



Florida Advisory Council on Small and Minority Business Development

MEETING MINUTES

January 11, 2012

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), Alison Jimenez, **Co-Chair** - (Dynamic Securities Analytics, Inc.), Malik Ali (FMSDC), Dale Coxwell (Coastal Steel, Inc.), Franklin Cross (City of Tampa), Rhett Frisbie (Department of Lottery), Ben Harris (City of Tallahassee), Pamela Hart (Palm Beach County), Christine McMillon (Ensync Diversified Management Services, Inc.), George Owen (Regions Bank), Carlos Rodriguez (President of Maverick Constructors, Inc.), Y. Lisa Colon Heron (Smith Currie & Hancock), Anne-Marie Richards (Office Depot) and Barbara Rhodes Melvin (Wells Fargo Bank). Also in attendance was Office of Supplier Diversity (OSD) staff Denise Wright, who recorded the minutes.

NOT IN ATTENDANCE: Gloria Pugh (AMWAT Moving & Warehousing), Al Lawson (Al Lawson & Associates), Nancy Allen (Women's Business Development Council of Florida) and Digvijay Gaekwad (Hotel Owner-Ocala & Gainesville).

Stakeholder Commentary: Kelly Loll, Director, Department of Management Services, State Purchasing

Changes/Adoption of Agenda:

Mr. Owen moved to adopt the agenda. The motion was seconded by Ms. Melvin. The agenda was accepted and approved by the Council.

Adoption of Minutes from the December 7, 2011 Meeting:

Mr. Owen moved to adopt the minutes. The motion was seconded by Mr. Cross. The minutes were accepted and approved by the Council.

Council Chair's Update:

➤ **PLEASE SEE ATTACHMENT.**

Stakeholder Commentary: Kelly Loll, Director & Chief Procurement Officer of DMS State Purchasing

➤ Ms. Loll has worked as the Purchasing and Contracts Manager for three government agencies, she implemented major process improvements based on best practices and saved millions of dollars for her agencies through strategic sourcing. Prior to joining DMS, Ms. Loll served four years working for the State of Georgia as the Knowledge Center Director for State Purchasing. In addition, she was a Senior Consultant for CGIAMS, engaged in the Public Sector Group Spend Management initiatives. She has worked on Strategic Sourcing projects for the states of California, Iowa, and Georgia, specifically in the areas of regulatory and procurement process. Prior to becoming a consultant she worked for four different local government agencies in the State of Florida in a leadership role. Ms. Loll also served as past president of FMSDC. Ms. Loll stated she has always been proactive as a purchasing manager trying to work closely with small and minority businesses. Ms. Loll stated she looks forward working with the Council and OSD to look at technology. Another initiative DMS is doing is called data analytics and there is an RFI out that looks at what the state is spending, with whom and for what. Also, they are trying to get that data for small and minority businesses to be able to identify what their spend is and how they can utilize small and minority businesses and this is part of the reason the Secretary put OSD under Purchasing. Ms. Loll stated she hopes when she meet with Ms. Gonzalez next week they can get a **project chart**

together because the Secretary want them to work on a **project chart** with some measurable outcomes and guidelines for OSD. Also, the Secretary wants to increase the amount of state spending with small businesses.

Committee Reports:

1. **Research & Emerging Trends:** (NO REPORT) ***Gloria Pugh-Chair***, Christine McMillon and Dale Coxwell
2. **RET/Financial Markets & Institutions:** ***Barbara Melvin-Chair*** and George Owen. Barbara stated this committee has had 2 conference call meetings talking mainly about getting out into the community as far as looking at different opportunities. Karen Landry called in the last meeting to discuss War on Poverty. Ms. Melvin stated there are some Florida micro loans out there and they are looking to investigate how they can get more information on this. They also discussed Enterprise Florida and what types of financial incentives are out there so that small businesses have access to funding. Mr. Owen is providing the committee with a **federal ? study** about the impact of California and to see if they can incorporate some of their study.
3. **RET/Legal:** ***Lisa Heron-Chair*** and Nancy Allen. Ms. Heron requested the RET/Legal committee meetings be held the first Friday in each month, 9:00 a.m.-10:00 a.m.
4. **Strategic and State Comprehensive Planning:** ***Cheryl Gonzalez-Chair***, Malik Ali, Ben Harris and Franklin Cross. Ms. Gonzalez stated they are waiting to get a copy of the State Comprehensive Plan Assessment. She hopes to have it in time for their Strategic Planning Committee meeting because it will be very important.
5. **Supplier Diversity Assessment:** ***Ben Harris-Chair*** and Al Lawson. (NO REPORT) Ms. Gonzalez stated it was mentioned at the last meeting that Mr. Harris contact Jeb Bush, Jr. and Al Lawson agreed to assist in communicating with whomever to help with the fundraising to pay for the assessment. Ms. Gonzalez asked Mr. Harris if he and Mr. Lawson can get with Ms. Wright of OSD, to schedule a meeting to look at how they are going to go about this process because there may be a Bill that is seeking funds for some type of an assessment.
6. **Internal Procedures & Bylaws:** ***Frank Cross-Chair***, Pam Hart and Lisa Colon Heron. Mr. Cross stated this committee has a meeting scheduled for January 24, 2012, and they will outline how they are going to approach what they will be doing. He said the By-laws will have ongoing changes.
7. **State Agency Vendor Diversity:** ***Rhett Frisbie-Chair*** and Alison Jimenez. Mr. Frisbie stated the document that was sent out is being use to development a description for this committee.
8. **Budget & Legislative Recommendations:** ***Al Lawson-Chair***, Ben Harris and Ann Marie Richards. Ms. Gonzalez stated she will ask Mr. Fortune to reach out to Mr. Lawson and see what his schedule is like.
9. **Annual Report:** ***Alison Jimenez-Chair***, Carlos Rodriquez and Cheryl Gonzalez.

OLD BUSINESS

- A. Strategic Planning Update: Ms. Gonzalez reminded members of the Strategic Planning Meeting scheduled for Saturday, January 21, 2012, Sarasota, Florida, Wells Fargo Bank, Sarasota City Center, 1819 Main Street, 10:00 a.m. - 4:00 p.m.

Next Scheduled Meeting: Wednesday, February 1, 2012, 2:00 p.m.-3:00 p.m.

The meeting was adjourned at 3:03 p.m.