



Florida Advisory Council on Small and Minority Business Development

MEETING MINUTES

January 7, 2015

2:00 p.m. – 3:00 p.m.

WELCOME & INTRODUCTIONS:

Chair Gonzalez welcomed everyone to the meeting. **IN ATTENDANCE:** Cheryl Gonzalez, **Chair** - (University of North Florida), Jay Narang (GDKN Corporation), Pamela Hart Frazier (Palm Beach County), Wendy Grey (Wendy Grey Land Use Planning LLC), Augusto Sanabria (Hispanic Business Initiative Fund of Florida), Anne Marie Richards (Office Depot), Ben Harris (City of Tallahassee), Barbara Rhodes Melvin (Wells Fargo Bank), George Owen (Independent Consultant), Rhett Frisbie (The Florida Bar), Julius Davis (VoltAir Consulting Engineers) and Carlos Rodriguez (Maverick Constructors, Inc.). Also, on the call were DMS/OSD staff members Thad Fortune-MBE Administrator, and Denise Wright, Administrative Assistant who recorded the minutes.

NOT IN ATTENDANCE: Christine McMillon (Ensync Diversified Management Services) and Malik Ali (FMSDC).

Agenda Modification/Adoption: Mr. Owen moved to adopt the agenda. The motion was seconded by Ms. Melvin. The agenda was accepted and approved unanimously by the Council.

Adoption of Minutes from the December 3rd regular Meeting and December 17th call meeting: **The following corrections were made:** Ms. Gonzalez requested the following in the December 3rd minutes by adding: *Mr. Fortune can make a public records request to receive data from each University.* Also, Ms. Gonzalez the following change in the December 17th special call meeting minutes by adding: *...on Mr. Frisbie's motion to adopt the annual report with the above changes and/or revisions, and the authority for wordsmithing.* Mr. Owen moved to adopt the minutes with both sets of corrections. The motion was seconded by Mr. Frisbie. The minutes were accepted and approved unanimously by the Council with the changes as noted.

Department of Management Services, OSD'S Update, Thad Fortune:

- Mr. Fortune stated OSD is completing its annual report. Also, he announced they certified/recertified 2,438 companies for fiscal year 2013-2014. As of today, there are 5,330 companies certified through OSD.
- Last fiscal year, the State of Florida spent \$595,624,193.00 with certified firms.
- OSD is gearing up to conduct the 2015 Regional MatchMaker events. The Northwest Regional will be held in Pensacola, February 12th at the University of West Florida and the Northeast Regional will be held in Jacksonville, March 12th at the University of North Florida. Presently, there are 15 registered entities for the Pensacola One-On-One Sessions. The on-line registration site will go live Thursday, January 29, 2015 at 8:00 a.m. OSD will work with military establishments in Pensacola.
- Mr. Fortune stated the lowest number of certified minority business companies exist in the panhandle. Therefore, OSD is expanding outreach to Bay, Jackson and Escambia counties and surrounding counties to increase the numbers at the Pensacola Regional.

Q & A: **(Q)** Mr. Frisbie asked for the status of the Business Plan approval letters. **(A)** Mr. Fortune stated Ms. Wright is in the process of distributing those letters. He also stated that only three agencies did not submit a plan and have asked for an extension.

(Q) Mr. Frisbie asked the Chair if he could request an analysis from OSD of the direct expenditures by state agencies as well as second tier reporting by state agencies for the last several years showing the increases and decreases. (A) Mr. Fortune requested the Chair to send Mr. Frisbie's request to Ben Wolf for an official request. Ms. Gonzalez asked Mr. Frisbie to put his request in writing and stated that all requests from the Council be put in writing so they can track which ones have been responded to.

Council Chair/Vice Chair's Update:

- Ms. Gonzalez stated the Council completed its 2014 Annual Report and the Access to Capital/Access to the Marketplace working group report will produce its third report regarding the State's Comprehensive Plan from the standpoint of small and minority business development per Statute.
- Ms. Gonzalez announced that DMS has a new Secretary, Chad Poppell who is the former Chief of Staff for the Department of Economic Opportunity (DEO); and his Executive Assistant is Donna Budd formerly of the same DEO.
- Ms. Gonzalez stated that OSD once provided the Council a list of improvement to enhance the State of Florida's spend with minority- and women-owned businesses and she asked for the status of those items. Mr. Fortune stated this is not being done at this time because OSD is no longer with State Purchasing. However, because it is relevant to OSD's overarching role, Mr. Frisbie agreed to consider that as part of the State's Vendor Diversity Committee work and will follow-up with OSD, which reports to the DMS Secretary.
- Annual Report: She said the final report was sent timely via e-mail to the Governor's Office, the Senate President, House Speaker, the Lieutenant Governor, and Secretary Poppell. All legislators will be forwarded the report.
- Ms. Gonzalez stated she is developing a transition document to send to Secretary Poppell.
- Ms. Gonzalez stated she was told to expect to meet with Secretary Poppell sometime after he meets with OSD staff.
- Ms. Gonzalez stated the package on international trade that Council members received from Enterprise Florida's (EFI) Vice President Bill Spivey was discussed at the face-to-face meeting EFI hosted in September 2014. She asked members to share the information with their constituent groups.

Stakeholder Commentary: Kenneth D. Pratt, Esq., Sr. VP/ Governmental Affairs, Florida Bankers Association

- Mr. Pratt began his political career as a State Representative out of Orlando. He was involved with economic development issues, which led him to transition to economic development lobbying and to his current position at the Florida Bankers Association (FBA). FBA represents the largest to the smallest financial institutions and they recognize that each of them has different challenges. Mr. Pratt stated they try and make sure the lines of communication between bankers and legislators are open.
- Mr. Pratt stated one of the creations under the Dodd-Frank legislation is the Consumer Financial Protection Bureau. This bureau is funded by the federal government and does not have any real oversight.
- Mr. Pratt stated that the banking industry is overrun with quite a few mergers and acquisitions. Also, with the mergers and acquisitions, many of the community banks are getting out of the banking business. Approximately 70 to 80 banks closed throughout the recession.
- Mr. Pratt stated there is a lack of startup bank charters, which have to be approved by the government.
- He also commented that he and his constituents agreed with the Chair's assessment that the new state Micro-finance legislation was unattractive for both sides – potential lenders and prospective borrowers. He agreed to provide feedback on the same.

Old Business and Actions Requiring Votes:

- A. Next Steps for Policy Recommendations:** The Council has six policy recommendations, which will be monitored and assessed for needed changes.
- B. Next Steps for Comprehensive Plan Recommendations:** Ms. Gonzalez will communicate to Ms. Grey through Ms. Wright to schedule a meeting to begin implementation of the Council's recommendations for the State's Comprehensive Plan.
- C. Communication Plan and Recommendation to the Council's Homepage:** To facilitate ease for intended readers to search and find Council information on the DMS website, the following recommendations were made: (1) It was recommended that the title Florida Advisory Council on Small and Minority Business Development be placed on the left-hand side of the page prominently under DMS/OSD. (2) Once on the

Advisory Council's page, Ms. Gonzalez stated it would be best to insert Florida Advisory Council on the left-hand for consistency. (3) Mr. Frisbie suggested listing the Council separately from OSD under other programs. Mr. Frisbie moved to adopt the recommendations to the Council's homepage. The motion was seconded by Ms. Frazier. The recommendations were accepted and approved unanimously by the Council. (See attachments.)

New Business:

- A. Council Strategic Planning Session:** Ms. Gonzalez proposed to conduct the next planning session combined with our regular monthly meeting in April during the Southern Florida Minority Supplier Development Council (SFMSDC) 30th Annual Business Expo and Investor Pitch Challenge event. Mr. Narang stated the event is April 14-15, 2015 and suggested for Council members to meet on April 14, 2015 in order to participate in all events.
- B. Council Appointments and Stakeholder Commentary Invites:** Ms. Gonzalez stated there are opportunities for new members on the Council and to keep diversity in mind. Council members can send recommendation letters directly to Secretary Poppell. In addition, future presentations are expected from Secretary Poppell in February and Beatrice Loussaint in March. Invitations will be sent to Dominic Calabro, Florida TaxWatch; Brad Swanson, Florida Chamber of Commerce; and the Governor or Lt. Governor of Florida to round out the fiscal year. Council members agreed with the Chair's recommendations by consensus.

Adjournment

The meeting adjourned at 3:15 p.m.

Next Scheduled Meeting: Wednesday, February 4, 2015, 2:00 p.m. – 3:00 p.m.
Stakeholder Commentary Presentation: DMS Secretary Chad Poppell