



University of Central Florida  
Business Participation Plan  
2013-2014

**Submitted By:**  
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**Purchasing Department**  
**University of Central Florida**

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## INTRODUCTION

The One Florida Initiative and past court rulings made establishing goals, set-asides, and price preferences based upon race or gender, illegal. The courts also ruled having a program that facilitates giving a diverse company an advantage over any other company in a business transaction is unconstitutional. In consideration of the aforementioned changes, the Florida Office of Supplier Diversity (OSD) requested that all governmental entities change from a Minority Business Utilization Program to a Small Business Participation Program that focuses mainly on small businesses, including minority-owned and woman-owned businesses.

During fiscal year (FY) 2002/2003, ahead of OSD's small business inclusion request, the University of Central Florida (UCF) expanded its Diversity in Contracts program to include small businesses. In FY 2008/2009, UCF increased efforts to track service-disabled veteran-owned businesses. In early 2009, OSD expanded its program to include service-disabled veteran-owned businesses. UCF now tracks total dollars spent with certified business enterprises that are minority-owned, woman-owned, service-disabled, veteran-owned, or small businesses (S/MWVBEs).

UCF's total expenditures with certified S/MWVBEs are \$19,271,778 (see Appendix 1) an increase of 70.93%. In addition, expenditures with local certified S/MWVBEs increased by 85.39%. To comply with OSD's reporting requirements, the fiscal year comparison chart below only reports expenditures with OSD certified S/MWVBEs (does not include unclassified expenditures), which decreased by 60.41% compared to last year's expenditures.

<b>CATEGORY</b>	<b>FY 2011/2012</b>	<b>FY 2012/2013</b>	<b>DIFFERENCE</b>	<b>PERCENTAGE DIFFERENCE</b>
Construction	\$1,139,421	\$638,094	(\$501,327)	(43.99%)
Commodities	\$714,081	\$96,843	(\$617,238)	(86.43%)
Contractual Services	\$1,022,446	\$445,445	(\$577,001)	(56.43%)
Architects & Engineers	\$115,025	\$3,719	(\$111,306)	(96.76%)
<b>TOTAL</b>	<b>\$2,990,973</b>	<b>\$1,184,101</b>	<b>(\$1,806,872)</b>	<b>(60.41%)</b>

It is imperative that the university continues to encourage S/MWVBE relationships with UCF departments through outreach activities and inclusion initiatives since set-asides and goals are no longer appropriate.

## GENERAL INFORMATION

### AUTHORITY

The University of Central Florida Board of Trustees.

### OBJECTIVE

To implement contracting programs and services designed to promote the participation of small businesses, including those owned by minorities, women, and service-disabled veterans.

### PROCUREMENT RULES FOR EACH INDUSTRY AREA

UCF's purchasing regulations describe the procurement process for commodities, contractual services, minor construction (under \$1,000,000), and architectural and engineering contracts for minor construction. The process for procuring major construction (normally over \$1,000,000) and architectural and engineering services for major projects is described in UCF's Office of Facilities Planning regulations and is administered by the Facilities and Safety Department.

## BUSINESS PARTICIPATION PLAN

### 1. State the university's mission, vision, and statement of commitment for enhancing supplier diversity.

#### Mission

The mission of the Diversity in Contracts program is to create opportunities for greater supplier diversity and to become further embedded in UCF's organizational processes by engaging administration, staff, and faculty in encouraging business opportunities with those enterprises that are minority-owned, woman-owned, service-disabled veteran-owned, or small businesses (S/MWVBE).

#### Vision

The vision of the Diversity in Contracts program is to have a fair and equitable purchasing environment with a vendor supply chain that includes, and welcomes, S/MWVBEs who can meet the needs and standards of our university.

#### Statement of Commitment

Our statement for enhancing supplier diversity comes from our President, John C. Hitt, which reads, "One of the first goals I established for UCF when I became president in 1992 was for UCF to become more inclusive and diverse. Just as we strive to recruit and retain creative and talented students, faculty, and staff members who represent the communities we serve, we also cultivate an aggressive supplier diversity program that provides opportunities for minority-owned, woman-owned, service-disabled veteran-owned or small businesses to enhance the economic vitality of our region and provide quality goods and services to the university. We believe that supplier diversity promotes good corporate citizenship that leads to the best value for all of our stakeholders. Encouraging supplier diversity is a win-win strategy for UCF and the entrepreneurs with whom we partner."

## BUSINESS PARTICIPATION PLAN (CONTINUED)

2. **Identify the university's senior official responsible for monitoring and implementing our plan; also explain how you track progress and adjust your strategy, if necessary.**

### Senior Official

Gregory D. Robinson is the official responsible for implementing and monitoring the S/MWVBE program for the University of Central Florida. Please direct correspondence and materials to:

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The Purchasing Department tracks the Diversity in Contracts program's progress by monitoring monthly and quarterly S/MWVBE expenditure trends and addressing vendor feedback. The Diversity in Contracts program's strategy now includes highlighting vendor success stories.

3. **Include your proposal(s) to establish programs or initiatives aimed at promoting the participation of minority-owned, woman-owned, service-disabled veteran-owned business enterprises, including those certified by our office.**

### Program Establishment

UCF established the Diversity in Contracts program, which provides outreach to minority-owned, woman-owned, and service-disabled veteran-owned business enterprises (S/MWVBEs), over 25 years ago. For this reason, we are noting this section as not applicable.

**BUSINESS PARTICIPATION PLAN (CONTINUED)**

4. **Include your agency's proposed outreach activities targeting both certified and non-certified minority-owned, woman-owned, and service-disabled veteran-owned business enterprises, advertisement of available public contracting opportunities, and encouragement to businesses to seek public projects through the normal purchasing process for all businesses.**

**S/MWVBE Targeting Efforts**

The Diversity in Contracts Associate Director (DCAD) initiates S/MWVBE outreach awareness efforts by first targeting both certified and non-certified S/MWVBEs known to UCF. The DCAD reviews all UCF Invitations to Bid and Requests for Proposal, assigns additional qualified S/MWVBEs to the vendor mailing lists when possible, and ensures that a substantial number of those firms have an awareness of available opportunities through the use of a distribution list created from vendor outreach events.

UCF also collaborates with local S/MWVBE community agencies, informing their members of the availability of particular public contract opportunities, and encouraging such firms to seek work on public projects through the normal procurement process. The DCAD created a distribution list of those agencies to facilitate dissemination of UCF Invitations to Bid and Requests for Proposal announcements via e-mail; both large and small opportunities continue to be distributed using this method. Participating agencies are as follows:

- Caribbean Chamber of Commerce
- Central Florida African American Chamber of Commerce
- Florida Minority Business Development Agency
- Florida Minority Supplier Development Council
- Greater Orlando Aviation Authority – Small Business Development
- Hispanic Business Initiative Fund
- Hispanic Chamber of Commerce
- National Entrepreneur Center
- State of Florida, Office of Supplier Diversity
- Orange County Business Development Division
- Orange County Public Schools
- UCF Small Business Development Center

## **BUSINESS PARTICIPATION PLAN TARGETING EFFORTS (CONTINUED)**

The Purchasing Department posts all solicitations on the department's Web site at <http://www.purchasing.ucf.edu>. The department also posts information on UCF's general purchasing processes and vendor registration.

The DCAD ensures contact information concerning S/MWVBES is available to all purchasing agents and provides updated information as it changes. The DCAD also assists purchasing agents and other departments in searching and selecting S/MWVBE sources from Florida's Office of Supplier Diversity (OSD) directory and the Central Contractor Registration database (CCR), formerly PRO-NET, as well as a variety of other local S/MWVBE databases. All purchasing agents have access to online S/MWVBE databases and use these sources to seek S/MWVBES as needed.

### **Planned Outreach Events**

The Purchasing Department staff proactively takes advantage of any opportunity to introduce diverse businesses to UCF. The staff also partners with local S/MWVBE community organizations and attends activities promoting diversity in contracts. The annual OSD Matchmaker Conference for the state of Florida was included in UCF's planned outreach activities last year, as it is this year.

### **FY 2012/2013 External Outreach Updates**

Last fiscal year, the Purchasing staff and/or the Diversity in Contracts Assistant Director participated in 9 major S/MWVBE trade shows and outreach events, as shown below.

- Central & North Florida Minority Supplier Development Council Annual Trade Show & Business Conference
- Hispanic Business Initiatives Fund's Annual Business Matchmaker
- University of Florida's 22nd Annual Small Business Conference & Trade Show
- Central & North Florida Minority Supplier Development Council Town Hall Meeting and Seasonal Soiree
- Florida 8(a) Alliance Networking Reception
- National Association of Educational Procurement Conference and Trade Show
- Central Florida Chapter National Institute of Government Procurement Reverse Trade Show

**BUSINESS PARTICIPATION PLAN**  
**FY 2012/2013 EXTERNAL OUTREACH UPDATES (CONTINUED)**

- University of South Florida's Small Business Development Center Government Small Business Trade Show
- Black Business Investment Fund Appreciation Brunch

**FY 2012/2013 Internal Outreach Updates**

As summarized below, UCF worked with internal stakeholders to facilitate opportunities for S/MWVBEs with key departments and enhance reporting accuracy.

**Diversity in Contracts Campus Activity**

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The DCAD position was vacant during much of this reporting period resulting in fewer internal activities at UCF than FY 2011-2012. Some of the FY 2012-2013 internal activities aimed at increasing awareness and opportunity are summarized below:

- The DCAD met with the prime contractor for the new parking Garage for Academic Village to discuss inclusion of S/MWVBEs in the project. An announcement was published to all contractors registered in UCF's S/MWVBE database to invite qualified firms to participate.
- The DCAD worked with Facilities Business Office to discuss Subcontractor reporting. As a result, reporting forms were standardized and duplicate versions combined for more efficient and accurate Subcontractor reporting.
- The DCAD sent Facilities Planning minor services solicitations to partnering agencies as well as contractors registered in the S/MWVBE database.

## BUSINESS PARTICIPATION PLAN OUTREACH UPDATES (CONTINUED)

### **FY 2013/2014 External Outreach**

The university plans to continue its participation in many of the same events held during FY 2012/2013. Events conducted by S/MWVBE community agencies that collaborate with UCF to advertise its contract opportunities are listed below:

- Florida Minority Supplier Development Council's Annual Trade Fair
- Service-Disabled Veteran-Owned Business Enterprise Trade Show
- Florida's Office of Supplier Diversity Matchmaker Conference
- Hispanic Business Initiative Fund's Business Opportunity Trade Show
- UCF Small Business Development Center Activities
- University of Florida's Annual Small Business Conference & Trade Fair
- Central Florida African American Chamber of Commerce events
- Florida Minority Supplier Development Council's chapter meetings
- National Institute of Government Purchasing Reverse Trade Show
- National Associate of Educational Procurement Trade Fair

### **FY 2013/2014 Internal Outreach**

The university views internal outreach as part of its comprehensive strategy, but due to the Diversity in Contracts Associate Director (DCAD) position being temporarily vacant, a full list of anticipated events for 2013/2014 has not been created yet. Based on past successes UCF plans to repeat past events that linked S/MWVBEs directly with key departments and procurement opportunities including:

#### **The UCF Spring Supplier Diversity Day – Mini Sessions**

UCF's Annual Fall Supplier Diversity Day (SDD) events have been very beneficial events with exhibiting vendors, departments, community partners, and construction contractors. UCF's SDD has proven to be the best way to engage university staff in supplier diversity and for local businesses to have face to face interaction. Diverse vendors will be invited to present their success stories to show that supplier diversity does work and to encourage other businesses to continue marketing efforts.

**BUSINESS PARTICIPATION PLAN  
INTERNAL OUTREACH UPDATES (CONTINUED)****Diversity in Contracts Campus Presentations**

The DCAD and purchasing staff will provide various on-campus S/MWVBE introductions to end-user departments. As noted previously UCF plans to attend numerous external outreach events and continue to provide bid announcements to the S/MWVBE registered firms. Firms are always encouraged to follow-up with the DCAD and staff. Through these contacts, the DCAD will coordinate appropriate presentations and introductions to foster procurement opportunities.

**Internal Outreach Communications**

UCF Purchasing agents are involved in internal outreach events and include S/MWVBEs in the vendor selection processes. Other communications include:

- Diversity in Contract liaisons communicate and interject diversity in their departments' daily acquisition process
  - Diversity in Contracts will be featured in the UCF Purchasing newsletter to be published in January 2014
  - An FAQ section is being added to UCF's purchasing web site. The FAQ will include information about Diversity in Contracts and a link to that page which features a calendar of events and success stories.
  - UCF's Web page is accessible world-wide, making our outreach a global effort
- 5. Include the University's planned programs to educate business owners in the various processes used by the university and the steps UCF plans to take to ensure that these programs reach both certified and non-certified minority-, service-disabled veteran- and women-women-owned business enterprises.**

Most contact UCF has with diverse vendors is twofold: educational seminars combined with the outreach activities previously discussed.

**BUSINESS PARTICIPATION PLAN  
OUTREACH UPDATES (CONTINUED)****Educational Activities**

The outreach events UCF participated in (detailed in question 4) were not only to seek out diverse vendors, but also to provide opportunities to educate vendors on how to do business with UCF.

**Supplier Diversity Brochure**

UCF's supplier diversity brochure was updated in 2011/2012 and another update is currently in process. The brochure was first introduced during FY 2007/2008 as a completed goal from the FY 2006/2007 report. The brochure serves as a resource manual to educate vendors on how to do business with UCF. The brochure also comes with a strong message of support for our supplier diversity program from UCF President, John C. Hitt.

**Purchasing/Diversity in Contracts Web Site**

The Purchasing Department advertises all solicitations on its Web site and the Florida Vendor Bid System Web site. The Diversity in Contracts Web site serves as a portal for disseminating information that includes upcoming trade shows and outreach events, industry specific guides to marketing on campus, and a listing of S/MWVBE agencies. These various forums allow us to communicate our outreach plans and purchasing processes.

**Construction Pre-Bid/Pre-Solicitation Conferences**

The Diversity in Contracts Associate Director (DCAD) is invited to the university's pre-bid/pre-solicitation conferences and discusses the university's S/MWVBE program with prospective contractors for hard-bid construction projects. For construction manager projects, the DCAD participates as a non-voting member of the selection committee and provides input on our supplier diversity program. The DCAD assists general contractors and construction managers by providing education concerning state and local certified S/MWVBEs and by attending initial project and progress meetings. The DCAD also provides S/MWVBE subcontracting sources to the construction community upon request.

**BUSINESS PARTICIPATION PLAN**  
**EDUCATIONAL ACTIVITIES (CONTINUED)****Small Business Development Center**

UCF's Small Business Development Center (SBDC) provides business seminars and FREE one-on-one counseling for small business owners. The following workshops are part of the SBDC's New Ventures seminar series. Information provided on the New Ventures Basics Series is summarized from the SBDC Web site: <http://www.bus.ucf.edu/sbdc/page/New-Ventures-Seminar-Series.aspx>.

**New Ventures Basics: Start-Up Basics**

This seminar will help interested business owners learn the essentials of getting started in business. The seminar includes an introduction to business plans and the importance of preparing one, exploring the legal forms of business (sole proprietorship, partnership, corporation, limited liability corporation), and determining the local, state, or federal licensing requirements for the business.

**New Ventures Basics: Marketing**

This seminar is an overview of the entire marketing process, featuring the "Four P's of Marketing" (Product, Price, Place, and Promotion). Attendees will receive practical ideas for high-impact marketing on a limited budget.

**New Ventures Basics: Business Plan Writing Made Easy**

This seminar provides a simple and realistic approach for the serious entrepreneur who is ready to write that winning business plan. This workshop guides the entrepreneur through outlining key sections of the plan and offers "the Ultimate Business Planner" software at a significant discount as an add-on.

**New Ventures Basics: Financing**

In this seminar, participants will learn about various financing options: bank loans, SBA guaranteed loan programs, private investment, and venture capital.

## BUSINESS PARTICIPATION PLAN EDUCATIONAL ACTIVITIES (CONTINUED)

### **New Ventures Basics: Bookkeeping and Taxes**

This seminar will teach each participant to understand their chart of accounts, federal and state tax requirements, sales tax, and tax decisions regarding their legal forms of business.

### **New Ventures Basics: Business Legal Mistakes & How to Avoid Them**

Business owners will learn how to write a business plan, how to use financial documents when preparing a loan proposal, and how to determine the feasibility of securing a loan. They will also learn how to apply for a loan and to plan for change. Writing a business plan is a critical step to success.

### **New Ventures Basics: Insurance**

Insurance must be considered a necessary expense of owning a business that cannot be postponed. This seminar will advise participants how to keep their insurance premiums low, how and where to locate a good insurance agent, types of insurance needed, and required insurances.

6. Summarize the university's past contracting successes with certified and non-certified minority-owned, woman-owned, and service-disabled veteran-owned business enterprises, including a breakdown of purchasing dollars spent during the previous fiscal year with these businesses. Please include your future projected targets.

### **Contracting success with certified and non-certified S/MWVBEs**

The university's contracting with S/MWVBEs continues to grow. Some S/MWVBE vendors, along with their receipt of contracts, are worth highlighting.

- **Data and Image Processing Consultants, LLC (Minority/Asian-Owned)**
  - \$39,774
- **Gomez Construction (Minority/Hispanic-Owned)**
  - \$44,891
- **Perey Turnstiles, Inc. (Woman-Owned)**
  - \$104,022 awarded by Construction
- **VB Consulting (MBE/African American, Woman-Owned)**
  - \$532,150

**BUSINESS PARTICIPATION PLAN  
CONTRACTING SUCCESS WITH S/MWVBE VENDORS (CONTINUED)**

The university's financial accounting system captures commodities and contractual services data, but most dollars for construction and architects and engineers are still captured manually. See appendix 1 for a complete report of S/MWVBE expenditures.

**7. Summarize how you capture and report subcontractor information.**

**Capturing and Reporting Subcontractor Information**

Subcontractor information is recorded from all contractors awarded major construction contracts with the university's Facilities Planning Office. Each contractor must submit S/MWVBE subcontractor reports as part of their pay application to the Facilities Planning accountant assigned to each construction project. Facilities Planning accountants forward the subcontractor reports to the DCAD as they receive them from contractors. Contractors do not always send their pay applications, which include the subcontractor report, on a monthly basis. Purchasing keeps a monthly checklist of subcontractor reports for each university construction project, whether or not contractors send a report.

**8. List any new initiatives or internal procedures by the university that enhance minority-owned, woman-owned, and service-disabled veteran-owned business enterprises.**

**New Initiatives**

**New Facilities Planning Minority Business Inclusion Model**

Diversity inclusion has continued to decline since passage of the One Florida Initiative eliminated the 30% S/MWVBE inclusion mandate. Particularly striking is the current absence of African-Americans, Asian-Americans, Hispanic-Americans,

## BUSINESS PARTICIPATION PLAN NEW INITIATIVES (CONTINUED)

and Native Americans (MBEs) winning major construction projects or even subcontracts. The university must take action to target these minority groups with inclusion initiatives. Some examples of new initiatives planned:

- Create a Facilities Planning MBE inclusion manual
  - The manual will be used to communicate UCF's procedures for diversity inclusion initiatives
- Include a recommendation that OSD's certified MBE mentor-protégé program be included in UCF bid documents on a voluntary basis; this is not considered a set-aside, and a score will not be assigned
- Present to non-S/MWVBE groups on the importance of MBE inclusion for economic development
- Create a listing of the top skilled, qualified MBEs statewide that are in the architectural, construction, and engineering fields
- Develop a quarterly roundtable of top MBEs that will receive a series of group coaching sessions from the Facilities Planning Office

### **Online Vendor Database**

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We will develop an online vendor database but because of budget constraints, this plan remains on hold. We hope that the schedule, team, and design needs of the database will soon be in place, providing a direct link to capturing current and potential vendor information as well as tying vendor information directly to expenditures. The database will:

- Feature an automated vendor profile
- Trigger automated reminders of expired S/MWVBE certifications
- Offer multiple business categories and certification selections
- Provide a menu of services and list the vendors that provide them
- Be accessible by all UCF employees

The benefits of an online database include increased accuracy of the vendor data collected from all vendors and the ability to trigger reminders to vendors to update their vendor information or S/MWVBE certification when necessary. An online database lowers the possibility that S/MWVBE vendors will be lost in the process if

## **BUSINESS PARTICIPATION PLAN NEW INITIATIVES (CONTINUED)**

their status is not entered into our financial system. UCF staff will have the ability to view current and potential S/MWVBEs and search for those businesses by the services each business offers. In the interim, UCF offers S/MWVBE's the opportunity to register via a web based tool hosted by wufoo.com. Although it doesn't provide all the advantages described above, the DCAD is able to conduct basic searches and sort supplier data.

### **Small Business or Minority-Owned and Woman-Owned Business Queries Analysis and Verification**

Purchasing's Coordinator of Administrative Services (CAS) verifies the validity of S/MWVBE's certifications as the companies are entered into the university's financial system. The CAS conducts monthly checks of the companies' status to ensure the certification is still valid.

## **BUSINESS PARTICIPATION PLAN CONCLUSION**

This business participation plan was written in response to specific questions requested by Florida's Office of Supplier Diversity (OSD). This plan is not meant to document every attribute of the UCF Diversity in Contracts program or its various initiatives. For example, the fiscal year comparison chart in the plan's introduction only captures expenditures from OSD certified vendors. UCF uses several other city, state and federal S/MWVBE certification programs to document all applicable expenditures in its financial system. Diversity in Contracts acts efficiently, using its current S/MWVBE expenditure data as a guide, and targets those groups of businesses that are substantially underrepresented in the university's supply chain. Therefore, the UCF Diversity in Contract's program acts aggressively and proactively. The variety and strength of both the internal and external outreach events that this plan documents is a portrait of the University of Central Florida's Diversity in Contracts program success.

**State University System of Florida**  
**Certified Small, Minority, Women & Service Disabled Veteran-Owned (SMWVBE) Annual Report**  
**University of Central Florida**  
**FY 2012-2013**

CATEGORY	MBE CODE	CONSTRUCTION		ARCH & ENG		COMMODITIES		SERVICES		TOTAL	
		NO.	DOLLARS	NO.	DOLLARS	NO.	DOLLARS	NO.	DOLLARS	NO.	DOLLARS
<b>BUSINESS CLASS:</b>											
GOV'T AGENCY	E	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
NON-PROFIT ORG	F	0	\$0	0	\$0	2	\$988	0	\$0	2	\$988
<b>TOTAL BUSINESS CL.</b>		<b>0</b>	<b>\$0</b>	<b>0</b>	<b>\$0</b>	<b>2</b>	<b>\$988</b>	<b>0</b>	<b>\$0</b>	<b>2</b>	<b>\$988</b>
<b>STATE CERTIFIED MBE</b>											
SMALL BUSINESS STATE	B	28	\$27,594	0	\$0	2	\$5,723	21	\$79,268	51	\$112,585
AFRICAN AMERICAN	H	0		0	\$0	5	\$9,899	6	\$14,831	11	\$24,730
HISPANIC	I	3	\$419,911	4	\$3,719	2	\$663	35	\$130,364	44	\$554,657
ASIAN/HAWAIIAN	J	3	\$2,224	0	\$0	7	\$1,963	16	\$28,220	26	\$32,407
NATIVE AMERICAN	K	0		0	\$0	0	\$0	0	\$0	0	\$0
AMERICAN WOMAN	M	18	\$172,674	0	\$0	30	\$49,648	52	\$168,292	100	\$390,614
SERVICE DIS. VETERAN	W	5	\$15,691	0	\$0	11	\$28,947	8	\$24,470	24	\$69,108
<b>TOTAL STATE CERTIFIED MBE:</b>		<b>24</b>	<b>\$638,094</b>	<b>4</b>	<b>\$3,719</b>	<b>57</b>	<b>\$96,843</b>	<b>138</b>	<b>\$445,445</b>	<b>256</b>	<b>\$1,184,101</b>
<b>LOCAL SWMBE</b>											
AFRICAN-AMERICAN	N	4	\$12,760	0	\$0	3	\$34,885	4	\$6,540	11	\$54,185
HISPANIC	O	6	\$685,774	0	\$0	4	\$5,543	0	\$0	10	\$691,317
ASIAN-HAWAIIAN	P	3	\$178,475	0	\$0	1	\$9,778	11	\$17,295	15	\$205,548
NATIVE AMERICAN	Q	0		0	\$0	0	\$0	0	\$0	0	\$0
AMERICAN WOMAN	R	16	\$1,086,540	0	\$0	9	\$206,825	28	\$535,390	53	\$1,828,755
SERVICE DIS. VETERAN	Y	0		0	\$0	3	\$14,715	0	\$0	3	\$14,715
<b>TOTAL LOCAL SWMBE:</b>		<b>29</b>	<b>\$1,963,549</b>	<b>0</b>	<b>\$0</b>	<b>20</b>	<b>\$271,746</b>	<b>43</b>	<b>\$559,225</b>	<b>92</b>	<b>\$2,794,520</b>
<b>FEDERAL SWMBE</b>											
SMALL BUS FEDERAL	C	264	\$3,174,636	0	\$0	2,098	\$7,719,681	253	\$1,163,507	2,615	\$12,057,824
MBE FEDERAL	D	0		0	\$0	0	\$0	0	\$0	0	\$0
AFRICAN-AMERICAN	N	0		0	\$0	42	\$24,455	0	\$0	42	\$24,455
HISPANIC	O	0		0	\$0	257	\$231,215	2	\$200	259	\$231,415
ASIAN-HAWAIIAN	P	0		0	\$0	488	\$405,690	17	\$42,849	505	\$448,539
NATIVE AMERICAN	Q	0		0	\$0	52	\$17,940	0	\$0	52	\$17,940
AMERICAN WOMAN	R	3	\$113,075	21	\$16,556	1,410	\$966,784	67	\$642,781	1,501	\$1,739,196
SERVICE DIS. VETERAN	Y	0		0	\$0	292	\$232,315	149	\$541,473	441	\$773,788
<b>TOTAL FEDERAL SWMBE:</b>		<b>267</b>	<b>\$3,287,711</b>	<b>21</b>	<b>\$16,556</b>	<b>4,639</b>	<b>\$9,598,080</b>	<b>488</b>	<b>\$2,390,810</b>	<b>5,415</b>	<b>\$15,293,157</b>
<b>UNCLASSIFIED</b>											
UNKNOWN CLASSIFICATION	Z	1381	\$27,017,692	510	\$11,546,723	53,976	\$51,680,839	77,208	\$78,741,764	133,075	\$168,987,018
<b>TOTAL UNCLASSIFIED</b>		<b>1381</b>	<b>\$27,017,692</b>	<b>510</b>	<b>\$11,546,723</b>	<b>53,976</b>	<b>\$51,680,839</b>	<b>77,208</b>	<b>\$78,741,764</b>	<b>133,075</b>	<b>\$168,987,018</b>
<b>TOTAL FOR ALL:</b>		<b>1701</b>	<b>\$32,907,046</b>	<b>535</b>	<b>\$11,566,998</b>	<b>58694</b>	<b>\$61,648,496</b>	<b>77877</b>	<b>\$82,137,244</b>	<b>138,807</b>	<b>\$188,259,784</b>