



FSMSDC

BUSINESS IMPACT

BIA
Awards

Celebrating Excellence
in Supplier Diversity

September 22, 2023



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A Message From **OUR LEADERSHIP**



September 22, 2023

Dear Esteemed Guests and Honorees,

We extend our heartfelt gratitude to each and every one of you for attending the Florida State Minority Supplier Development Council (FSMSDC) 2023 Business Impact Awards. This evening is a celebration dedicated to the rich tapestry of diversity within the world of business.

Tonight, we gather to pay tribute to extraordinary minority-owned enterprises. We also applaud the remarkable individuals and corporations who have championed the cause of supplier diversity, thereby empowering these businesses to thrive.

FSMSDC is known as the "Gateway Council" due to Florida's unique position as a hub for international and national business connections and triumphs. Our state's cultural, ethnic and racial diversity forms the very foundation that enables this gateway to flourish.

This evening, we proudly shine a spotlight on the exceptional achievements of several minority-owned businesses, while recognizing and honoring our corporate members' unwavering commitment to supplier diversity. We also applaud the accomplishments of all of our minority-owned businesses, as well as the Council's dedicated members and partners.

Each nominee and honoree at the Business Impact Awards has played a pivotal role in propelling us closer to the realization of FSMSDC's vision: a world where economic success is diverse and inclusive.

Throughout tonight's festivities and in the program book, you will discover compelling stories of our minority-owned businesses and their profound impact. Additionally, you will gain insight into the remarkable supplier diversity initiatives undertaken by our corporate members. We hope that these stories inspire you.

FSMSDC's mission stands firm: to link corporate and government members with Minority Business Enterprises (MBEs) to foster equity in business. We nurture the growth of minority-owned enterprises while enabling major corporations, government agencies, hospitals and educational institutions to reap the countless benefits of a diverse supplier base. Each individual and organization present tonight has played a vital role in helping us realize our mission.

Tonight, we express our deepest gratitude to all of you — the leaders and our staff who are dedicated to the success of minority-owned enterprises, and the tireless advocates for the advancement of minority-business development. It is your unwavering commitment that drives FSMSDC forward, expanding our reach and impact. With your support, we are assisting more minority-owned businesses than ever before in their growth journey and helping more companies successfully implement Supplier Diversity Programs.

On behalf of the FSMSDC Board of Directors, the Minority Business Enterprise Input Committee and our dedicated staff, we extend our sincere thanks to you for joining us in this celebration of excellence.



Desirée Hanson
*Manager, Supplier Diversity
Moffitt Cancer Center
FSMSDC Board Chair*



Abel Herrera
*President & CEO
IT Data Solutions
FSMSDC MBE Input Committee Chair*



Beatrice Louissaint
*President & CEO
FSMSDC*





**Florida State
Minority Supplier
Development Council**

MISSION

The mission of the Florida State Minority Supplier Development Council (FSMSDC) is to link corporate and government members with Minority Business Enterprises (MBEs) to foster equity in business.

VISION

A world in which economic success is diverse and inclusive.

ABOUT FSMSDC

The Florida State Minority Supplier Development Council (FSMSDC) is a nonprofit organization dedicated to advancing access and growth for minority businesses in Florida. The organization's goal is to increase purchasing from minority businesses by government entities and corporations, while increasing the operating capacity of minority businesses through hands-on business assistance, training, and access to technology and capital resources. The FSMSDC acts as a liaison between corporate America and Minority Business Enterprises (MBEs) in the state of Florida. The FSMSDC also certifies Minority Business nationally. To date, FSMSDC has contributed to more than \$40 billion in products and services procured from MBEs.

Founded in 1975, FSMSDC is affiliated with the National Minority Supplier Development Council (NMSDC). The NMSDC network includes a national office in New York City and 23 affiliate regional councils across the country. The regional councils certify and match 13,000 Asian, Black, Hispanic and Native American-owned businesses with member corporations that want to purchase their products, services and solutions.

The national MBE certification is an asset, opening the gateway to connect minority suppliers with public and private sector buyers. NMSDC has more than 1,500 national and local corporate members that represent some of America's largest public and privately owned global companies, as well as universities, hospitals and other major purchasing institutions. These companies shape the global supplier diversity landscape by fostering economic growth within the minority business community and bringing more minority entrepreneurs into the mainstream of the American free enterprise system. Corporations benefit from minority supplier development programs through expansion of their markets, a larger pool of qualified suppliers/contractors, cost savings, and higher-quality minority-owned businesses.

THE GATEWAY COUNCIL

Certify. Develop. Connect. Advocate.



PROGRAMS & SERVICES

The FSMSDC provides the following programs and services in order to create an atmosphere for business development and networking:

- Registers and certifies minority-owned businesses
- Manages the SBA 7(j) Management and Technical Assistance Program
- Manages the Florida Department of Transportation DBE Specialized Development Program to assist prime contractors in meeting their diversity goals
- Operates the US Department of Transportation Office of Small and Disadvantaged Business Utilization (OSDBU), Small Business Transportation Resource Center (SBTRC) for the Southeast Region serving Florida, Alabama, Puerto Rico and US Virgin Islands.
- Offers the Technical Assistance Program (TAP), giving Minority Business Enterprises (MBEs) access to technical and professional services in areas of legal, accounting and business compliance, and sales coaching and training
- Offers the e-Powerment Broward program, designed to help established entrepreneurs and young entrepreneurs (ages 16–24) launch and scale their businesses
- Manages the Miami Open for Business Technical Assistance program, an initiative that focuses on providing technical assistance, including application assistance, small-business trainings, workshops and consulting to entrepreneurs across Miami-Dade County
- Manages the Florida Power & Light Company (FPL) Black Business Cultivator Program, which serves Black-owned innovative technology and STEM businesses that are domiciled in the state of Florida
- Sponsors networking events to promote and recognize minority-owned businesses and the Supplier Diversity Programs of large corporations
- Hosts an annual Minority Business Conference with business opportunities, workshops, industry forums, business leads and top-level networking; also hosts mini fairs throughout the year
- Informs the corporate community about and introduces it to minority-owned businesses
- Refers Minority Business Enterprises (MBEs) that need loans to the FSMSDC Loan Fund, NMSDC Business Consortium Fund and other financing vehicles
- Provides Minority Business (MB) Classifications for minority-owned businesses that need development and assistance to become certified MBEs
- Provides minority-owned businesses and major corporations with training and business advisory services, including 24/7 online training, webinars and one-on-one consultations
- Hosts an annual awards ceremony and other activities that recognize the achievements of minority-owned businesses, industry leaders



CO-HOSTS



Tamika Bickham
Founder & CEO



An award-winning TV journalist, creative director, and podcast host, Tamika Bickham brings an unparalleled wealth of experience to the stage. Her commitment to excellence has garnered her multiple accolades, including an ABBY for Best Feature in Journalism, and Hermes Awards for her work as a podcast host and creative director. She is also the Founder and CEO of TB Media Group, a nonfiction video production studio specializing in producing long-form, documentary-style video content for CSR Leaders.



Kirk Gimenez
Founder & Host



Kirk Gimenez is a two-time Emmy Award winner, founder of Xizzle TV and the first Latino to be hired to anchor in English in the history of ESPN. With nearly 30 years of experience as a journalist, he's also anchored at SNY in New York and produced at our local stations WPLG, WSFL & WTVJ. In 2021 he became the founder and host of Xizzle TV, a smart TV streaming app, dedicated to making content for Latinos in English.



PROGRAM

of Events

RED CARPET INTERVIEWS

COCKTAIL RECEPTION SOIRÉE*

Live Entertainment *with*
Federico Colloca & Band

PRESENTATION OF AWARDS

Advocate of the Year Award

Buyer of the Year Award

President's Award

Doing Well While Doing Good®

Humanitarian Awards

Supplier of the Year Awards – Classes I-IV

Local Corporation of the Year Award

National Corporation of the Year Award

AFTER PARTY *with* DJ Mack

**Food served only during Cocktail Reception Soirée
between 6:30 PM - 8:00 PM*

FSMSDC BOARD OF DIRECTORS

Executive Leadership

Board Chair

Desirée Hanson

*Manager, Supplier Diversity
Moffitt Cancer Center*

2nd Vice Chair

Mary Mayhew

*Communications Manager
NextEra/Florida Power
& Light Company*

Treasurer

Jack Greene

*Director, Procurement
AutoNation*

Assistant Treasurer

Nat Martin

*Director, Strategic Sourcing
The Walt Disney Company*

Secretary

Anthea Pennant

*Associate Vice President
Advancement Services
Broward College*

MBE Input Committee Chair

Abel A. Herrera

*President & CEO
IT Data Solutions*

FSMSDC

Beatrice Louissaint

*President & CEO
FSMSDC*

Board Members

Brian Butler

*President & CEO
Vistra Communications*

Dionne Lawson-Vidal

*Supervisor, IT Supply Chain
Logistics
American Airlines*

Jay Narang

*Commander In Chief
Tech Army*

José Nido

*Vice President
Global Supplier Diversity
Travel + Leisure Co.*

Leonard Spencer

*Sr. Manager
Supplier Diversity
Amazon*

Lindsay Collazo, CPPB

*Director, Supplier Diversity
University of Miami*

Quibulah Graham

*Sr. Director, Diversity
& Minority Business
Development External Affairs
Orlando Health*

Susana Robledo

*CEO
Cube Care Company*

Tonja Graham

*Supplier Diversity Director
Duke Energy*

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
Chief Financial Officer &
Senior Business Consultant

Lucy Moore, MBA
Finance & Business
Administrator

Yasmeen Ferrera
Executive Assistant

Stuart Combs
Director of Certification

Stephanie Toribio
Certification Specialist

Allison McKenzie
Project Manager

Krysten B. Deidrick
Communications Design
& Production Coordinator

Olivia Poleon
Recertification & FDOT
Outreach Specialist

FDOT DBE Specialized Development Program

Moya Bailey
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
& Outreach Coordinator

Technical Assistance Program (TAP)

Miami Team

Andres Barberi
Business Consultant

Timothy Spearman
Business Consultant &
Data/IT Analyst

Orlando Team

Ravel Bonilla, MBA
Program Director

Ryan Davis
Business Consultant

US DOT Small Business Transportation Resource Center (SBTRC) *for the Southeast Region*

KyShun Nicholas, MBA
Project Director

Henry Payoute, Jr., MBA
Project Coordinator



AWARDS SELECTION COMMITTEE

Corporations

Abel Herrera
President & CEO
IT Data Solutions

Angelique Lenox
Senior Director
of Business Development
Vistra Communications

Carlos Quiñones
President
Display America

Freddy Latour
Account Executive
Solo Printing

Jay Narang
Commander in Chief
Tech Army

Latria Graham
President
GLB Media Group

Mark Govin
President
MarkMaster

MBE Suppliers

Maxine Shoemaker
Program Manager
Supplier Diversity
Baptist Health Jacksonville

Carmen Deale
Supplier Diversity Manager
The ODP Corporation

Lindsay Collazo, CPPB
Director, Supplier Diversity
University of Miami

RECOGNITIONS & SPECIAL THANKS

Awards
Florida Power & Light Company

Cinematography
Vatelia Media Group

Decor
Ecessories by Ellen
Standing Ovation Events

Gift Bags
Brugal
Miss Jessie's
Plantain Products Company

Music
Federico Colloca & Band
Mackenson Bazile (DJ Mack)

Photography & Videography
BOWastudios

Signage
iPrint & Design Miami

Voiceovers
Audiovision Studios
Kalyn James

Wine & Champagne
Chef Creole Season Kitchen
Veramonte



Congratulations to the nominees and recipients of the FSMSDC's 48th Annual Business Impact Awards. We celebrate your excellence in growing and sustaining minority-owned businesses.

Florida Power & Light Company is a subsidiary of NextEra Energy, Inc., a clean energy company committed to the growth of small and diverse businesses.

Register your diverse business with us. Visit [FPL.com/suppliers](https://www.fpl.com/suppliers)



[nexteraenergy.com](https://www.nexteraenergy.com)



Florida State
Minority Supplier
Development Council

FSMSDC MATTERS

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.**

GIVING OPPORTUNITIES

SINGLE OR MULTIYEAR PLEDGE

Make a one-time or sustained multiyear commitment of unrestricted support.

PLANNED GIVING LEAVES A LASTING LEGACY

Give a gift through a will while receiving tax benefits as a donor. Speak to your personal advisor today, and leave a gift that impacts individuals and families for decades to come.

SUPPORT PROGRAMS AND EVENTS

Provide mission-match opportunities for your company to support FSMSDC programs while connecting directly with consumers in a deep and meaningful way.

IN-KIND DONATIONS/TRAINING

Provide visibility and awareness for your product donation. Equipment, services, supplies and training are some of the many ways to make an impact.

EVENT SPONSORSHIP

Provide unique and relevant exposure for your brand while demonstrating your commitment to individuals and families. Pay a one-time fee to participate in all of the Council's signature events.



TESTIMONIAL

Sponsorship with FSMSDC means advocating for the most important change that I want to see in the world: an equal opportunity for MBEs to do business with large corporations. It's a small investment into the community that largely supports the advancement of minority businesses throughout Florida.



Susana Robledo
CEO & Founder
Cube Care Company



Learn More

Scan the QR code or go to
fsmsdc.org/sponsorship



BUSINESS IMPACT

BIA
Awards

2023 NOMINEES



Advocate of the Year Nominees



Carmen Deale

Sr. Supplier Diversity Program Manager
The ODP Corporation



Carmen Deale, the ODP Corporation's Senior Supplier Diversity Program Manager, collaborates with procurement teams and cross-functional stakeholders to develop and implement strategies that foster opportunities for diverse businesses. Under her leadership, the ODP Corporation's Supplier Diversity Program expanded its focus to include mentorship, strategic planning and promotion of existing suppliers throughout the organization. Her dedication to supplier diversity and economic empowerment serves as a driving force for positive change.



Cherelle Cortez

Vice President Supplier Diversity
Layton Construction Company



Cherelle Cortez, Vice President of Supplier Diversity for Layton Construction Company, has 20 years of experience in the construction industry. She has worn multiple hats focused on the marketplace, workplace and workforce. She leads Layton Construction's strategic partnerships with community-advocacy organizations and directs Layton's trade partner Supplier Diversity Program. Cortez has been recognized internally and externally as a leader in the supplier-diversity space, receiving numerous awards and accolades in the community, such as being named one of Atlanta's most influential 100 Black women and one of the top 50 women leaders in Georgia.



Dr. Jeremy R. Agler

Supplier Diversity Officer
Raymond James & Associates



Dr. Jeremy R. Agler is the Supplier Diversity Officer for Raymond James & Associates. Agler played a key role in building the Supplier Diversity Program at Raymond James and is responsible for providing overall strategic direction to the firm in relation to supplier diversity. Before joining Raymond James, Agler held various leadership roles at Franklin Templeton, Community Banks of Colorado, JPMorgan Chase, Bank of America and several national nonprofit organizations. Agler has a Doctor of Management in organizational behavior and leadership.



Advocate of the Year Nominees

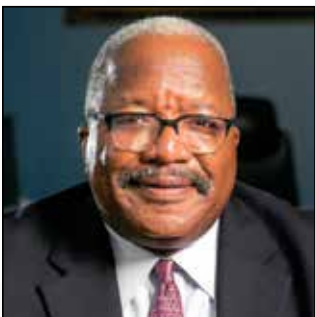
continued



Jessica McMahan
Supplier Diversity Manager
Brasfield & Gorrie



At Brasfield & Gorrie, Supplier Diversity Manager Jessica McMahan builds diversity, increases collaboration with minority-business partners and promotes a culture that embraces new ideas. McMahan received a master's in business and at first focused her career on social work. She spent five years in Brasfield & Gorrie's preconstruction department before moving to the corporate responsibility department. Now, as Manager of Brasfield & Gorrie's EQUIP program, McMahan leads efforts to recruit underrepresented talent, promote supplier and trade contractor inclusion, and increase inclusive leadership development.



Honorable Keith James
Mayor
City of West Palm Beach



Keith James was elected Mayor of West Palm Beach on March 12, 2019, and he is currently serving his second term. Focused on creating a community of opportunity for all, Mayor James has a vision for West Palm Beach that is resident-driven. Prior to being elected mayor, James served as the District 4 City Commissioner from 2011 to 2019. During that time, he helped create West Palm Beach's strategic, finance, water and mobility plans. James has been a part of the leadership that led West Palm Beach from the depths of a recession to become the booming metropolis of today.



Letisia Robinson
Supplier Diversity Office Lead
Florida Blue



With over 25 years at Florida Blue, Supplier Diversity Office Lead Letisia "Tisha" Robinson supports the company's supplier diversity efforts and is responsible for directing Florida Blue in developing a best-in-class Supplier Diversity Program. Robinson represents Florida Blue's supplier diversity office at national conferences, local events and speaker panels. Her expertise is leading cross-functional teams to a common strategic direction through various entry points. Robinson holds certifications as a Six Sigma Black Belt, Green Belt, Yellow Belt, Lean I and Lean II practitioner.



Advocate of the Year Nominees

continued



Lindsay Collazo, CPPB
Director, Supplier Diversity
University of Miami



Lindsay Collazo is the Director of Supplier Diversity for the University of Miami's academic, research and healthcare programs. She oversees the university's Supplier Diversity Program, facilitating and increasing procurement opportunities for diverse suppliers. Collazo served previously as Manager of Sourcing for nonclinical contracts at the University of Miami. She is a Certified Professional Public Buyer (CPPB), holds Supplier Diversity Leadership Certification from University of Central Florida, earned a Lean Six Sigma Yellow Belt and received her Bachelor of Science from the University of Miami.



Terrie Daniel
Assistant Vice President of Supplier Diversity
University of South Florida



Terrie Daniel is the Assistant Vice President of Supplier Diversity at the University of South Florida. As the inaugural appointee for this position, Daniel is responsible for the development, direction and management of the University's Supplier Diversity Program. Prior to joining the university in 2017, Daniel was Deputy Commissioner of the Indiana Department of Administration, where she served under the administration of then-Governor Mike Pence as the lead primary point of contact and subject-matter expert for all supplier diversity initiatives for Indiana. Daniel received a Bachelor of Science in marketing and computer information systems from Ferris State University and a master's degree in contract compliance from Morgan State University.



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. Graham has been active in organizations including the Supplier Diversity Corporate Roundtable, whose membership she helped grow by 30%, as well as the Women's Business Enterprise National Council.



Buyer of the Year Nominees



Aaron Nichols
Director of Communication and Engagement
University of South Florida



In his role at the Office of Administrative Services at the University of South Florida (USF), Director of Communication and Engagement Aaron Nichols is involved in the selection of vendors for products and services related to the University's visual identity, signage and other environmental design elements. Prior to USF, Nichols spent 15 years in communication and marketing positions in the construction industry. During that time, he played a key role writing MBE/DBE plans to meet subcontracting percentage goals and developed and implemented successful efforts to attract MBE/DBE subcontractors for participation in major proposals and projects.



Adam Wexelbaum
Supplier Diversity and ESG Program Leader
Lenovo



Currently Lenovo's Supplier Diversity and ESG Program Leader, Adam Wexelbaum has held various roles in communications, nonprofit fundraising and supplier diversity for the past 14 years. His passion lies at the intersection of procurement and impact, leveraging international supply chains in a responsible and equitable manner to fuel local community economic development. In his most recent role, he spearheaded the development of the Supplier Diversity Program within the New York City Department of Education, the largest K-12 school system in the United States. He has since joined Lenovo to manage the Supplier Diversity Program of one of the most admired and innovative technology companies in the world. Through this work, Wexelbaum enabled \$347 million in fiscal year spend with racially diverse-owned businesses.



Damian Flores
Manager, Global Strategic Sourcing – Technology
The ODP Corporation



Since 2021, Damian Flores has been the ODP Corporation's Manager of Global Strategic Sourcing – Technology. Responsible for over \$1 billion in annual spend for retail, online and B2B business, Flores has sourced diverse suppliers as part of the RFQ process for retail and online products. Prior to ODP, Flores held roles at Best Buy Mexico, GE and Unilever. He has Lean Six Sigma Green Belt certification.



Buyer of the Year Nominees

continued



Jorge Rivera
Senior Manager
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.



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



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.



Velma Davis
Value Analysis Manager
University of Miami



For the past 10 years, Value Analysis Manager Velma Davis has worked within the University of Miami's supply chain. She works closely with the diversity team to vet potential vendor products and perform clinical and financial reviews of vendor products and services.



Supplier of the Year Nominees

Class I Nominees



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.



Inreact is a full-service web design, applications and online-marketing company. Its teams have over 13 years of experience creating websites, brand collateral and online marketing campaigns for all industries, including organizations such as the University of Miami, Miami-Dade County Parks & Recreation, WDNA Radio and Deering Estate.

Class II Nominees



Crowned Public Relations offers strategic multimedia and multicultural marketing services to help businesses effectively connect with diverse audiences. The company's expertise includes graphic design, social media marketing and public relations, providing comprehensive solutions for brands to thrive in a globalized world. With a focus on creativity and innovation, Crowned delivers impactful campaigns that elevate brand visibility and engagement while embracing cultural nuances to achieve remarkable results. Major customers include the ODP Corporation, the Coca-Cola Company and the city of West Palm Beach.



Display America specializes in brand-driven, customer-focused displays, exhibits, specialty furniture and signage. The company partners with its clients to create exhibits, events and experiences that are strategic, seamless and simple and that will elevate each brand. Display America offers its support and services to each major convention center in the United States.



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 Nominees

Class III Nominees



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.



draftPros provides design-build and site acquisition for a wide range of telecommunication and renewable-energy projects. The company has served commercial and governmental clients for more than 25 years, and today delivers to clients the experience of more than 350 employees across the US. draftPros is one of the largest telecommunication engineering firms in Florida and across the nation, providing best-in-class design-build installation of voice, data, electrical, fiber-optic cabling, electric vehicle and solar infrastructure.



HNM Global Logistics is a full-service freight forwarder offering imports, exports, customer brokerage, warehousing, distribution and supply chain consulting services. Its philosophy and foundation for growth are based on customer service. The company offers specialized solutions for all varieties of freight, and it uses the latest technology for communication with clients. Its diverse portfolio of clients ranges from startups to large corporations.



Supplier of the Year Nominees

Class IV Nominees



The Desoto Group is a full-service EPC contractor specializing in electrical distribution construction and maintenance, natural gas pipeline construction and maintenance, vegetation management, incident and storm response, and all aspects of utility construction. The Desoto Group has served US utilities and other customers for over 10 years. It is a minority-, woman- and service-disabled veteran-owned company with corporate offices in Orlando, Florida.



Postal Center International is a leading print, mail, fulfillment, signs, promotional, packaging and creative marketing partner that has been in business since 1984. With nearly 40 years and national presence, PCI brings its fully integrated suite of solutions to enterprise companies in banking, retail, financial services, healthcare, government and insurance.



Solo Printing is a dynamic and innovative minority-owned commercial printing company that delivers top-quality solutions to printing needs. With over \$50 million in annual revenue and a 180,000-square-foot facility, Solo is one of the largest minority-owned printing companies in the nation. With a strong commitment to excellence, the company specializes in a wide range of services, including offset and digital printing and professional finishing.



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.



Doing Well While Doing Good®

Humanitarian Award Nominees

Corporate Nominees



A Brambles Company

CHEP manages the world's largest pool of reusable pallets and containers, offering customers a more efficient and sustainable alternative to single-use products or managing their own. The company's three core pillars for community engagement are reforestation, food security and education/entrepreneurship. CHEP supports organizations including the Arbor Day Foundation, Feeding America, Junior Achievement, Tree Canada and Food Banks Canada. CHEP provides 24 paid hours per employee to volunteer in their community for any organization. In fiscal year 2023, 750 of CHEP's US employees volunteered 10,852 hours. The value of the time given to the community was \$631,505.



Through health insurer Florida Blue's volunteer program, hundreds of employees offer their time, talent and expertise to support worthy causes and make a difference in their communities. Collectively, they contributed over 60,000 volunteer hours in 2022. Ten nonprofit organizations received the latest \$3.73 million in funding from the Florida Blue Foundation. They will use the grants for community-based food security initiatives that provide access to nutritional food and address obstacles to food security in their communities.



Since its founding in 1953, the company has emphasized being a good corporate citizen for its communities. Layton is involved in several programs throughout its different business units that are involved in community projects. The Architecture, Construction, Engineering (ACE) Mentor Program has employees volunteer as team members, team leads, board members and donors. ACE engages high school students in a semester-long simulation of the process of designing and building a structure from beginning to end. These students are 40% women and 70% minorities who typically come from lower socioeconomic backgrounds. This mentoring program is nationally recognized and awarded for its internships and academic scholarships for graduating seniors.



#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 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.



Doing Well While Doing Good®

Humanitarian Award Nominees *continued*

MBE Nominees



Caracal Products and Services is a certified Minority Business Enterprise and Tier 1 diversity spend supplier. Through Caracal, CEO and Founder Donald Roberts creates programs that support communities looking for a hand up, not a handout. Roberts focuses on creating US jobs in underrepresented communities, enabling the nation's youth to get a good education, mentoring small diverse-owned companies down the path of success, and providing the opportunity to work for Americans who need jobs.



Civil Mafia is a certified minority- and women-owned business that specializes in adtech, digital media and business acceleration. Civil Mafia promotes an ethical and responsible approach to business and believes that it is possible to be successful while making a positive difference in the world. The name is not a celebration or mockery of organized crime. It is meant to represent the good that comes from standing united; the importance of abiding by owned beliefs and going the extra mile for those beliefs; a vision of change toward common good through a new logic of difference that implies modifying the system from within; and the idea that paying it forward can also work in a commercial sense.



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 Nominees

continued



draftPros, which provides design-build and site acquisition for a wide range of telecommunication and renewable energy projects, regularly reaches out to the community, sponsoring organizations and events. draftPros has been a main corporate sponsor of Miami Lakes' yearly Mayor's Gala, which benefits the town's Special Needs Advisory Board; it has also been a prime sponsor of various other Miami Lakes events. draftPros and the Junior Achievement Pre-Apprenticeship Program have embarked on the long-term goal of adding broadband and telecommunications to the career-pathway opportunities provided to Junior Achievement students; draftPros also speaks to the students and was the title sponsor of the 2023 Graduation Ceremony of Pre-Apprentices. draftPros joined St. Jude Children's Research Hospital as a sponsor for the FedEx/St. Jude Angels & Stars Gala and created a St. Jude Walk/Run Team as part of Childhood Cancer Awareness Month. The EPIC Foundation is a public charity founded in 2014 to provide financial aid to underserved students, and draftPros has aligned with the foundation as a corporate sponsor.



eSmart Recycling's business model aligns with community engagement and collective impact. The organization and its leadership understand the power of giving purposefully through time, talent and treasure. Just in the past three years, eSmart Recycling has donated almost 1,000 computers to nonprofits in the Tampa Bay area and internationally. Locally, this includes the Pace Center for Girls, Metropolitan Ministries, West Florida Foster Care, Boys and Girls Clubs, Hillsborough Education Foundation, St. Pete Innovation District and dozens more. For eSmart Recycling, computer deployments are a perfect opportunity to create a platform and unite multiple causes and organizations simultaneously. The company has become a local champion regarding strategies around access to technology, education and connectivity.



Roundtree Training and Consulting offers professional development programs to help clients reach their personal and professional goals. Dr. Deeawn Roundtree is CEO of the company, and she serves her community in many ways. She is a 2023 graduate of Leadership PBC and is newly elected to two boards: the Black Chamber of Commerce of PBC and the Women's Chamber of Commerce PBC. She continues to serve as a board member for Genesis Community Health and the Women's Circle. She is also an advisory board member for Impact the Palm Beaches, where each member donates \$1,100 per year to give back to the community, and she is an advisory board member for the International Career and Business Alliance (ICABA). Additionally, she is a mentor and speaker for the Talented Teen Club and is the second Vice President for the Alpha Kappa Alpha Sorority, Inc. - Alpha Alpha Upsilon Omega Chapter.



Local Corporation of the Year

Nominees



Florida Blue maintains a corporate policy and commitment to support small-, diverse-, minority-, women- and veteran-certified business owners and to develop a streamlined program and engagement process that is fully integrated into its company culture. The company works to maintain a supply base that reflects its markets, believing that a strong and diverse supply base drives innovation and competitive solutions. Florida Blue supports organizations and programs that certify, train and develop diverse suppliers. The company's supplier-engagement efforts have a positive economic impact on the communities where it does business, and its goal is to partner with those companies.



The mission of Jackson Health System's Small Business Program is to provide an open procurement environment for all through innovative and fair business practices. Jackson is fully committed to supporting the economic development of Miami-Dade County small businesses through its program and supporting diverse suppliers through supplier diversity initiatives.



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.



National Corporation of the Year Nominees



Duke Energy is the newest member of the Billion Dollar Roundtable, that 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!, that invests in diverse companies and minority venture funds.



Lenovo is a global technology powerhouse, ranked No. 217 in the Fortune Global 500, employing 77,000 people around the world and serving millions of customers every day in 180 markets. Lenovo recognizes the importance of supplier diversity and is committed to ensuring that it is an integral part of the company's strategic sourcing and procurement processes. Lenovo believes that the success of the organization and society depends on enabling Diverse Business Enterprises to share in the nation's economic growth. It is committed to maximizing Diverse Business Enterprises' participation through the development of mutually beneficial business relationships with these firms.



Truist is a top 10 US commercial bank headquartered in Charlotte, North Carolina. Its Supplier Diversity Program's mission is to ensure its suppliers reflect the spirit of the bank as a company. Through qualified and innovative diverse businesses, Truist provides value-added supplier partnerships that enhance its client experience, strengthen its operations and enrich its communities. Truist's vision is to have a best-in-class supplier diversity framework where diverse-business development and inclusion is at the forefront of its procurement and business processes.

Truist fundamentally believes in improving its level of contracting with MBEs. It has methods of measuring its MBE inclusion and Tier 1 and Tier 2 spend. Truist includes performance metrics and guidelines for its purchasing and sourcing personnel. Annually, the company hosts a Tier 2 Supplier Diversity Business Summit to identify more minority businesses from which to purchase.



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MINORITY BUSINESS ENTERPRISES



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Mayor: Keith James; Commission: Cathleen Ward, Shalonda Warren, Christy Fox, Joseph Peduzzi, Christina Lambert

Office of Small Minority Business Programs is located at City Hall, 2nd Floor
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Broward Health remains committed to serving our local small businesses. Ensuring open/equal access to Broward Health's procurement opportunities and supporting the stability and growth of our local small business community.

For all vendors wishing to be recognized as a Small Business Vendor with Broward Health, visit Vendor.BrowardHealth.org or email us at SmallBusiness@BrowardHealth.org.

Broward Health is an equal opportunity employer and an equal access procurer of goods and services.



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When a small business takes on a big opportunity, the whole community thrives. At Jackson Health System, we provide an open procurement environment, giving minority-owned businesses a greater chance to succeed. Every new endeavor, regardless of its size, needs the right connections to be able to grow. Thanks to our partners at the Florida State Minority Supplier Development Council, we can make an even greater impact, turning diverse suppliers into vital business partners.

To learn more, call **305-585-5004** or
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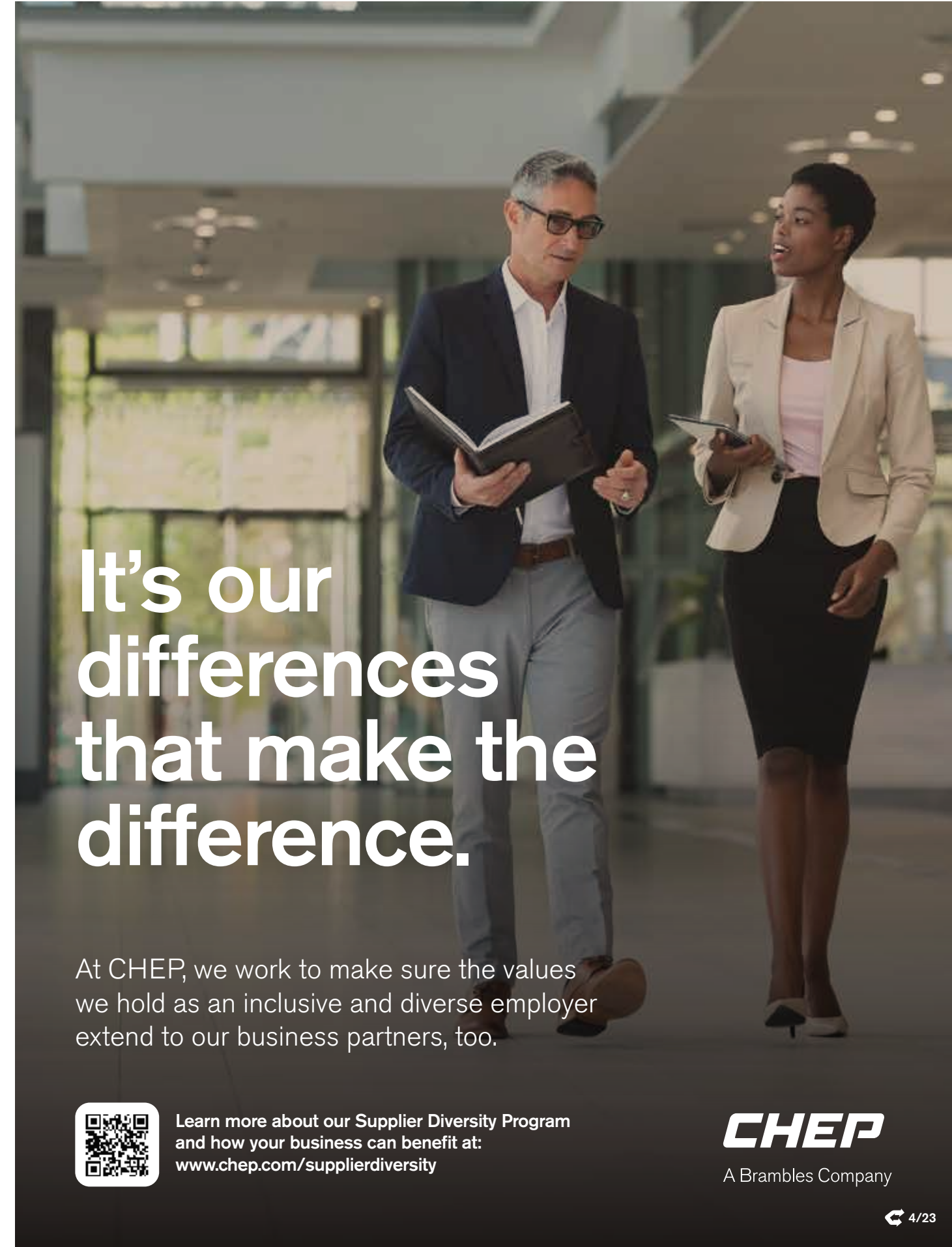


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CHEP

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Moffitt Cancer Center Celebrates and Embraces Diversity



Moffitt Celebrates and Embraces Diversity.

Moffitt Cancer Center recognizes the importance of Supplier Diversity in all aspects of our business and procurement practices. We welcome the opportunity to develop mutually beneficial business relationships with qualified Minority, Women, Veteran, Service Disabled Veteran, LGBT, and Disability-Owned Business Enterprises.

To learn more about our Supplier Diversity Program and vendor registration visit Moffitt.org/SupplierDiversity or call 813-745-7810.





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PROGRAMS AND SERVICES



FSMSDC delivers programs and services with one driving factor: **YOUR SUCCESS.**

Our programs and services are designed to help businesses lay a strong foundation to ensure they are ready to compete in the global market. and to help major buying organizations improve their Supplier Diversity Programs.

MBE Programs & Services

- Technical Assistance Program (TAP)
- FDOT DBE Specialized Development Program
- Minority Business (MB) Classification Program
- US DOT Small Business Transportation Resource Center (SBTRC) for the Southeast Region
- SBA 7(j) Management and Technical Assistance Program

Corporate Programs & Services

- Supplier Diversity Roundtable
- Identification of Qualified MBE Suppliers
- Buyer Training
- Business Matchmaking

Educational Resources

- EOS® Toolbox
- KnowledgeCity Online Training
- Advanced Management Training Programs at Kellogg, Dartmouth and Foster

Other Programs & Services

- Youth Entrepreneur Program
- Doing Well While Doing Good®
- Business Resource Lab
- FPL/NextEra Black Business Cultivator Program
- Miami Open for Business
- E-Powerment Broward



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Corporate Membership Benefits

- Access to the most diverse NMSDC regional affiliate
- Identify the best Florida MBEs with capacity to meet procurement needs
- Increase and improve your company's visibility and brand in Florida
- PowerNet matchmaker events
- Professional development and training, including buyer training
- Supplier Diversity Roundtable

Join the Council in one of the most “business friendly” states!

Florida is seeing a boom in business relocations to the state. The Florida State Minority Supplier Development Council has some of the largest minority businesses in the country with capacity. Our Council invites national corporate members to explore the advantages of doing business within the Florida network.

Local Corporate Members



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The FDOT DBE Specialized Development Program was created to increase the number of DBEs participating in large FDOT contracts and the dollar percentage awarded to DBEs.

2023

SAVE THE DATES*

**OCT
5**

MBE INPUT COMMITTEE MEETING

The MBE Input Committee represents the interests of Minority Business Enterprises (MBEs). The committee is the voice of MBEs to the board and the work of the Florida State Minority Supplier Development Council.

**NOV
15**

BUSINESS OPPORTUNITY PROCUREMENTS SUMMIT

The Business Opportunity Procurement Summit is a powerful networking opportunity for corporate members and top minority businesses with capacity.

**NOV
29**

SUPPLIER DIVERSITY ROUNDTABLE

The Supplier Diversity Roundtable gives corporate members an opportunity to join other leaders in the supplier diversity community to discuss issues, best practices and innovative ideas that will diversify supply chains, contribute to company success and have a positive global impact.

**Dates subject to change*



Florida State
Minority Supplier
Development Council



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Supplier diversity builds bridges.

A commitment to supplier diversity is about more than products or services. It's about extending a bridge to new ideas, experiences and innovative solutions that, ultimately, strengthen the economic vitality of the communities we serve.

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Bank of America is proud to serve our communities by investing in diverse suppliers and supporting organizations like the Florida State Minority Supplier Development Council at their 48th Annual Business Impact Awards Event. This reflects our work to advance racial equality and economic opportunity, invest in minority owned businesses and economically empower our communities around the world.

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At American Airlines, we are fueling the economy through the inclusion of minority, women, disabled, veteran, service disabled veteran, LGBTQ-owned and small business suppliers in our supply chain. Our success depends on quality partnerships with diverse-owned suppliers who strive for excellence.

To learn more and register your company, visit aa.com/supplierdiversity

Drive Minority Supplier Revenue Growth

As a sponsor of Florida State MSDC and NMSDC Corporate Member, LSQ is committed to driving revenue to MBE's. LSQ's supply chain and invoice finance solutions provide minority suppliers access to affordable, debt-free, and on-demand working capital. The result: a healthier, more diverse supply chain that scales and grows minority businesses' revenue.



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We believe in working with local communities by being actively engaged in mentoring, developing future workforce, training, and impacting supplier development for our trade partners.

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