



FSMSDC

Florida State
Minority Supplier
Development Council

2022 KICK-OFF MEETING

CERTIFY. DEVELOP. CONNECT. ADVOCATE.



WELCOME



Beatrice Louissaint
President & CEO
Florida State MSDC



WELCOME



FSMSDC Board 1st Vice Chair
Desirée Hanson
Manager, Supplier Diversity
Moffitt Cancer Center



MBE Input committee UPDATE



MBE Input Committee Chair

Abel Herrera

President

IT Data Solutions



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*Program Manager
Florida Blue*

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*Manager
Supplier Diversity
Moffitt Cancer Center*

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President & CEO

*Florida State Minority
Supplier Development Council*



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Orlando Health

Tonja Graham

Supplier Diversity Manager
Duke Energy

Susana Robledo

Chief Executive Office
Cube Care Company



2021
accomplishments



Monica Cupid, MBA
VP of Operations
Florida State MSDC

2021 ACCOMPLISHMENTS

Programs & Services

- MBDA Business Centers
 - Miami & Orlando MBDA Business Centers had more than \$270 million in transactions
 - Created 300 jobs
- **NEW!** Miami & Orlando COVID Response & Relief Programs
 - Served more than 300 companies
 - Assisted clients with more than \$28 million in procurement contracts
 - Over \$6 million in loans



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2021 ACCOMPLISHMENTS

Programs & Services

- FDOT DBE SDP
 - Increased DBE participation – Assisted 310 DBEs and over 60 Non-DBEs
 - Provided assistance to 32 prime contactors



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2021 ACCOMPLISHMENTS

Programs & Services

- 1,000+ bid opportunities sent to MBEs
- Presented the Logitech Diverse Supplier Development Program
- **Held the Women's Capacity Building Bootcamp**



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2021 ACCOMPLISHMENTS

Outreach & Events

- **5,000 attended the Council's events**
- Hosted over 40 events and staff attended 200 events
- Recruited 168 new MBEs
- Five new corporate members joined the Council
- Two Regional Supplier of the Year Winners, Coke Florida and TriOrb
- Launched MB Classifications program



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2021 ACCOMPLISHMENTS

Outreach & Events

- Hosted a successful virtual Business Expo
- Successful Virtual Business Impact Awards
- Hosted successful Meet the New Corporate Member Sessions
- Hosted 4 successful Supplier Diversity Roundtable meetings with the MBE Input Committee and three other Councils



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Thank you to our 2021 sponsors

PRESENTING SPONSORS





PROGRAMS & SERVICES



Dr. Sandra Palmer
Vice President
Programs and Compliance
Florida State MSDC



PROGRAMS & SERVICES

CORPORATE MEMBERS

- **Training (Regional and National)**
- **Mentoring of New Supplier Diversity Professionals**
- **PowerNet Matchmakers**
- **Best Practices Information**
- **Mentor Protégé Program**
- **Bids Sent and Identification of Suppliers**
- **Database**
- **Leadership Roles**
- **Recognition Programs**
- **National Conference**
- **Doing Well While Doing Good®**



PROGRAMS & SERVICES

MINORITY BUSINESS ENTERPRISES

- **MBE Certification**
- **NMSDC/FSMSDC Loan Fund**
- **FDOT DBE Specialized Development Program**
- **MBE2MBE Search**
- **Matchmaking Events**
- **Business Expo**



PROGRAMS & SERVICES

MINORITY BUSINESS ENTERPRISES

- Workshops & Seminars
- Advanced Management Training
- Things You Should Know® Weekly & Annual Newsletters
- Business Referrals
- SBA 7(j) and Technical Assistance Program
- **New:** CareerSource Layoff Aversion Program
- COVID Response & Relief Program

MBE Success Stories



Jorge Iglesias, M. Eng.
*Senior Business Consultant
& Construction Specialist*
Miami COVID
Response & Relief
Business Program



Retu Jalhan, MBA
Program Director
Orlando COVID
Response & Relief
Business Program

MBE SUCCESS STORIES



Roda Carter
President
Carter Health
Disposables



Virginia Peña
Director Of Operations
&
Projects
APD Construction



Don Wiggins
President
The Wiggins Agency



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Beatrice Louissaint
President & CEO
Florida State MSDC



People You Should Know™



Melissa Medina Jiménez
Founding Executive Team Member
& President
eMerge Americas



Introducing People You Should Know™



Stuart Combs
Certification Manager
Florida State MSDC



People You Should Know™



Alfonso Costa, Jr.
Executive Vice President
Falcone Group

People You Should Know™

Alfonso Costa, Jr.



Project of Description:

- 88-acre Hungerford Property
- Mixed-Use Development in the Historic Town of Eatonville (Orlando MSA / Orange County)
- Uses include retail, office, residential and civic space

Total Development Cost:

- \$125 million+





welcome
NEW CORPORATE
MEMBERS



Beatrice Louissaint
President & CEO
Florida State MSDC

NEW CORPORATE MEMBERS

LOCAL MEMBERS



NATIONAL MEMBERS





CORPORATE

Supplier Diversity Roundtable (SDR)

4 PILLARS

- Best Practices Sharing
- Forward Thinking on Issues Impacting Supplier Diversity
- Professional Development
- Raise the Visibility and Perception of Supplier Diversity



FSMSDC SDR CHAIR

Willie Johnson

Supplier Diversity

Cultural Diversity,

Equity and Inclusion

VyStar Credit Union

Corporate SUPPLIER DIVERSITY ROUNDTABLE



MEETING DATES

- February 23
- May 18
- August 31
- November 30

**dates are subject to change*



2022 Goals



Beatrice Louissaint
President & CEO
Florida State MSDC



FORMULA FOR **SUCCESS**

CONTRACTS | CAPACITY | CONNECTIONS

2022 THEME

2022 GOALS

- Improve matching of MBEs to procurement opportunities
- Develop needs assessment for MBEs & work plan for growth
- Develop an assessment of supplier diversity programs and guidance and samples to improve supplier diversity programs



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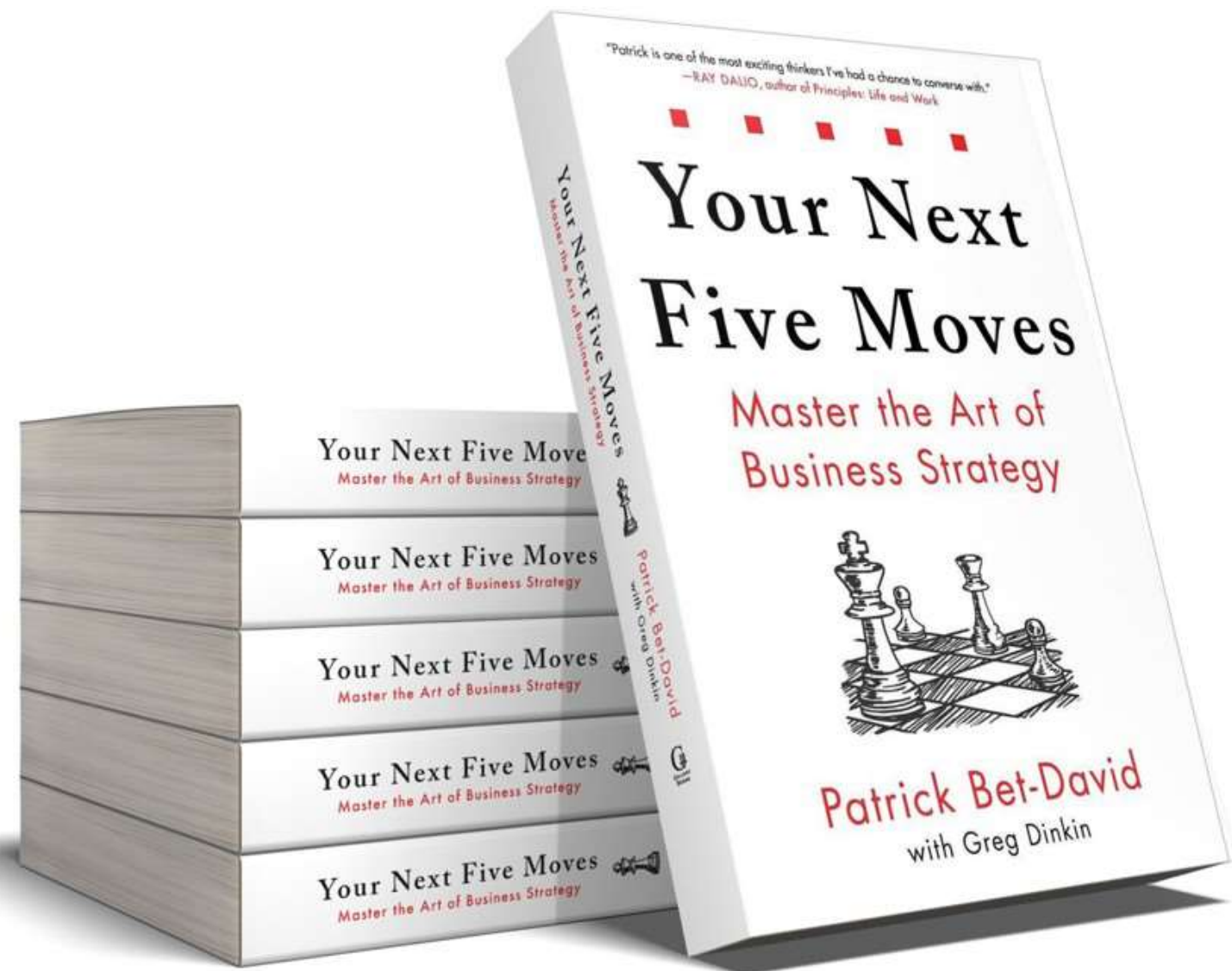
2022 GOALS

- Improve client satisfaction surveys
- Improve overall technology
- Meet goals of all grants & programs and track using KPIs
- Improve communications and branding
- Develop a high-performance team to meet the needs of our constituents



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2022 Book of the Year

Your Next Five Moves

Master the Art of Business Strategy

By Patrick Bet-David

YOUR ROLE

Send Us Procurement Opportunities & Do Business With MBEs

Keep Your Corporate Membership Current

Keep Your MBE Certification Current

Attend the Supplier Diversity Roundtable Meetings

Utilize the Programs and Services

Invest in the Council's Programs & Services

Attend Events

Participate in Focus Groups, Take Surveys, Tell Us Your Challenges and Successes

Join the MBE Input Committee

Like Us! Follow Us! Share Us!



Florida State
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Save
the
Dates

37th Annual Business Expo
*Formula for Success: Contracts, Capacity
and Connections*
May 17-18

47th Annual Business Impact Awards
September 16

NMSDC Annual Conference
October 24 – 26

Business Opportunity Matchmaker & Summit
November 4

Visit www.fsmsdc.org for more information.



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THANK YOU!