



THE COUNCIL'S YEAR

In September of 2017, Hurricane Irma hit the Caribbean and Southern U.S., affecting many of our corporate members and MBEs, as well as the Florida State Minority Supplier Development Council. Massive evacuations, tornadoes, flooding and extended power outages disrupted business for nearly all the companies the Council works with.

As quickly as possible, the FSMSDC set out to help our network of companies recover from Irma's damages. Our staff, many of them dealing with damages or power outages at their own homes, began reaching out to corporate partners and government members to pair them with MBEs who could aid in disaster recovery efforts. We also worked to increase our list of MBEs with related capabilities, and to help MBEs with resources for recovery.

Through the Orlando and Miami Minority Business Development Agency (MBDA) Business Centers, the Council introduced a new Disaster Preparedness & Recovery Program. Consultants at the MBDA Business Centers, which the Council operates, helped minority-owned businesses gain financial and other assistance for disaster recovery, connect with contracting opportunities to help other businesses recover from disasters and develop disaster preparedness plans.

Despite the effects of Hurricane Irma, this year saw Florida's MBEs grow through new partnerships, new clients and a variety of new opportunities. **Among them was FSMSDC Minority Controlled Company MasTec, which became a Fortune 500 company with \$6 billion in annual revenue.** Florida MBEs of all sizes took advantage of opportunities to expand outside the U.S., and 35% of them are doing business internationally.



The FSMSDC continues to foster business development and expansion. The Miami and Orlando MBDA Business Centers continue to deliver business consulting services to minority-owned firms, as well as increasing firms' access to public and private sector contracting opportunities, financing and capital investment. **The centers have helped minority-owned businesses with more than \$370 million in transactions, which led to more than 1,000 new jobs.**

Continued on page 2.

MBE COMPANY PROFILES



MasTec

JOSÉ MAS
CEO

MASTEC BECOMES A FORTUNE 500 COMPANY

FSMSDC Minority Controlled Company MasTec entered the Fortune 500 list of the United States' largest public companies at No. 428, with \$6 billion in revenues in 2017. The company is the first minority-controlled firm to make the Fortune 500 list. The company just missed making the shortlist in 2017, coming in at No. 502.

MasTec is an international construction company that has been involved in some of the nation's largest infrastructure projects. The company provides engineering, design, construction and maintenance of infrastructure for communications, energy and utility needs. This includes cell tower construction, broadband fiber-optic cable installation, wireline communications construction, technology deployment, oil and natural gas pipeline infrastructure, electrical utility transmission and distribution, conventional and renewable power generation, and other industrial project infrastructure. MasTec is also one of the nation's leading contractors for the construction and engineering of wind farms, solar energy facilities, traditional power generation and alternative fuel power plants. Clients including AT&T, Duke Energy, Comcast, Direct TV, FPL and many others rely on



Continued on page 4.



crowned
marketing & communications

COURTNEY MCKENZIE NEWELL
President & Chief Creative Officer

As Crowned Marketing & Communications President Courtney McKenzie Newell likes to say, being a "best-kept secret" is not a compliment. "We help our customers get the visibility their companies need to continue growing and serving more of their clients," Newell says. To achieve this for Fortune 1000 companies, government agencies and MBEs, West Palm Beach-based Crowned relies on proprietary technology, real-time analytics, storytelling and multimedia marketing solutions. The company's work has been seen in more than 130 media outlets in 100-plus countries.

Newell founded the company two months after graduating from Florida International University, with \$500 she won in a Miss America pageant. Crowned currently employs three people and expects to expand to 15 by the end of 2019. Clients of the company include the Village of Palm Beach, Engineered Design Services, Integra Advanced Technology Services, Grey Goose and the Tourism Authority of Thailand.

A percentage of every dollar Crowned earns goes back into the community through outreach programs such as teaching young girls how to use the company's 3 Es - Empowerment, Education and Excellence - to change their lives, start or expand businesses and be their best selves.

MBE certification has been a game-changer for the business. "Being part of the FSMSDC has provided me the resources and access to grow my business, hire more people and [have] the education and tools I need to continue expanding," Newell says. "FSMSDC's MBE certification is the one certification, out of the many we have, that has actually led to contracts and business growth. I am forever grateful for organization's leadership, programs and events."

To learn more about Crowned Marketing and Communications visit crownedmc.com or call 561-444-8330.

IN THIS ISSUE

- | | | | |
|--------|-----------------------|---|---|
| 1, 3-4 | MBE Profiles | 7 | Programs & Services |
| 2-3 | Board List & Profiles | 7 | Save The Dates |
| 5 | Awards Gala Winners | 7 | FSMSDC Team Members |
| 6 | FSMSDC Facts | 8 | New Nationwide MBE Aquaculture Programs |
| 6 | Featured Programs | | |



THE COUNCIL'S YEAR Continued from cover

The FSMSDC continues as the administrator of the Florida Department of Transportation Disadvantaged Business Enterprise (DBE) Specialized Development Program. The project assists Prime Contractors with meeting their DBE goals. **The statewide initiative has helped DBEs win more than \$400 million in FDOT contracts.**

This year, the FSMSDC also named a new **Central and Northern Florida** Regional Vice President, Johanna De La Cadena. De La Cadena who has more than 10 years of experience in supplier diversity, Also, the FSMSDC **opened a Tampa office** that is staffed by Jackie Reyes the new Certification and Corporate Services Specialist for the region. Reyes earned her MBA with a concentration in marketing at Saint Leo University; she earned a Bachelor of Arts in international business with a minor in marketing at the University of South Florida. De La Cadena and Reyes will work to increase opportunities for MBEs and help corporate members meet their supplier goals in the central and northern region.

The FSMSDC supports businesses around the state with 20 full-time and one part-time staff in offices in Miami, Broward County, Orlando, Palm Beach and Hillsboro, plus FDOT consultants in Tallahassee, Tampa, Orlando and Miami.

FSMSDC BOARD OF DIRECTORS



Florida State
Minority Supplier
Development Council

EXECUTIVE COMMITTEE

CHAIR

DIONNE LAWSON-VIDAL
Manager, Purchasing, American Airlines

VICE-CHAIR

DANA HILL
Program Manager, Florida Blue

TREASURER

ERASMO ACOSTA
SE General Ledger Team Lead; Finance Planning & Analysis Mgr,
Miami Herald/McClatchy Company

ASSISTANT TREASURER

JACK GREENE
Director of Purchasing, AutoNation

SECRETARY

MARY MAYHEW
Communications Lead & Supplier Diversity Manager,
Florida Power & Light Company

MBE INPUT COMMITTEE CHAIRMAN

JAY NARANG
Commander in Chief, Tech Army

PRESIDENT & CEO

BEATRICE LOUSSAINT
Florida State Minority Supplier Development Council

BOARD MEMBERS

ANGELA S. WILLIAMS

Manager, Supplier Diversity, AT&T

ANTHEA PENNANT

District Director, Supplier Diversity, Broward College

DESIRÉE HANSON

Manager, Supplier Diversity, Moffitt Cancer Center

JOSÉ NIDO

Vice President, Global Supplier Diversity, Wyndham Destinations

LEONARD SPENCER

Senior Manager, Supplier Diversity, The Walt Disney Company

MARISOL ROMANY

Dir., Diversity & Minority Business Development, Orlando Health

ROY C. HINDS, JR.

Dir., Workplace Equity & Performance and
Business Development Programs HR, University of Miami

SUSANA ROBLEDO

Chief Executive Office, Cube Care Company

TONJA GRAHAM

Supplier Diversity Specialist, Duke Energy

BOARD OF DIRECTORS MEMBER PROFILES



MOFFITT
CANCER CENTER

DESIRÉE HANSON

Manager, Supplier Diversity

Desirée Hanson administers the Supplier Diversity Program for Moffitt Cancer Center, a Tampa-based comprehensive facility that aims to prevent and cure cancer through research and patient care. Hanson says she feels lucky to work for an organization that supports diversity from its highest levels, recognizing its importance in all parts of the procurement and business practices. "Strengthening and utilizing minority, women, veteran and service disabled veteran-owned businesses contributes to the economic growth and expansion of the communities we serve," she says. She believes that working with diverse suppliers drives quality, innovation and cost savings, and under her leadership, the Supplier Diversity Program has received both local and national recognition.

With more than 25 years of supply chain experience in the public and private sectors of the manufacturing, information technology and healthcare fields, Hanson has conducted Supplier Diversity webinars and is a frequent speaker on the topic for local and national organizations. She finds FSMSDC's work linking MBEs with corporations particularly valuable. **"As a corporate member, I appreciate being able to find and have access to the caliber of qualified MBEs that can meet the procurement needs of our Cancer Center,"** she says.

Hanson, who serves on the board of the Minority Enterprise Development Corp., also mentors first-generation college students in the University of South Florida Corporate Mentor Program. "I truly enjoy mentoring first-generation college students," she says. "Giving back to them ensures they achieve success as our future leaders for a better tomorrow." Hanson graduated from Baruch College in New York with a bachelor's degree in business administration.



UNIVERSITY OF MIAMI
BUSINESS
DEVELOPMENT
PROGRAM

ROY C. HINDS, JR.

Director, Workplace Equity & Performance and Business
Development Programs Human Resources

"Don't stress over things for which you have no control. Place them where they belong." This is the personal motto of Roy Hinds, who is the Director of Workplace Equity and Performance at the University of Miami.

As a FSMSDC Board Member, Hinds says, he enjoys serving a passionate organization that promotes and opens doors to opportunities for MBEs, and he cites the long list of achievements and the many successful MBEs certified through the Council as evidence of a successful approach. Hinds also says he appreciates having a greater ability to support and contribute to the success of MBEs through developmental activities and network facilitation.

Hinds began working for the University of Miami in 1994. Before that, he worked for the Department of Labor Office of Federal Contract Compliance Programs. The University of Miami, he says, has consistently supported supplier diversity and Hinds is proud of his team for doing an excellent job supporting MBEs. Hinds also serves as a board member of the South Florida Industry Liaison Group. He earned a Master of Science in public health and a Bachelor of Science in health services administration from Florida International University.

MBE COMPANY PROFILES



ANJU LYNN
President & CEO

Xplor is a marketing and incentive company that provides ways to keep employees, franchise owners and customers engaged and motivated. The company offers travel incentives, annual conference planning, promotion and recruiting campaigns. Clients include Hard Rock International, Sysco Food Service and Smoothie King, and Xplor says it has established itself as the only incentive company in the franchise industry with a marketing plan that helps franchisors grow revenues by keeping their franchisees engaged.

Husband and wife team Anju Lynn, the firm's President/CEO, and Andrew Lynn, its Chief Innovation Officer, started Xplor after working for companies that didn't motivate or reward them for their hard work. "We wanted to create a business that could not only inspire our customers, but would also drive our own internal team to work hard and play hard," Lynn says. Indeed, the Bradenton, Florida-based company's motto is "Work Hard, Play Hard!" Since launching seven years ago, Xplor has taken its clients to more than 15 countries and 40 cities.

"The FSMSDC has given us opportunities to meet, bid and work with Fortune 500 companies we might not have had the chance to pitch to in the past," Lynn says. "It has opened a lot of doors and allowed us access to those companies."

Xplor foresees the incentive industry continuing to boom, buoyed by millennials who are motivated by things other than cash. "The younger generation wants experiences, and that is what we are giving them," Lynn says.

To learn more about Xplor visit xplorinc.com or call (800) 507-1297.



ALAN WOZNIAK
President & CEO

Human beings spend 90% of their time indoors and breath about 3,000 gallons of air a day. Enter Pure Air Control Services, offering indoor air quality solutions to improve the health, comfort and energy efficiency of its clients' buildings. This, in turn, improves the well-being of occupants and the operational bottom line.

"Everyone needs good indoor air quality," says President and CEO Alan Wozniak. "Our fundamental purpose is to provide professional environmental consulting, engineering and evaluation through building diagnostic protocols, laboratory support services and building/HVAC system remediation services."

The company's 43 employees include engineers, building scientists and microbiologists. Three specialized divisions – Building Sciences, Environmental Diagnostics Laboratory and Building Remediation Sciences – work independently or together for clients such as Florida State University, Harvard Medical School and The Walt Disney Company.

Pure Air's innovative and proprietary PURE-Steam Hygienic HVAC/Coil cleaning service helps clients improve building health, thermal comfort and energy efficiency by disinfecting commercial HVAC systems. It is the only Green Clean Institute-certified service of its kind in North America, and the service can be bundled with antimicrobial and anticorrosive coatings that restore aging HVAC equipment and can add 10 or more years to its lifespan. The innovation has helped make the Clearwater, Florida-based company a member of the Inc. 5000 list of fastest-growing companies in America.

To learn more about Pure Air Control Services visit pureaircontrols.com or call (1800) 422-7873.



ANGELA VALCARCEL-ROTH
President & CEO

When Angela Valcarcel-Roth learned that a friend was losing her hearing, she began learning American Sign Language in an effort to support her. Taken in by the deaf community, Valcarcel-Roth learned about deaf culture and perspectives. Ultimately, she founded Kissimmee, Florida-based ASL Services Enterprises. With Valcarcel-Roth as its President and CEO, ASL Services provides sign language interpreting services to facilitate communication between deaf and hearing persons in professional, personal and social situations. The company offers both onsite services, with an interpreter physically present, and virtual services through video connections. Clients include national corporations such as **Apple, The Walt Disney Company, UnitedHealth Group, Norwegian Cruise Line, Oceana and Amway**, as well as regional and local entities, including Dr. Phillips/Broadways Series, SeaWorld Orlando, Florida Hospital and Orlando Regional Medical Center. ASL Services also provides interpretation services for court systems, public school systems and colleges, including Orange County Public Schools and Valencia College. The company's interpreters can also be found at special events such as political rallies, major conferences and concerts.

With approximately 145 staff and between 200 and 300 contracted interpreters, ASL Services offers translations for the deaf, hard of hearing, deaf-blind/low vision and hearing communities in spoken English and Spanish.

FSMSDC's invaluable support to the company has included guidance and supervision in earning Minority Business Enterprise certification, as well as the opportunity to attend the Advanced Management Education program at Northwestern University's Kellogg School of Management. "I will be forever thankful for everything I gained from that training," Valcarcel-Roth says. "FSMSDC continues to be a wealth of information, support, networking and professional development, and its dedicated staff is an inspiration."

To learn more about ASL Services visit aslservices.com or call 407-518-7900.

BOARD OF DIRECTORS



ANTHEA PENNANT
District Director, Supplier Diversity

A recent addition to the FSMSDC board, Anthea Pennant is passionate about creating meaningful career opportunities for those in underserved communities. As the District Director for Supplier Diversity at Broward College, Pennant embraces innovative approaches toward supplier diversity to build the college's capacity to support opportunities for minority-owned and small businesses. She looks forward to using her platform on the Board to understand the expanded impact Broward College can leverage in the diverse community.

During her 20-year career in executive leadership positions, Pennant has used her expertise in management advocacy and partnership development to help strengthen communities and advance the underserved. As the Chairperson for Broward County Government and Broward County Public Schools Small Business Advisory Boards, she guided and advocated for changes related to institutional diversity procurement policies and practices.

Pennant, also a board member of the Broward County Black Chamber of Commerce, credits FSMSDC staff with effective work expanding Minority Business Enterprises. "I am excited about the opportunity to work with a team engaged in supporting supplier diversity inclusion business opportunities for minority companies," she says. **"Everyone must continue to advocate for the removal of systemic barriers and celebrate the fact that supplier diversity makes good business sense and that we all benefit [from] job creation, innovation, economic development and so much more."**

A proud naturalized American citizen who was born in Jamaica, Pennant once attended the community college where she now works. She went on to earn her bachelor's and master's degrees from Florida International University.

MEMBER PROFILES



TONJA GRAHAM
Supplier Diversity Specialist

As a Supplier Diversity Specialist at Duke Energy, Tonja Graham works to promote the inclusion of diverse suppliers in the enterprise. Duke Energy is one of the largest energy holding companies in the country, and Forbes magazine named it one of America's Best Employers for Diversity 2018.

Graham has worked at Duke Energy for 20 years. Before joining the supplier diversity team, she worked as a business energy advisor and call center supervisor. She is honored to serve on the FSMSDC board. She prioritizes helping connect MBEs to corporations and connecting supplier diversity peers to each other. **"I enjoy it because I like serving and helping others succeed," she says. "By serving on the board, I can bring the mountain to the people."**

Graham is involved in several community organizations, and secured a \$5,000 grant for her and other volunteers to take underprivileged students on a tour of three colleges, as well as provide an educational college prep workshop to assist students and parents with resources and information designed to prepare them for college.

The first in her family to earn a college degree, Graham earned a bachelor's in legal studies from the University of Central Florida.

MBE COMPANY PROFILES



NATTY ELIAS
President



For 30 years, Healthtex has distributed products and brands of specific interest to the Hispanic consumer in categories including beauty care, over-the-counter remedies, baby toiletries, cookware and cleaning products. Natty Elias, Healthtex's President, recognized the need for people who had migrated to the United States to find products that would allow them to continue their traditions and customs in their new home. "Being an immigrant myself from Havana, Cuba, I knew the hardships of settling in a new country and understood the importance of tradition," she says.

Many retailers rely on Healthtex's knowledge of the Hispanic market and expertise in product selection to attract and retain diverse Hispanic customers. **The 80-person company works with clients such as Walmart, Target, Walgreens, CVS, Publix Supermarkets, Winn-Dixie Supermarkets, Navarro Pharmacies, Dollar General, Family Dollar, Bed Bath and Beyond, and Fresco y Mas Supermarkets.**

Healthtex's MBE certification has helped the company connect with large chains, Elias says, noting that "several of the mass retailers look preferably at the company when they know you are certified with the FSMSDC, which holds to a rigorous acceptance criteria."

Over three decades, the international and domestic brand owners Healthtex represents have recognized the company with top distributor awards for market penetration and growth of Hispanic-focused brands and products in the United States. Healthtex expects to continue growing through continuous innovation in the products it represents, as well as its ability to help retailers serve the growing U.S. Hispanic market – which has more than \$1 trillion in spending power.

To learn more about Healthtex
visit healthtexusa.com or call (305) 633-7900.



BRIAN BUTLER
President & CEO



Retired Army Officer Brian Butler once commanded troops in combat, worked in the Pentagon as a spokesperson for an Army Secretary, and served in a director-level policy position on the Homeland Security Council in the White House.

After, having always enjoyed helping others develop strategies to realize their dreams, he founded integrated marketing, public relations and communications agency Vistra from his house. The company's first clients were nonprofit organizations, and from there it grew steadily. Last year Vistra acquired Marketing Associates USA, a 40-year-old marketing, promotional and branding agency. Today, the 11-year-old agency has nearly 75 employees working at its Tampa Bay, Florida, headquarters and its offices in Miami and the Washington, D.C. area. "We have an intentionally diverse team in all aspects, which enables us to think creatively and critically as we help our clients reach their goals," says Butler, the company's President and CEO.

Vistra provides marketing, public relations, strategic communications, research, creative, brand management, digital engagement and social media services to commercial, nonprofit and government clients. Private-sector clients include **AT&T, Splenda, MillerCoors, Chase, Coca-Cola, IBM, Frito Lay, Johnson & Johnson, Humana, Lowe's and Pfizer.** Vistra also does a broad range of business with U.S. federal government agencies, including U.S. Central Command, Department of Veterans Affairs, Department of Homeland Security, Department of Labor, Centers for Disease Control and Prevention, Coast Guard, National guard, Army Corps of Engineers, and Smithsonian Institution.

"FSMSDC has provided tremendous help and support for Vistra," Butler says. "The organization does a great job of putting minority businesses in the same room with buyers, in an environment that fosters relationship building."

Vistra's employees are active in the community, mentoring children, assisting families in need and supporting veterans.

To learn more about Vistra Communications
visit consultvistra.com or call (813) 961-4700.



LISETTE A. OLLINO
Vice President

CHRISTIAN M. OLLINO, LIC. CHB
President & Managing Dir.



Doral, Florida-based Vortex Worldwide Logistics provides nationwide custom brokerage services. Licensed by the U.S. Customs and Border Protection, the Federal Maritime Commission and the Transportation Security Administration, Vortex maintains a commitment to deliver logistics crafted to fit customers' needs. "We are ready, willing, and able to make our next decade of existence one that takes advantage of everything we are currently learning," says Christian Ollino, the company's Founder & Managing Partner.

Ollino has been a licensed customs broker since 1987 and has worked in the industry since 1981. He founded Vortex Worldwide Logistics along with his wife, Lisette, in 2008 – just as their three children were entering college at Florida International University. The pair leveraged relationships they had built over the years and the support of friends in Hong Kong to quickly begin growing the business.

Today, Christian and Lisette's three children run the company's imports, exports and sales and marketing. Vortex has 14 employees who support a client list that includes Loomis International, Soltex, Airbus Space and Defense, Bourns Inc., and more. The company was recently nominated for a Minority Exporter of the Year award by the MBDA.

Vortex is a true partner with its customers, and is currently focused on increasing customers' compliance levels in their import and export processes. **"The truth is, every customer tells us they're amazed at the dedicated manner in which we support their import and export programs on a 24-7-365 basis," Christian Ollino says.**

The Ollinos are growing their business with help from the Council. "The FSMSDC has opened up a whole new world of opportunities for Vortex," Christian Ollino says. "They are also assisting us, through the MBDA, to obtain a line of credit with a local bank."

To learn more about Vortex
visit vortexwl.com or call 305.715.9090.

MASTEC MBE PROFILE CONTINUED FROM COVER



MasTec to deliver large and complex infrastructure projects and provide their customers with top-tier service.

"Years ago, I spoke at one of the FSMSDC's events ... about how even though we as minority companies have come a long way, we are not represented on the Fortune 500," MasTec CEO José Mas says. "I appreciate what the organization does every day because FSMSDC gives companies like mine the opportunity to achieve goals beyond our wildest dreams. We thank FSMSDC for its support over the years! Keep fighting the good fight!"

MasTec was formed through the merger of two utility infrastructure and civil construction companies. In 1971, Cuban exile Jorge Mas Canosa (who had arrived from Cuba, nearly penniless, in 1960) purchased utility construction firm Church & Tower; his sons eventually became involved in the company as well. In 1994, the family orchestrated a merger between Church & Tower and publicly traded Burnup & Sims, naming the new public company MasTec.



Today, the company has nearly 22,000 employees across North America, as well as a wholly-owned fleet of specialized engineering equipment. *Engineering News-Record* named the company No. 1 on its Southeast Top Specialty Contractors list – a position MasTec has held for three years in a row. Mas Canosa's sons remain at the company helm: CEO José R. Mas and Chairman Jorge Mas. The brothers are also part of the group working with David Beckham to bring a Major League Soccer team to Miami.

In June 2018, MasTec won a \$500 million contract to help rebuild Puerto Rico's electrical grid, which was heavily damaged by hurricanes during 2017.

To learn more about MasTec
visit mastec.com or call (305) 599-1800.





Florida State
Minority Supplier
Development Council

WINNERS AND HONOREES

43rd Annual Awards Gala

A CELEBRATION OF NATIONS

NATIONAL CORPORATION OF THE YEAR



Jay Narang, Mary Mayhew, Beatrice Louissaint, Rhonda Wimberly, Dionne Lawson-Vidal and Erasmo Acosta

LOCAL CORPORATION OF THE YEAR



Jay Narang, Mary Mayhew, Desiree Hanson, Beatrice Louissaint, Jack Kolosky, Dionne Lawson-Vidal, Cathy Grant and Erasmo Acosta

MBE SUPPLIERS OF THE YEAR

CLASS I SALES LESS THAN \$1M



Courtney Mckenzie Newell
President & Chief Creative Officer

CLASS II SALES BETWEEN \$1M - \$10M



Susana Robledo
CEO

CLASS III SALES BETWEEN \$10M - \$50M



J.W. Gibson II
CEO

CLASS IV SALES GREATER THAN \$50M



José Mas
President & CEO

DOING WELL WHILE DOING GOOD® CORPORATION



DOING WELL WHILE DOING GOOD® MBE



MIAMI MBDA BUSINESS CENTER CLIENT OF THE YEAR



ORLANDO MBDA BUSINESS CENTER CLIENT OF THE YEAR



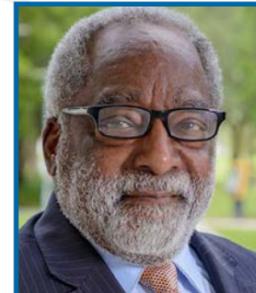
CRYSTAL AWARD



ADVOCATE OF THE YEAR



PRESIDENT'S AWARD



H.T. Smith, Esquire



Florida State
Minority Supplier
Development Council

- MBEs have combined sales of over \$17 billion
- MBEs average \$10 million in annual sales
- The largest business development organization in Florida
- 35% of MBEs doing business internationally
- 35 major events hosted each year
- More than 3,000 people attend FSMSDC's events
- Participate in 150+ outreach activities each year
- The most diverse Council in the National Minority Supplier Development Council network

FSMSDC FEATURED PROGRAMS

Did you know
FDOT's Capital Budget
Over the Next Five Years
is Approximately
\$42.6 Billion?

WOULD YOU LIKE TO
DO BUSINESS WITH FDOT?

FDOT DBE Specialized Development Program

The FSMSDC is the statewide Florida Department of Transportation (FDOT) Disadvantage Business Enterprise (DBE) Specialized Development Program provider, in partnership with Ariel Business Group. **The program's primary goal is to increase the number of DBEs participating in FDOT's contracts and the dollar percentage of contracts awarded** to DBEs by connecting prime contractors with DBEs and facilitating the development of DBEs.

In aiding prime contractors, the program focuses on those that are bidding on or have been awarded contracts designated as priority projects. The Specialized Development team helps identify qualified DBEs that can become subcontractors on those bids.

Services provided to DBEs include the Bridging the Gap Program, which aims to move established DBE firms from bidding as subcontractors to bidding as prime contractors on FDOT projects. The program helps DBEs build relationships with well-established prime contractors, as well as identify development opportunities for the DBE and initiate a plan of action. The Specialized Development Program also aims to build capacity for DBEs through access to publicly available information technology-related training, software and applications. Also, the program works to help DBEs secure access to capital.

To learn more about the program
visit FDOTDBEServices.com or call 1-855-422-FDOT(3368).



Administered by:



MINORITY BUSINESS DEVELOPMENT AGENCY
BUSINESSCENTER
U.S. DEPARTMENT OF COMMERCE

The Orlando and Miami
MBDA Business Centers
helped clients win more than
\$370 Million
in transactions.

Let our consultants be part
of your winning team!

Orlando & Miami MBDA Business Centers

The FSMSDC operates two U.S. Department of Commerce Minority Business Development Agency (MBDA) Business Centers, which are part of a national network of centers funded by the U.S. Department of Commerce. Clients pay fees based on their gross sales and fees are subsidized by federal appropriations. To reach their goals of helping minority-owned firms create jobs, develop their businesses and compete in the global economy, the centers provide the following expert assistance and services:

- Procurement & contracting leads
- Access to traditional & alternative capital
- Bidding assistance
- Assistance with minority certification & vendor registration
- Access to government & private markets
- Bonding
- Financial consulting, analysis & planning
- Business & marketing plans
- Business analysis & consulting
- Disaster preparation & recovery assistance
- Management & organizational consulting
- Professional referrals
- International trade development & financing
- Business seminars & workshops

To learn more about the centers visit
Miami Business Center – www.MBDAMiamiCenter.com
Orlando Business Center – www.MBDAArlandoCenter.com



**Florida State
Minority Supplier
Development Council**

PROGRAMS & SERVICES

Corporate Member

Benefits, Services and Programs

- Regional and national training
- Sharing of bids and contracting opportunities with qualified MBEs
- Corporate member – MBE matchmaking events and services
- Mentor Protégé Program
- National conference
- Mentoring of new Supplier Diversity professionals
- Access to best practices in Supplier Diversity
- Bids sent and identification of suppliers
- Database of national certified minority-owned businesses
- Leadership roles
- Recognition programs
- Doing Well While Doing Good® Award

Minority Business Enterprise

Benefits, Services and Programs

- National Minority Business Enterprise (MBE) certification accepted by thousands of companies and government agencies
- Access to financing, including the FSMSDC Loan Fund
- Technical Assistance Program (TAP)
- MBDA Business Centers
- FDOT Specialized Development Program
- Mentor Protégé Program
- Access to MBE2MBE Search, which helps MBEs connect with other MBEs
- Matchmaking events with buyers and decision-makers
- Annual Business Expo
- Workshops and seminars
- Regional and national training, including advanced management training at Kellogg, Dartmouth and Washington University
- Free business courses at Broward College
- Weekly E-newsletters and annual newsletter
- Business referrals

TAP - Technical Assistance Program

TAP offers MBEs access to industry experts for legal, accounting and business compliance, and sales coaching and training services. The FSMSDC will cover the cost of the first two hours of consultation per certified MBE and three hours per MBE Subscriber. Make an appointment today!

Marlin Cano Advanced Management Education Scholarships

Each year, CEOs and owners of certified MBE companies can apply for a scholarship to participate in programs at Kellogg School of Management, Dartmouth College and Washington State University.

Disaster Preparedness & Recovery Program

This new program, offered through the Miami and Orlando MBDA Business Centers, helps MBEs affected by natural disasters find financial assistance and helps MBEs develop disaster preparedness plans. It also assists MBEs seeking contracting opportunities in these areas.

Special Events

From the boardroom to the exhibition hall, and on and off the greens, the FSMSDC hosts special events that create invaluable relationship-building forums for its corporate members and MBEs. Awards and social events occur throughout the year, including networking receptions, luncheons and an Annual Awards Gala.

FSMSDC TEAM MEMBERS

MAIN OFFICE/SOUTHERN REGION

BEATRICE LOUSSAINT
President & CEO

YASMEEN FERRERA
Executive Assistant

MAYRA HERNANDEZ
MBE & Corporate Services Specialist

STUART COMBS
Certification Manager, Southern Florida

MOYA BAILEY
FDOT Project Consultant
Southern Florida Districts 4 & 6

KENNETH E. TAITE
FDOT Project Consultant
Northern Florida Districts 2 & 3

PETULA SANKARSINGH
Vice President of Operations

LUCY MOORE
Finance & Business Administrator

TRICIA-ANNE RAMSAY
Communications Manager

KRYSTEN B. DEIDRICK
Administrative & Special Projects Coord.

LENER "LEO" COIRA
FSMSDC/ FDOT
Administrative Specialist

MARK G. JACKEL
FDOT Project Consultant
Central Florida Districts 1, 5 & 7

CENTRAL & NORTHERN REGION

JOHANNA DE LA CADENA
Regional Vice President
Central and Northern Florida

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SAVE THE DATES

To learn more about the FSMSDC, become a corporate member or certified MBE, attend events or become a sponsor, visit fsmcdc.org or call (305) 762-6151 to speak with a team member.

- **Kickoff Meetings & Receptions**
January 24, 2019 (Orlando)
January 25, 2019 (Tampa)
January 31, 2019 (Miami)
- **33rd Annual Business Expo**
April 11-12, 2019
- **43rd Annual Awards Gala**
September 27, 2019
- **2019 Business Opportunity & Matchmaker Summit**
November 21, 2019
- **Dates TBA**
- Vendor PowerNets
- Networking Luncheon
- Webinars
- Networking Receptions
- B2B Matchmakers
Dates are subject to change.

JOIN THE FSMSDC SOCIAL NETWORK

- Find bid opportunities, useful articles & other pertinent business information
- Get the latest business updates, resources & calendar of events
- Learn about what's new with the FSMSDC
- View video clips about the FSMSDC & NMSDC
- Submit a success story

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NEW NATIONWIDE MBE AQUACULTURE PROGRAM

Aquaculture is the fastest-growing form of food production in the world. Marine aquaculture in the United States contributes to seafood supply, supports commercial fisheries and has great growth potential. The FSMSDC will begin offering a new MBE Aquaculture Development Program through a grant from the Minority Business Development Agency, a bureau of the U.S. Department of Commerce. **The program will identify and promote minority businesses owners in aquaculture industries, research institutions and related industries.** The goal is to advance marine aquaculture throughout the U.S., and to give minority-owned businesses around the U.S. access to the industry.

"This innovative project is an opportunity for minority-owned businesses to help the United States become a more important player in this future-focused industry," says Beatrice Louissaint, President and CEO of the FSMSDC. **"This program will get companies ramped up quickly, so they can immediately begin activities to successfully enter or increase their capacity in the aquaculture industry."**



The Council partnered on this project with the **Southern Minority Supplier Development Council** (serving Louisiana, Alabama, Arkansas and Mississippi). The University of Miami **Rosenstiel School of Marine & Atmospheric Science**, a leading expert in the industry, is a subconsultant on the project. The partners will identify minority-owned businesses that may be able to enter or expand in the aquaculture industry, and connect them with prime contractors and other large corporations in the field. Services will include technical assistance, education, one-on-one consultations, mentorship, matchmaking and digital support. The Rosenstiel School will share its cutting-edge research and information with participants.

To learn more about the project
visit MBEaquaculture.com or call (305) 762-6151.