



UNIVERSITY OF SOUTH FLORIDA

Office of Supplier Diversity

Supplier Diversity Day 2019 Deemed Success!



The USF Office of Supplier Diversity would like to thank all our partners and presenters who attended our third annual Supplier Diversity Day on Friday, October 4th. The all-day event brought together the Tampa Bay region's business community with key purchasers from USF. The event also celebrated those USF purchasing agents, community organizations, and businesses who ensured the success of the USF Office of Supplier Diversity Strategic plan.



This event aimed to strengthen business relationships and educate vendors about the university's procurement process. Workshops were held throughout the day offering guidance on different business topics, such as [Doing Business with USF](#), [Show Me the Money!](#), [Doing Business Globally](#), [How to Successfully BID USF Facilities & Construction Opportunities](#).

The Office of Supplier Diversity proudly informed the community that in 2018-19, USF spent nearly \$35 million with diverse suppliers, an increase of nearly \$8 million from the previous year and almost double the amount from 2016-17 (\$18 million). Overall, 8.7 percent of the university's competitively sourced purchases last year were made with diverse suppliers.



This achievement would not have been made possible without the support of staff, departments, and most of all the business community. The university is on the right path and is committed to increasing our spend yet again in the upcoming year.

2019 Champion Award Winners

Community Advocate of the Year Award
USF Small Business Development Center

Supplier of the Year
Foresight Construction

Above and Beyond Award
Kimberly Brown
College of Nursing

Buyer of the Year Award
Muhammad Higgins
Procurement Services

President's Award
Michael Hernandez
Procurement Services

Special Recognition Award
USF Facilities & Construction Team
Facilities Management



Business Update

The Profit of Supplier Diversity

On average supplier diversity programs add **\$3.6 million** to the bottom line for every \$1 million in procurement operation costs. The high return on investment is undeniable. Achieving diversity in the supply chain is possible via a diversity-owned Tier I (direct contractor) procurement and/or a diverse-owned Tier II (subcontractor) procurement. A positive ROI that boosts a socially conscious reputation should push supplier diversity to the forefront of business strategy. MBEs and WBEs go through a rigorous certification process to ensure corporations that invest in them are investing securely.



Source: [Diversity Best Practices](#)

Federal Government Contract Goals

Did you know the U.S. Small Business Administration (SBA) [recently announced](#) that the federal government earned an “A” on the year’s government-wide scorecard, exceeding its federal contracting goal by awarding 25.05% of contracts to small businesses for a total of \$120.8 billion? This is in part due to contracts that are referred to as “**set-asides**”. Unfortunately, the University of South Florida cannot legally offer set-asides; however we wanted to make you, our suppliers aware of these benefits at the Federal Level. The federal government has goals for awarding contracts to certain types of businesses each year. There are five types of businesses that could benefit from this goal: Small Business, Small Disadvantaged Business, Woman-Owned Small Business, Service Disabled Veteran Owned Small Business and HubZone.

For more information, please visit www.fptac.org

Six Things Small Business Owners Should Do In Fall



Many of us look forward to Fall as it means cooler weather and a lot of festivities to share with family and friends, but Fall is also very important for business owners as it means closing out the year on a high note.

Getting ready for November means taking advantage of the calmer weeks left for the year. Here are a few key items to add to your to do list before the festivities begin.

- Be Prepared - Winter is coming
- Keep your employees motivated
- Make a holiday inventory list
- Make Small Business Saturday work for you
- Get your finances in order
- Give thanks to the people who help to make your business thrive

[CLICK HERE](#) for more information



Due to events unfolding within our society, mental health has been a huge conversation topic. Many business owners state that although running your own business can be rewarding, but it does come with some very difficult and trying challenges. Many business owners face the same challenges, whether it is managing finances, personnel or seeking the next financial opportunity. Business owners can see their mental and physical health being bombarded with extra stress due to being solely responsible for the success or failure of their business. It is important that business owners see the early warning signs and seek help to overcome those stressors.

[CLICK HERE](#) for more information and tips to help you manage your mental health.

National Military Family Month



National Military Family Month is celebrated every November; it recognizes and honors the 1.3 million active-duty military and more than 800,000 reserve members of the Armed Forces and the families that undertake daily sacrifices and challenges to support their loved one and the nation.

If you are a business owner make an effort to [hire a veteran](#). Veterans possess incredible organizational and leadership skills and can deal with high-pressure situations. Reach out to that neighbor you now is a veteran or currently serving, make them a card or invite them to dinner.

There are many ways you can support and celebrate Military Families here are a [few ideas](#).

Doing Business with USF

Bulls Marketplace

Bull Marketplace is a comprehensive Procure-to-Pay solution. Supplier Management Team adds new suppliers and updates suppliers that currently exist in the Bull Marketplace. Updating suppliers includes reactivating inactive suppliers as well as verifying any changes to supplier records. Supplier Management also prepares the annual IRS 1099 - MISC forms for suppliers.

Supplier Resources

As an external supplier, you can register in the USF Supplier Portal to do the following: provide your W-9/W-8 information, manage your address, contacts and diversity information, manage your remittance information, check the status of your invoices, and view and respond to University solicitations.

[For more information click here](#)

Current Opportunities



Major Projects (In-Design)

*USF 558 - WELLNESS CENTER

LOCATION: TAMPA

FIRM: BARR & BARR

CONTACT: BRITTON POLLITT

usfwellness@barrandbarr.com

813-591-4545

*USF 581 - FOOTBALL CENTER

LOCATION: TAMPA

FIRM: R.R. SIMMONS

CONTACT: CESAR ZEVALLOS

cesarvallos@rrsimmons.com

813-692-5553

*USF 567 - HONORS COLLEGE

*ST. PETERSBURG RESIDENCE HALL & DINNING

*ST. PETERSBURG DAVIS HALL RENOVATIONS

LOCATION: TAMPA

FIRM: THE BECK GROUP

CONTACT: MICHELLE NATT

***USF RESEARCH AND OFFICE BUILDING**

LOCATION: TAMPA

FIRM: SKANSKA USA

CONTACT: TRACY HUNT

tracy.hunt@skanska.com

404-606-3202

Future Major Projects:

Central Plant Boiler Replacement **TO BE DETERMINED**

S.E. Chiller Plant - New 2300 Ton Chiller and Cooling Tower

TO BE DETERMINED

Please visit USF's new public solicitation portal to view current bid opportunities.

Minor Projects Continuing Service Providers:

DISCIPLINE	EXPIRATION DATE	NEW SELECTION BEGINS
CIVIL ENGINEER	DECEMBER 8, 2019 *	JUNE 2022
TEST & BALANCE	JUNE 19, 2020	JANUARY 2020
CONSTRUCTION MANAGER	NOVEMBER 13, 2021	APRIL 2021
MECHANICAL / ELECTRICAL / PLUMBING	NOVEMBER 13, 2021	MAY 2021
ASBESTOS	JUNE 25, 2022	JANUARY 2022
ARCHITECT	SEPTEMBER 23, 2022	MARCH 2022

* The Civil Engineer selection has been completed and is in the contract negotiation stage.

Upcoming Events

November 28 - 29 - Thanksgiving - **CLOSED**

December 23 - January 1 - Christmas Break - **CLOSED**

January 23 - Lunch & Learn Undergraduate Graduate, Honors and Innovative Edu.
Internal USF Employees Only

PARTNER EVENTS

January 22 - FSMSDC Kickoff Breakfast, Orlando FL

January 24 - FSMSDC Kickoff Breakfast, Tampa FL
(Hosted at USF Marshall Center (MSC 3707 at 9am)

January 30 - FSMSDC Kickoff Breakfast, Miami FL

FSMSDC.ORG