



State of  
Tennessee

Governor's Office of  
Diversity Business Enterprise

# ANNUAL REPORT

Fiscal Year 2013 - 2014

312 ROSA L. PARKS AVENUE, 3RD FLOOR  
WILLIAM R. SNODGRASS TENNESSEE TOWER  
NASHVILLE, TENNESSEE 37243



STATE OF TENNESSEE  
DEPARTMENT OF GENERAL SERVICES

BILL HASLAM  
GOVERNOR

ROBERT E. OGLESBY, AIA  
COMMISSIONER

December 30, 2014

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

Dear Governor Haslam and Members of the Tennessee General Assembly:

Tenn. Code Ann. §12-3-1101, *et seq.*, known as the “*Tennessee Minority-Owned, Woman-Owned 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 the awarding of purchases to minority-owned, woman-owned, service-disabled veteran-owned, and small business enterprises.

The Governor’s Office of Diversity Business Enterprise is proud to report over \$1.4 billion in diversity awards over a ten-year period with business enterprises owned by minorities, women, service-disabled veterans, and small business enterprises. We continue to expand our commitment to maximize opportunities for these business enterprises.

This past year’s performance measurement goal was five percent over the previous year’s award total of \$259,509,239. The value of awards for fiscal year 2014 was \$362,935,339, which represents an increase of 39.85 percent above the previous year’s diversity awards.

Presented herein is the annual report on purchases and contract awards for fiscal year 2014.

Sincerely,

Michael F. Perry  
Chief Procurement Officer

CENTRAL PROCUREMENT OFFICE

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# EXECUTIVE SUMMARY

## Mission Statement

To coordinate the state's efforts to facilitate greater participation by minority-owned, woman-owned, service-disabled veteran-owned, and small businesses in the state's procurement and contracting opportunities. This office works closely with the major procurement entities within state government; the departments of Finance & Administration, General Services, Transportation, and the State Building Commission to ensure an optimal level of participation by diversity businesses in state contracting activity.

## 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 and service-disabled veteran-owned businesses.*

## History

Previous programs to assist minority-owned, woman-owned and small businesses desiring to do business with state of Tennessee departments and agencies did little to increase participation in state procurement and contracting activity. The maze of varied and decentralized

procurement processes continued to be complicated, confusing, and discouraging to diversity businesses. A disparity study conducted in September 2009 revealed factual basis that the state of Tennessee procurement and contracting methods must provide for a fair and equal opportunity to minorities, and women-owned businesses to participate in the state of Tennessee's procurement of goods and services.

With the assistance of a strong legislature, we have crafted one of the best programs in the nation for expanding opportunities to diversity business enterprises.

## 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, in an effort 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, service-disabled veterans, and small businesses in the state's procurement and contracting processes.

The Go-DBE office works with all state departments and agencies, to assist them in achieving their agency internal goals for participation by businesses with designations in the four categories.

The program was designed with taxpayers in mind to provide for meaningful opportunities to successfully compete for the state of Tennessee's expenditure of goods, supplies, equipment, personal and professional services, including architecture and engineering, design and construction on capital projects.

The Go-DBE office is the central point of contact to assist Tennessee small businesses and business enterprises owned by minorities, women, and service-disabled veterans desiring to participate in the state of Tennessee's procurement and contracting activity.

# EXECUTIVE SUMMARY

## Authority

The Governor's Office of Diversity Business Enterprise was codified April 27, 2004 upon passage of the "**Tennessee Minority-owned, Woman-owned and Small Business Procurement and Contracting Act**". Tennessee Code Annotated §12-3-1102 through 1107 requires the Governor's Office of Diversity Business Enterprise to:

- Compile and maintain a comprehensive list of minority-owned, woman-owned, service-disabled veteran-owned, and small businesses to provide potential sources for various goods and services to state agencies and departments.
- Assist minority-owned, woman-owned, service-disabled veteran-owned, and small businesses in complying with state procurement and contracting procedures and requirements.
- Examine requests from state agencies for the purchase of materials, supplies, equipment or services to help determine which invitations to bid and requests for proposals may offer increased opportunities for minority-owned, woman-owned, service-disabled veteran-owned, and small businesses.

- Make recommendations to appropriate state agencies for the simplification of procurement and contract specifications and terms in order to increase opportunities of participation by minority-owned, woman-owned, service-disabled veteran-owned, and small businesses.

T.C.A §12-3-1106(b) requires all departments, agencies, boards, and commissions to fully cooperate with the Governor's Office of Diversity Business Enterprise to provide information regarding upcoming procurement opportunities, make periodic reports on diversity business participation and actively solicit bids and proposals from small, minority-owned, woman-owned, and service-disabled veteran-owned businesses.

In addition, each department is required to establish agency level internal goals for a percentage of participation for doing business with small, minority-owned, woman-owned, and service-disabled veteran-owned businesses.

# EXECUTIVE SUMMARY

## Legislative Changes

**S**enate Bill No. 170 amended T.C.A. at Title 12, Chapter 3, and Part 8 by increasing the threshold for eligibility of a Tennessee Small Business.

The amendment expanded the definition of small business from thirty employees to not more than ninety-nine employees on a full-time basis.

Effective July 1, 2013, the definition for Small Business Enterprises expanded to reach thousands more Tennesseans to meet with eligibility guidelines. Additional businesses can now apply to be included as a part of the State of Tennessee's diversity program.

The new definition is defined as *"a business that is a continuing for profit, independent business which performs a commercially useful function with residence in Tennessee and has total gross receipts of no more than ten (\$10) million dollars averaged over a three-year period or employs not more than ninety-nine (99) employees on a full time-basis"*.

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.

At right is an updated list by state agency and their designated small business liaison.

Department	Name	Phone Number	E-mail Address
Agriculture	Peggy Naifeh	615-837-5300	Peggie.naifeh@tn.gov
Children's Services	Suzanne G. White	615-741-0581	Suzanne.g.white@tn.gov
Commerce & Insurance	Angela Lay	615-741-4703	Angela.lay@tn.gov
Comptroller of Treasury	Richard Wilson	615-401-7746	Richard.wilson@cot.tn.gov
Corrections	Lorraine Rea	615-253-3953	lorraine.rea@tn.gov
Economic & Community Development	Wisty Pender	615-741-8914	Wisty.pender@tn.gov
Education	Kristen McKeever	615-532-8539	Kristen.McKeever@tn.gov
Environment & Conservation	Tina Pennington	615-532-0334	Tina.pennington@tn.gov
Finance and Administration	Buddy Lea	615-741-6049	Buddy.lea@tn.gov
Financial Institutions	Michelle L. Berry	615-532-1013	michelle.l.berry@tn.gov
Health	Eugene Neubert	615-741-3886	Eugene.neubert@tn.gov
Health Care Finance and Administration (TennCare)	Alma Chilton	615-507-3684	Alma.chilton@tn.gov
Human Resources	Brigitte Tubbs-Jones	615-532-8853	Brigitte.Tubbs-Jones@tn.gov
Human Rights Commission	Ky Sychareuene	615-523-7614	Ky.sychareuene@tn.gov
Human Services	Basil Dosunmu	615-313-4705	basil.dosunmu@tn.gov
Labor and Workforce Development	Ron Jones	615-532-8671	Ron.Jones@tn.gov
Military	Sondra Howe	615-313-0858	Sondra.howe@tn.gov
Revenue	Julie Blair	615-532-8940	Julie.blair@tn.gov
Safety	Gail Camp	615-251-5166	Gail.camp@tn.gov
Secretary of State	Mona Hart	615-741-2819	Mona.hart@tn.gov
Tennessee Advisory Commission on Intergovernmental Relations	Michael Timme	615-741-3483	Michael.Timme@tn.gov
Tennessee Bureau of Investigation	Edward B. Jones	615-344-4300	Edward.b.jones@tn.gov
Tennessee Board of Regents	Angela Gregory Flynn	615-366-4436	Angela.flynn@tbr.edu
Tennessee Commission on Aging & Disability	Lauren Brown	615-741-2056 x 115	Lauren.Brown@tn.gov
Tennessee Commission on Children & Youth	Carol White	615-253-8914	Carol.white@tn.gov
Tennessee Corrections Institute	JoAnn Pogue	615-253-4456	Joanne.Pogue@tn.gov
Tennessee Higher Education Commission	Trish Hensley	615-253-7446	Trish.hensley@tn.gov
Tennessee Housing Development Agency	Linda Jones	615-815-2058	ljones@thda.org
Tennessee Student Assistance Corporation	Stephanie L. Strong	615-253-7467	Stephanie.L.Strong@tn.gov
Tennessee Wildlife Resource Agency	Fred Egger	615-781-6604	fred.egger@state.tn.gov
Transportation	Gary Bryant	615-741-0699	Gary.bryant@tn.gov
Treasury	Dawn Rochelle	615-253-8770	dawn.rochelle@tn.gov
Tourist Development	Nancy Hargiss-Tatlock	615 741-9065	nancy.hargiss-tatlock@tn.gov
University of Tennessee	Samantha Drenner-Johnson	865-974-8286	samantha@tennessee.edu
Veterans Affairs	LaDonna Copeland	615-253-8972	Ladonna.copeland@tn.gov

# EXECUTIVE SUMMARY

## Program Eligibility

### Minority Business Enterprise (MBE)

A minority-owned business is a continuing, independent, for profit business which performs a commercially useful function, and is at least fifty-one percent (51%) owned and controlled by one (1) or more minority individuals who are impeded from normal entry into the economic mainstream because of past practices of discrimination based on race or ethnic background. Recognized ethnic minorities are as follows:

#### 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 woman-owned business is a continuing, independent, for profit business which performs a commercially useful function, and is at least fifty-one percent (51%) owned and controlled by one (1) or more women; or in the case of any publicly-owned business, at least fifty-one percent (51%) of the stock of which is owned and controlled by one (1) or more women and whose management and daily business operations are under the control of one (1) or more women.

### Service-Disabled Veteran Business Enterprise (SDVBE)

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 twenty percent (20%) 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. Tennessee service-disabled veteran-owned business "means a service-disabled veteran-owned business that is a continuing independent, for profit business located in the state of Tennessee that performs a commercially useful function, and

- A. Is at least fifty-one percent (51%) owned and controlled by one (1) or more service-disabled veterans;
- B. In the case of a business solely owned by (1) service-disabled veteran and such person's spouse, is at least fifty percent (50%) owned and controlled by the service-disabled veteran; or
- C. In the case of any publicly-owned business, at least fifty-one percent (51%) of the stock of which is owned and controlled by one (1) or more service-disabled veteran and whose management and daily business operations are under the control of one (1) or more service-disabled veteran".

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*Program Eligibility continued on page 5*

# EXECUTIVE SUMMARY

## Program Eligibility...cont.

### Small Business Enterprise (SBE) definition and guidelines:

The Governor's Office of Diversity Business Enterprise establishes small business guidelines based on industry size standards. The criteria guidelines are required to be met in order for a business to be considered a small business enterprise and to receive certification as a Small Business Enterprise (SBE). The annual sales receipts and the number of employees indicate the maximum allowed for a small business concern by the

state of Tennessee definition.  
Small Business Definition:

*"Tennessee small business" means a business that is a continuing, independent, for profit business which performs a commercially useful function with residence in Tennessee and has total gross receipts of no more than ten million dollars (\$10,000,000) averaged over a three-year period or employs not more than ninety-nine (99) employees on a full time basis.*

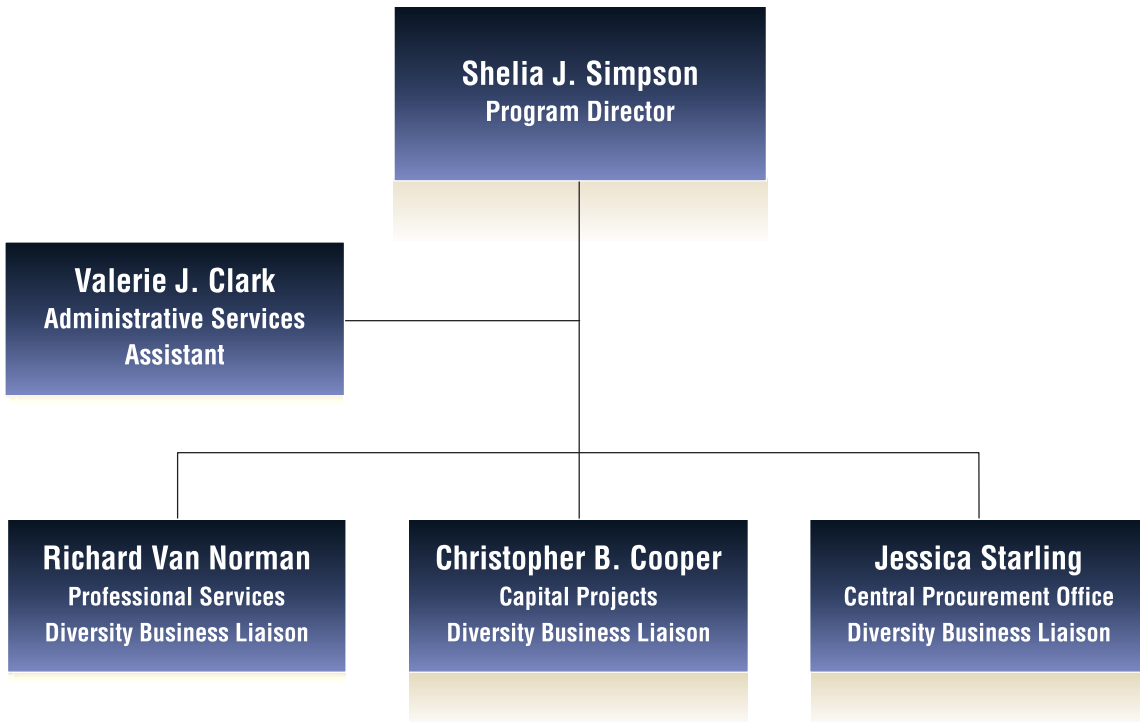
INDUSTRY	CRITERIA
Agriculture / Forestry and Fishing	\$10 Million or not more than 99 Employees
Architectural / Design / Engineering	\$10 Million or not more than 99 Employees
Construction	\$10 Million or not more than 99 Employees
Educational	\$10 Million or not more than 99 Employees
Finance / Insurance and Real Estate	\$10 Million or not more than 99 Employees
Information Systems / Technology	\$10 Million or not more than 99 Employees
Manufacturing	\$10 Million or not more than 99 Employees
Marketing / Communications / Public Relations	\$10 Million or not more than 99 Employees
Medical / Health Care	\$10 Million or not more than 99 Employees
Mining	\$10 Million or not more than 99 Employees
Retail Trade	\$10 Million or not more than 99 Employees
Service Industry	\$10 Million or not more than 99 Employees
Transportation / Commerce / Utilities	\$10 Million or not more than 99 Employees
Wholesale Trade	\$10 Million or not more than 99 Employees



# EXECUTIVE SUMMARY

Department of General Services Governor's Office of Diversity Business Enterprise  
June 30, 2014

### Organizational Chart



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# **PROGRAM HIGHLIGHTS AND ACCOMPLISHMENTS**

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# PROGRAM HIGHLIGHTS AND ACCOMPLISHMENTS

## State of Tennessee Diversity Business Enterprise Purchases and Contract Awards

The Governor's Office of Diversity Business Enterprise is charged with the monitoring of contract awards and purchases made to certified diversity businesses by state agencies and departments. Total procurement spend for the State of Tennessee in FY 2014, as reported in Edison, was \$2,784,349,112. Purchases and contract awards to certified diversity businesses for fiscal year 2013-14 increased to **\$362,935,339.37**, a **39.85%** increase over the previous fiscal year. (See Chart 1 below)

Chart 1 reflects an increase in the dollars awarded to certified businesses in the state of Tennessee's contracting activity. We are able to report awarded purchases made to certified businesses as these are firms that have gone through the process of certification and have been verified to be the owners of those businesses as stated in their company documents. It is our goal to see an increase in the number of contract awards made to certified businesses each year.

Chart 2  
**Top Dollar Awards**  
**No. of Businesses with Awards**  
**Above \$50K in FY13-14**

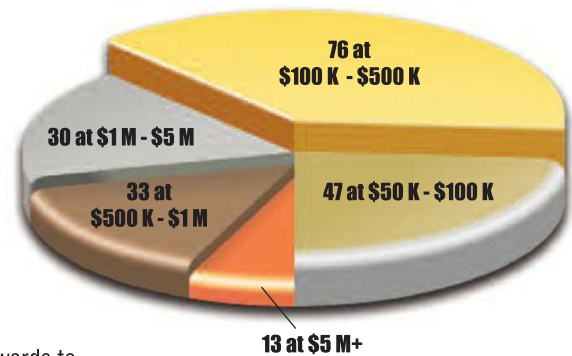


Chart 1  
**Awarded Diversity Dollars**  
**From FY04-05 to FY13-14**  
**Total Over \$1.4 Billion**



Go-DBE is now able to report over \$1.4 billion in diversity awards to certified diversity firms from FY2004 through FY2014.

Chart 2 reflects the Top Dollar Awards of the number of businesses receiving awards over fifty thousand (\$50,000) dollars. Go-DBE identified 199 diversity firms that received awards of at least \$50,000! This represents a 33.56% increase in businesses over \$50,000 from previous Fiscal Year 2012-13. Four out of the five areas demonstrated very impressive increases. Most notably is the 62.5% increase in the highest range of \$5 million dollars and greater. The other area with a large increase in the number of diversity businesses was in the \$500 thousand to \$1 million category. This category realized a 73.68% increase from the previous year. State agencies continue to strive to meet their internal diversity goals in their procurement processes. Many are to be commended for their great efforts to this end.

Note: These are known reported dollars by certified businesses captured by Go-DBE.

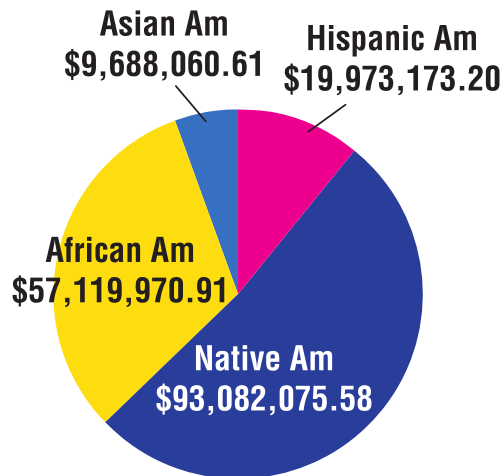
# PROGRAM HIGHLIGHTS AND ACCOMPLISHMENTS



## Diversity Business Awarded Dollars by Percentage and Ethnicity:

Chart 3 reflects the ethnic categories for minority-owned, woman-owned, service-disabled veteran-owned, and small business with total dollars awarded of \$362,935,339.37 identified for this past fiscal year by sub-category.

*Chart 3*  
**Procurement Awards by Minority Category**



## Diversity Business Procurement Awards by Sub-category

MBE	\$ 166,866,250.84
WBE	\$ 102,704,815.45
SDVBE	\$ 9,887,826.45
SBE	\$ 83,476,446.63
<b>Total</b>	<b>\$ 362,935,339.37</b>

## Procurement Awards by Sub-category and Ethnicity

Ethnicity	MBE \$	WBE \$	SDVBE \$	SBE \$	Totals	%
African American	\$ 54,065,150.17	\$ 3,054,820.74	-	-	\$57,119,970.91	15.74%
Asian American	\$ 9,030,902.20	\$ 657,158.41	-	-	\$ 9,688,060.61	2.67%
Hispanic American	\$ 19,973,173.20	-	-	-	\$19,973,173.20	5.50%
Native American	\$ 83,797,025.27	-	\$9,285,050.31	-	\$93,082,075.58	25.65%
Non-Minority Women	-	\$ 98,992,836.30	-	\$ 823,299.82	\$99,816,136.12	27.50%
Non-Minority Male	-	-	\$ 602,776.14	\$82,653,146.81	\$83,255,922.95	22.94%
<b>Totals</b>	<b>\$166,866,250.84</b>	<b>\$102,704,815.45</b>	<b>\$9,887,826.45</b>	<b>\$83,476,446.63</b>	<b>362,935,339.37</b>	<b>100.00%</b>

MBE (Minority Business Enterprise) WBE (Woman Business Enterprise) SDVBE (Service-Disabled Veteran-Owned Business Enterprise) SBE (Small Business Enterprise).

# PROGRAM HIGHLIGHTS AND ACCOMPLISHMENTS

## Certification

The Governor's Office of Diversity Business Enterprise certifies diversity businesses as minority-owned, woman-owned, service-disabled veteran-owned, and small business enterprises.

Many advantages of certification evident to diversity businesses are:

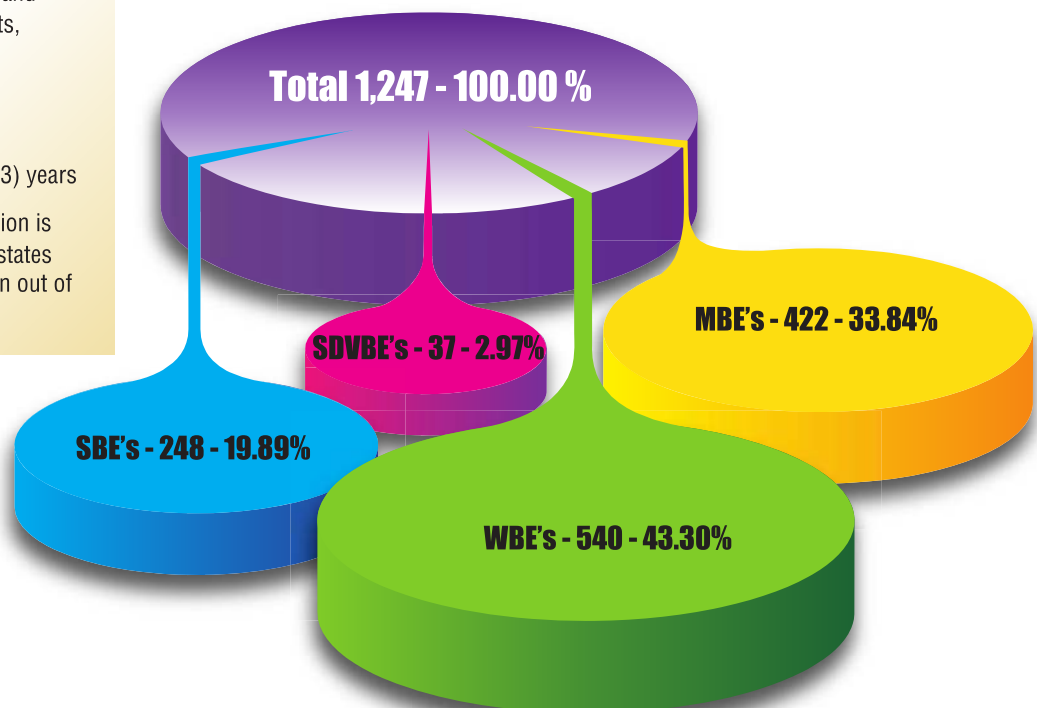
- ◆ Improved visibility to state and local government, higher education, and the private sector
- ◆ Better partnership opportunities
- ◆ Greater involvement in bids and proposals, networking events, training, and educational opportunities
- ◆ No cost
- ◆ Certification valid for three (3) years
- ◆ State of Tennessee certification is generally required by other states when attempting certification out of state

### Number of Certified Businesses FY 2013-14

MBE's	422	33.84%
WBE's	540	43.30%
SDVBE's	37	2.97%
SBE's	248	19.89%
<b>Total</b>	<b>1,247</b>	<b>100.00%</b>

Chart 4

### Certified Diversity Businesses by Category



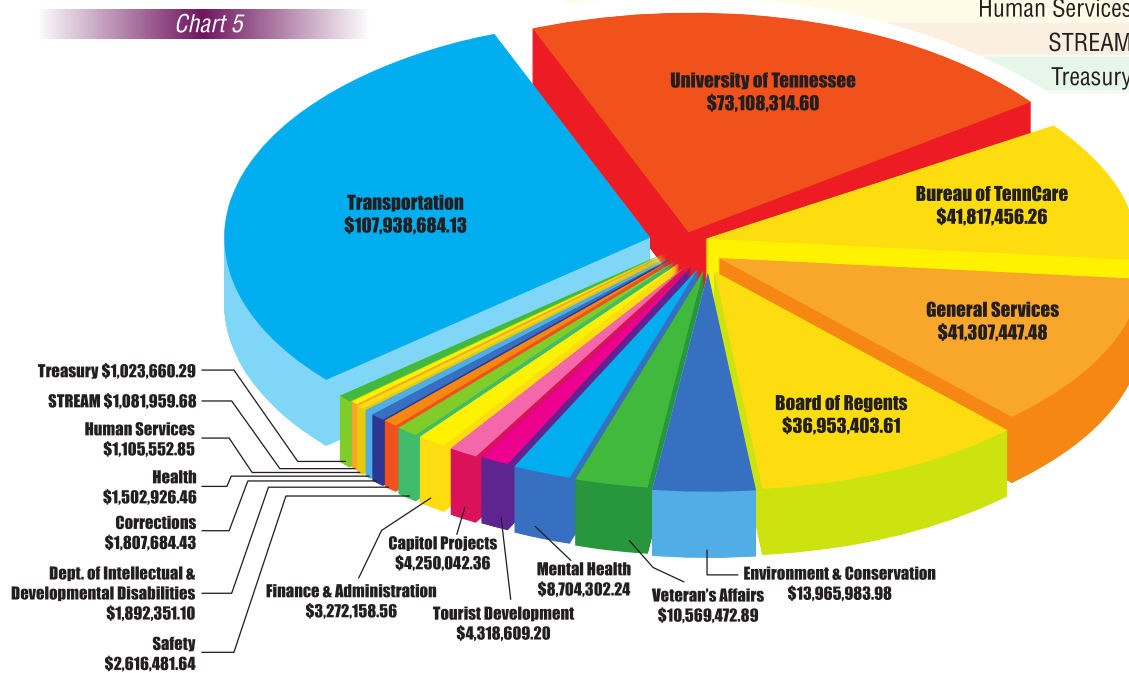
# PROGRAM HIGHLIGHTS AND ACCOMPLISHMENTS

## Top Agencies and Departments with Diversity Participation Greater Than \$1 Million

For FY13-14, the agencies and departments noted here have achieved dollar amounts over \$1 million dollars with certified diversity business enterprises. The \$1 million dollar plateau is a lofty goal each year for many agencies. However, commendations are extended to these agencies for their great efforts in surpassing the \$1 million dollar threshold.

Agency	Diversity Dollars
Transportation	\$107,938,684.13
University of Tennessee	\$ 73,108,314.60
Bureau of TennCare	\$ 41,817,456.26
General Services	\$ 41,307,447.48
Board of Regents	\$ 36,953,403.61
Environment & Conservation	\$ 13,965,983.98
Veteran's Affairs	\$ 10,569,472.89
Mental Health	\$ 8,704,302.24
Tourist Development	\$ 4,318,609.20
State Building Commission - Capitol Projects	\$ 4,250,042.36
Finance & Administration	\$ 3,272,158.56
Safety	\$ 2,616,481.64
Dept of Intellectual & Developmental Disabilities	\$ 1,892,351.10
Corrections	\$ 1,807,684.43
Health	\$ 1,502,926.46
Human Services	\$ 1,105,552.85
STREAM	\$ 1,081,959.68
Treasury	\$ 1,023,660.29

Chart 5



# PROGRAM HIGHLIGHTS AND ACCOMPLISHMENTS

## Agency and Departmental Goals

Efforts by state departments and agencies to achieve diversity in contracting are monitored to assist them in increasing participation of minority-owned, woman-owned, service-disabled veteran-owned, and small businesses in their department's procurement and contracting opportunities. Agency internal goals are based on reported

levels of expenditures for the prior fiscal year. In Fiscal Year 2013-14, 11 state agencies/departments met their goals. Some agencies have exceeded their established goals by an exceptional amount. Outstanding efforts were realized with great results in minority, women, and service-disabled veteran contracts and purchases.

GOALS FY13-14		MINORITY		WOMEN		SERVICE DISABLED VETERAN		SMALL		Total Goal	Goal Achievement
Department Name	Dept. No.	Goal	Result	Goal	Result	Goal	Result	Goal	Result		
Agriculture	325	2.73%	0.12%	3.19%	1.59%	0.25%	0.25%	10.0%	0.54%	16.17%	2.50%
Board of Regents	N/A	2.5%	3.07%	8.5%	14.66%	0.05%	0.10%	16.5%	3.06%	27.55%	20.88%
Children's Services	359	1%	0.11%	2%	1.24%	0.5%	0.00%	5.5%	0.41%	9.18%	1.76%
Commerce & Insurance	335	1%	0.04%	1%	0.22%	0.5%	0.00%	1.0%	0.00%	3.50%	0.26%
Corrections	329	2%	0.14%	2%	0.47%	0.5%	0.00%	2.0%	0.40%	6.50%	1.01%
Department of Intellectual & Developmental Disabilities	344	3%	2.58%	5%	8.47%	0.5%	0.00%	8.0%	0.56%	16.50%	11.61%
Economic & Community Development	330	2.5%	0.33%	2.73%	1.25%	0.5%	0.00%	2.0%	0.18%	7.73%	1.76%
Education	331	2%	0.34%	1%	0.27%	0.5%	0.00%	0.5%	0.01%	3.50%	0.61%
Environment & Conservation	327	2%	11.44%	2%	1.03%	0.5%	0.10%	2.0%	41.40%	6.50%	53.97%
Finance & Administration	317	1%	3.03%	1.5%	0.49%	0.5%	0.00%	0.5%	0.02%	3.50%	3.53%
Financial Institutions	336	2%	0.17%	2.28%	0.98%	0.5%	0.00%	1.0%	0.00%	5.78%	1.15%
General Services & FRF Facilities	321	4%	4.00%	11%	24.17%	0.5%	0.03%	2.0%	1.68%	17.50%	29.89%
Health	343	2.73%	0.97%	2.73%	0.36%	0.5%	0.00%	8.2%	1.06%	14.15%	2.40%
Health Care Finance and Administration ( <i>TempCare</i> )	318	20%	28.02%	2%	3.71%	0.5%	0.00%	0.5%	0.57%	23.00%	32.29%
Higher Education	332	2%	0.01%	2%	13.85%	0.5%	0.00%	2.0%	0.00%	6.50%	13.86%
Human Resources	319	13%	4.17%	8%	3.12%	0.5%	0.00%	20.0%	0.00%	41.69%	7.29%
Human Services	345	2%	1.15%	0.91%	0.38%	0.5%	0.00%	2.0%	0.02%	5.41%	1.55%
Labor & Workforce	337	1%	0.22%	4%	0.46%	0.5%	0.00%	1.0%	0.00%	6.50%	0.68%
Mental Health & Developmental Disabilities	339	2%	24.33%	9%	17.59%	0.5%	0.00%	2.0%	0.49%	13.50%	42.41%
Military	341	1%	0.53%	1%	1.80%	0.5%	0.00%	2.5%	2.69%	5.00%	5.02%
Revenue	347	1%	0.66%	4%	1.60%	0.25%	0.00%	5.0%	0.00%	10.25%	2.27%
Safety	349	2%	0.57%	2%	11.06%	2%	0.00%	2.0%	1.28%	8.00%	12.90%
State Building Commission - Capital Projects	355	10%	1.66%	3%	0.39%	0.5%	0.00%	4.0%	0.40%	17.50%	2.45%
Tennessee Bureau of Investigation	348	1.82%	0.03%	1.82%	0.25%	0.5%	0.00%	8.2%	4.12%	12.33%	4.40%
Tennessee Department of Transportation	401-499	1.5%	8.50%	1%	1.16%	0.5%	0.00%	1.0%	0.25%	4.00%	9.91%
Tennessee Wildlife Resources Agency	328	2%	0.09%	2%	0.21%	0.5%	0.00%	10.0%	3.37%	14.50%	3.67%
Tourist Development	326	1%	0.02%	6%	12.50%	0.5%	0.00%	10.0%	23.60%	17.50%	36.12%
University of Tennessee	N/A	3%	1.96%	7%	2.57%	0.5%	0.08%	15.0%	12.51%	25.50%	17.13%
Veterans Affairs	323	1%	69.51%	3%	0.95%	1%	29.45%	10.0%	0.09%	15.00%	100.00%

Met Agency/Department Goal

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# **REPORTING OF SOLICITATIONS AND RESPONSES**

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# REPORTING OF SOLICITATIONS AND RESPONSES



## Governor's Office of Diversity Business Enterprise Diversity Participation Purchase Order and Contract Awards Fiscal Year 2013-2014

§12-3-1107(a) — The Chief Procurement Officer (CPO) shall annually report, on or before each December 31, to the governor and to each member of the general assembly concerning the awarding of purchases to minority-owned, woman-owned, service-disabled veteran-owned and

small businesses and the total value of awards made during the preceding fiscal year under the provisions of this part. The CPO shall also include in such annual report the number, by category, of minority-owned, woman-owned, service-disabled veteran-owned and small businesses solicited; the

number of bids received, by category, from minority-owned, woman-owned, service-disabled veteran-owned and small businesses; and the dollar amount of purchases awarded, by category, to minority-owned, woman-owned, service-disabled veteran-owned and small businesses.

### Minority-Owned Business

	Number of Solicitations	Number of Bids Received	Dollar Amount of Awards
*Purchase Order Awards	12,541	3,284	\$ 54,503,408.82
**Contract Awards			\$166,866,250.84
Totals			\$221,369,659.66

### Woman-Owned Business

	Number of Solicitations	Number of Bids Received	Dollar Amount of Awards
*Purchase Order Awards	10,605	7,158	\$ 58,273,254.30
**Contract Awards			\$102,704,815.45
Totals			\$160,978,069.75

### Service-Disabled Veteran-Owned Business

	Number of Solicitations	Number of Bids Received	Dollar Amount of Awards
*Purchase Order Awards	370	73	\$ 5,737,466.72
**Contract Awards			\$ 9,887,826.45
Totals			\$15,625,293.17

### Small Business

	Number of Solicitations	Number of Bids Received	Dollar Amount of Awards
*Purchase Order Awards	27,657	22,748	\$ 80,238,204.44
**Contract Awards			\$ 83,476,446.63
Totals			\$163,714,651.07

\*Represents purchase order awards captured in Edison for non-certified firms reported by the state of TN Department of General Services Central Procurement Office, University of Tennessee and the Tennessee Board of Regents.

\*\*Contract awards from certified firms captured under Governor's Office of Diversity Business Enterprise program initiatives.

# REPORTING OF SOLICITATIONS AND RESPONSES

## Governor's Office of Diversity Business Enterprise Diversity Participation Minority Owned Business Solicited for State Procurement Opportunities

### Fiscal Year 2013-2014

§12-3-1107(b) — In annually reporting the information on minority-owned, woman-owned, service-disabled veteran-owned and small businesses, based upon information provided by vendors, the CPO shall, in a separate section of the report, indicate the number of businesses solicited within each of the four (4) subcategories enumerated

within §12-3-1102, the number of bids received from each of the four (4) subcategories enumerated within §12-3-1102, and the total number and dollar amount of all purchases awarded within each of the four (4) subcategories enumerated within §12-3-1102.

Solicitation of Minority Businesses by Subcategories	Number of Solicitations	Number of Bids Received	Number of Awards	Dollar Amount of Awards
African American	7,359	1,229	860	\$ 44,351,687.32
Asian American	1,992	854	724	\$ 7,939,719.28
Hispanic American	1,628	340	307	\$ 1,296,071.96
Native American	1,562	861	793	\$ 915,930.26
<b>Totals</b>	<b>12,541</b>	<b>3,284</b>	<b>2,684</b>	<b>\$54,503,408.82</b>

*\*Note: The above figures represent the number of solicitations, the number of awards and the dollar amount of purchases for non-certified firms reported by state of TN Department of General Services Central Procurement Office, the University of Tennessee and the Tennessee Board of Regents.*