

# ANNUAL REPORT

December 31, 2022

Tennessee Department of General Services



OVER *\$1 BILLION!*

In transactions with certified diversity businesses  
Fiscal Year 2021-2022



December 31, 2022

The Honorable Bill Lee, Governor  
and Members of the Tennessee General Assembly  
First Floor, State Capitol  
Nashville, TN 37243

Dear Governor Lee and Members of the Tennessee General Assembly:

Tenn. Code Ann. §12-3-1101, *et seq.*, known as the *Tennessee Minority-Owned, Woman-Owned, Service-Disabled Veteran-Owned, Business Owned by Persons with Disabilities, and Small Business Procurement and Contracting Act* requires the Chief Procurement Officer of the Department of General Services to report annually to the Governor and each member of the General Assembly concerning State agency purchases from businesses owned by minorities, women, service-disabled veterans, persons with disabilities, and small businesses.

The Governor's Office of Diversity Business Enterprise (Go-DBE) is pleased to report more than \$1.05 billion in spend with diversity business enterprises over the past fiscal year. This represents an increase of 37 percent above the previous year's record-breaking amount of \$766.4 million. During the last four years, Go-DBE has achieved a remarkable 58 percent increase or \$386 million in additional spend. We continue to expand our commitment to maximizing the economic opportunities for these business enterprises.

With a continued emphasis on expanding opportunities into rural counties, over \$88.9 million of State spend was with certified diversity businesses. This represents a 41.7 percent increase over last year.

In addition, Go-DBE certified and recertified 654 businesses as minority-owned, woman-owned, service-disabled veteran-owned, owned by persons with disabilities, and small businesses.

Presented herein is the annual report on diversity spend.

Sincerely,

A handwritten signature in blue ink that reads "Michael F. Perry".

Michael F. Perry  
Chief Procurement Officer

# Table of Contents

<b>Go-DBE SUMMARY .....</b>	<b>1</b>
Creation of the Governor’s Office of Diversity Business Enterprise .....	1
Mission Statement.....	1
Vision .....	1
Program Definitions .....	1
<b>PROGRAM ACCOMPLISHMENTS .....</b>	<b>3</b>
Contracts and Payments .....	3
Awarded Diversity Dollars FY 2005 to 2022.....	3
Highlights in Contracts and Payments by Category and Ethnicity .....	4
Diversity Solicitations and Responses .....	5
MBE Subcategories Solicitations and Responses .....	5
Certification .....	6
Certifications by Industry .....	7
Executive Order No. 1 .....	8
Memphis Regional Megasite.....	9
Diversity Dashboard.....	11
Bi-Annual Small Business Update.....	14
In the Know.....	15
Subcontracting Opportunities .....	16
Agency and Departmental Goals .....	17
<b>CONTACT INFORMATION .....</b>	<b>19</b>
Agency Diversity Liaisons .....	19
Go-DBE Contacts .....	20

# Go-DBE SUMMARY

## Creation of the Governor's Office of Diversity Business Enterprise

The Governor's Office of Diversity Business Enterprise (Go-DBE) was created by Executive Order Number 14 on December 8, 2003, to expand economic opportunities for small businesses and businesses owned by minorities and women.

The Office is charged with coordinating and directing the Executive Branch's efforts to increase participation by small businesses and businesses owned by minorities, women, persons with disabilities, or service-disabled veterans in the State's procurement and contracting opportunities. Go-DBE has developed a nationally recognized program for expanding business opportunities for diversity business enterprises. In 2022, it received bronze medal recognition for its program from the National Association of State Procurement Officials at its Annual Conference.

## Mission Statement

To coordinate the State's efforts to facilitate greater participation by minority-owned, woman-owned, persons with disabilities, service-disabled veteran-owned, and small businesses in the State's procurement and contracting opportunities.

## Vision

To be the best program in the nation for expanding meaningful economic opportunities to business enterprises owned by Tennessee small businesses, including minority, women, persons with disabilities, and service-disabled veteran-owned businesses.

## Program Definitions

Go-DBE is charged with verifying and certifying diversity businesses using one of the following categories:

### **Minority Business Enterprise (MBE):**

A continuing, independent, for-profit business that performs a commercially useful function and is at least 51 percent owned and controlled by one or more minority individuals who are impeded from normal entry into the economic mainstream because of past practices of discrimination based on race or ethnicity. Recognized minority ethnicities include:

**African American:** A person having origins in any of the Black racial groups of Africa.

**Hispanic American:** A person of Mexican, Puerto Rican, Cuban, Central or South American, or other Spanish culture or origin, regardless of race.

**Native American:** A person having origins in any of the original peoples of North America.

**Asian American:**

A person having origins in any of the original peoples of the Far East, Southeast Asia, the Indian subcontinent, or the Pacific Islands.

**Woman Business Enterprise (WBE):**

A continuing, independent, for-profit business that performs a commercially useful function, and

- Is at least 51 percent owned and controlled by one or more women; or
- In the case of any publicly owned business, at least 51 percent of the stock of which is owned and controlled by one or more women and whose management and daily business operations are under the control of one or more women.

**Disabled Small Business Enterprise (DSBE):**

A continuing, independent, for-profit business that performs a commercially useful function, and

- Is at least 51 percent owned and controlled by one or more persons with a disability; or,
- In the case of any publicly owned business, at least 51 percent of the stock of which is owned and controlled by one or more persons with a disability and whose management and daily business operations are under the control of one or more persons with a disability.

**Service-Disabled Veteran Business Enterprise (SDVBE):**

A continuing, independent, for-profit business located in the State of Tennessee that performs a commercially useful function, and

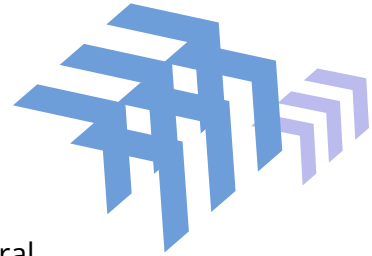
- Is at least 51 percent owned and controlled by one or more service-disabled veterans; or
- In the case of a business solely owned by one service-disabled veteran and such person's spouse is at least 50 percent owned and controlled by the service-disabled veteran; or
- In the case of any publicly owned business, at least 51 percent of the stock of which is owned and controlled by one or more service-disabled veterans and whose management and daily business operations are under the control of one or more service-disabled veterans.

Tennessee service-disabled veterans include any person who served honorably on active duty in the Armed Forces of the United States with at least a 20 percent disability that is service-connected, meaning that such disability was incurred or aggravated in the line of duty in the active military, naval, or air service.

**Small Business Enterprise (SBE):**

A continuing, independent, for-profit business that performs a commercially useful function and has total gross receipts of no more than \$10 million averaged over three years or employs not more than 99 employees on a full-time basis.

# PROGRAM ACCOMPLISHMENTS



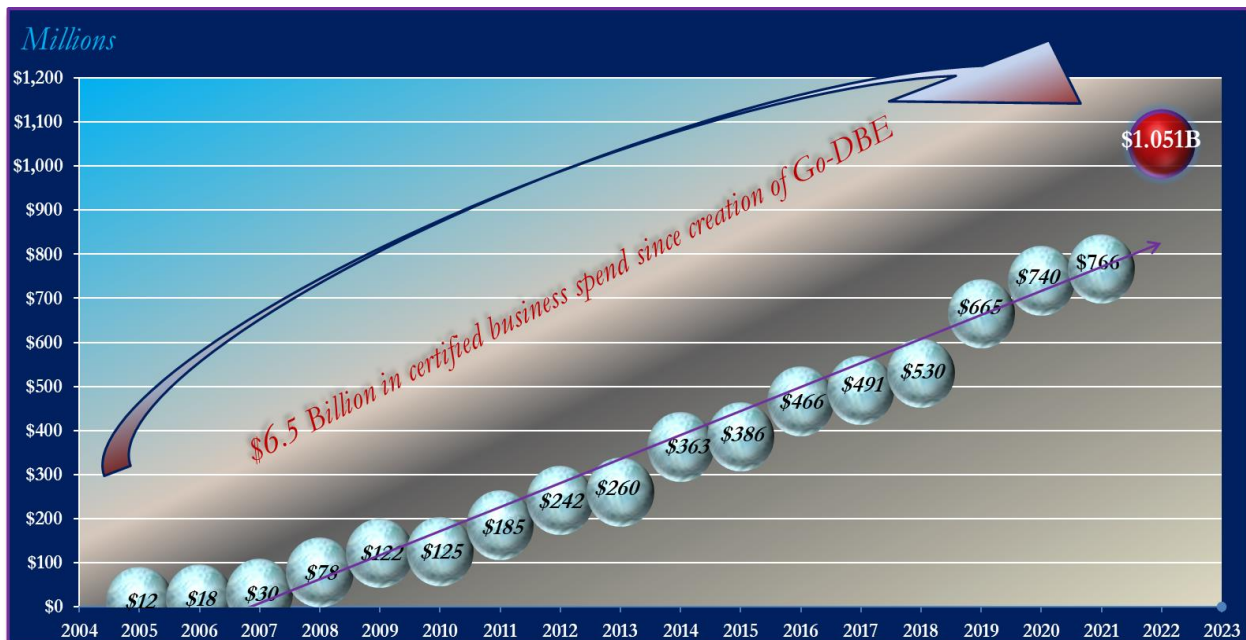
## Contracts and Payments

Go-DBE is charged with monitoring purchases made to certified diversity businesses by State agencies and departments. Due to the nature of the procurement process, relying on awarded dollar amounts, as defined by the Central Procurement Office, can be misleading because awarded dollars are estimated amounts and not guaranteed. To produce the most accurate report possible, recorded dollar values represent actual spend to diversity businesses. In addition, the spend dollars throughout this report represent purchases from all State agencies, the University of Tennessee System (UT), the Tennessee Board of Regents (TBR), and State Procurement Agencies (SPAs). The UT, TBR, and SPA data is reported to Go-DBE quarterly and State agency data is collected and reported by the State's Enterprise Resource System (Edison). For conciseness, this report will use the term "agencies" to mean State departments, UT, TBR, and SPAs unless otherwise noted.

Agencies have increased contract awards with diversity businesses for the past 18 years. As illustrated in the chart below, purchases to certified diversity businesses for the Fiscal Year (FY) 2022 increased by **\$285 million** to **\$1,050,816,752**. This is a **37 percent** increase from the previous fiscal year of \$766M.

Go-DBE is now able to report greater than **\$6.5 billion** in diversity payments to certified diversity businesses from FY 2005 through FY 2022.

Volume of Transactions with Certified Businesses FY 2005 - FY 2022



To provide context, the total spend for the State of Tennessee, as reported by Edison, was \$3,784,466,818, with all businesses regardless of diversity business certification. With the inclusion of the University of Tennessee – (\$470,260,282), Tennessee Board of Regents – (\$405,272,775), and State Procurement Agencies (SPAs) – (\$309,925,123), the overall spend is \$4,969,924,998.

The \$1.05 billion diversity spend includes the State of Tennessee, UT, TBR, and the SPAs. From the total diversity spend, \$828,589,870 originated from State agencies, with the remaining \$222,226,882 in diversity spend originating from UT, TBR, and the SPAs. Therefore, **21 percent** of State spend was with certified diversity businesses.

At the end of FY 2022, there were 265,045 registered suppliers in the State of Tennessee’s Edison System, of which 2,076 are certified with Go-DBE. This means that 21 percent of State spend goes to approximately **0.8 percent** of total suppliers.

### Highlights in Contracts and Payments by Category and Ethnicity

The information below reflects the categories for small businesses and businesses owned by minorities, women, persons with disabilities, or service-disabled veterans. Considerable increases were realized in multiple categories. For example, minority-owned businesses experienced an increase in State spend of 148 percent from \$218,812,564 to \$543,021,353 in one year. The minority category increase was primarily due to expanded opportunities in subcontracting. Woman-owned businesses increased 17 percent from \$185,147,275 to \$217,181,840; service-disabled veteran businesses increased 22 percent from \$19,315,713 to \$23,536,006 and persons with disabilities increased 123 percent from \$59,487 to \$132,897.

Although a business may meet the criteria for several different categories, Go-DBE can only certify a company for *one* category and *one* subcategory. For example, if a minority service-disabled female owns a small business, the owner technically qualifies for four categories. Go-DBE collaborates with the business owner to determine the most applicable and appropriate category.

FY2021-2022	< CERTIFICATION TYPE >					
Category & Ethnicity	MBE	WBE	SDVBE	SBE	DSBE	Ethnicity Totals
<i>African American</i>	\$129,598,786.51	\$101,431.21	\$23,282,116.07	\$374,498.67	\$132,896.94	<b>\$153,489,729.40</b>
<i>Asian American</i>	\$396,084,271.23	\$695,747.06	\$0.00	\$19.80	\$0.00	<b>\$396,780,038.09</b>
<i>Hispanic American</i>	\$16,501,057.16	\$5,337,002.37	\$0.00	\$0.00	\$0.00	<b>\$21,838,059.53</b>
<i>Native American</i>	\$837,238.49	\$288,626.49	\$0.00	\$0.00	\$0.00	<b>\$1,125,864.98</b>
<i>Non-Minority Female</i>	\$0.00	\$210,759,032.44	\$0.00	\$19,431,195.51	\$0.00	<b>\$230,190,227.95</b>
<i>Non-Minority Male</i>	\$0.00	\$0.00	\$253,889.47	\$247,138,942.97	\$0.00	<b>\$247,392,832.44</b>
<b>Totals:</b>	<b>\$543,021,353.39</b>	<b>\$217,181,839.57</b>	<b>\$23,536,005.54</b>	<b>\$266,944,656.95</b>	<b>\$132,896.94</b>	<b>\$1,050,816,752.39</b>

## Diversity Solicitations and Responses

Go-DBE makes considerable efforts to ensure diversity businesses receive as many opportunities to participate in State procurements as possible. Each fiscal year, the Office publishes its *Forecast of Acquisitions Plans*, listing upcoming procurement opportunities the State anticipates procuring over the next year. Go-DBE's Diversity Business Liaisons also present to and engage all bidders at pre-response conferences managed by the Central Procurement Office. These are just two methods the Office uses to proactively

engage with the diversity business community. In addition, Edison is used for monitoring and tracking diversity solicitation opportunities. The numbers below are inclusive of UT and TBR, which self-report their data, while each State agency's data is collected from Edison. The number of solicitations represents the number of bid opportunities given to each category of diversity businesses. The number of bids received represents how many of those businesses responded in each category.

Category	Number of Solicitations	Number of Bids Received
Minority Business (MBE)	2570	654
Women Business (WBE)	3800	1734
Small Business (SBE)	10124	8172
Service-Disabled Business (SDVBE)	151	25
Persons with Disabilities (SDBE)	3	1

## MBE Subcategories Solicitations and Responses

Further analysis was conducted using just the minority business category.

Category	Number of Solicitations	Number of Bids Received	Number of Awards
African American	2879	203	195
Asian American	724	224	215
Hispanic American	622	137	137
Native American	430	96	97

\* *Notes for both charts above:* The columns for Bids Received and Number of Solicitations include data from solicitations conducted in Edison and reported by UT and TBR. The Number of Awards includes purchase orders and contracts and represents the most accurate picture as it captures all awards regardless of whether the solicitation was conducted in Edison. This explains why the Number of Awards may appear higher than the Number of Bids Received. The Number of Awards is defined as any one-time purchase order or contract awarded to a certified diversity business. It does NOT include the thousands of purchase orders issued under an existing contract; it only includes new contracts or single purchase orders for non-contract items.

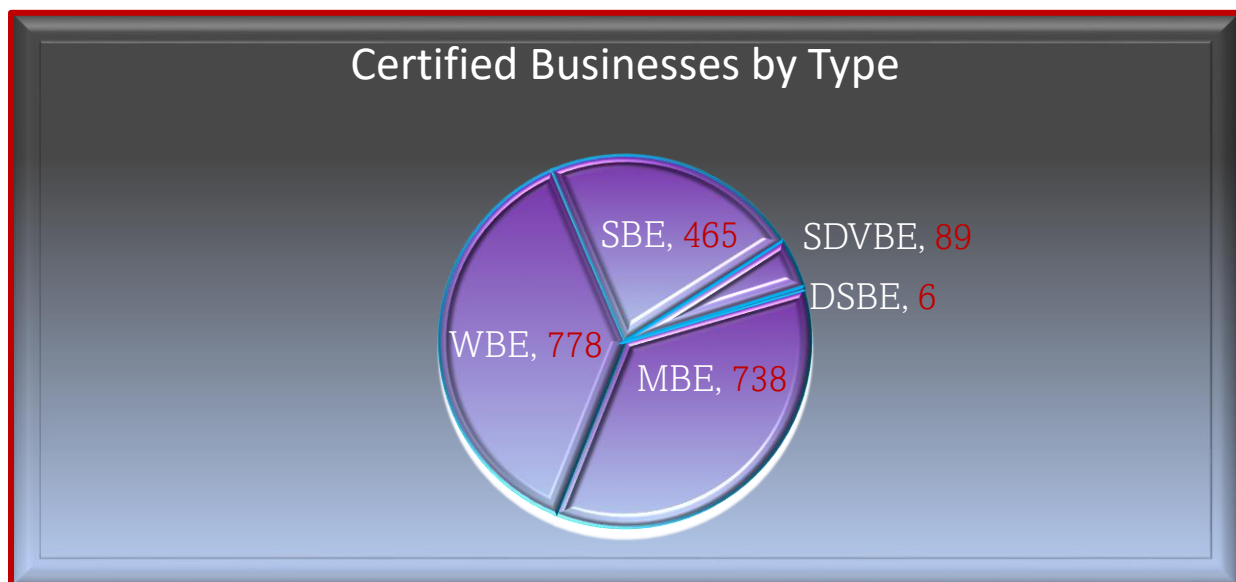


## Certification

Go-DBE certifies diversity businesses as minority-owned, woman-owned, service-disabled veteran-owned, persons with disabilities-owned, and small business enterprises. The certification application is entirely online. There were 2,076 certified businesses in Go-DBE's database at the end of FY 2022.

Eligible businesses seeking certification as a Minority Business Enterprise, Woman Business Enterprise, Persons with Disabilities-owned, or a Service-disabled Veteran-owned business must be independently owned and operated. They must also prove that at least 51 percent of the business is owned and controlled by a minority, a female, a disabled individual, or service-disabled veteran-owned, within the meaning of T.C.A. §12-3-1102 and related guidelines.

### Certified Diversity Businesses As of End of FY 2022

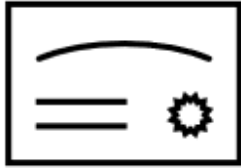


Go-DBE does not limit its diversity certification to Tennessee businesses, as there are 40 states and the District of Columbia outside of Tennessee that are represented.

Currently, there are 501 certified businesses outside Tennessee, with 177 businesses in states bordering Tennessee. The largest state represented is Georgia, with 51 certified businesses. The industry types and varying business categories of businesses seeking certifications have significantly increased to best meet the needs of all State agencies

# Certifications by Industry

Go-DBE continues to monitor the certifications by industry each year. All State departments and agencies are encouraged to utilize the Go-DBE website to identify certified businesses for sourcing bid events and proposals. The industry information is also valuable to local governments and private sector companies looking to identify diversity suppliers as prime and subcontractors. The construction, service, and information systems industries continue to garner the most significant participation.

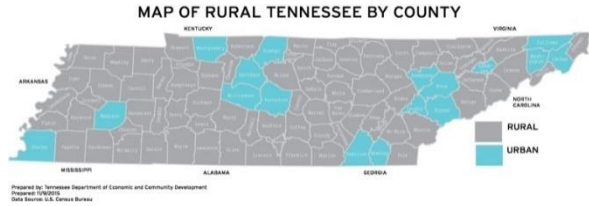


The graph below depicts the number of certified diversity businesses by industry as of the end of FY 2022.



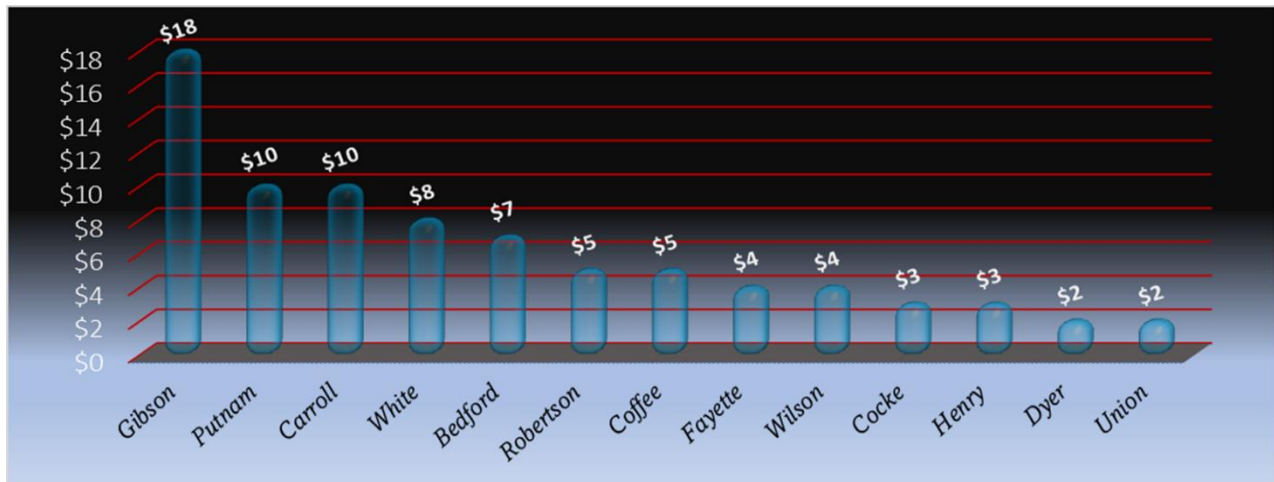
# Executive Order No. 1

Governor Bill Lee signed Executive Order 1 within a few days of his inauguration in 2019 which emphasized his interest and concern with making opportunities of economic growth and prosperity available to distressed and at-risk rural counties. Go-DBE is committed to increasing new certifications with businesses located in economically distressed and at-risk counties and continues focusing on efforts to reach businesses in rural counties. As a result, certified businesses provided \$88.9 million in products and services to 40 rural counties in FY 2022. This is a \$26.2 million increase, or 41.7 percent, from the previous year.



Below are the top 13 rural counties with projects involving diversity businesses.

*(In Millions)*



## Diversity Spend in Rural Counties the Past 5 Years:

Outreach activities are another means to expand economic opportunities to business enterprises in rural counties. Examples of outreach activities for the fiscal year included:

- 2021 TN Procurement Opportunities Conference*
- American Bar Association and NASPO Go-DBE Presentation*
- Austin Peay State University Workshop*
- Blount County Vendor Day*
- City of Knoxville Conference Meeting*
- Doing Business with the University of Tennessee – Supplier Workshops*
- Dr. Ming Wang Seminar*
- East Tennessee Diversity Business Expo*

- MedWeek Presentation*
- Memphis Construction Conference*
- Metro Nashville Diversity Panel*
- Skanska Outreach Meeting*
- Small Business Development Offices Meeting with Colleges and Universities*
- TA3 American Chinese Chamber*
- TDOT Annual DBE Meeting*
- Tennessee Tech University Workshop*
- U. S. Small Business Administration Outreach*

# The Memphis Regional Megasite - Ford BlueOval City

In the fall of 2021, Ford officials and SK Innovation announced plans for a \$5.6 billion project to produce electric trucks and electric vehicle batteries at the Megasite. The project is estimated to create approximately 6,000 jobs. Local and State officials believe the state-of-the-art facility will transform the West Tennessee region.

Go-DBE saw the Memphis Regional Megasite as an excellent opportunity to assist currently certified diversity businesses and businesses local to the area with information on various procurement opportunities. Go-DBE has actively followed the status of the State-awarded projects by partnering with each prime contractor and connecting them with qualified diversity businesses. As a result, Go-DBE-certified businesses have been included in every aspect and phase of the project.



Due to the magnitude of BlueOval City expanding across three rural counties and the need to identify and garner skilled labor local to the area, Go-DBE sought to form partnerships throughout the community. Some of those partnerships were with local churches, various certification agencies, local chambers of commerce, and local colleges. These partnerships have served as extensions of Go-DBE to ensure businesses interested in working on the project know of available opportunities.



The State's first prime contractor award for the Megasite was to Garney Construction for the Wastewater Force Main and Pump Station contract. Go-DBE began its collaboration with Garney Construction shortly after they were awarded. This collaboration included diversity strategy meetings and hybrid outreach meetings in areas near the Megasite. Go-DBE is proud to report that Garney Construction is on track to meet its proposed diversity goal of 15 percent.



The project's next phase was awarded to Brasfield and Gorrie for the Wastewater Treatment Plant, Lagoons, Water, Site Water Main, and North Water Tank. With momentum continuing to increase, engagement with diversity businesses continues to grow. Similar to Go-DBE's collaboration with Garney Construction, Brasfield and Gorrie is excited to partner with Go-DBE's database of diversity businesses, and many of them have become successful subcontractors for the packages that have been released. With an 11 percent diversity goal, Brasfield and Gorrie is on track for meeting their proposed diversity goal.

Ford Motor Company also has a diversity goal for the contract awarded to its Contract Manager/General Contractor, Walbridge Construction, for infrastructure construction. Go-DBE learned that Ford would only accept diversity certifications from a handful of national certification agencies. This posed a hardship on some of Go-DBE's smaller businesses that did not have the capital or time to invest in the certification needed to be counted in Ford's diversity goals. To assist, Go-DBE met with Ford Motor Company and underwent a vetting process to be included as an accepted and approved certification program for the Tennessee and Kentucky BlueOval sites.

This partnership benefits all Go-DBE diversity businesses and places them at the forefront of receiving information on all upcoming projects.

Go-DBE is also partnering with Montgomery Martin Contractors (MMC), the awarded Prime for the Ford BlueOval Tennessee College of Applied Technology (TCAT) Campus. This is the State's latest awarded Prime for BlueOval City, with bid packages currently being accepted and awarded. MMC feels strongly about diversity participation, has proposed a 30 percent diversity goal, and stated, "We feel it's our duty and expectation."

As Go-DBE continues to impact procurement opportunities in West Tennessee, it is exciting to see what the next year will bring. Diversity participation has a story to tell and continues to make a difference in the State of Tennessee.

# Diversity Dashboards

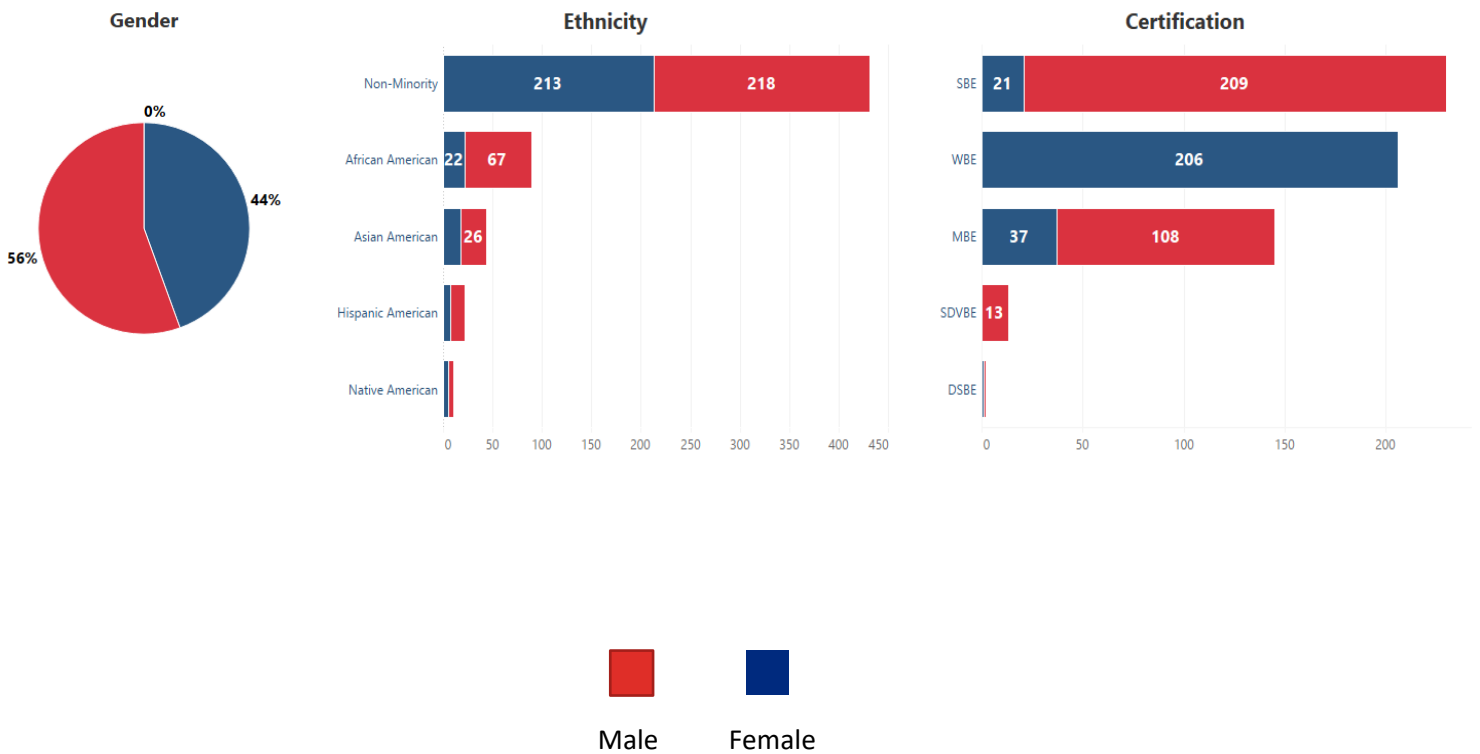
Go-DBE officially launched its public and agency diversity dashboards in February 2022. The dashboards allow those internal and external to State government to track the location and amount of State diversity spend in real-time. Links to the diversity dashboard are located on Go-DBE's website, <https://tn.diversitysoftware.com>, under the *Events and Publications* tab.

The diversity dashboards empower State agencies and the public to access the State's diversity spend in a matter of seconds and serve as a resource to aid in the State's commitment to transparency. Along with capturing the State's overall diversity spend, the public dashboard breaks the spend out by certification type, business activity, and category and awarded dollar values by county. Other features include a spend analysis, diversity spend by department, certified diversity spend by fiscal year, active certifications by county, and the State's *Forecast of Acquisitions*.

The following three graphs indicate paid diversity dollars to certified businesses, and the agency diversity spend and percent comparison.

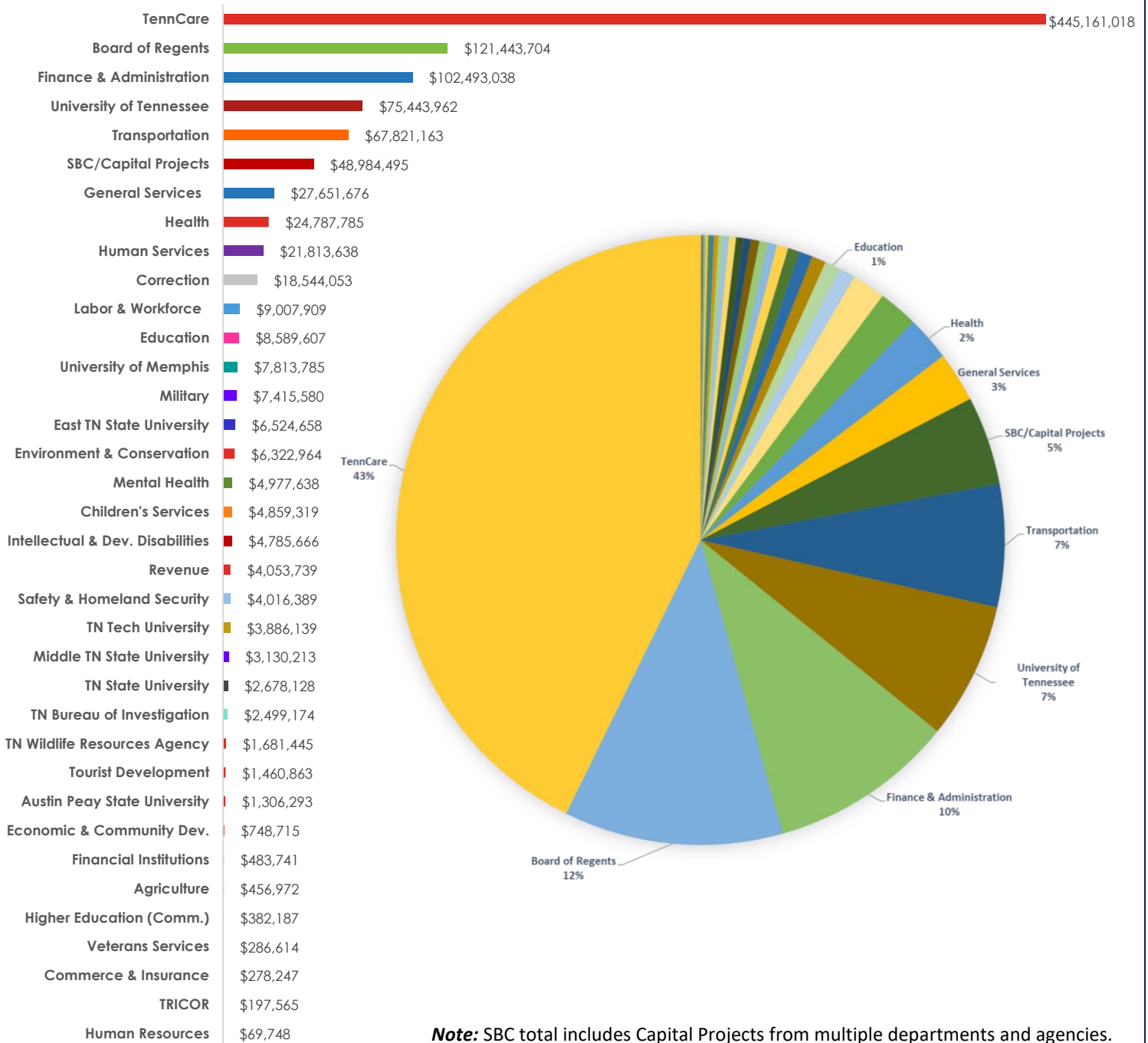
## Spend Analysis

**Go-DBE Total Amount Paid: \$1,050,816,752**



## Diversity Spend by Department

The diversity dashboard is a helpful tool to assist agencies in tracking diversity goals. This is determined by each agency's spend history, current contracts, and forecasted procurements for the upcoming fiscal year.



Implementation of the dashboard has allowed agencies to become more self-sufficient in tracking their accomplishments and goals. As a result of implementing the dashboard, Go-DBE has streamlined the ability to track diversity spend information in a quick, easy, and user-friendly way.



Go-DBE's diversity dashboard was awarded the 2022 George Cronin Bronze Award for Procurement Excellence from the National Association of State Procurement Officials (NASPO). This national award recognizes innovation in the procurement field and encourages states to collaborate and adopt processes to further the impact of a procurement function nationwide.





## Bi-Annual Small Business Liaison Meeting

Historically, Go-DBE hosted an annual Agency Small Business Liaison meeting to provide a summary to each State department and agency regarding their diversity spend from the previous fiscal year. Go-DBE has transitioned to hosting its annual Small Business Liaison meeting bi-annually to provide information on additional resources that may assist the agencies in meeting their internal diversity goals.

The Small Business Liaison serves as an extension of Go-DBE within their respective agency. Go-DBE's mission is to assist all State departments and agencies to achieve and exceed their diversity goals.



To increase engagement with all State departments and agencies, Go-DBE provides liaisons with information regarding their current diversity goals status, best practices to set diversity goals, and assistance in achieving them.

A program overview is also provided to assist new Small Business Liaisons in understanding their roles and responsibilities.

Ways for Small Business Liaisons to help in meeting agency diversity goals include:

- Utilizing Go-DBE's *Diversity Business Directory* for **all** the agency's procurement and contracting opportunities.
- Reviewing eligibility for diversity certification with current awarded businesses.
- Referring potential diversity businesses to Go-DBE for certification to help the agency meet its diversity goal.

## “In The Know” – Business Development Program

Go-DBE continues to focus on customer engagement while providing superior customer service. Based on an engagement survey sent to certified diversity businesses, the feedback received prompted Go-DBE to provide additional information and assistance to our customers.



In August 2021, Go-DBE announced the launch of its new business development program, *In the Know*, which is designed to educate and provide resources to assist diversity businesses with business growth. *In the Know* meetings are virtual monthly meetings that cover a wide range of topics such as marketing, bonding, understanding contracts, business credit readiness, and employee retention. Industry subject matter experts present each topic. Many presenters have become Diversity Business Partners with Go-DBE and work with the Office continuously to ensure diversity businesses are equipped with information to help them prosper. Some of those partners include the Tennessee Department of Economic & Community Development, First Horizon Bank, TN Procurement Technical Assistance Center (PTAC), Skanska Construction, and Anderson & Catania Surety Bonds & Services.

All of Go-DBE's *In the Know* meetings are recorded and available on Go-DBE's website under the *Events and Publications* tab for easy access.

Several Diversity Business Partner presenters have allowed attendees to take advantage of the information and resources provided during the meetings by offering free consultations. Go-DBE constantly seeks ways to provide additional resources and connections to benefit the diversity business community. Go-DBE is committed to being a central point of contact for businesses seeking resources, procurement opportunities, business development, and diversity certification.

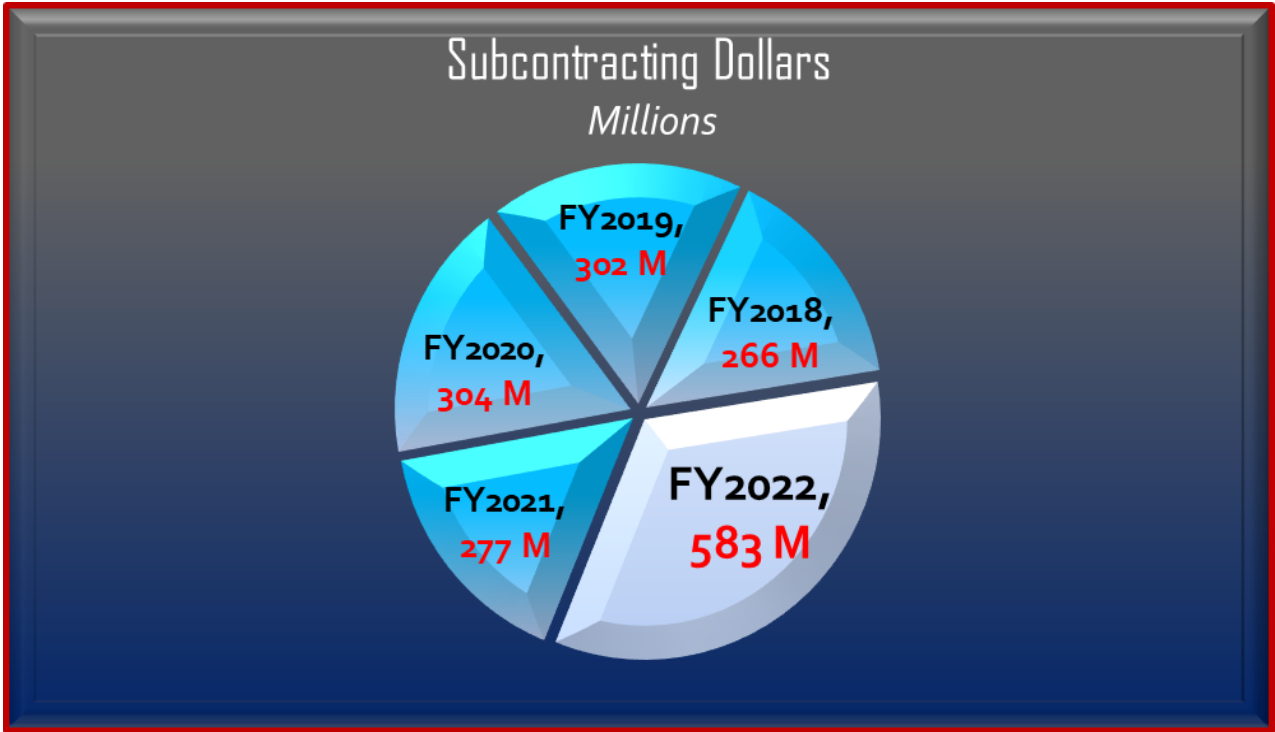


## Subcontracting Opportunities

The Governor’s Office of Diversity Business Enterprise participates in numerous pre-response conferences annually. Go-DBE’s role is to educate State agencies, local governments, and private industries about the State’s diversity program. In doing so, non-diversity vendors are encouraged to subcontract and/or partner with certified diversity businesses in their procurements. Subcontracting has proven to be a successful method of assisting State agencies in achieving their internal diversity goals. Over \$1.7 billion in subcontracting spend was realized in the last five years.

The high utilization of subcontractors continues in the construction and professional services areas. Total subcontracting dollars in FY 2022 was over \$583 million. This represents 55 percent of the overall diversity spend for the year. Therefore, subcontracting constitutes an essential part of the State’s diversity spend.

### Annual Subcontracting Dollars – Last Five Years



## Agency and Departmental Goals

Go-DBE extends congratulations to the 26 State agencies achieving their diversity goal in FY 2022! This is an outstanding accomplishment, considering the difficulties encountered by the business community during the fiscal year.

Go-DBE monitors efforts by agencies to achieve diversity in contracting throughout the year. Go-DBE uses spend history, current procurement opportunities, and other methods from each agency to establish diversity spend goals for the following fiscal year.

Each agency is given a goal by category: MBE, WBE, DSBE, SDVBE, and SBE. The individual category goals and spend have been left out of the chart to communicate more concisely whether an agency met its overall goal. Please note that some agencies may have met a category goal but were unable to meet their total agency goal.



### Agencies Meeting Their Goal:

As illustrated in the chart on the following page, 26 agencies and departments met their goals established by Go-DBE during FY 2022. Those that did not meet their goals will be provided targeted assistance for the next fiscal year. In addition, with dedicated diversity software, agency training, and close communication with agency procurement staff, agencies can determine their diversity status throughout the year.



This chart also shows diversity dollars reported by the SPA colleges and universities. Congratulations are in order, as they spent a combined total of over \$25 million with certified diversity businesses.

## Agency and Departmental Goals

Agency	Goal	Actual	Diversity Dollars
Agriculture	16.67%	6.66%	\$456,972.00
Board of Regents	26.00%	29.97%	\$121,443,703.69
Children's Services	5.00%	21.75%	\$4,859,319.00
Commerce & Insurance	4.00%	0.99%	\$278,247.00
Correction	4.00%	6.68%	\$18,544,053.00
Economic & Community Development	6.50%	20.64%	\$748,715.00
Education	4.00%	13.62%	\$8,589,607.00
Environment & Conservation	7.00%	13.77%	\$6,322,964.00
Finance & Administration	4.00%	53.79%	\$102,493,038.00
Financial Institutions	6.28%	80.50%	\$483,741.00
General Services	18.00%	18.03%	*\$27,651,675.60
Health	4.50%	13.10%	\$24,787,785.00
Higher Education (Commission)	7.00%	32.35%	\$382,187.40
Human Resources	13.00%	14.53%	\$69,748.00
Human Services	5.91%	15.47%	\$21,813,638.00
Intellectual & Developmental Disabilities	25.50%	35.13%	\$4,785,666.00
Labor & Workforce	7.00%	19.96%	\$9,007,909.00
Mental Health and Substance Abuse	14.00%	15.98%	\$4,977,638.00
Military	5.50%	17.92%	\$7,415,580.00
Revenue	10.75%	26.22%	\$4,053,739.00
Safety & Homeland Security	5.50%	5.53%	*\$4,016,389.00
SBC/Capital Projects	10.00%	32.31%	\$48,984,495.15
TennCare	23.50%	80.61%	\$445,161,018.00
Tennessee Bureau of Investigation	12.83%	13.79%	\$2,499,174.00
Tennessee Department of Transportation	4.50%	4.95%	\$67,821,163.00
Tennessee Wildlife Resources Agency	7.00%	7.75%	*\$1,681,444.77
Tourist Development	11.00%	6.84%	\$1,460,863.00
TRICOR	13.00%	4.05%	\$197,565.00
University of Tennessee	9.00%	16.04%	\$75,443,962.00
Veterans Services	15.50%	29.59%	*\$286,614.17

Note: \* Includes Capital Project dollars

College	Diversity Dollars
Austin Peay State University	\$1,306,293
East Tennessee State University	\$6,524,658
Middle Tennessee State University	\$3,130,213
Tennessee State University	\$2,678,128
Tennessee Tech University	\$3,886,139
University of Memphis	\$7,813,785

## Contact Information

Go-DBE and the Central Procurement Office are committed to increasing diversity spend and participation in the State's procurement process. Therefore, effective April 2, 2012, each State agency was required by legislation to designate a staff person to assist the Governor's Office of Diversity Business Enterprise with coordinating the agency's efforts to utilize Tennessee small businesses. Below is the contact information for Go-DBE and the agency Small Business Liaisons.

### Agency Small Business Liaisons

Department	Liaison Name	Phone No.	E-mail Address
Agriculture	Peggy Naifeh	615-837-5300	<a href="mailto:Peggy.Naifeh@tn.gov">Peggy.Naifeh@tn.gov</a>
Children's Services	Erica Mayberry	615-253-2340	<a href="mailto:Erica.Mayberry@tn.gov">Erica.Mayberry@tn.gov</a>
Commerce and Insurance	Angela Lay	615-401-7743	<a href="mailto:Angela.Lay@tn.gov">Angela.Lay@tn.gov</a>
Comptroller of the Treasury	Paige Donaldson	615-736-6063	<a href="mailto:Paige.Donaldson@cot.tn.gov">Paige.Donaldson@cot.tn.gov</a>
Correction	Priscilla Wainwright	615-253-5571	<a href="mailto:Priscilla.Wainwright@tn.gov">Priscilla.Wainwright@tn.gov</a>
Economic and Community Development	Angela Giles	615-917-3963	<a href="mailto:Angel.Giles@tn.gov">Angel.Giles@tn.gov</a>
Education	Brian DiCarlo	615-290-6715	<a href="mailto:Brian.DiCarlo@tn.gov">Brian.DiCarlo@tn.gov</a>
Environment and Conservation	Amanda Head	615-504-0373	<a href="mailto:Amanda.Head@tn.gov">Amanda.Head@tn.gov</a>
Finance and Administration	Eugene Neubert	615-770-3990	<a href="mailto:Eugene.Neubert@tn.gov">Eugene.Neubert@tn.gov</a>
Financial Institutions	Tommie Pendergrass	615-232-1013	<a href="mailto:Tommie.K.Pendergrass@tn.gov">Tommie.K.Pendergrass@tn.gov</a>
General Services	Kimberly Henry	615-741-2562	<a href="mailto:Kimberly.Henry@tn.gov">Kimberly.Henry@tn.gov</a>
Health	Lindsey Oliveras	615-741-1614	<a href="mailto:Lindsay.R.Oliveras@tn.gov">Lindsay.R.Oliveras@tn.gov</a>
Health Care F&A (TennCare)	Matt Brimm	615-507-6384	<a href="mailto:Matt.Brimm@tn.gov">Matt.Brimm@tn.gov</a>
Human Resources	Cindy Hobbs	615-741-6199	<a href="mailto:Cindy.Hobbs@tn.gov">Cindy.Hobbs@tn.gov</a>
Human Services	Stephen Reksten	615-313-4794	<a href="mailto:Stephen.Reksten@tn.gov">Stephen.Reksten@tn.gov</a>
Intellectual and Developmental Disabilities	Hany Ghabious	615-741-9135	<a href="mailto:Hany.Ghabious@tn.gov">Hany.Ghabious@tn.gov</a>
Labor and Workforce Development	Andy Summar	615-360-4465	<a href="mailto:Andy.Summar@tn.gov">Andy.Summar@tn.gov</a>
Mental Health and Substance Abuse Services	Cynthia Tyler	615-532-6586	<a href="mailto:Cynthia.Tyler@tn.gov">Cynthia.Tyler@tn.gov</a>
Military	Crystal M. Lysinger	615-313-0691	<a href="mailto:Crystal.M.Lysinger@tn.gov">Crystal.M.Lysinger@tn.gov</a>
Office of the Governor	Daphne Cooper	615-532-4582	<a href="mailto:Daphne.Cooper@tn.gov">Daphne.Cooper@tn.gov</a>
Revenue	Amanda McGraw	615-253-8950	<a href="mailto:Amanda.McGraw@tn.gov">Amanda.McGraw@tn.gov</a>
Safety	Marki Mascolo	615-251-5238	<a href="mailto:Marki.T.Mascolo@tn.gov">Marki.T.Mascolo@tn.gov</a>
State of TN Real Estate Asset Management	Jennifer Murphy	615-426-7192	<a href="mailto:Jennifer.Murphy@tn.gov">Jennifer.Murphy@tn.gov</a>
Tennessee Bureau of Investigation	Richard Moore	615-744-4210	<a href="mailto:Richard.Moore@tn.gov">Richard.Moore@tn.gov</a>
Tennessee Board of Regents	Angela Flynn	615-366-4436	<a href="mailto:Angela.Flynn@tbr.edu">Angela.Flynn@tbr.edu</a>
Tourist Development	Kevin Mahoney	615-741-9023	<a href="mailto:Kevin.Mahoney@tn.gov">Kevin.Mahoney@tn.gov</a>
Tennessee Wildlife Resources Agency	Clyde Hicks	615-781-6604	<a href="mailto:Clyde.Hicks@tn.gov">Clyde.Hicks@tn.gov</a>
Transportation	Jessica Starling	615-253-1061	<a href="mailto:Jessica.M.Starling@tn.gov">Jessica.M.Starling@tn.gov</a>
Treasury	Dawn Rochelle	615-253-8770	<a href="mailto:Dawn.Rochelle@tn.gov">Dawn.Rochelle@tn.gov</a>
TRICOR	Lori Brewington	615-253-4931	<a href="mailto:Lori.Brewington@tn.gov">Lori.Brewington@tn.gov</a>
University of Tennessee	Abbie Shellist	865-974-3110	<a href="mailto:Ashellist@tennessee.edu">Ashellist@tennessee.edu</a>
Veterans Services	Natasha Bailey	615-253-8972	<a href="mailto:Natasha.F.Bailey@tn.gov">Natasha.F.Bailey@tn.gov</a>
State Procurement Agencies (SPA's)			
Austin Peay State University	Judy Blaine	931-221-7691	<a href="mailto:Blainj@apsu.edu">Blainj@apsu.edu</a>
East Tennessee State University	Ryan Roberts	423-439-6889	<a href="mailto:Robertsrr@etsu.edu">Robertsrr@etsu.edu</a>
Middle Tennessee State University	Shirman A. Thomas	615-898-2516	<a href="mailto:Shirman.thomas@mtsu.edu">Shirman.thomas@mtsu.edu</a>
Tennessee State University	Joel Sims, Jr.	615-963-5146	<a href="mailto:Jsims@tnstate.edu">Jsims@tnstate.edu</a>
Tennessee Technical University (Capital Projects)	Jim Cobb	931-372-3524	<a href="mailto:Jimcobb@tntech.edu">Jimcobb@tntech.edu</a>
Tennessee Technical University (Commodities)	Donna Wallis	931-372-3492	<a href="mailto:Dwallis@tntech.edu">Dwallis@tntech.edu</a>
University of Memphis (Capital Projects)	Tony Poteet	901-678-2619	<a href="mailto:PPoteet@memphis.edu">PPoteet@memphis.edu</a>
University of Memphis (Commodities)	Kerri Reece	901-678-3775	<a href="mailto:Kreece@memphis.edu">Kreece@memphis.edu</a>

## Go-DBE Contacts

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<i>Diversity Team Lead – Professional Services</i>	Richard Van Norman <a href="mailto:Richard.VanNorman@tn.gov">Richard.VanNorman@tn.gov</a>	615-253-4654
<i>Diversity Liaison – Capital Projects, Colleges/Universities</i>	Gwen Sanders <a href="mailto:Gwen.Sanders@tn.gov">Gwen.Sanders@tn.gov</a>	615-741-6145
<i>Diversity Liaison – Colleges/Universities</i>	Edric Hammond <a href="mailto:Edric.Hammond@tn.gov">Edric.Hammond@tn.gov</a>	615-741-4657
<i>Diversity Liaison – Colleges/Universities, Commodities</i>	Rafael Borjas <a href="mailto:Rafael.Borjas@tn.gov">Rafael.Borjas@tn.gov</a>	615-532-9013
<i>Diversity Liaison – Board of Regents, Commodities</i>	Kimberly Fox <a href="mailto:Kimberly.Fox@tn.gov">Kimberly.Fox@tn.gov</a>	615-253-3835





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