



Florida State
Minority Supplier
Development Council

ISSUE 48

CONNECTION

NEWSLETTER

Building Generational Wealth

At the heart of Florida’s business landscape of growth, innovation and diversity is the Florida State Minority Supplier Development Council (FSMSDC). The organization is the leader in business diversity in the state and serves as a beacon of empowerment, championing supplier diversity and propelling minority businesses forward. We are happy to report that, for another year, the Council has had successful results.

Our certified Minority Business Enterprises, which employ more than 75,000 people with combined sales of \$27 billion, are fueling Florida’s economy.

We are thankful for the commitment of major corporations, government agencies, healthcare and educational institutions that are committed to business diversity and building generational wealth in communities of color. With the attacks on diversity, equity and inclusion, this work is more important now than ever if we are to build a legacy we can all be proud of.

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MINORITY BUSINESS ENTERPRISE SPOTLIGHTS



CANVIY

Canviy is an innovative organic-based health and wellness brand most known for its award-winning first-to-market proprietary scalp care collection, ScalpBliss.

POSTAL CENTER INTERNATIONAL

Postal Center International (PCI), a family-founded company, offers a comprehensive suite of solutions catering to diverse business needs, including mailing and packaging, printing, signage, fulfillment, and marketing and promotional.



Continued on pages 2-5

FSMSDC Is Building Generational Wealth in Communities of Color

MISSION

To Link Corporate and Government Members With Minority Business Enterprises to Foster Equity in Business

VISION

A World in Which Economic Success Is Diverse and Inclusive



Florida Power & Light Company (FPL) Business Cultivator Program

The Florida Power & Light Company (FPL) Business Cultivator Program serves STEM and innovative-technology businesses located in Florida. It helps businesses that are looking to grow by gaining access to capacity, contracts and capital.

The program includes both protégés (businesses in innovative technology or STEM) and mentors, who are matched with the protégés to aid in their growth. Program mentors provide guidance, drawing from their own experiences to offer insights into various challenges and opportunities. Selected mentors will share industry-specific knowledge and networks, opening doors to new partnerships, clients and resources. The goal of the program is to help protégés navigate complex decision-making, avoid common pitfalls, and accelerate personal and professional growth.

The program is administered by the FSMSDC. To become a part of the program or get more information, visit fsmsdc.org/fpl-business-cultivator or call (305) 762-6151.

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MINORITY BUSINESS ENTERPRISES
Business Leaders *Leveraging Technology*



Bailey's Medical Equipment and Supplies
Dr. Trisha Bailey
CEO

Bailey's Medical Equipment and Supplies provides durable medical equipment, pharmacy and scrubs. Dr. Trisha Bailey, the CEO, decided to go into the industry after being in a coma for a week, having her larynx clipped and being unable to speak. "I was flying across the country by myself," Bailey said. "After landing in Atlanta for my connecting flight, I was left in a corner, unable to ask for help. That was when I realized that the disabled were invisible to the world and that I had the ability to help."

Building a company on high-quality patient care was the top priority for Bailey, and the company prides itself on being inclusive of all people and helping those in need – in every way. Bailey's has an extensive service area, offers free delivery for all equipment and provides pharmacy needs in addition to medical equipment. "We are known for our speedy processing and delivery, our amazing customer service and competitive pricing," said Bailey. "We do everything in our power to make sure the patient is getting the best service. We believe in taking care of our patients and having repeat services instead of skyrocketing our prices to make a profit." The approach is bringing in business. **With 110 employees currently, the company is continually expanding with more offices, pharmacies and business opportunities.**

Minority Business Enterprise certifications have helped Bailey's with government contract opportunities and in expanding its government contracting department. **Each expansion provides more jobs, promotion opportunities, salary increases and assistance to the community.** The company hopes to expand its business across the country and begin offering its own line of scrubs.

To learn more, call (772) 226-7700 or visit baileysmedical.com.

Why Partner with FSMSDC?

A philanthropic partnership with the Florida State Minority Supplier Development Council provides corporations, government entities, minority businesses and others with the opportunity to support programs and services that elevate the standard of living for thousands of families. When minority-owned businesses thrive, so do their owners, families, communities and country. **As a valued philanthropic partner, your investment aligns with our commitment to providing quality business-development programs and services that help shape the supplier diversity landscape, regionally and nationally. Your support contributes to our mission of helping minority businesses grow.**



SCAN TO LEARN MORE

DID YOU KNOW?

- FSMSDC has one of the largest Black-owned companies in the US: Coke Florida.
- FSMSDC has the first Hispanic publicly traded company in the US: MasTec.
- MasTec is the first Fortune 500 company that is minority controlled and is ranked No. 394.
- 75% of the FSMSDC's MBEs have sales of \$500,000 or more.

MINORITY BUSINESS ENTERPRISES

Business Leaders Building *Generational Wealth*

Canviy Sherrel Sampson Founder & CEO

Canviy



Continued from page 1

Founder and CEO Sherrel Sampson recognized a significant void in the hair-care industry after her own experience with a persistently itchy scalp.

"I researched many anti-itch products and brands to find that many were based in harsh ingredients and contained petroleum and mineral oil that clog the scalp," she said. "After trying several products that provided very little relief, I was inspired to formulate botanical-based scalp care products."

Canviy's revolutionary premium solutions include a proprietary organic complex infused with natural minerals, amino acids and antioxidants to revitalize, repair and nourish scalp and skin irritations. All solutions are cruelty free and formulated without parabens, sulfates, phthalates, steroids, zinc pyrithione, artificial fragrance and color.

Customers can find the brand at Walmart, CVS, Sally Beauty, JCPenney and Wegmans.

It has been featured in renowned media outlets such as Forbes, Vogue and BET and won a 2022 SELF Healthy Beauty Award in the category of best conditioner for dry or sensitive scalp, and it was noted by Drug Store News as a rising star in the Top Women in Health, Wellness & Beauty Class of 2022.

The company partners with several leading cancer centers, including Moffitt Cancer Center, to improve the scalp health of oncology patients. "Hearing the positive stories from nurses fuels our passion, builds our tenacity to innovate and reminds us to appreciate our blessings," said Sampson. Through its partnership with Premier, one of the nation's leading group-purchasing organizations, Canviy recently spearheaded a new category in the healthcare industry: ethnic hair, scalp and skincare. **Canviy was awarded this historic contract to provide its products to approximately 4,440 hospitals and healthcare systems.**

Recently, the company deployed a healthcare-specific scalp and hair-care

essentials kit. "With this new addition, we are confident that we will provide an optimal patient experience both during and after treatment, [further evolving] the overall continuum of patient care," said Sampson.

According to Sampson, Canviy's Florida State Minority Supplier Development Council (FSMSDC) certification has helped secure business, especially in the healthcare industry. "The certification further affirms that we are an enterprise that is ready and prepared to conduct good business," she said.

For more information, call (813) 530-5631 or visit canviy.com.

FleetGenius Andreas Y. Gruson Founder, Chairman & CEO



"We have built an amazing culture at FleetGenius, which is based on service to our customers – continuously seeking solutions for their challenges, safety and collaboration," said Andreas Gruson, Founder, Chairman and CEO. **"We exist to solve our customers' challenges, not to sell them a particular product or service."**

In helping solve those challenges, Gruson said that technology is key for the company. "We use a proprietary app to document container service and repairs, to make sure our customers can serve their own customers efficiently. Along with technology, we have over two decades of experience in bottom kits." These kits have specially designed end caps, making them long-lasting and a better

value for customers. "Our goal is to continue to innovate how we deliver our products and services to our customers, and to continue to develop our role as a trusted partner for their compactor and container challenges," said Gruson.

Many customers of FleetGenius, particularly the national waste companies and retailers, strongly support MBE certification. "Most report their MBE spend and are excited to partner with qualified companies like FleetGenius," said Gruson.

For more information, call (833)-MASH-TRASH or visit fleetgenius.com.

With operations in 27 states and employing 700 people, FleetGenius is the nation's fastest-growing manufacturer and solutions provider for commercial trash compactors and containers. **The company's customers include leading national waste companies, retailers and residential complexes, as well as many municipalities and privately owned waste haulers. FleetGenius' clients include Waste Management, Walmart, Republic Services and Waste Connections.**



MINORITY BUSINESS ENTERPRISES

Business Leaders *Owning the Future*



Grace & Naeem Uddin Graciela Beltran-Uddin, GC, LEED AP Principal

A family-owned company, Grace & Naeem Uddin (GNU) provides construction management services to federal, state, county and local governments, as well as educational agencies. GNU was founded over 33 years ago to provide qualified engineers and general contractors for quality, safe projects with the highest level of service and professionalism. **"Being a woman civil engineer and general contractor gave GNU a niche," said GNU Principal Graciela Beltran-Uddin.** "Especially after Hurricane Andrew in 1992, we were at the right place and at the right time."

GNU has built long-lasting client relationships, including one of over 23 years with Broward County Public Schools. Some of the company's other clients include the Florida Department of Transportation, Broward College and Miami-Dade Public Schools. For completing a project ahead of schedule, GNU received the only vertical-construction bonus given in the state of Florida by the Department of Transportation.

According to Beltran-Uddin, the company would like to continue growing in a controlled fashion and providing clients with high-quality services. Florida State Minority Supplier Development Council (FSMSDC) helps the company do just that. "FSMSDC has provided us with the ability to reach out to more qualified subcontractors to work on our projects," said Beltran-Uddin. The MBE certification gave the company the opportunity to apply for contracts that had otherwise been out of reach.

A few simple principles have aided GNU in its success and longevity: The owners are personally involved in every stage of the professional services provided to each client; organization is always top of mind; and, financially, maintaining good credit is prioritized.

The company also consistently gives back to the community. It provides scholarships to local students and has dedicated staff members who assist qualified small-business subcontractors in becoming certified minority vendors.

"Small subcontractors can grow just like we did," said Beltran-Uddin. "We make the process easier by helping them gather the information required one step at a time. This gives us great satisfaction!"

For more information, call (954) 693-0620 or visit gnuinc.com.



Group Black Travis Montaque Co-Founder & CEO

Group Black is a media company designed to drive business growth through relevance, resonance and reach. The company launched in June 2021 with three co-founders. "We found that many brands were looking to diversify their media investment, but at the time, there weren't enough Black-owned media options to satisfy the demand, certified or otherwise," said Travis Montaque, Co-Founder and CEO. "Group Black was created to fuel a richer pipeline by dramatically changing the face of media ownership and investment."

The company now has a diverse staff of more than 50 full-time employees. It has also secured close to \$500 million in commitments from brands such as

GroupM, Denstu and P&G and has grown its diverse-owned media collective to more than 300 brands and creators.

Group Black's motto is "where culture calls home." Montaque said that this cultural awareness is used to create culturally connected programming. **"Our ability to translate culture to corporate makes us specifically positioned to help our clients and collective deliver great content and experiences while also connecting authentically with their consumers," he said.** "We are focused on bringing a culturally authentic perspective to every project we touch."

In June, Group Black announced a partnership with NBCUniversal with a goal of accelerating inclusive investment across NBCUniversal's content portfolio. Through this partnership, Group Black will have exclusive access to sell ads within premium Peacock AX programming that features Black-led dramas,

Black-led comedies and Black-led cinema, as well as a curated collection of NBCUniversal content that amplifies Black voices.

The company realized that the many dollars available for Black- and diverse-owned media brands are difficult to access without FSMSDC's Minority Business Enterprise certification. "This certification has been instrumental in providing credibility to our business that has allowed us to use funds to reinvest back into diverse businesses to benefit our collective even further," said Montaque.

In addition to its growth and successes, Group Black has won many awards, including Fast Company's Most Innovative Company 2023 and AdExchangers' 2023 Programmatic Power Players.

For more information, visit groupblack.co.

MINORITY BUSINESS ENTERPRISES

Business Leaders *Partnering for Growth*

Postal Center International

Ismael Diaz
President & CEO



Continued from page 1

Its team is referred to as the “Powerhouse,” and its key phrase, “Take it to the Powerhouse,” reflects its position as a strong, reliable and dynamic partner for businesses. This client-centric approach has helped PCI forge significant partnerships across a spectrum of industries ranging from healthcare to banking to tourism to automotive.

Ismael Diaz, President and CEO, was born in Cuba; he and his family migrated to the United States when he was 13. “My connection to business wasn’t just a passing interest but a fundamental part of my family’s legacy,” he said. His father owned a printing company, but it was more than a business for Diaz. **“It was a gateway into a world of creativity, precision and innovation that would shape my perspective for years to**

come.” In 1984, PCI began in a small Boca Raton, Florida, condo; today, it has large facilities in Texas and New England.

The pursuits of PCI do not stop with the company itself. Everyone at PCI is committed to making a positive impact in the community, and this includes the Powerhouse Fund, which supports youth wellness and education initiatives. Sustainability and diversity are also key to the company’s success. “These aren’t just concepts; they are integral to our identity,” Diaz said.

PCI’s Florida State Minority Supplier Development Council (FSMSDC) MBE certification has played a direct role in shaping the company’s growth and success. According to Diaz, the FSMSDC certification, in particular, has connected PCI to robust enterprise companies and a vibrant

community of minority-owned businesses, creating opportunities for collaboration and shared success.

For more information, call (800) 430-7241 or visit pcibrands.com.



e-Powerment Broward

FSMSDC’s newest program, e-Powerment Broward, is funded by the Community Foundation of Broward County. The goal of e-Powerment Broward is to aid both young entrepreneurs (ages 16-24) and established entrepreneurs in launching and scaling their businesses.

Young entrepreneurs complete a 10-week training course that includes technical assistance and mentorship. The young entrepreneurs go from having a business idea to pitching that idea and starting the business, all leading to taking the Certiport Entrepreneurship & Small Business Certification exam. In addition, the students will have access to business counselors and coaches and resource partners.

Established entrepreneurs receive monthly training in business management, finance, accounting, marketing, government contracting and business planning. They also receive free services from a variety of experts in related fields.

For more information, visit fsmsdc.org/epowerment-broward

Support has been provided by the following Funds at the Community Foundation of Broward:

- Leo M. and Alice J Rutten Fund
- The Frederick A. DeLuca Foundation Broward Community Fund





2023 WINNERS

The Business Impact Awards (BIA) is the Florida State Minority Supplier Development Council's (FSMSDC) signature fundraising event. Through these awards, FSMSDC recognizes the achievements of Florida's top minority-owned businesses, as well as dynamic industry leaders and major corporations committed to supplier diversity.

National Corporation of the Year



Duke Energy is the newest member of the Billion Dollar Roundtable, which consists of U.S.-based corporations that reach \$1 billion or more annually in spend with diverse suppliers. Duke Energy spent over \$1.8 billion with minority businesses in 2022. MasTec, Solo Printing, The DeSoto Group and Hightower Petroleum are just a few MBEs that helped Duke Energy enter this exclusive club of 39 companies. "Supplier diversity at Duke Energy is more than a program – it's a pillar of our strategy to help meet the ever-changing needs of our customers and communities," said Dwight Jacobs, Senior Vice President and Chief Procurement Officer. Duke's Supplier Diversity Program has early payment terms for suppliers, a Diversity Champions Network and a Supplier Diversity University. The company was an initial investor in the EIP Elevate Fund!, which invests in diverse companies and minority venture funds.

Local Corporation of the Year



The University of Miami established its Business Development Program to recognize the many challenges diversity suppliers face in attempting to meet the unique business and technology requirements of the University. The idea was to connect the University, minority- and women-owned businesses and the small-business community.

Today, the Supplier Diversity Program is proud to expand on the wonderful work of the Business Development Program by renewing the University of Miami's commitment and goal of identifying quality suppliers that reflect the full diversity of this multicultural community. The Supplier Diversity Program will continue to seek out goods and services at the most reasonable price consistent with quality, delivery and service, in addition to assisting suppliers in navigating the University's procurement process.

Doing Well While Doing Good® Humanitarian Award, MBE



Coke Florida is committed to the communities it serves and focuses on three pillars: Sustainability, Economic Empowerment and Education. The company has contributed over \$1.2 million to Habitat for Humanity, and its associates provide over 3,000 hours of service to build the homes each year. Its Sustainability Superheroes Program, in partnership with the University of South Florida, provides sustainability training, mentorship and resources to schools on recycling, water stewardship, litter and waste reduction. To date, Coke Florida has donated \$1 million in laptops to students in underserved communities. Also, the company has launched a series of technology and digital-literacy workshops aimed at developing the skills and capabilities needed to help close the digital divide.

Doing Well While Doing Good® Humanitarian Award, Corporate



#DepotDifference is the ODP Corporation's (parent company to Office Depot, ODP Business Solutions, Veyer and Varis) community investment mission. Through #DepotDifference, the ODP Corporation and the company's thousands of associates in South Florida and across North America are engaged in the community year-round through philanthropy and volunteerism. In addition to monetary donations, in-kind giving and volunteer projects, partnering with hundreds of organizations in the corporate HQ market of South Florida and around the country, the ODP Corporation has sustained a portfolio of #DepotDifference signature programs. These annual investment programs engage thousands of associates, support vital organizations and nonprofits, and impact many of the company's largest communities. The ODP Corporation also hosts the Depot Day of Service, the company's nationwide flagship volunteer celebration for associates, family members and friends.

Advocate of the Year

Tonja Graham

Supplier Diversity Manager
Duke Energy



Tonja Graham supports Duke Energy's supply chain/procurement team as the company's Supplier Diversity Director. She ensures that diverse suppliers have the maximum practicable opportunities to provide products and services to Duke Energy directly and/or as subcontractors. During her 27 years with Duke Energy, Graham has engaged and educated prime suppliers and recruited highly qualified, competitive and innovative diverse businesses. She also served as a liaison between corporations and diverse/local suppliers. Graham has been active in organizations, including the Supplier Diversity Corporate Roundtable, whose membership she helped grow by 30%, as well as the Florida State Minority Supplier Development Council (FSMSDC) and Women's Business Enterprise National Council. She was featured in Orlando Business Journal for outstanding sponsor support, mentorship and advocacy for the National Association of Women Business Owners (NAWBO). Graham earned her bachelor's degree in legal studies at the University of Central Florida.

Buyer of the Year **Jorge Rivera**

Senior Manager
The ODP Corporation

THE
ODP
CORPORATION



With over 20 years of experience in facility maintenance, Senior Manager Jorge Rivera is responsible for the ODP Corporation's retail and supply chain throughout the United States, including Hawaii and Puerto Rico. Currently, 38% of the ODP Corporation's \$28 million spend is spent with minority and diverse contractors. Prior to ODP, Rivera served almost 24 years as Building Service Manager, Southeast Region, for the Home Depot.

Buyer of the Year **Rosa Costanzo**

*Sr. Vice President, Strategic Sourcing Division
and Supply Chain Management, Chief Procurement Officer*
Jackson Health System

Jackson
HEALTH SYSTEM
Miracles made daily.



Rosa Costanzo serves as Senior Vice President, Strategic Sourcing Division and Supply Chain Management and Chief Procurement Officer for Jackson Health System, the third-largest public hospital system in the nation. Costanzo has procured an estimated \$800 million for Jackson Health System. She holds a Master of Health Care Administration from Saint Joseph's College and a Bachelor of Business Administration from Western Connecticut State University, as well a number of certifications, including Certified Professional in Supply Management (CPSM) from the Institute for Supply Management.

Supplier of the Year, Class I



A&P International is a transformational Minority Business Enterprise business-development agency that serves the global supplier diversity community through business coaching, business development, diversity training, culturally relevant translations and market expansion. Some of its major customers include Turner Construction, Brasfield & Gorrie and the National Association of Minority Contractors of Central Florida.

Supplier of the Year, Class II

TECH **b** ARMY

Tech Army is an IT consulting and staff augmentation firm that helps businesses achieve their goals through the use of technology. The company offers a wide range of services, including software development, IT infrastructure management and business-process consulting. Tech Army is known for its expertise in emerging technologies and its ability to deliver high-quality results on time and within budget. Customers include Broward College, Gilly Vending and the Florida Department of Transportation.

Supplier of the Year, Class III



Bailey's Medical Equipment and Supplies has 15 locations located throughout the US. It also has four full retail-chain pharmacies in Florida. Daily operations consist of intake specialists receiving orders for equipment, verifying insurance, checking item coverage, obtaining authorization and scheduling deliveries. Bailey's offers free delivery on all products and provides next-day deliveries. Some of the company's major customers include Advent Health, Emory Healthcare and Encompass Health.

Supplier of the Year, Class IV

ZONES

Zones is a global provider of end-to-end IT solutions with an unmatched supply chain. Zones, a Minority Business Enterprise (MBE) in business for over 35 years, specializes in digital workplace, cloud and data center, networking, security and managed/professional/staffing services. Operating in more than 120 countries, leveraging a robust portfolio and utilizing the highest certification levels from key partners, Zones has mastered the science of building digital infrastructures that change the way modern organizations do business.

***Watch the recap videos and read more about the nominees and winners at
BusinessImpactAwards.com***

US DOT Small Business Transportation Resource Center

Through a Cooperative Agreement with the US Department of Transportation Office of Small and Disadvantaged Business Utilization (OSDBU), FSMSDC was recently named as the Small Business Transportation Resource Center (SBTRC) for the Southeast region (serving Florida, Alabama, Puerto Rico and US Virgin Islands). SBTRCs across the country serve small and disadvantaged transportation businesses, connecting them with technical service providers and transportation contracting opportunities. Through various resources and events, FSMSDC will provide business training, technical assistance and information to DOT grantees and recipients, prime contractors and subcontractors.



Services are provided free of charge and are intended to prepare the businesses for competing for and winning transportation-related projects. These types of projects require capital and bonding, and the SBTRC helps small businesses identify bonds and financing to win contracts.

As part of the SBTRC, the FSMSDC also will manage the Women and Girls in Transportation (WITI) program to identify, educate, attract and retain women and girls in the transportation industry. The team will provide career opportunities to underserved students at HBCUs and minority-serving institutions (MSIs) as well as establish a Regional Planning Committee.

To learn more about the Small Business Transportation Resource Center, visit fsmsdc.org or call 305-762-6151



FDOT DBE Specialized Development Program

Florida State Minority Supplier Diversity Council (FSMSDC) partners with Ariel Business Group to offer the FDOT DBE Specialized Development Program. The goal of the program is to get FDOT contracts into the hands of more Disadvantaged Business Enterprises (DBEs) and to increase the dollar percentage awarded to DBEs. To do so, the program prepares DBEs for securing contracts.

DBEs receive technical assistance, capacity assessments, software training and referrals for financing assistance, bonding assistance and additional technical assistance. Through the program, DBEs work with program consultants who connect them with prime contractors.

The transportation bill holds the promise of transformative benefits for the state of Florida, revolutionizing its infrastructure and fostering sustainable growth. By allocating substantial funding

The new infrastructure bill will bring \$13.3 billion to Florida.

There will be hundreds of business opportunities for DBEs.

to modernize and expand the state's transportation networks, Florida stands to experience improved connectivity and reduced congestion.

Furthermore, the new transportation bill can catalyze job creation and economic prosperity throughout Florida. The infusion of funds into road construction, bridge repair and public-transit projects not only generates immediate employment opportunities but also stimulates demand for various related industries, such as construction materials, engineering services and technology solutions. Overall, the new transportation bill presents a comprehensive pathway for Florida to modernize its infrastructure, elevate its economy and enhance the overall well-being of its residents.

To learn more about the FDOT DBE Specialized Development Program, visit fdotdbeservices.com or call (855) 422-FDOT.



COMING SOON!

Florida Equity Link Open Golf Invitational Our Moonshot Project for 2024!

The Florida Equity Link Open Golf Invitational (FELOG) Invitational will be held at a spectacular location with two gorgeous golf courses. Look out for communication on how to be involved. We are seeking sponsors, volunteers and golf enthusiasts for this classic golf event. The event will cater to the entire family for a fantastic weekend. Stay tuned.

Building Generational Wealth

Continued from page 1

The Council’s corporate and MBE programs and services continue to expand and serve thousands of businesses. We recently launched the FPL Business Cultivator Program, an initiative aimed at nurturing tech and STEM companies that will shape tomorrow’s economy. A groundbreaking partnership with the Miami Foundation’s Miami Open for Business Technical Assistance initiative opens doors for Miami-Dade County companies to flourish by providing grants and low-interest loans to build assets. Also, funding from the Broward Foundation has birthed the e-Powerment Broward program, which focuses on future generations of entrepreneurs



by serving youth and helping established businesses scale. Lastly, we continue to help companies do business in the multibillion-dollar infrastructure industry. We want to ensure that small and diverse suppliers are part of the opportunities from the \$1.2 trillion Infrastructure Bill passed by Congress. Each of the Council’s programs and services add yet another layer of support to diverse businesses in Florida, helping them thrive. The Council’s Supplier Diversity Roundtable

(SDR) continues to play an important role in educating corporate members on the best practices in supplier diversity. Also, the SDR is focused on aligning supplier diversity to business strategy.

We have revamped the MBE Input Committee to engage more MBEs as our footprint expands and regional leadership takes center stage; its impact will touch every corner of the state. FSMSDC’s staff, Board of Directors and partners continue to be laser focused on our mission of linking corporate and government members with Minority Business Enterprises to foster equity in business. We encourage all MBEs and corporate members to increase their commitment and current engagement level. Together, we can build unparalleled achievement in economic diversity and inclusion.

To learn more, visit fsmsdc.org or call (305) 762-6151.

Customized Solutions for Your Business

The Technical Assistance Program (TAP) provides small, minority-owned businesses with results-oriented services and training from expert business consultants and coaches. These individuals offer expertise in a wide variety of areas ranging from bid preparation to marketing. Clients also receive help with loan applications, strategic planning, professional-services referrals and risk management. In addition to the one-on-one assistance from experts, networking events and educational workshops further help guide businesses.

To receive services through TAP, the business must meet the following criteria:

- Minority owned
- Small business
- For profit
- In operation for at least two years
- Registered in Florida
- Willing to share program results
- Able to commit time to complete the program
- First-time applicant for business support services

To become a TAP client or get more information, visit fsmsdc.org/tap or call (305) 762-6151.



Join us in having a real impact on building wealth in communities of color by making a tax-deductible contribution, becoming a sponsor or sharing your talents on a committee and in other leadership roles.

STAY CONNECTED
Be Part of Our Journey

Join our email community and stay informed about upcoming events, insightful news and engaging opportunities that empower diverse communities.

We want you to be part of our journey towards fostering growth, diversity and success.



SCAN TO LEARN MORE

New Board Members



Lindsay Collazo, CPPB
Director, Supplier Diversity
University of Miami

Lindsay Collazo is Director of Supplier Diversity at the University of Miami, a large nonprofit, private university, nationally ranked by U.S. News and World Report among the top 50 universities in the country. It is also the only academic medical center in South Florida.

The University's Supplier Diversity Program, in partnership with supply chain and purchasing, offers resources and training to internal departments, key stakeholders and external suppliers; this communicates the University's value and commitment to supplier diversity, economic inclusion and racial justice. It also provides technical assistance and capacity building through one-on-one appointments. In addition, the University partners with local organizations, such as the Florida State Minority Supplier Diversity Council (FSMSDC), Miami-Dade Chamber of Commerce and South Florida Anchor Alliance to engage with businesses and drive opportunities.

As a member of the FSMSDC board, Collazo enjoys making an economic impact in the community through the development of strategic partnerships and enhancing procurement opportunities for diverse businesses. She believes this creates an equitable economic environment that allows local businesses to grow and thrive. She also serves on the FSMSDC Certification Committee and, most recently, the FSMSDC Business Impact Awards Selection Committee for MBE Suppliers of the Year (classes I - IV) and MBE-to-MBE Award Spend.

Collazo also is a member of the Board of Directors for the Miami-Dade Chamber of Commerce, co-chair of the Florida Association for Healthcare Resource & Materials Management (FL AHRMM) Supplier Diversity Subcommittee and the University of Miami's designee for the South Florida Anchor Alliance.



Leonard Spencer
Senior Manager of Supplier Diversity
Amazon

Leonard Spencer is Senior Manager of Supplier Diversity at Amazon. The company is a member of the Billion Dollar Roundtable, recognized for annual spend of \$1 billion or more with diverse suppliers, on a Tier 1 basis.

Prior to Amazon, Spencer spent 15 years with the Walt Disney Company in various finance and procurement roles, most recently as Director of Supplier Diversity and Sustainability. He has more than 26 years of experience leading growth initiatives, supplier sustainability and supplier diversity strategies for Fortune 500 companies.

Spencer is deeply committed to realizing FSMSDC's vision of a world in which economic success is diverse and inclusive. His most important role as a member of the FSMSDC board, he believes, is to give minority suppliers the tools that will help them scale. He has experienced firsthand how the networks and relationships FSMSDC facilitates between minority businesses and corporate and government buyers help those minority businesses grow. At the same time, he believes that supplier diversity and inclusion contribute to success for buyers and help the entire economy.

In addition to the FSMSDC board, Spencer serves on the Tuskegee University College of Business and Information Science Advisory Board. He is the former Chair of the Advertising, Entertainment, Media and Sports Industry Group for the National Minority Supplier Development Council (NMSDC), as well as the former Chair of the Supplier Diversity Leadership Council for the Conference Board. He has been recognized for his business and community leadership by NMSDC, FSMSDC, WBENC and the National Business Inclusion Consortium.

BOARD OF DIRECTORS

| | | | | |
|---|---|--|---|--|
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| SUSANA ROBLEDO <i>CEO</i> Cube Care Company | | | | |



SAVE THE DATES

October 5, 2023
FSMSDC | **MBE Input Committee Meeting**

November 15, 2023
FSMSDC | **Business Opportunity Procurement Summit**

November 29, 2023
FSMSDC | **Supplier Diversity Roundtable (SDR) Meeting**

July 9, 2024
NMSDC | **Business Diversity Leadership Summit**

October 20 - 23, 2024
NMSDC | **Annual Conference & Exchange**
Atlanta, GA

**subject to change*

Visit fsmsdc.org/events to view the full calendar of events.

PROGRAMS, SERVICES & EVENTS

Dedicated to advancing access and growth for minority businesses in Florida, the Florida State Minority Supplier Development Council offers a number of programs, services and events that help achieve its goals of increasing purchasing from minority businesses by government entities and corporations while increasing MBEs’ operating capacity.

FOR CORPORATE MEMBERS:

- Bids Sent and Identification of Suppliers
- The Supplier Diversity Roundtable Meeting
- Rapid Response 24-Hour Supplier Sourcing Tool
- Training (Regional and National)
- Mentoring of New Supplier Diversity Professionals
- PowerNet Matchmakers
- National Conference
- National Database of Certified MBEs
- Recognition Programs

FOR MINORITY BUSINESS ENTERPRISES:

- National MBE Certification
- Minority Business (MB) Classifications
- SBA 7(j) Management and Technical Assistance Program
- FDOT DBE Specialized Development Program
- Technical Assistance Program (TAP)
- US DOT Small Business Transportation Resource Center (SBTRC) for the Southeast Region - **NEW**
- E-Powerment Broward - **NEW**
- Miami Open for Business Technical Assistance Program - **NEW**
- Loan Fund
- Advancement Management Education Programs (AMEP) at Kellogg, Dartmouth, and Foster
- KnowledgeCity Online Training
- Matchmaking Events
- Annual Minority Business Conference
- Annual Business Impact Awards
- Doing Well While Doing Good®
- Workshops and Seminars
- Things You Should Know® e-Newsletters
- Youth Entrepreneur Program
- COVID Resources for Business Owners
- Partners in Progress Mentor-Protégé Program
- Business Referrals
- MBE Marketplace

FSMSDC TEAM MEMBERS

Beatrice Louissaint
President & CEO

Monica Cupid, MBA
Vice President of Operations

Dr. Sandra Palmer
Vice President of Programs & Compliance

Erasmo Acosta, MBA
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Stephanie Toribio
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Project Manager

Krysten B. Deidrick
Communications Design & Production Coordinator

Olivia Poleon
Recertification & FDOT Outreach Specialist

FDOT DBE SPECIALIZED DEVELOPMENT PROGRAM

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FDOT Project Consultant
Southern Florida Districts 4 & 6

Mark G. Jackel
FDOT Project Consultant
Central Florida Districts 1, 5 & 7

Kenneth E. Taite
FDOT Project Consultant
Northern Florida Districts 2 & 3

Tonya Shaw
FDOT Project Analyst and Outreach Coordinator

TECHNICAL ASSISTANCE PROGRAM (TAP)

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Program Director

Andres Barberi
Business Consultant

Timothy Spearman
Business Consultant & Data/IT Analyst

Ryan Davis
Business Consultant

Jorge Iglesias, M. Eng.
Senior Business Consultant & Construction Specialist

US DOT SMALL BUSINESS TRANSPORTATION RESOURCE CENTER (SBTRC) FOR THE SOUTHEAST REGION

KyShun Nicholas, MBA
Project Director

Henry Payoute, Jr., MBA
Project Coordinator



BY THE NUMBERS

998 NUMBER OF CERTIFIED MBEs
\$27.48B TOTAL MBE REVENUE
75,766 TOTAL NUMBER OF PEOPLE EMPLOYED BY MBEs



The Miami Foundation

Miami Open for Business

Supported by Wells Fargo

The Miami Foundation

Miami Open for Business

The initiative is part of the Miami Foundation Open for Business Fund, which supports historically underserved small businesses and organizations in Miami-Dade County.

The Miami Foundation Open for Business funding programs include microgrants for technology and equipment, Asset Building Loans for Entrepreneurs (ABLE) Fund and Collective Real Estate Ownership (CREO) Funding.

Florida State Minority Supplier Development Council's (FSMSDC) Technical Assistance initiative offers application assistance, small-business training, workshops and consulting specifically for Miami-Dade County entrepreneurs.

PROGRAM ELIGIBILITY

- Small organizations or businesses located in and serving Miami-Dade County
- Owned or led by an individual(s) from a historically underserved background
- In operation for at least two years
- Annual gross revenue or operating budget of \$1 million or less (except for Collective Real Estate Ownership (CREO) funding applicants)
- The program is funded by a grant from Wells Fargo.

To become a client of the Miami Open for Business, visit fsmsdc.org/miami-open-for-business or call (305) 762-6151.

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FSMSDC is a 501(c)(3) non-profit organization and an affiliate of the National Minority Supplier Development Council (NMSDC).