

# February 6, 2018

## Pensacola Supplier Diversity Exchange

### Final Report

The Office of Supplier Diversity (OSD), City of Pensacola, and the Gulf Coast African American Chamber of Commerce (GCAACC) presented the 2018 Pensacola Supplier Diversity Exchange on Tuesday, February 6. The Supplier Diversity Exchange was held at the Sanders Beach-Corinne Jones Resource Center, and included panel discussions, networking opportunities, and one-on-one interviews.

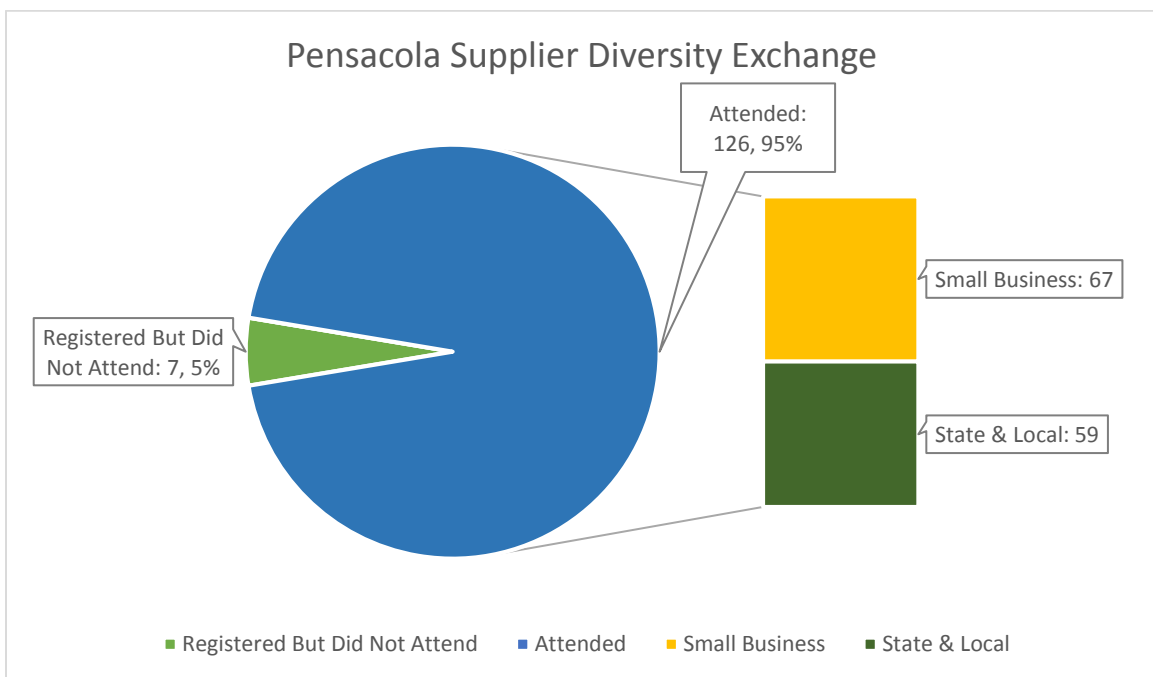
Attendees were welcomed and greeted with opening remarks from OSD Executive Director Hue Reynolds, City of Pensacola City Administrator Eric Olson, and GCAACC Executive Director Brian Wyer. Two panel discussions were held in the morning. The first discussion included government representatives from state, city, and county levels, as well as local university representatives. By popular demand, the event also included a panel discussion with representatives from local military bases. MyFloridaMarketPlace and the Department of Transportation also presented to attendees.

After a networking lunch, where attendees supported local food truck businesses, 38 organizations, including 11 state agencies, participated in 15-minute one-on-one interviews with small business attendees.

Of the attendees who completed the post-event survey, 95.4% strongly agree or agree that participating in the event was beneficial.

### Event Attendance

Overall, there were 133 registrants for the event and 126 attendees participated. The below chart provides information on those who registered but did not attend, and the breakdown of those who attended.



## State and Local Agency Attendees

A total of 38 state, local and federal agencies participated in the Pensacola Supplier Diversity Exchange.

CareerSource Escarosa	Gulf Coast African American Chamber of Commerce
City of Pensacola	Gulf Power
Department of Agriculture and Consumer Services	Hampton Inn Pensacola Beach, Innisfree Hotels
Department of Children and Families	Hilton Pensacola Beach, Innisfree Hotels
Department of Corrections	Holiday Inn Resort Pensacola Beach, Innisfree Hotels
Department of Health	Hyatt Place Pensacola Airport, Innisfree Hotels
Department of Highway Safety & Motor Vehicles	MBDA (Minority Business Development Agency) Business Center
Department of Juvenile Justice	National Black Business Support Corporation
Department of Law Enforcement	Navy Federal Credit Union
Department of Management Services, Office of Supplier Diversity and MyFloridaMarketPlace	Okaloosa County
Department of Transportation, DBE Support Services, Construction Estimating Institute (CEI)	Pensacola State College
Department of Transportation, District 3 Procurement	Prospera
Department of Transportation, Specialized Development Program, FSMSDC/Ariel Business Group	Santa Rosa County
Emerald Coast Utilities Authority	Skanska
Escambia County	Small Business Administration
Escambia County School District	University of West Florida
Florida Fish & Wildlife Conservation Commission	US Air Force, Eglin Air Force Base
Florida Lottery	US Air Force, Hurlburt Field
Florida SBDC Network	US Army Corps of Engineers, Mobile District

## Post-Event Survey Feedback

A post-event survey was sent to event attendees on February 9, 2018. Forty-three attendees completed the survey and reported the following feedback:

- 98% very satisfied or satisfied with the networking opportunities at the event.
- 88% agree that the objectives of the event were clearly defined.
- 93% agree that the objectives of the event were met.
- 95% agree that participating in the event was beneficial.
- 98% agree that they will likely recommend the event to friends and/or colleagues.
- Most important or beneficial take-away from the event:
  - “Networking with businesses.”
  - “Stay focused and maintain communication. “
  - “Network, research panel before meeting and come with questions that may provide better insight to strategies and potential results.”
  - “Perhaps knowing that each governmental entity must be contacted individually.”
  - “I was able to meet with individuals that would have been more difficult to meet.”

- “These type settings continuously assist the small business owners in marketing their goods and services as well as offering them reassurance in themselves.”
- Biggest area of improvement for next year’s event:
  - “Invite more contractors and engineers.”
  - “It was extremely hard to hear the panel. It would be nice if someone reviews how to appropriately use a microphone with everyone speaking, so they know what to do. It might seem minor, but you'd be surprised how many individuals don't know how to perform such a simple thing. In addition, it would have been nice if there was either a microphone stand or someone walking around in the audience so the rest of the participants could hear individual questions being asked.”
  - “None, did an excellent job! “
  - “Ensure that the audio (mics) are working properly and that presenters are provided prompts to let them know when the audience cannot hear them.”
  - “Maybe adding a vendor's testimony and how they conduct business with the state, local or federal government.”
  - “The sound system offerings are an area for improvement. And, if possible, can the window blinds be adjusted with a remote?”
  - “Having one or two sentences informing everyone what each agency services are would be a little helpful when deciding which agencies to pick for the one-on-one interviews.”
  - “Lighting to see the presentation.”
- Suggestions for session topics for future events:
  - Since 2009, ECUA has offered and provided free "How to do Business with ECUA," workshops on a quarterly workshop. We have delivered this program with SBDC and the Pensacola Chamber. ECUA was excluded from the panel and as an agency who contributes to the education of purchasing this was a major oversight.”
  - “More large companies like Gulf Power to participate.”
  - “Different certifications. Suggest having workshops for topics vs just a panel so could gain more knowledge.”
  - “Round table discussions between suppliers and entities - more in-depth questions and answers.”
  - “Add Hospitals.”
  - “Perhaps include a small business on the spot light, and have them share some of their experiences.”
  - “Business Credit / Personal Credit Insurance / Bonding.”
  - “The session topics are exceptionally informative; each entity has a very comprehensive website. Perhaps a 30 minutes session on "The Niche of Networking" can incorporate best practices for communicating with each entity.”
- Additional comments:
  - “This event is the right platform for small, minority owned businesses to get reenergized. I benefited greatly from the networking opportunities and feel that I better understand how to market my business to the intended audience. I have already received some invitations to bid projects from the contacts made that day. Thank you for all the effort that was put into this great event.”

- “As a first-time attendee, I was impressed with the scope and breadth of the presenters. It was impressive to see state and local agencies collaborating to ensure that the information provided was meaningful.”
- “The City of Pensacola employees present at the Supplier Diversity Exchange were all accommodating, gracious, and very professional!”
- “This was a fantastic event on how to do business with The City, Counties, School districts, Universities etc. There is a lot to understand and consider when registering as a vendor as all the different entities have different requirements. The one-on-one meetings were fantastic. Each organization was prepared to explain how to do business with them. I would highly recommend this event if you are considering doing business with any government entity!
- “Good job and thanks for supporting small business/MBEs!”

## Event Photos













Agenda

# Pensacola Supplier Diversity Exchange

February 6, 2018

Sanders Beach-Corinne Jones Resource Center  
913 South I Street

## Learn. Network. Grow.

**8:30-9:00 a.m. ....Check In and Network**

**9:00-9:15 a.m. ....Welcome**

**Hue Reynolds** .....Executive Director, Office of Supplier Diversity (OSD),Department of Management Services  
**Eric Olson** .....City Administrator, City of Pensacola  
**Brian Wyer** .....Executive Director, Gulf Coast African American Chamber of Commerce

**9:15-10:15 a.m. ....Panel Discussion: How to Compete for Government Work**

Learn the bid thresholds and procurement process so you can compete for government work with these organizations.  
Moderated by Hue Reynolds, OSD Executive Director.

**Judson Freeman** .....Department of Management Services  
**Hosea Goodwyn** .....City of Pensacola  
**Paul Nobles** .....Escambia County  
**Allison Watson** .....Escambia County School District  
**Angie Jones** .....University of West Florida  
**Ted Young** .....Pensacola State College

**10:15-10:30 a.m. ....Networking Break**

**10:30-11:00 a.m. ....Doing Business with the State: MyFloridaMarketPlace**

**Tyler Brown** .....DMS

**11:00-11:30 a.m. ....Department of Transportation (DOT)**

**Terry Watson** .....State DBE Program Coordinator, DOT

**11:30 a.m.-12:00 p.m. ....Panel Discussion: Doing Business with the Military**

Learn how your business can work with local military bases. Moderated by Judson Freeman, DMS Deputy Director of State Purchasing.

**Cherri Duval** .....US Air Force, Eglin Air Force Base  
**Chris Wentworth** .....US Air Force, Hurlburt Field  
**Linda Spadaro** .....US Army Corps of Engineers, Mobile District

**12:00-12:45 p.m. ....Networking Lunch: Food Trucks**

Support local food truck businesses and spend time networking with fellow attendees.

**12:45-1:00 p.m. ....Clear the Room for Business Exchange Setup**

**1:00-3:00 p.m. ....One-on-One Business Exchange Appointments**

All attendees will wait on the sides of the room for their name to be called for exchange appointments. Each exchange appointment will last 12 minutes.



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### Sanders Beach-Corinne Jones Resource Center

8:30 a.m. – 3:00 p.m.

Register at [PensacolaExchange.eventbrite.com](http://PensacolaExchange.eventbrite.com)

