



Report on Executive Directive 2019-8

Required by ED 2019 – 8, Section 7

Prepared for
The Honorable Gretchen Whitmer

Department of Technology, Management and Budget
April 14, 2023



This report outlines the steps taken by Procurement between March 2022 through February 2023 in support of Executive Directive 2019-8 (ED 2019-8).

MEETINGS & OUTREACH EVENTS

Per the ED 2019-8, Procurement coordinated meetings with State Agencies and organizations that represent small businesses to study, identify and reduce or eliminate barriers to participating in State procurement for Geographically Disadvantaged Business Enterprises (GDBE). The following meetings occurred.

STATE AGENCY

- 11/2/2022 Procurement Leadership Team: Eric discussed upcoming changes to the MiSC program and offered any assistance that agencies might need when using the program. Further, reiterated the benefits of the program for both the state and eligible vendors.
- Feb – April 2022 MiSC Agency One-on-One Meeting: During this time period, Central Procurement Services staff held 8 one-on-one meetings with agencies, including the Department of Education, Department of Corrections, State Police, Gaming Control Board, Labor & Economic Opportunity, Energy, Great Lakes & Environment and State Lottery. During these meetings staff discuss the strengths, weaknesses, opportunities, and challenges with the MiSC Program. Additionally, agencies were provided with technical assistance and guidance on when and how to use the MiSC program.
- To date, Eric has met with and provide either technical assistance/guidance on the SIGMA Vendor Self-Services vendor registration process and the MiSC program to a total of 22 businesses, as requested by the Governor's Office.

ORGANIZATIONS

- 2/10/2022 Meeting with State of California Procurement Office: Met with Mrs. Danetta Jackson of the State of California Procurement Office to discuss the State of Michigan supplier diversity efforts and the MiSC Program.
- 2/28/2022 Meeting with the State of Georgia Procurement Office: Met with Mrs. Mary Chapman of the State of Georgia Procurement Office to discuss the State of Michigan supplier diversity efforts and the MiSC Program.
- 3/16/2022 MiSC Roundtable Meeting: Discussed policy changes, demonstrated the drafted opportunity dashboard, and provided updates on the SIGMA VSS user account demo information and the state outreach efforts.

- 8/22/2022 Meeting with DRLGBT Chamber of Commerce: Met with the President of the Detroit Regional LGBT Chamber of Commerce (DRLGBTCC) to discuss the MiSC program, opportunities to partner and collaborate; as well as participation on the MiSC Roundtable.
- 10/18/2022 MiSC Roundtable Meeting: Discussed approved policy changes, demonstrated the new DTMB Opportunity Dashboard and provided the final update on the SIGMA VSS user account demo information; as well as state outreach efforts.

OUTREACH EVENTS

The following outreach events were completed.

- 2/15/2022 Michigan Public Purchasing Officials Association Meeting: Presented the State of Michigan MiSC Program to the Michigan Public Purchasing Officials Associations (MPPOA) at their Feb 2022 Lunch and Learn program.
- 3/22/2022 MDOT SBA GDBE Workshop: Presented Central Procurement Services “Contracting - 101 with the State of Michigan” presentation and the MiSC Program at the annual Michigan Department of Transportation Disadvantage Business Enterprises Conference, co-hosted by the Small Business Administration.
- 4/20/2022 Contracting with the State / MiSC Training (Flint / Genesee Apex): Presented Central Procurement Services “Contracting - 101 with the State of Michigan” presentation and the MiSC Program to the Flint/Genesee County Apex Accelerator.
- 4/29/2022 MPPOA Reverse Trade Fair Workshop: Attended the Michigan Public Purchasing Officials Associations (MPPOA) Reverse Trade Fair event at the Meijer Gardens in Grand Rapids, MI. During the event Central Procurement Staff was able to meet one-on-one with vendors who were interested in doing business with the State of Michigan.
- 5/2/2022 “Detroit Means Business” Event: Attended the City of Detroit Economic Growth Corporation Detroit Means Business event held in Detroit, MI. During the event Central Procurement Staff met one-on-one with Michigan based small businesses who had an expressed interest in doing business with the State of Michigan.
- 8/9/2022 NVBDC Corporate Veteran Business Diversity Exchange: Central Procurement Services staff presented the MiSC Program at the 2022 Corporate Veteran Business Diversity Exchange event, co-hosted by the National Veteran Business Development Council (NVBDC) and the Federal Reserve Bank of Chicago.
- 9/14/2022 DRLGBT “Fall Business Summit” Event: Attended the Detroit Regional LGBT Chamber’s Fall Business Summit and spoke on a panel discussing contracting resources and programs at the state. The MiSC program was highlighted as a major priority and opportunity for small and geographically disadvantaged businesses.

COMMUNICATION

The following communication has been sent to both agencies and vendors in support of ED 2019-8.

AGENCY COMMUNICATION

- To date, Central Procurement Services (CPS) performs a weekly review of requisitions for agencies that might be eligible for MiSC. Upcoming purchases are examined for those that meet the dollar amount threshold and for services or commodities that fit MiSC. To date, CPS has forwarded a total of 147 potential MiSC opportunities to agencies.
- June 2022 – Feb 2023 – MiSC Minute E-Mail Newsletter: Central Procurement Services sent out 8 bi-weekly MiSC Minute E-Mail newsletters to agency buyers. This email newsletter provides agency buyers with guidance and resources for how to use the MiSC Program.

VENDOR COMMUNICATION

- Continued outreach to vendors about registering properly in SIGMA VSS with a focus on adding commodity codes and business types to their profile.
- 6/2/2022 – A communication was sent out to the MiSC Roundtable members about DTMB New Opportunity Dashboard online. The communication encouraged roundtable members to visit and the share the online link with their respective membership.
- Jan 2022 – Jan 2023 Current Contract Opportunities E-Mail Newsletter: 23 Current Contract Opportunities E-Mail Newsletters were sent to the vendor community.

ACCOMPLISHMENTS

The Procurement team achieved the following accomplishments in support of ED 2019-8.

- Increased the number of MiSC registered vendors from 453 to 2,432.
- Attended 36 training and educational outreach events in 2022.

DATA & REPORTING

	2021	2022
Spend with registered GDBEs**	\$285,755,061	\$289,614,995
Statewide Procurement Spend*	\$2,727,494,371	\$2,789,021,033
Percent of Spend with GDBEs	10.48%	10.38%
ED 2019-8 Goal	3%	3%

Notes:

*The total spend previously submitted only excluded healthcare spend but included statutory contracts spend. This year, Procurement named the spend under DTMB's responsibility (CPS + Design and construction) as "Statewide Procurement Spend". This will exclude all statutory contracts spend and grant spend but will include utility spend and spend local government entities. The 2021 numbers were updated to reflect the new definition of spend.

2022 VENDOR BREAKDOWN

State GDBE vendors that recorded expenditures is attached in a separate spreadsheet.