

SCORE and Diverse Supplier Certification

By SCORE

WASHINGTON—Of the 1.1 million minority-owned employer businesses in the United States, 99.9 percent are small businesses. But not all of these businesses are certified as diverse suppliers, despite being eligible. Getting certified as a diverse supplier offers small business owners the opportunity to expand market share, grow their companies, discover new partners, and create new revenue streams, according to SCORE, a resource partner of the United States Small Business Administration. To take advantage of these benefits, SCORE encourages diverse supplier certification for those that qualify.

What is a diverse supplier?

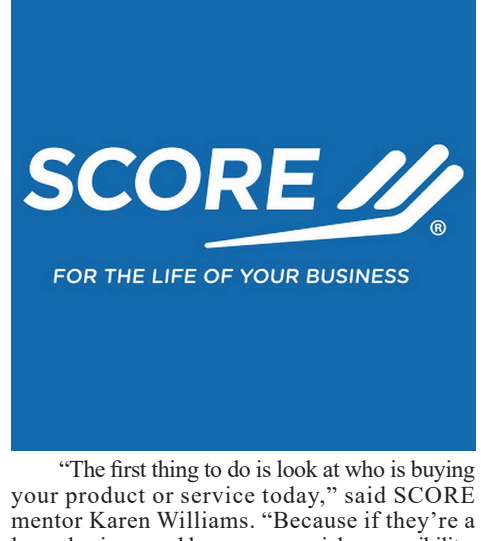
A diverse supplier is a business that is at least 51 percent owned and operated by an individual or group that is part of a traditionally underrepresented or underserved group. The federal government aims to award up to 23 percent of its prime contract dollars to certified small businesses. In some cases,

it exceeds this allocation. For example, in 2019, it awarded up to \$132.9 billion in federal contract dollars to small businesses, representing 26.5 percent of prime contract dollars.

“Supplier diversity is a strategic way of making your supply chain more inclusive,” explains Towanda Livingston, a SCORE mentor and expert in DEI and supplier diversity. “Organizations diversify their purchasing and contracting activities by facilitating pathways for minorities, women, and marginalized groups to not only gain access, but actually win contracts and opportunities.”

How can small business owners get certified?

To qualify as a diverse supplier, in most cases, a small business must be in business for a minimum of two years. Any company that wants to do business with the federal government must register on the System for Award Management (SAM) and keep its account active. A SCORE mentor can help small business owners to navigate the certification process, including how to get started and find potential opportunities.



“The first thing to do is look at who is buying your product or service today,” said SCORE mentor Karen Williams. “Because if they’re a larger business and have some social responsibility, they will have a supplier diversity program.”

Small Business Exchange • Voice of Small, Emerging, Diversity-Owned Businesses Since 1984 [Click to read more](#)

Opportunities

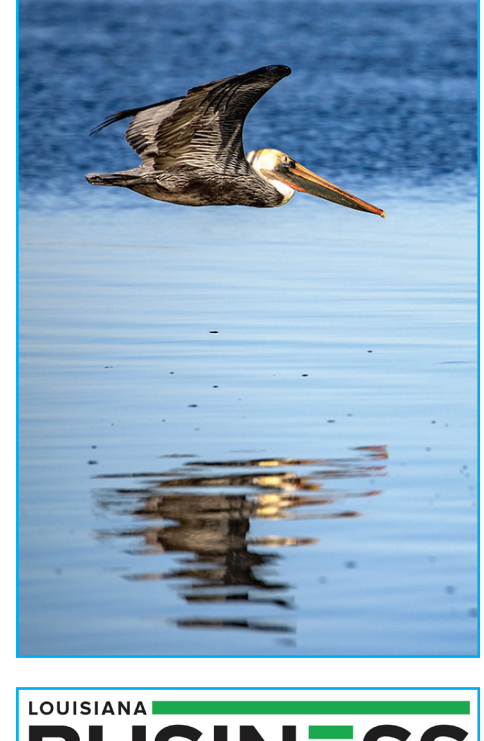
LOUISIANA
DEPARTMENT OF ENVIRONMENTAL QUALITY
Public notices and participation activities

[Click for details](#)

Doreen's Jazz New Orleans

- Private lessons from Queen Clarinet
- Band performances at your venue
- Master classes for groups

504-908-7119
doreenja@bellsouth.net
www.doreensjazz.org



LOUISIANA BUSINESS JOURNAL

SBE OUTREACH SERVICES

With over 1.6 million businesses in our active database—the country’s largest non-public diversity database—SBE sets the professional standard for diversity outreach across the nation. For more than three decades, we have served small businesses, prime contractors, and agencies—with proven results.

Advertisements
Placed in various Louisiana Business Journal digital publications every month and at www.louisianabusinessjournal.com

Fax, Email, and Postal Solicitations
Targeted mailings sent to businesses chosen according to your criteria

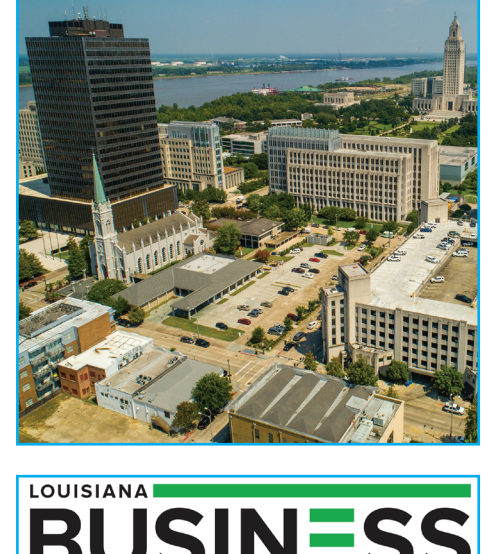
Live Call Center Follow-Up
Telephone follow-up calls using a script of five questions that you define

Computer Generated Reports
Complete documentation that will fit right into your proposal, along with a list of interested firms to contact

Special Services
Custom design and development of services that you need for particular situations such as small business marketing, diversity goal completion, and agency capacity building

Call for more information: 800-800-8534

1984 **39** Years 2023



LOUISIANA BUSINESS JOURNAL

PUBLIC LEGAL NOTICES

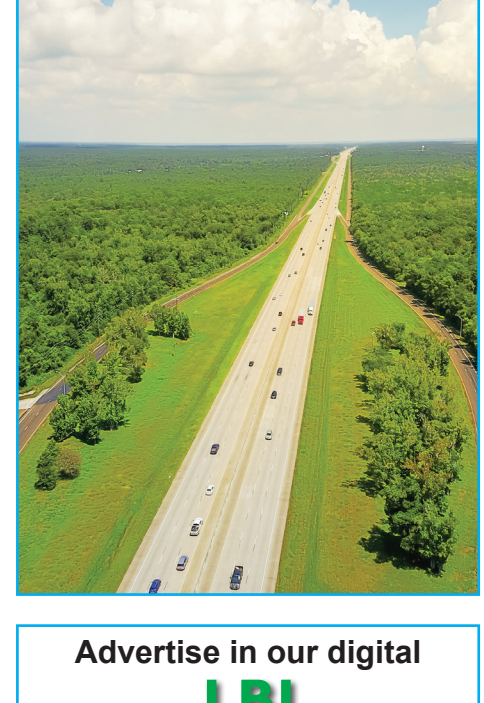
With a database of over 1.6 million businesses, SBE assists agencies with public legal notices

Advertisements
Placed in various Louisiana Business Journal digital publications every month and at www.louisianabusinessjournal.com

Special Follow-Up Services
Custom design and development of services that you need for particular situations such as small business marketing, diversity goal completion, and agency capacity building

Call for more information: 800-800-8534

1984 **39** Years 2023



Advertise in our digital LBJ

weekly or whenever wherever you need to reach among agencies contractors diversity firms



LAGNIAPPE BAKEHOUSE

Lagniappe Baking is an independently owned pop-up Bakehouse by pastry chef Kaitlin Guerin. Created to make one-of-a-kind assorted Pastry Boxes that highlight the local, seasonal bounty of the Crescent City’s agriculture, each box is meant to challenge your taste buds with flavor combinations and leave you with joy and anticipation for the next.

www.lagniappebaking.com

Balthazar Elektriks
WHOLESALE DISTRIBUTORS

We deliver a wide range of products and services to proudly serve construction, industrial, utility, and commercial businesses

ELECTRICAL Wire, Distribution, Wiring Devices, Installation Material	LIGHTING Bulbs, Ballasts, Exits/Emergency Lights, Installation Options	SECURITY Smoke, Carbon Monoxide and Metal Detectors, Surveillance Equipment, and Batteries	COMMUNICATIONS Fiber Optic Cable, Telecommunication Systems, and Office Equipment
--	--	--	---

Contact info: 3623 D'Hemecourt Street • New Orleans, LA 70119
504-891-5504 • 504-891-5580 • Belektiks@balthazarinc.com • www.Balthazarinc.com

EDWARDS UNLIMITED LLC

CARE@THEJANICEEDWARDS.COM
866.433.8658
WWW.THEJANICEEDWARDS.COM

COMPANY PROFILE

Edwards Unlimited is an award-winning media production and leadership development business enterprise. Our company is dedicated to helping corporations, entrepreneurs and non-profit organizations celebrate their successes and share their vision with the world through high quality video production, media/ presentation training and strategic communications. President & CEO Janice Edwards is an award-winning talk show host, Emmy-nominated producer, co-author of the international best-seller *Step Into Your Brilliance*, an in-demand MC, and an acclaimed contributor to community empowerment through her media work.

SERVICES WE PROVIDE

- Media Coaching and Training
- Leadership Development
- Strategic Communications
- Signature Talk & Keynote Speaking Training
- Media Production
- Writing
- Legacy Interviews
- Marketing
- Social Media Management

LEGACY INTERVIEWS

- Edwards Unlimited Legacy Interviews are 1080p or 4K video and/or audio recording with transcripts capturing family treasures as living historical documents.
- These interviews provide ideal content for books, documentaries, TedX talks or for sharing with generations to gain a better understanding of their lineage. They can be created anywhere in the world with strong internet connection. Janice Edwards has conducted more than 12,000 interviews throughout her stellar career.
- These legacy interviews have created joy and happiness among family members and friends. They become a living record for loved ones in the future.

Small Business Exchange Louisiana DEI

- Advertise
- ITB to Targeted (NAICS/SIC/UNSPSC) Certified Businesses
- Telephone Follow-Up (Live)
- Agency/Organization Letters
- Computer Generated Dated and Timed Documentation
- Customized Reports Available

For more info contact
Valerie Voorhies at
vvv@sbeinc.com

SOUTHEAST EVENTS FOR YOUR BUSINESS

2023

8(a) Orientation and SAM Registration Webinar
Wednesday, November 15, 2023, 9:30 am–10:30 am CDT Online
Main Sponsor(s): US Small Business Administration
Contact: SBA Illinois District Office, 312-353-4528, illinois.do@sba.gov
Fee: Free; registration required

Join the Small Business Administration (SBA) Illinois District Office for a virtual workshop providing an overview of the 8(a) Business Development program, eligibility requirements, and program benefits. Also learn how to increase your potential for federal contract opportunities through System for Award Management (SAM) registration, including information that you need for the registration process. SBA presenters will offer additional tips, address FAQs, give directions on where to get further assistance, and answer your other questions. To register for this free webinar, visit <https://www.eventbrite.com/e/8a-orientation-sam-registration-tickets-518989961947>

Federal Contracting: Woman-Owned Small Business (WOSB) Program Webinar
Thursday, November 16, 2023, 9:00 am–10:00 am CDT Online
Main Sponsor(s): US Small Business Administration
Contact: <https://www.eventbrite.com/e/welcome-to-wosb-webinar-tickets-482397041537>
Fee: Free; registration required
Welcome to the WOSB webinar series! Are

you a woman owner of a small business? The federal government’s goal is to award at least five percent of all federal contracting dollars to woman-owned small businesses each year. Join us for training on how to register for SBA’s Woman-Owned Small Business (WOSB) program, which helps eligible small businesses to qualify for federal contracting opportunities. The monthly sessions will include an overview of the self-certification process, as well as a discussion of the NAICS codes that qualify as WOSB or EDWOSB. Register for this free webinar at <https://www.eventbrite.com/e/welcome-to-wosb-webinar-tickets-482397041537>

Selling to the Federal Government Webinar
Thursday, January 25, 2024, 12:00 pm–3:00 pm CDT Online
Main Sponsor(s): US Small Business Administration
Contact: George Tapia, 610-382-3086, george.tapia@sba.gov
Fee: Free; registration required

Did you know that the federal government is the largest purchaser of goods and services in the world? Interested in learning how your business can market your services or goods to the federal government? Register on line at <https://www.eventbrite.com/e/how-to-sell-to-the-federal-government-tickets-21790713611> SBA helps to ensure small businesses get fair opportunities to share federal government prime contracts. Topics will include: How to Register, Small Business Certifications, Finding Opportunities, Marketing Your Firm, Federal Supply Schedules, Getting Paid, Tips to Prepare Your Offer, How to Seek Additional Assistance. All training sessions are held via Microsoft Teams Meeting. Participants must ensure Microsoft Teams is functioning.

CERTIFICATION

Small Business Exchange, Inc.
is **DBE certified** by the Louisiana UCP.

Certificate of Proclamation
Louisiana Business Journal

MAYOR MITCHELL J. LANDRIEU - CITY OF NEW ORLEANS
June 15, 2010
DATE