

**PROCUREMENT & WAREHOUSING SERVICES**  
**SUPPLIER DIVERSITY OUTREACH PROGRAM**  
**OUTREACH REPORT FOR JUNE 30, 2019**

BCPS Event	Date	Description	Role	Who Attended	Prospective E/S/M/WBE Companies	Certified E/S/M/WBE Companies	Staff	Total in Attendance at Event/ PWS SDOP Exhibit Table	Total Certified E/S/M/WBE Companies Post-Event	% of Total Certified E/S/M/WBE Companies Post-Event*
No	Thursday, July 12, 2018	Broward County School Board Candidates Fundraiser**	Event Attendee	CBRE/Heery Consultant - Vincent Jones	3	5	1	20	0	0.00%
No	Wednesday, July 25, 2018	Biz to Biz Summer Business Trade Expo	Business Matchmaker	CBRE/Heery Consultant - Vincent Jones	11	1	1	17	0	0.00%
No	Thursday, August 9, 2018	Broward County Latin Entrepreneurs Networking Event	Business Matchmaker	CBRE/Heery Consultant - Vincent Jones	7	0	1	15	0	0.00%
No	Monday, August 13, 2018	Broward County Black Chamber of Commerce Official Launch	Business Development	CBRE/Heery Consultant - Vincent Jones	10	1	1	19	0	0.00%
No	Thursday, August 23, 2018	Broward College Supplier Diversity Day	Business Matchmaker	SDOP Staff - Jasmine Jones, Lavinia Freeman & Ernesto De La Hoz	33	10	3	49	1	3.03%
Yes	Friday, August 24, 2018	FAMU Federal Credit Union in Partnership with the Department of Economic Opportunity Black Business Loan Program Workshop	Business Development	SDOP Staff - Lavinia Freeman	12	0	4	17	0	0.00%
No	Thursday, August 30, 2018	South Florida Business Conference & Expo 2018	Business Matchmaker	SDOP Staff - Jasmine Jones	30	0	1	32	0	0.00%
No	Thursday, September 27, 2018	Miami-Dade County Super Bowl LIV Business Connect Informational Breakfast	Business Matchmaker	SDOP Staff - Lavinia Freeman CBRE/ Heery Consultant - Vincent Jones	14	1	2	25	0	0.00%
No	Friday, September 28, 2018	Hispanic Unity Entrepreneur Summit 2018	Business Matchmaker	CBRE/ Heery Consultant - Vincent Jones	25	1	3	34	1	4.00%
Yes	Friday, October 5, 2018	Supplier Diversity & Outreach Program "Meet the Prime Lunch-n-Learn" Workshop, sponsored by <i>Advanced Roofing, Inc.</i>	Hosted Business Matchmaker	SDOP Staff - Jasmine Jones, Chelsea Jones Finley, Lavinia Freeman & Ernesto De La Hoz	33	4	4	45	0	0.00%
No	Saturday, October 6, 2018	Broward Veterans Expo	Business Matchmaker	SDOP Staff - Jasmine Jones & Chelsea Jones Finley	0	0	2	26	0	#DIV/0!

**PROCUREMENT & WAREHOUSING SERVICES  
SUPPLIER DIVERSITY OUTREACH PROGRAM  
OUTREACH REPORT FOR JUNE 30, 2019**

BCPS Event	Date	Description	Role	Who Attended	Prospective E/S/M/WBE Companies	Certified E/S/M/WBE Companies	Staff	Total in Attendance at Event/ PWS SDOP Exhibit Table	Total Certified E/S/M/WBE Companies Post-Event	% of Total Certified E/S/M/WBE Companies Post-Event*
No	Thursday, October 11, 2018	Broward County Government Business Development Workshop: FY19 Capital Projects and Contracting Opportunities	Training and Business Development	SDOP Staff- Jasmine Jones, Chelsea Jones Finley & Lavinia Freeman CBRE/ Heery Consultant - Vincent Jones	47	3	4	56	2	4.26%
No	October 17 & 18, 2018	Florida International Trade and Cultural Expo (FITCE)	Business Matchmaker	PWS - Mary Coker SDOP Staff- Jasmine Jones & Chelsea Jones Finley CBRE/Heery Consultant - Vincent Jones	65	3	3	104	0	0.00%
Yes	Friday, October 19, 2018	AM and PM Classes Combined: Florida Department of Transportation Construction Management Development Program & Bond Guarantee Program (CMDP-BGP) (FDOT) Part 1 of 4	Business Development Training	SDOP Staff - Jasmine Jones & Lavinia Freeman	17	6	2	27	2	11.76%
No	Friday, October 19, 2018	36th Annual MedWeek Business Matchmaker Conference & Awards Power Lunch	Business Matchmaker	CBRE/Heery Consultant - Vincent Jones	22	3	1	43	0	0.00%
Yes	Saturday, October 20, 2018	Radio Interview on WSRF 1580 AM on Show <i>All Things Haitian</i>	Media Outreach	SDOP Staff - Jasmine Jones	N/A	N/A	1	N/A	N/A	#VALUE!
No	Monday, October 22, 2018	The School District of Palm Beach County Town Hall and Trade Fair	Panelist & Exhibitor	PWS - Mary Coker SDOP Staff-Anne Marie Richards	23	4	1	30	1	4.35%
No	Wednesday, October 24, 2018	Challenge HER Miami Opportunities for Women in Federal Contracting	Business Matchmaker	SDOP Staff - Chelsea Jones Finley	14	1	1	16	2	14.29%
Yes	Friday, October 26, 2018	AM and PM Classes Combined: Florida Department of Transportation Construction Management Development Program & Bond Guarantee Program (CMDP-BGP) (FDOT) Part 2 of 4	Business Development Training	SDOP Staff - Lavinia Freeman	19	10	1	33	0	0.00%
Yes	Friday, November 2, 2018	AM and PM Classes Combined: Florida Department of Transportation Construction Management Development Program & Bond Guarantee Program (CMDP-BGP) (FDOT) Part 3 of 4	Business Development Training	SDOP Staff - Lavinia Freeman	19	9	1	32	0	0.00%

**PROCUREMENT & WAREHOUSING SERVICES**  
**SUPPLIER DIVERSITY OUTREACH PROGRAM**  
**OUTREACH REPORT FOR JUNE 30, 2019**

BCPS Event	Date	Description	Role	Who Attended	Prospective E/S/M/WBE Companies	Certified E/S/M/WBE Companies	Staff	Total in Attendance at Event/ PWS SDOP Exhibit Table	Total Certified E/S/M/WBE Companies Post-Event	% of Total Certified E/S/M/WBE Companies Post-Event*
No	Wednesday, November 7, 2018	Super Bowl Host Committee Informational Breakfast	Business Matchmaker	SDOP Staff - Lavinia Freeman	16	3	1	50	1	6.25%
No	Thursday, November 8, 2018	SBA Open House Invitation	Business Matchmaker	SDOP Staff - Jasmine Jones	11	0	1	13	0	0.00%
Yes	Friday, November 9, 2018	AM and PM Classes Combined: Florida Department of Transportation Construction Management Development Program & Bond Guarantee Program (CMDP-BGP) (FDOT) Part 4 of 4	Business Development Training	SDOP Staff - Lavinia Freeman	19	7	1	30	0	0.00%
No	Saturday, November 17, 2018	Urban League Expo of Broward County 3rd Annual Minority Business Expo & Pitch Competition	Business Development/ Matchmaker	SDOP Staff - Lavinia Freeman	24	0	1	38	0	0.00%
Yes	Thursday, November 29, 2018	PWS/SDOP Supplier Diversity Business Event	Hosted Business Development/ Matchmaker	PWS Staff - Mary Coker SDOP Staff- Jasmine Jones, Chelsea Jones Finley, Lavinia Freeman & Ernesto De La Hoz CBRE/ Heery Consultant - Vincent Jones & Mark Cohen	193	29	11	303	10	5.18%
No	Thursday, December 6, 2018	South Florida Business Conference & Expo	Business Matchmaker	SDOP Staff - Lavinia Freeman	45	0	1	63	1	2.22%
Yes	Wednesday, January 23, 2019	Supplier Diversity & Outreach Program "Meet the Prime Lunch-n-Learn" Workshop, sponsored by Messam Construction	Hosted Business Matchmaker	SDOP Staff - Jasmine Jones, Chelsea Jones Finley & Lavinia Freeman CBRE/ Heery Consultant - Vincent Jones	20	16	4	43	3	15.00%
No	Monday, January 28, 2019	The School District of Palm Beach County Prime Vendor Showcase	Business Matchmaker	CBRE/ Heery Consultant - Vincent Jones	29	9	1	50	2	6.90%

**PROCUREMENT & WAREHOUSING SERVICES  
SUPPLIER DIVERSITY OUTREACH PROGRAM  
OUTREACH REPORT FOR JUNE 30, 2019**

BCPS Event	Date	Description	Role	Who Attended	Prospective E/S/M/WBE Companies	Certified E/S/M/WBE Companies	Staff	Total in Attendance at Event/ PWS SDOP Exhibit Table	Total Certified E/S/M/WBE Companies Post-Event	% of Total Certified E/S/M/WBE Companies Post-Event*
Yes	Thursday, January 31, 2019	Supplier Diversity & Outreach Program "Meet the Prime Lunch-n-Learn" Workshop, sponsored by <i>Thornton Construction</i>	Hosted Business Matchmaker	SDOP Staff - Jasmine Jones, Chelsea Jones Finley & Lavinia Freeman CBRE/ Heery Consultant - Vincent Jones	49	12	4	65	3	6.12%
No	Tuesday, February 12, 2019	T&G Minority Outreach Event (How to Get Certified)	Speaker	SDOP Staff- Chelsea Jones Finley	9	1	1	25	0	0.00%
No	Thursday, February 21, 2019	Morganti/ Cooper Construction Subcontractors Outreach Event	Speaker	CBRE/ Heery Consultant - Vincent Jones	19	16	1	19	1	5.26%
No	Thursday, February 21, 2019	Super Bowl Host Committee Informational Lunch	Business Matchmaker	SDOP Staff- Jasmine Jones	12	N/A	1	215	0	0.00%
No	Thursday, February 21, 2019	2019 South Florida Business Conference & Expo	Workshop Host	SDOP Staff- Jasmine Jones	14	0	1	23	0	0.00%
Yes	Friday, March 1, 2019	Florida Department of Transportation Construction Management Development Program & Bond Guarantee Program (CMDP-BGP) (FDOT) Part 1 of 4 (Spanish)	Business Development Training	SDOP Staff - Chelsea Jones Finley	3	0	1	3	1	33.33%
Yes	Friday, March 8, 2019	Florida Department of Transportation Construction Management Development Program & Bond Guarantee Program (CMDP-BGP) (FDOT) Part 2 of 4 (Spanish)	Business Development Training	SDOP Staff - Chelsea Jones Finley	3	0	1	3	The same companies attended Classes 1-4	N/A
Yes	Friday, March 15, 2019	Florida Department of Transportation Construction Management Development Program & Bond Guarantee Program (CMDP-BGP) (FDOT) Part 3 of 4 (Spanish)	Business Development Training	SDOP Staff - Chelsea Jones Finley	3	0	1	3	The same companies attended Classes 1-4	N/A
Yes	Friday, March 22, 2019	Florida Department of Transportation Construction Management Development Program & Bond Guarantee Program (CMDP-BGP) (FDOT) Part 4 of 4 (Spanish)	Business Development Training	SDOP Staff - Chelsea Jones Finley	3	0	1	3	The same companies attended Classes 1-4	N/A

**PROCUREMENT & WAREHOUSING SERVICES**  
**SUPPLIER DIVERSITY OUTREACH PROGRAM**  
**OUTREACH REPORT FOR JUNE 30, 2019**

BCPS Event	Date	Description	Role	Who Attended	Prospective E/S/M/WBE Companies	Certified E/S/M/WBE Companies	Staff	Total in Attendance at Event/ PWS SDOP Exhibit Table	Total Certified E/S/M/WBE Companies Post-Event	% of Total Certified E/S/M/WBE Companies Post-Event*
No	Friday, March 29, 2019	9th Annual Women Power Conference presented by MBDA Export Center- FL "Women Mean Business"	Business Development	SDOP Staff - Chelsea Jones Finley	11	0	1	37	0	0.00%
No	Thursday, April 4, 2019	Pirtle Construction/ MCO Construction M/WBE Outreach Meeting	Informational Meeting	SDOP Staff - Chelsea Jones Finley	23	15	1	41	2	8.70%
No	Thursday, April 11, 2019	SE Florida Chapter of NIGP 20th Biennial Reverse Trade Show	Business Matchmaker	SDOP Staff - Chelsea Jones Finley & Lavinia Freeman PWS Staff - Mauricio Stradiotti & Al Shelton	42	4	6	75	0	0.00%
No &	Thursday, April 11, 2019 Friday, April 12, 2019	Florida State Minority Supplier Development Council (FSMSDC) 34th Annual Business Expo	Business Matchmaker/ Speaker	SDOP Staff - Jasmine Jones & Ernesto De La Hoz PWS Staff - Shari Francis & Karlene Grant CBRE/Heery Staff - Vincent Jones	52	6	2	70	1	1.92%
Yes	Thursday, May 2, 2019	Proposed Draft Changes to Policy 3330 Implementation Meeting	Community Outreach	Maurice Woods, Chief Strategy & Operations Officer PWS Staff- Mary Coker, Danielle Mamede, Shari Francis & Luis Perez SDOP Staff- Jasmine Jones, Chelsea Jones Finley, Lavinia Freeman & Winifred Cummings	0	0	9	17	0	N/A
No	Friday, May 3, 2019	Broward & Beyond Business Conference	Business Matchmaker & Speaker	SDOP Staff - Jasmine Jones, Chelsea Jones Finley & Lavinia Freeman PWS Staff - Shari Francis and Luis Perez CBRE/ Heery Staff - Joseph Gay	54	2	6	121	0	0.00%
No	Wednesday, May 8, 2019	Broward Black Chamber Diversity Day	Speaker	SDOP Staff - Chelsea Jones Finley	18	3	1	31	0	0.00%
No	Wednesday, May 15, 2019	Palm Beach County School District Meet the Prime with Gilbane Building Company	Business Matchmaker	SDOP Staff - Chelsea Jones Finley	6	16	1	73	0	0.00%

**PROCUREMENT & WAREHOUSING SERVICES**  
**SUPPLIER DIVERSITY OUTREACH PROGRAM**  
**OUTREACH REPORT FOR JUNE 30, 2019**

BCPS Event	Date	Description	Role	Who Attended	Prospective E/S/M/WBE Companies	Certified E/S/M/WBE Companies	Staff	Total in Attendance at Event/ PWS SDOP Exhibit Table	Total Certified E/S/M/WBE Companies Post-Event	% of Total Certified E/S/M/WBE Companies Post-Event*
No	Friday, May 31, 2019	South Florida Business Opportunities Event presented by Women's Business Development Council	Business Matchmaker	SDOP Staff - Vincent Jones	27	3	1	42	0	0.00%
No	Wednesday, June 12, 2019	NABWIC Billion Dollar Public Schools Luncheon	Speaker	PWS Staff - Mary Coker, Director & Shari Francis SDOP Staff- Chelsea Jones Finley	12	3	3	47	0	0.00%
Yes	Thursday, June 13, 2019	BCPS Diversity Outreach Focus Group (Hispanic-Owned Businesses)	Focus Group	Maurice Woods, Chief Strategy & Operations Officer PWS Staff- Mary Coker & Shari Francis SDOP Staff- Jasmine Jones, Chelsea Jones Finley & Ernesto De La Hoz	8	2	6	19	0	0.00%
Yes	Thursday, June 20, 2019	BCPS Diversity Outreach Focus Group (African American-Owned Businesses)	Focus Group	Maurice Woods, Chief Strategy & Operations Officer PWS Staff- Mary Coker & Shari Francis SDOP Staff- Jasmine Jones, Chelsea Jones Finley, Lavinia Freeman CBRE/Heery Consultant -Natacha St Louis	9	12	7	39	0	0.00%
Yes	Friday, June 21, 2019	The BCPS Roofing Workshop	Outreach	CBRE/ Heery Team - Joseph Gay, Vincent Jones, Keith Roberts, Natacha St Louis & Mark Cohen	19	23	5	98	0	0.00%
Yes	Thursday, June 27, 2019	BCPS Diversity Outreach Focus Group (Women-Owned Businesses)	Focus Group	PWS Staff- Mary Coker SDOP Staff- Jasmine Jones & Lavinia Freeman & CBRE/Heery - Vincent Jones	6	2	4	16	0	0.00%
			<b>Total # of Attendees Fiscal Year To Date</b>		1163	246	N/A	2315	34	2.92%

\*Average % of E/S/M/WBE Certifications Per Event

\*\*Similar event in the future will not be attended by SDOP staff or consultants