

OFFICE OF SUPPLIER DIVERSITY



DELAWARE
OFFICE OF
SUPPLIER
DIVERSITY



The Office of Supplier Diversity (OSD) is proud to support our entrepreneurs in offering advocacy, business connections, and certification to help enhance economic opportunities for our diverse business and small business communities. OSD recognizes that championing for better policies, providing equitable resources, and being intentional about serving the diverse business community will strengthen our overall economy and we are proud to be part of an ecosystem where underserved entrepreneurs have an opportunity to thrive.

Fiscal Year 23 OSD Highlights

OSD CERTIFICATION

The Office of Supplier Diversity was proud to certify 270 vendors in FY23, an 5% increase from FY 22.

Total 1,415 OSD Certified Vendors

934 Diverse Business (OSD)

481 Small Business Focus (SBF)

CLASSIFICATIONS

MBE

Minority Business
Enterprise

VOBE

Veteran Owned
Business Enterprise

WBE

Woman Business
Enterprise

SDVOBE

Service Disabled Veteran
Owned Business Enterprise

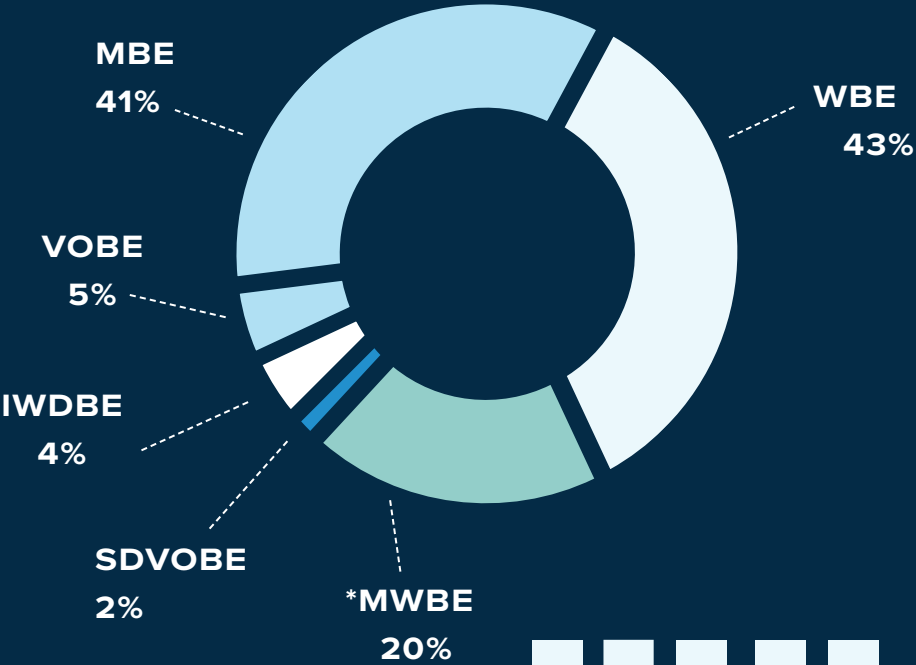
MWBE

Minority Woman
Business Enterprise

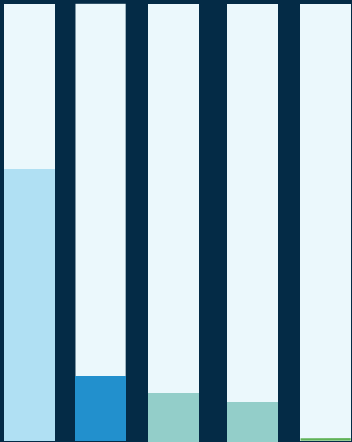
IWDBE

Individuals with Disabilities
Owned Business Enterprise

OSD Certified Vendor Breakdown



African American	63%
Asian American	10%
Hispanic American	12%
Sub-Cont. Asian Amer.	14%
Native American	1%



Diverse Status Questionnaire

Business owners can now identify their diversity status when using the One Stop Portal. Upon completing business registration and/or business license process, a voluntary questionnaire will appear asking the business owner to identify their status as a minority, women, veteran, or an individual with a disability business owner. This gives the state another mechanism for counting the number of diverse businesses within the state. This data will not only allow us to get a more accurate count of how many diverse businesses there are in Delaware but will also be helpful to state agencies and local resource partners in providing specific services for these groups and allow for more direct marketing of these services. This effort was spearheaded by the Delaware Black Chamber of Commerce with support from Governor John Carney, Secretary Jeff Bullock, Secretary Rick Geisenberger, the Office of Supplier Diversity, and the Government Information Center.

DBE Pilot Program

In response to the recommendations outlined in the 2022 State of Delaware Disparity Study, the Office of Management and Budget (OMB) created the Disadvantaged Business Enterprise (DBE) Pilot Program, a project that includes participation goals for the use of minority contractors. The construction of the new Hodgson Vocational Technical School has been chosen as the pilot project. OMB engaged MGT Consulting Group to make recommendations as to the appropriate DBE goals. Certification is key to this program as minority contractors who wish to participate must be certified as a DBE with either the Office of Supplier Diversity or through the Delaware Department of Transportation's (DelDOT) DBE Program. OSD certification workshops were held to provide step-by-step instruction on how to complete the certification application and training was provided to potential vendors on how to navigate the state's procurement process. The Office of Supplier Diversity is proud to work with our vendors for this historic program. It is our hope that the DBE Pilot Program will be a success leading to legislative changes with the goal of increasing spend with minority contractors by increasing their participation on state contracts.

Governors Supplier Diversity Council

The Governor's Supplier Diversity Council (GSDC) formed by Executive Order 49 meets to discuss various supplier diversity issues and initiatives among our state agencies. GSDC Chair Sandy Johnson formed the Demonstration Subcommittee with the specific goal of identifying how the state can increase spend/utilization with the diverse business community and remove barriers that hinder their contracting efforts. The Demonstration Subcommittee (consisting of GSDC members Ayana Khan, Peter Korolyk, Marcella Saborio, Nick Callazzo, and OSD director, Shavonne White) is working on recommendations for OMB's procurement process to include having a three-quote requirement rule for under-threshold professional services, developing a notification system for under-threshold spend levels, creating summary pages for RFPs, and solutions to Tier II reporting issues.



Community Navigator Program

The Delaware Small Business Development Center (SBDC) was selected as a grantee for the U.S. Small Business Administration's Community Navigator Program, designed to serve historically underrepresented communities by providing business resources and expertise to entrepreneurs. The Office of Supplier Diversity was chosen as a spoke, working with SBDC to support entrepreneurs as they start and grow their small businesses. Learn more about the Community Navigator Program at <https://navigatede.org/>.

Event Highlights

The Office of Supplier Diversity holds workshops, training sessions, and participates in events, working with our local and regional resource partners to provide valuable information and resources to the diverse business and small business communities.

- *Vendor Day Training – How to do Business with the State*
- *The University of Delaware Supplier Diversity Summit*
- *Apex Accelerators Procurement Road Show*
- *Community Navigator Program's Univ. Pittsburgh Medical Center Event*
- *True Access Capital Procurement Fair*
- *Corteva Agriscience Supplier Diversity Summit*
- *OSD/SBA Introduction to State and Federal Certification Programs Workshops*
- *DE Black Chamber of Commerce Certification and Procurement Training*
- *LEEP Contractor Education Program*
- *Small Business Week visits w/ Governor's Office*

WEBINAR: Introduction to State of Delaware and Federal Government Contracting Certification Programs

The U.S. government is the *largest* single purchaser of goods and services in the world.



Hosted by
The Delaware Office of
Supplier Diversity
and
SBA Delaware District Office
Wednesday, November 9
10 a.m. - 12 p.m.

REGISTER HERE



Delaware Office of Supplier Diversity and Delaware Black Chamber of Commerce Present:

INTRODUCTION TO STATE OF DELAWARE PROCUREMENT

Join the Office of Supplier Diversity and the Delaware Black Chamber of Commerce in an introductory webinar providing an overview of how the State of Delaware does business.



JOIN US

TUESDAY, JUNE 13 | 11 A.M.

FEE: NO COST

REGISTER HERE:

<https://business.debcc.org/calendar>



FY2023 State of Delaware Supplier Diversity & Small Business Community Spend Snapshot

Each year Government Support Services (GSS) releases the 'Diversity Initiatives and Agency Scorecards' which reports supplier diversity and small business community spend for each state agency. The next few pages showcase highlights from the FY '23 report. The full report can be found by:

In FY2023 spend for the entire State of Delaware totaled \$14.84 billion dollars of which \$8.46 billion was spent by state agencies; of that total, \$759.6 million was spent with the Supplier Diversity and Small Business community (inclusive of OSD certified, SBF certified and W9 self-reporting vendors), a 5.4% increase over FY2022.

SCANNING THE QR CODE HERE



OR VISITING THIS LINK

<https://tinyurl.com/23ScoreCard>

AGENCY SPEND TOTALS

• Direct spend w/ Certified Diverse (OSD)	\$149,709,716	1.7%
• Direct spend w/ W9 Self-report Diverse	\$186,105,547	2%
• Total Diverse Business Spend	\$335,815,263	4%
• Direct spend w/ Certified Small (SBF)	\$25,981,989	0.3%
• Direct spend w/ W9 Self-Report Small	\$376,582,534	5%
• Total Small Business Spend	\$402,564,523	4.8%
• Indirect spend w/ Tier II Subcontractors	\$21,243,283	0.25%
• Totals Supplier Diversity Spend	\$759,623,069	9%

DIVERSE BUSINESS SPEND - FOUR AGENCIES MADE UP ALMOST 70% OF THE TOTAL SPEND:

1.	Dept. of Education	40.8%
2.	Dept. of Health & Social Services	17.4%
3.	Dept. of Transportation	6.0%
4.	Dept. of Technology & Information	4.7%

SMALL BUSINESS SPEND - FOUR AGENCIES ACCOUNTED FOR 72.2% OF THE TOTAL SPEND:

1.	Dept. of Education	45.2%
2.	Dept. of Health & Social Services	13.8%
3.	Dept. of Finance	6.9%
4.	Dept. of Transportation	6.3%





DOE & SCHOOL DISTRICTS SCORECARD

School Districts spent \$39 million, and Charter Schools spent 4.6 million with the certified Supplier Diversity community in FY2023. The school districts and charter schools with the highest spend totals are:

School Districts	Charter Schools
• Christina 26.3%	Newark Charter 24.5%
• Red Clay 12.1%	Freire Charter 11.4%
• Brandywine 10.3%	MOT Charter 10.4%

COMPARING SPEND TOTALS FROM FY2023 & FY2022:

The following categories showed significant spend increases:

• Charter School Districts w/ OSD certified	56%
• School Districts w/ OSD certified	20%
• Direct spend w/ OSD certified	13.6%

Decreases were shown in the following categories:

• Indirect Tier II Subcontractor	-14.7%
• Direct spend w/ SBF certified	-13%