

Broward Supplier Diversity Day

Final Report

The Office of Supplier Diversity (OSD) and Broward College presented the 2018 Broward Supplier Diversity Day on Thursday, Aug. 23. The Supplier Diversity Day was held at the OMNI Auditorium on Broward College's North Campus. The day celebrated supplier diversity through presentations, a panel discussion, a networking lunch, and open networking at the Exhibit Hall.

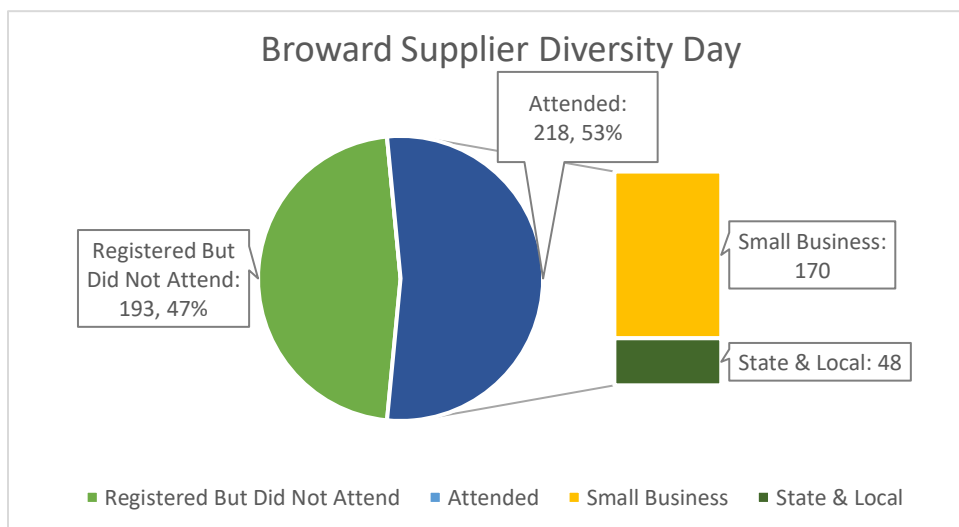
Attendees were welcomed and greeted with opening remarks from Dr. Judy Schmelzer, Broward College Associate Vice President of Business Services and Resources Management and Hue Reynolds, OSD Executive Director. Dale V.C. Holness, Broward County Commissioner kicked-off the celebration by presenting Broward College and OSD a proclamation declaring Aug. 23 Supplier Diversity Day.

The event entertained attendees with a variety of topics and presentations. The first presentation educated attendees on how businesses can compete for State of Florida contracts through the MyFloridaMarketPlace online portal. Melody Thelwell, Chief Procurement Officer of Miami-Dade County Schools moderated an insightful discussion where the diverse panel members discussed bid thresholds, procurement processes, supplier diversity programs, and small business services. Anthea Pennant presented a motivating and informative segment on how to better understand the value of supplier diversity in a business. And the newly appointed Broward College President, Gregory Haile, Esq., spoke to attendees and supported the event.

After a networking lunch, attendees networked at the Exhibit Hall, meeting with a variety of exhibitors including state, local, and federal agencies. Of the attendees who completed the post-event survey, 85% agree that participating in the event was beneficial.

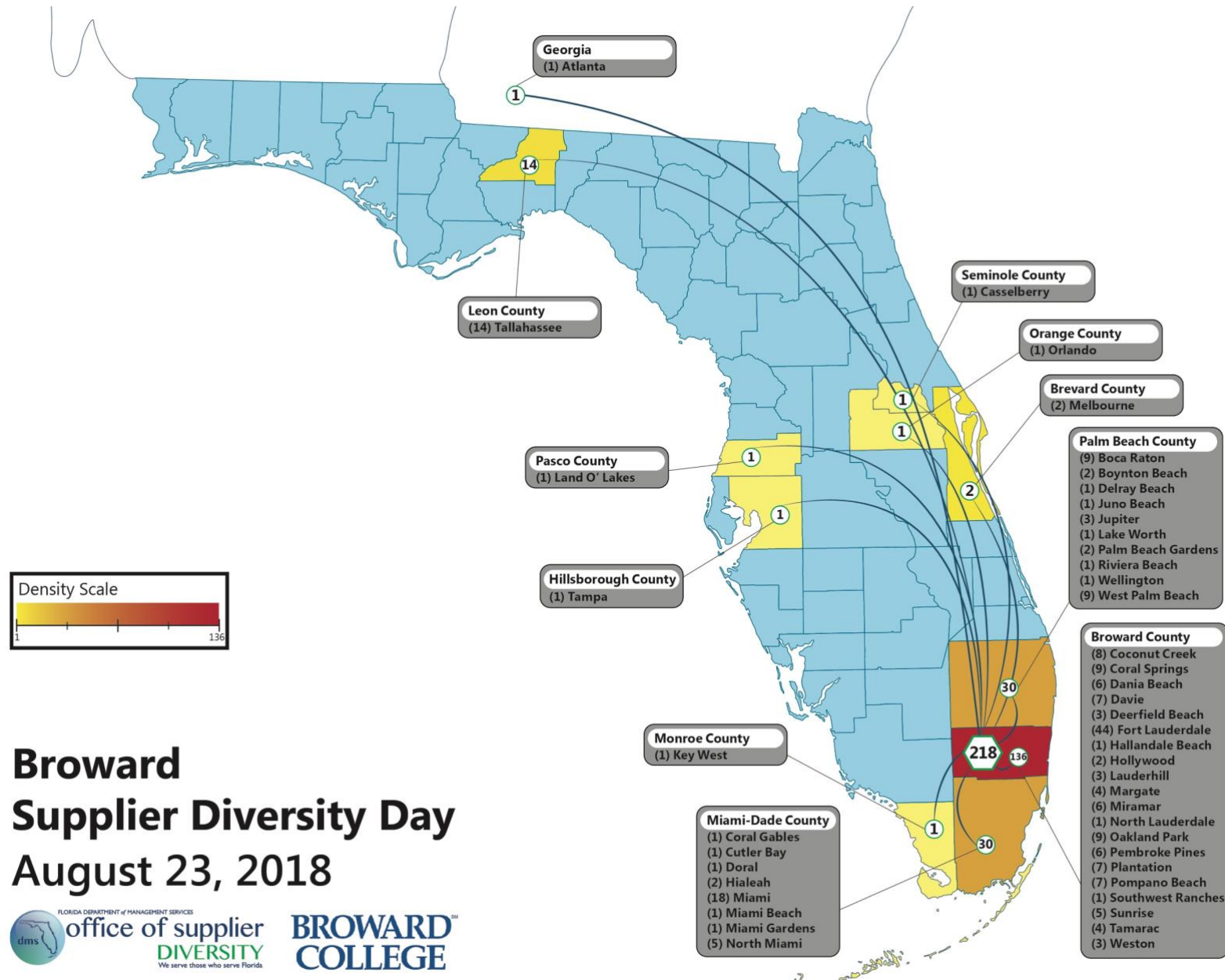
Event Attendance

Overall, there were 411 registrants for the event and 218 attendees participated. The below chart provides information on those who registered but did not attend, and the breakdown of those who attended.



Attendees

The 218 attendees represented 11 Florida counties. Attendees from Broward, Palm Beach, and Miami-Dade counties in Florida accounted for the majority of the attendees. The below map shows the geographic representation of attendees to the Supplier Diversity Exchange event.



State and Local Agency Attendees

The event included a total of 30 exhibitors, including representation from various state, local, and federal agencies.

Advance Roofing	Enterprise Florida
Broward College	First Choice Cleaning Contractors
Broward College Printing & Graphic Services	Florida Fish & Wildlife Conservation Commission
Broward County Black Chamber of Commerce	Florida Power & Light (FPL)
Broward County Office of Economic & Small Business Development	Florida State Minority Supplier Development Council
Broward County Public Schools Supplier Diversity Outreach Program	Haitian American Chamber of Commerce
D. Stephenson Construction	Lunacon Construction Groups, Corp.
Department of Education: Vocational Rehabilitation	Miami-Dade County Public Schools
Department of Highway Safety and Motor Vehicles	Minority Builders Coalition
Department of Juvenile Justice	PNC Bank
Department of Management Services: Office of Supplier Diversity & MyFloridaMarketPlace	Saltz Michelson Architects
Department of Transportation: DBE Support Services, Construction Estimating Institute (CEI) (DOT outreach and recruiting of potential DBEs and DBE certification)	SFRTA/Tri-Rail
Department of Transportation: District Procurement	U.S. Army
Department of Transportation: Specialized Development Program, Ariel Business Group (DOT program assisting prime contractors in identifying qualified DBEs)	U.S. General Services Administration
Encompass Onsite	Urban League of Broward County

Post-Event Survey Feedback

A post-event survey was sent to event attendees on August 29, 2018. 66 attendees completed the survey and reported the following feedback:

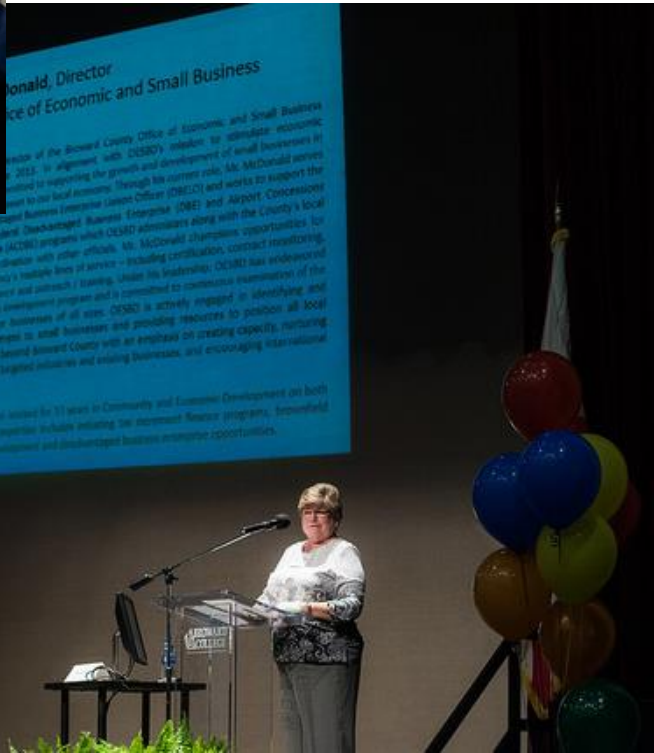
- 84% very satisfied or satisfied with the networking opportunities at the event.
- 89% agree that the objectives of the event were clearly defined.
- 77% agree that the objectives of the event were met.
- 85% agree that participating in the event was beneficial.
- 87% agree that they will likely recommend the event to friends and/or colleagues.
- Most important or beneficial take-away from the event:
 - “Networking opportunities.”
 - “Learning where to access all the information. “
 - “The connections I was able to make and follow up with the various businesses.”
 - “Get certified and develop relationship with procurement departments and knowledge of their needs.”
 - “The one on one with the vendors.”
 - “To be patient with the process.”

- "Even if you're not a minority owned you can apply these techniques."
- Biggest area of improvement for next year's event:
 - "Schedule adherence."
 - "Open up panel discussion and speaker sessions to Q&A."
 - "One thing that would have been nice to have on the panel is a list of key small business owners who have done businesses with the various entities so that they can provide value added resources or techniques that they have used to win bids. I think it would have been nice to hear from their perspective also and not just from the individuals that we want to do business with."
 - "Future projects from the agencies. Copies of presentations."
 - "Agenda after lunch. Most participants left after the break."
 - "Scheduling one-on-one meetings."
 - "Location, Overall setup."
 - "Radio promotion."
 - "Lighting to see the presentation."
 - "Involvement from more agencies. Round tables to facilitate better interaction between attendees."
 - "Have the speakers come with opportunities. have the agency reps come with a list of their department contacts, make it a half day. have Q&A during the panel discussions so that we can educate the reps on our needs."
- Suggestions for session topics for future events:
 - "Include upcoming training to help guide attendees."
 - "Maybe to follow-up on serious businesses."
 - "Sales confidence ...sealing the deal."
 - "Have someone walk through the actual process of getting certified and getting the first contract - like a testimonial."
 - "Bring in people who have served on selection committees to discuss what they look for in proposals or where small businesses come up short."
 - "Yes, please provide breakout sessions with the panelists...up to 30 mins."
 - "Making a first impression."
- Additional comments:
 - "The event was truly remarkable, you could see the thought process that went into it and especially the deliver from the District Director of Supplier Relations & Diversity, so much passion in her delivery. It truly had me motivated and believe that Broward College not just believe in diversity but they are DIVERSITY. Job well done Broward College!"
 - "I visit all the websites every day. Not all our easy to navigate. My Florida Marketplace is not that easy either, it actually is very confusing."
 - "I would like to suggest that an advertising/communicational budget be created/increased to inform, invite, and promote these events as I believe most vendors are unaware of these events both locally and state-wide. This could best be affected through email blast through the MFMP system and other means to encourage present and future vendors."
 - "The venue was really great overall. I sincerely appreciated the personal touch of the staff walking around and shaking hands and having chats with the attendees."

- “As a Small Business, it always starts off very scary! The wonderful opportunity that the "Supplier Diversity Day" @ Broward College has created, is a fun and fantastic way to calm the nerves. The information and passion to help that was shown to us made it worth it. Very informative! Looking forward to future events and much learning... :)”

Event Photos





Agenda

Broward Supplier Diversity Day

August 23, 2018

Broward College North Campus
OMNI Auditorium, 1000 Coconut Creek Parkway

8:30-9:00 a.m.Check In and Network

9:00-9:15 a.m.Welcome

Dr. Judy SchmelzerAssociate Vice President of Business Services and Resource Management, Broward College

Commissioner Dale V.C. HolnessBroward County Commissioner

Hue ReynoldsExecutive Director, Office of Supplier Diversity (OSD), Department of Management Services (DMS)

9:15-10:00 a.m.Doing Business with the State of Florida: MyFloridaMarketPlace

Learn how your business can compete for State of Florida contracts. MyFloridaMarketPlace is the state's eProcurement system that streamlines interactions between vendors and the state.

Tyler BrownVendor Business Analyst, MyFloridaMarketPlace, DMS

10:00-10:20 a.m.Remarks from Broward College President

Gregory Haile, Esq.President, Broward College

10:20-11:00 a.m.Celebrating Supplier Diversity

Whether you're a new or seasoned business owner, this presentation will help you better understand the value of supplier diversity in your business.

Anthea PennantDistrict Director, Broward College

11:00-11:15 a.m.Networking Break

11:15 a.m.-12:15 p.m.Panel Discussion

Discover bid thresholds, procurement processes, supplier diversity programs, small business services, and more during this discussion featuring a diverse panel of experts. Moderated by **Melody Thelwell**, Chief Procurement Officer, Miami-Dade County Public Schools.

Judson FreemanDeputy Director, Division of State Purchasing, DMS

Chasity AshLead Small Business Technical Analyst, Office of Small Business Utilization, U.S. General Services Admin.

Jay NarangBoard Member & MBE Input Committee Chair, Florida State Minority Supplier Development Council

Joseph SanchesPresident, D. Stephenson Construction

Sandy-Michael McDonaldDirector, Broward County Office of Economic and Small Business Development

Zaida RiollanoDistrict Director Strategic Sourcing Procurement Services, Broward College

12:15-1:30 p.m.Sponsored Lunch & Networking

Thank you to our sponsors: **Lunacon Construction Groups, Corp., Florida State Minority Supplier Development Council, Stiles Construction, D. Stephenson Construction, Advance Roofing, Encompass Onsite, First Choice Cleaning Contractors, and Cartaya and Associates Architects.**

1:30-3:30 p.m.Exhibit Hall

Introduce yourself and discover upcoming bid opportunities, services available to small businesses, and more from our diverse group of exhibitors.





Broward Supplier Diversity Day

August 23 | 8:30 a.m. - 3:30 p.m.
**1000 Coconut Creek Boulevard,
Coconut Creek, FL 33066**

Register at:
www.BrowardSupplierDiversity.eventbrite.com



FLORIDA DEPARTMENT of MANAGEMENT SERVICES

office of supplier
DIVERSITY
We serve those who serve Florida

BROWARDSM
COLLEGE