

Small Business & Supplier Diversity



Economics & Job creation



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"Supporting and growing Virginia's small businesses is at the heart of my vision for growing and diversifying Virginia's economy."

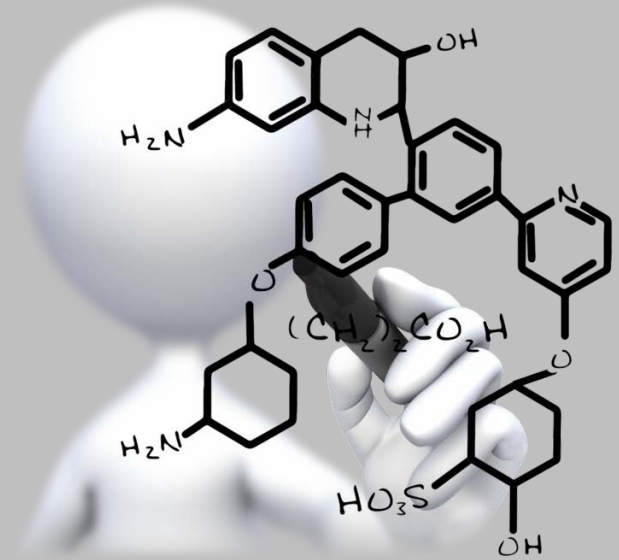
- Governor McAuliffe



Small businesses...



Create Jobs



Are innovative



Are flexible

To reach their potential, small businesses need help...



Executive Order 33 2006

COMMONWEALTH OF VIRGINIA



OFFICE OF THE GOVERNOR

Executive Order 33 (2006)

OPPORTUNITIES FOR SMALL, WOMEN AND MINORITY OWNED BUSINESSES

The Commonwealth of Virginia maximize the participation of commercial opportunities in state procurement. The record in buying goods and services from small, women- and minority-owned (WOM) businesses must be improved. This record as a result of the "Opportunity Study of the Commonwealth of Virginia" indicates that Virginia develop new approaches in creating a more inclusive environment for small businesses. The study by MGT of America, Inc., which conducted the study on the Commonwealth's spending with minority business enterprises (MBEs) and women-owned businesses (WOBs) in 2005, found that the Commonwealth's spending with minority business enterprises (MBEs) and women-owned businesses (WOBs) in 2005 was significantly lower than the national average.



Commonwealth of Virginia
Office of the Governor

Executive Order

NUMBER TWENTY (2014)

ADVANCING EQUITY FOR SMALL, WOMEN, AND MINORITY OWNED BUSINESSES

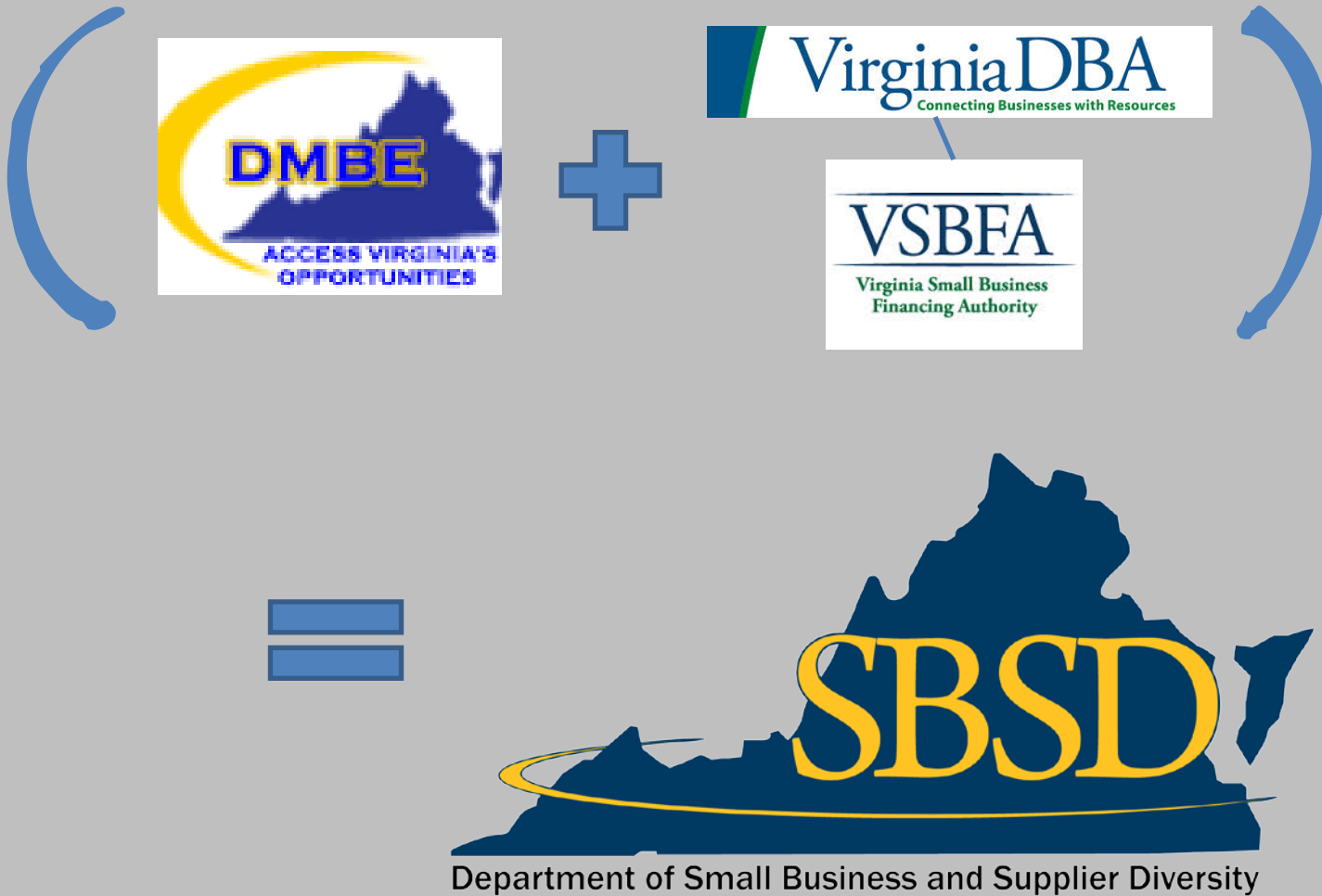
Importance of the Issue

It is imperative for the Commonwealth of Virginia to maximize the participation of small businesses in state contractual work. For Virginia to remain competitive and continue to advance its small business goals, significant work still must be done for a more transparent, equitable, and inclusive process. Therefore, I am establishing a micro business designation within the small business certification and vital new state procurement initiatives.

Executive Order 20 2014

Recent changes have been made to ...





The formula for Success

2013 Legislative action led to the merger of two departments effective January 1, 2014

Reorganized Agency's Business Units



Key Agency Goals

- Rebrand as a full service organization for entrepreneurs
- Provide strategic technical assistance
- Support job creation by providing enhanced financing
- Certification that leads to increased utilization and spending
- Measure the IMPACT on VA communities



Side by Side

Key Provision	EO 20 (2014)	EO 33 (2006)	Comments
Micro Certification	X		New designation – implementation is a work in progress
Target SWaM Goal	X	X	Increased from 40% to 42%
Mandates Set-asides	X		New
Subcontractor Plans	X	X	EO20 requires data on non-SWaM subs >\$200K
Accountability – Prime Contractor	X	X	EO 33 rarely, if ever used
Accountability – Agency	X	X	New – details to be developed

DIY EO20

- Assess current vendor pool
 - Monitor performance
 - Look for “stretch” opportunities
- Use local “Chambers of Commerce” & other similar organizations
- Have “Brown Bag” sessions
- SWaM Champions need to form SWaM Committee
- Connect with colleagues at other agencies
- Use resources offered by DGS and SBSD





Questions?
Comments?

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