINORITY COMMUNITY SERVED		
Object Code	Object Code Description	Amount
261400	IN STATE TRAVEL-HOTEL	\$0.00
493000	DUES	\$1,500.00
U	51% MINORITY COMMUNITY SERVED	\$1,500.00

OTHER NON-PROFIT		
Object Code	Object Code Description	Amount
261400	IN STATE TRAVEL-HOTEL	\$63.28
262400	OUT-OF-STATE TRAVEL-HOTEL	\$342.36
399081	PROMOTIONAL MATERIALS & SUPPLIES	\$3,233.60
493000	DUES	\$490.00
498000	STATE AWARDS TO STATE EMPLOYEES-NONTAXAB	\$8,709.50
V	OTHER NON-PROFIT	\$12,838.74

NO SELECTION		
Object Code	Object Code Description	Amount
230000	PRINTING AND REPRODUCTION	\$157.13
261400	IN STATE TRAVEL-HOTEL	\$214.00
391000	INFORMATION TECHNOLOGY SUPPLIES	\$89.98
Z	NO SELECTION	\$461.11

	FY 13 Total For Commodities	\$39,134,917.35
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**ATTACHMENT B
Fiscal Year 2012/2013**

**Contracting Summary: Contractual Services
By Minority and Object Codes**

NON-MINORITY		
Object Code	Object Code Description	Amount
131305	PROFESSIONAL FEES - CONSULTING	\$148,776.50
132100	CUSTODIAL AND JANITORIAL SERVICES	\$1,032.00
132604	RESEARCH	\$184,552.01
132700	INFORMATION TECHNOLOGY SERVICES	\$10,416.90
132701	PROF FEES - SOFTWARE INTALL AND CONSULT	\$240,316.48
132720	ON-LINE CONTRACT PAYMENTS	\$20,872,637.58
132721	SGI CONTRACT PAYMENTS	\$37,301,597.07
132727	MONTHLY ALTERA VISION UPGRADES	\$1,536,000.00
132728	ADDITIONAL TERMINALS	\$2,940,000.00
132729	GIFT CARD PROCESSING FEES	\$1,960,200.00
132804	PROFESSIONAL FEES - TRAINING	\$993.22
133200	EMPLOYMENT ADVERTISING & JOB OPPORTUNITY	\$295.00
133455	PROMOTIONS - SIGNS	\$4,255.64
133468	PROMOTIONS - MISCELLANEOUS OTHER	\$1,687.03
133470	MISCELLANEOUS PRODUCTION	\$33,540.75
133471	TV COMMERCIAL PRODUCTION	\$2,509,236.94
133472	RADIO COMMERCIAL PRODUCTION	\$27,059.00
133473	PRINT ADS	\$297,326.44
133474	OUTDOOR CREATIVE PRODUCTION	\$80,612.23
133475	INTERNET NET ACCESS AND SERVICES	\$1,523,085.26
133477	EVENT SPONSORSHIP UNDER 77201	\$770,711.50
133478	SPONSORSHIPS	\$300,339.47
133480	SPECIAL EVENTS	\$201,360.00
133481	TV/CABLE	\$8,015,434.08
133482	RADIO/SMALL MARKET	\$2,696,076.04
133483	PRINT MEDIA (NEWSPAPERS & MAGAZINES)	\$258,783.48
133484	OUTDOOR ADVERTISING	\$7,318,644.96
133485	SPONSORSHIP THRU ADVERTISING AGENCY CNT	\$728,307.75
133487	AGENCY FEES	\$2,295,449.94
133488	DRAW NETWORK FEE	\$208,089.94
133489	OTHER ADVERTISING EXPENSES	\$2,520.00
133980	PROMOTIONAL OTHER SERVICES	\$1,095.00
134200	MAILING AND DELIVERY SERVICES	\$56,474.32
134515	BANK FEES - BANKING CONTRACT	\$43,816.45
134800	LINEN AND LAUNDRY SERVICES	\$2,061.61

134900	FINGERPRINTING & BACKGROUND CHECK SERVIC	\$7,974.74
139900	INDEPENDENT CONTRACTOR-NOT OTHERWISE CLA	\$31,460.53
139902	OFFICE RELOCATION EXPENSE	\$14,335.00
151003	SOCIAL SECURITY MATCHING - O.P.S.	\$972.62
151029	SOCIAL SECURITY MATCHING - LEIP	\$734.35
152029	STATE RETIREMENT - LEIP	\$1,078.74
221000	TELEPHONE	\$1,399.24
221020	TELEPHONE EQUIPMENT AND SUPPLIES	\$3,148.61
221100	CELLULAR TELEPHONES	(\$1,840.47)
223000	INFORMATION TECHNOLOGY COMMUNICATIONS	(\$323.76)
225000	POSTAGE	\$54,988.40
227000	FREIGHT	\$483.30
227080	PROMOTIONS-FREIGHT CHARGES	\$1,438.60
229000	COMMUNICATIONS/FREIGHT OTHER	\$20.99
242010	SERV. - REPAIRS & MAINT. VEHICLES (SERVI	\$243,417.38
242020	REPAIRS & MAINT. OFFICE EQUIPMENT (SERVI	\$6,749.25
242030	INFORMATION TECHNOLOGY (SERVICES)	\$496,304.34
242040	REPAIRS & MAINT. SECURITY EQUIP (SERVICE	\$6,589.50
242050	REPAIRS & MAINT. BLDGS & MISC. (SERVICE)	\$15,278.79
243050	BLDG REPAIR & MAINTENANCE(NON-CONTRACTED	\$2,254.00
261000	IN-STATE TRAVEL-OTHER	\$9,297.86
261030	TRAVEL FOR OPS CONTRACTS	\$433.61
261080	TRAVEL ON ADVERTISING CONTRACTS	\$2,973.23
261100	PER DIEM - IN STATE	(\$120.00)
261200	MEALS - CLASS A&B - IN STATE	(\$89.84)
261300	MILEAGE - IN STATE	(\$278.57)
261400	IN STATE TRAVEL-HOTEL	\$6,048.87
261500	IN STATE TRAVEL-AIRFARE	\$19,638.30
A	NON-MINORITY	\$93,497,152.20

SMALL BUSINESS - STATE		
Object Code	Object Code Description	Amount
133478	SPONSORSHIPS	\$6,000.00
133480	SPECIAL EVENTS	\$1,225.00
133485	SPONSORSHIP THRU ADVERTISING AGENCY CNT	\$25,000.00
139900	INDEPENDENT CONTRACTOR-NOT OTHERWISE CLA	\$151,508.28
223000	INFORMATION TECHNOLOGY COMMUNICATIONS	\$1,770.22
227000	FREIGHT	\$70.00
229000	COMMUNICATIONS/FREIGHT OTHER	\$98.00
242010	SERV. - REPAIRS & MAINT. VEHICLES (SERVI	\$140.90
242030	INFORMATION TECHNOLOGY (SERVICES)	\$32,615.28
242050	REPAIRS & MAINT. BLDGS & MISC. (SERVICE)	\$100.50
243050	BLDG REPAIR & MAINTENANCE(NON-CONTRACTED	\$609.75

261000	IN-STATE TRAVEL-OTHER	\$25.00
261400	IN STATE TRAVEL-HOTEL	\$323.95
B	SMALL BUSINESS - STATE	\$219,486.88

SMALL BUSINESS - FEDERAL

Object Code	Object Code Description	Amount
139900	INDEPENDENT CONTRACTOR-NOT OTHERWISE CLA	\$860.00
242030	INFORMATION TECHNOLOGY (SERVICES)	\$138,928.92
C	SMALL BUSINESS - FEDERAL	\$139,788.92

AFRICAN AMERICAN - CERTIFIED MBE

Object Code	Object Code Description	Amount
132100	CUSTODIAL AND JANITORIAL SERVICES	\$38,346.46
243050	BLDG REPAIR & MAINTENANCE(NON-CONTRACTED	\$794.14
H	AFRICAN AMERICAN - CERTIFIED MBE	\$39,140.60

HISPANIC - CERTIFIED

Object Code	Object Code Description	Amount
131305	PROFESSIONAL FEES - CONSULTING	\$63,501.00
132100	CUSTODIAL AND JANITORIAL SERVICES	\$6,515.04
132701	PROF FEES - SOFTWARE INTALL AND CONSULT	\$161,467.00
133471	TV COMMERCIAL PRODUCTION	\$262,842.98
133472	RADIO COMMERCIAL PRODUCTION	\$18,805.00
133473	PRINT ADS	\$240.00
133475	INTERNET NET ACCESS AND SERVICES	\$216,184.73
133478	SPONSORSHIPS	\$70.00
133481	TV/CABLE	\$2,681,479.41
133482	RADIO/SMALL MARKET	\$1,235,221.63
133483	PRINT MEDIA (NEWSPAPERS & MAGAZINES)	\$59,232.36
133484	OUTDOOR ADVERTISING	\$147,683.24
133485	SPONSORSHIP THRU ADVERTISING AGENCY CNT	\$10,000.00
133487	AGENCY FEES	\$509,484.88
I	HISPANIC - CERTIFIED	\$5,372,727.27

ASIAN/HAWAIIAN - CERTIFIED MBE

Object Code	Object Code Description	Amount
131305	PROFESSIONAL FEES - CONSULTING	\$44,370.00
132701	PROF FEES - SOFTWARE INTALL AND CONSULT	\$62,305.00
242020	REPAIRS & MAINT. OFFICE EQUIPMENT (SERVI	\$1,552.00

J	ASIAN/HAWAIIAN - CERTIFIED MBE	\$108,227.00
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AMERICAN WOMAN - CERTIFIED MBE		
Object Code	Object Code Description	Amount
131305	PROFESSIONAL FEES - CONSULTING	\$147,565.50
132100	CUSTODIAL AND JANITORIAL SERVICES	\$6,446.00
132700	INFORMATION TECHNOLOGY SERVICES	\$11,025.00
132701	PROF FEES - SOFTWARE INTALL AND CONSULT	\$134,985.75
221020	TELEPHONE EQUIPMENT AND SUPPLIES	\$98.97
227000	FREIGHT	\$30.00
227080	PROMOTIONS-FREIGHT CHARGES	\$198.78
242020	REPAIRS & MAINT. OFFICE EQUIPMENT (SERVI	\$51,240.00
242030	INFORMATION TECHNOLOGY (SERVICES)	\$7,257.20
242040	REPAIRS & MAINT. SECURITY EQUIP (SERVICE	\$2,640.00
252500	CLIENT RENTAL PAYMENT	\$320.00
261000	IN-STATE TRAVEL-OTHER	\$56.00
M	AMERICAN WOMAN - CERTIFIED MBE	\$361,863.20

AFRICAN AMERICAN - NON-CERTIFIED MBE		
Object Code	Object Code Description	Amount
132100	CUSTODIAL AND JANITORIAL SERVICES	\$26,557.28
223000	INFORMATION TECHNOLOGY COMMUNICATIONS	\$282.08
261000	IN-STATE TRAVEL-OTHER	\$0.00
261400	IN STATE TRAVEL-HOTEL	\$298.00
N	AFRICAN AMERICAN - NON-CERTIFIED MBE	\$27,137.36

HISPANIC - NON-CERTIFIED MBE		
Object Code	Object Code Description	Amount
223000	INFORMATION TECHNOLOGY COMMUNICATIONS	\$57.04
O	HISPANIC - NON-CERTIFIED MBE	\$57.04

ASIAN/HAWAIIAN - NON-CERTIFIED MBE		
Object Code	Object Code Description	Amount
132700	INFORMATION TECHNOLOGY SERVICES	\$6,211.83
132701	PROF FEES - SOFTWARE INTALL AND CONSULT	\$62,000.00
242030	INFORMATION TECHNOLOGY (SERVICES)	\$2,779.50
P	ASIAN/HAWAIIAN - NON-CERTIFIED MBE	\$70,991.33

NATIVE AMERICAN - NON-CERTIFIED MBE

Object Code	Object Code Description	Amount
242030	INFORMATION TECHNOLOGY (SERVICES)	\$27,462.25
Q	NATIVE AMERICAN - NON-CERTIFIED MBE	\$27,462.25

AMERICAN WOMAN - NON-CERTIFIED MBE

Object Code	Object Code Description	Amount
132701	PROF FEES - SOFTWARE INTALL AND CONSULT	\$12,143.95
227000	FREIGHT	\$200.00
242030	INFORMATION TECHNOLOGY (SERVICES)	\$3,000.00
242050	REPAIRS & MAINT. BLDGS & MISC. (SERVICE)	\$166.00
243050	BLDG REPAIR & MAINTENANCE(NON-CONTRACTED	\$1,512.50
R	AMERICAN WOMAN - NON-CERTIFIED MBE	\$17,022.45

51% MINORITY BOARD OF DIRECTORS

Object Code	Object Code Description	Amount
133478	SPONSORSHIPS	\$2,500.00
S	51% MINORITY BOARD OF DIRECTORS	\$2,500.00

51% MINORITY EMPLOYEES

Object Code	Object Code Description	Amount
132100	CUSTODIAL AND JANITORIAL SERVICES	\$11,940.00
133478	SPONSORSHIPS	\$2,867.26
133480	SPECIAL EVENTS	\$5,000.00
133485	SPONSORSHIP THRU ADVERTISING AGENCY CNT	\$141,900.00
T	51% MINORITY EMPLOYEES	\$161,707.26

51% MINORITY COMMUNITY SERVED

Object Code	Object Code Description	Amount
133478	SPONSORSHIPS	\$11,000.00
261400	IN STATE TRAVEL-HOTEL	\$0.00
U	51% MINORITY COMMUNITY SERVED	\$11,000.00

OTHER NON-PROFIT

Object Code	Object Code Description	Amount
133455	PROMOTIONS - SIGNS	\$322.48
133477	EVENT SPONSORSHIP UNDER 77201	\$11,874.50

133478	SPONSORSHIPS	\$13,024.36
133480	SPECIAL EVENTS	\$3,250.00
133492	RETAILER PROMOTIONS - OTHER	\$230,207.20
227000	FREIGHT	\$4,729.94
261400	IN STATE TRAVEL-HOTEL	\$63.28
V	OTHER NON-PROFIT	\$263,471.76

NO SELECTION		
Object Code	Object Code Description	Amount
261000	IN-STATE TRAVEL-OTHER	\$87.54
261400	IN STATE TRAVEL-HOTEL	\$214.00
Z	NO SELECTION	\$301.54

	FY 13 Total For Contractual Services	\$39,134,917.35
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