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ANNUAL
REPORT

About GMSDC

The Georgia Minority Supplier Development Council is the state of Georgia's leading small business development and supplier diversity organization. Our mission is to certify minority business enterprises, help them develop their competency, capacity and capabilities, and connect them with corporate and government entities looking for diverse suppliers.

GMSDC was founded in 1975 by a small but influential group of progressive Georgia Corporations – AT&T, The Coca Cola Company, Delta Air Lines, Georgia Power and WestRock. The GMSCD serves more than 400 corporations and 1,000 certified Minority Business Enterprises.

The Four Pillars of the GMSCD Promise

CERTIFY

The GMSCD verifies ethnic minority ownership of qualifying business entities and validates the credentials and documentation required to do business with Corporate Supply Chains. We offer free pre-certification information sessions to interested companies wanting to learn more about certification.

DEVELOP

The GMSCD enhances the corporate readiness of certified MBEs by delivering a comprehensive slate of educational programs, workshops, conferences and other activities that constituent businesses for growth. The GMSCD Academy offers a specialized curriculum and customized programs designed to meet the needs of stakeholders.

CONNECT

The GMSCD facilitates essential relationships between Georgia corporations and Minority Business Enterprise (MBE) firms. The calendar provides many networking and matchmaking opportunities where key players in corporate procurement and qualified suppliers may meet and engage one another.

ADVOCATE

The GMSCD is a thought leader and a key influencer in legislative, political and community circles. The focus of the Council's advocacy efforts is the implementation of laws, regulations and business practices the foster a healthy business climate.

Message From the Leadership

The Georgia Minority Supplier Development Council continues to set a standard of excellence in supplier diversity and minority business development. It is our privilege to present to you the 2022 Annual Report, summarizing the Council's activities and accomplishments over the past year. We are beyond grateful for the support of such dynamic and engaged community of stakeholder – business owners, corporate executives, procurement professionals and supplier diversity advocates – who demonstrate over and over why Georgia is the No. 1 State for Business.

In 2022, we were recognized as the Council of the Year, a recognition we share with the entire GMSCD family. For the first time in our Council's history, we certified more than 1,000 MBEs. We saw incredible growth in our community, with supply chain partnerships between MBEs and Corporate partners generating \$8.4 billion. We continued to advocate for a more inclusive and innovative mix of suppliers by helping to develop some of the finest MBEs. We are honored to serve the needs of our constituents and help them continue to grow. As you review our accomplishments, we remind you to take advantage of the opportunities available today. Use this opportunity to continue to grow your relationships within the GMSCD family. Thank you for your continued support in our mission. It is with your support that we continue to forge ahead in our pursuit of economic equity and growth for the minority business community. We wish you continued success in 2023 and beyond.

Warmest regards,



*Stacey Key
President and CEO
GMSDC*



*Vickie Irwin-Avery
Southern Company
GMSDC Chairman, Board of Directors*



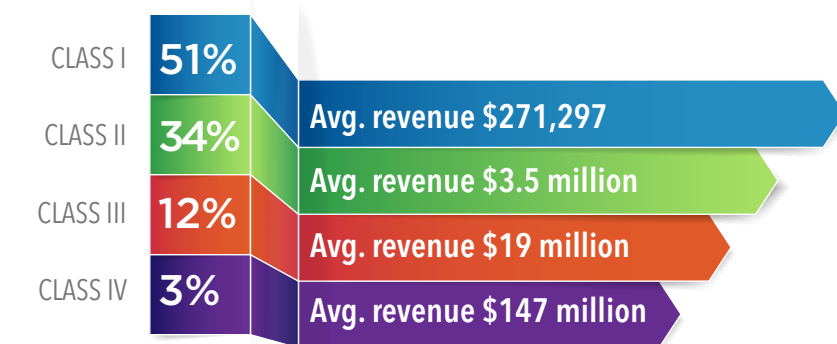
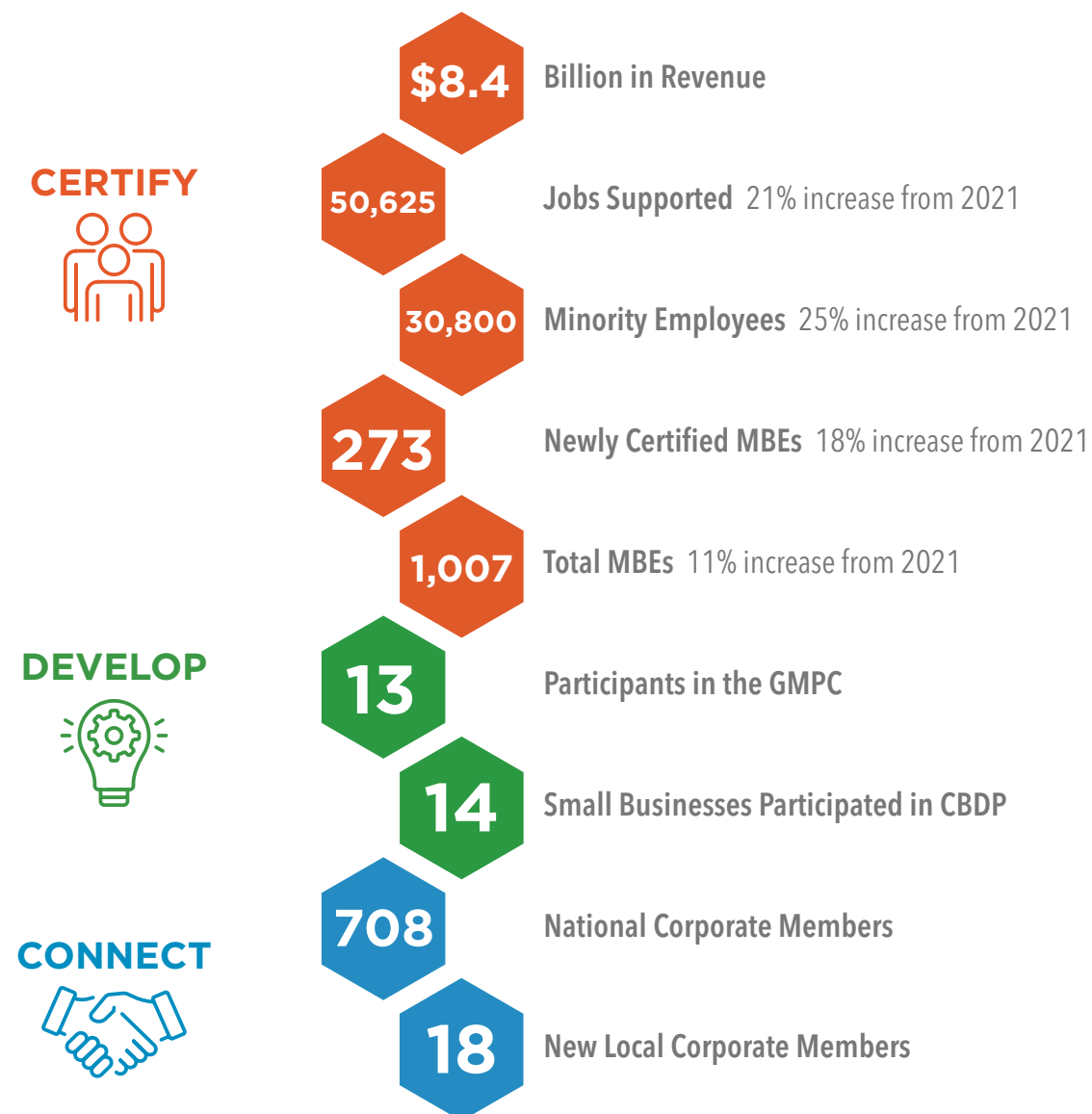
*Tracey Grace
MBEIC Chair*

2022 GMSDC Accomplishments

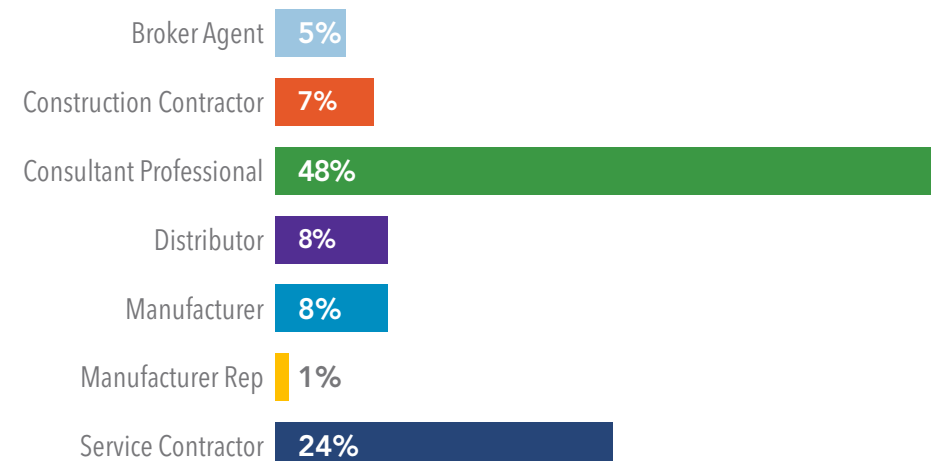
MBE by the Numbers

20
22

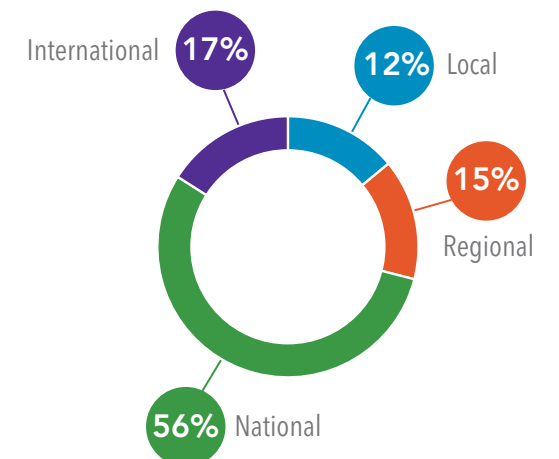
Despite the economic impact of the pandemic, the Georgia Minority Supplier Development Council remained committed to helping minority business grow and thrive. In 2022, the GMSDC certified more than 1,000 MBEs - a first in its history. The GMSDC expanded its programs offered under the Georgia Education Foundation, supporting the development of community businesses and shaping the future of our workforce by placing minority students with internship opportunities. For the third consecutive year, the GMSDC hosted Minority Business Opportunity Week, in partnership with the state of Georgia and local municipalities, to recognize the contributions of minority businesses to Georgia's economy. For its consistent performance, the GMSDC was recognized as the 2022 NMSDC Council of the Year.



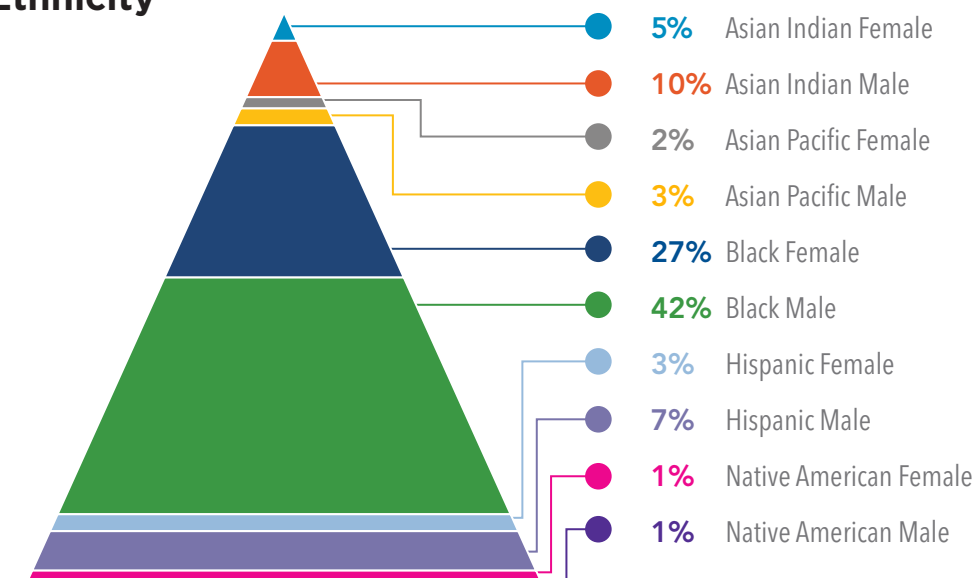
Industry



Footprint



Ethnicity



Total Number of Employees
47,236

Avg. Number of Employees
46.9

2022 SOA Winners

Congratulations 2022

Corporation of the Year

Southern Company



Local Corporation of the Year

Grady Health System



Buyer of the Year

Construction and Facilities Management

Elizabeth Ann Coffey
Grady Health System



Supplier of the Year

Class I

Green Diamond Waste



Executive of the Year

Thomas A. Fanning,
Southern Company



Supply Chain Advocate of the Year

Crystal King
Grady Health System



Buyer of the Year

Information Technology

Dianne DeAquino
UPS



Supplier of the Year

Class II

R2T, Inc



President's Award

Michael Anderson



MBE Advocate of the Year

Chondra Webster Myers
WEBMyers Construction



Buyer of the Year

Staffing Services

Rich Rubino
UPS



Supplier of the Year

Class III

C.D. Moody Construction



President's Award

Michael Robinson



MBE Advocate of the Year

Sushumna Roy
Softpath System



Buyer of the Year

Transportation & Logistics

Mitch Plemmons
UPS



Supplier of the Year

Class IV

Softpath System



Blue Legend Award

Reginald Williams,
Procurement Resources Inc



Eagle

Ernest Ellis
FS360 LLC



The George Lottier Rising Star

Norfolk Southern



Crystal

Turner Construction



Advocate of the Year

Melody Davidson,
UPS



Eagle

Sandeep Gauba
Metasys Technologies

2022 National Winners

Council of the Year



The Georgia Education Foundation is a non-profit established in 2012 to provide educational opportunities to small business owners and entrepreneurs across the state of Georgia. The Foundation makes grants, provides scholarships to small business owners and supports a full portfolio of coaching, mentoring and key learning initiatives. The GEF is the educational arm of the Georgia Minority Supplier Development Council (GMSDC), the state of Georgia's leading advocacy organization for supplier diversity and minority business development.

National Supplier of the Year Class IV



The Community Business Development Program (CBDP) is a small business readiness initiative designed to rapidly assist emerging firms with scaling their businesses and moving them toward long-term sustainability.

Fourteen small businesses participated in the Community Business Development Program.

National Corporation of the Year Class III



The Georgia Mentor Protégé Connection (GMPC) pairs eligible Georgia small businesses with corporate mentors in the same business sector or a related industry for a one-year business development partnership.

The Class of 2022 included 13 small business protégés.



The Minority Business Internship Program (MBIP) offers paid internships to minority college students. Placed with a certified Minority Business Enterprise (MBE), students develop fundamental soft skills, gain knowledge from business leaders and earn academic credit towards their degree.

More than 25 minority students were placed with an internship.

STATEMENT OF
FINANCIAL POSITION
(unaudited)

STATEMENT OF
ACTIVITIES
(unaudited)

ASSETS	
Cash and Cash Equivalents	\$2,556,082.00
Accounts Receivable	\$67,526.00
Property and Equipment	\$402,730.00
Other Current Assets	\$6,158.00
TOTAL ASSETS	\$3,032,496.00
LIABILITIES AND NET ASSETS	
Accounts Payable	\$31,006.00
Deferred Revenue	\$70,000.00
Other Liabilities	\$21,509.00
TOTAL LIABILITIES	\$122,515.00
NET ASSETS	
Without Donor Restrictions	\$2,415,131.00
Change in Net Assets	\$494,850.00
TOTAL LIABILITIES AND NET ASSETS	\$3,032,496.00

INCOME	
Membership	\$954,189.00
Programs	\$525,030.00
Fundraising	\$456,728.00
Other Revenue	\$188,012.00
TOTAL REVENUE	\$2,123,959.00
EXPENSES	
Program Expenses	\$221,150.00
Fundraising Expenses	\$104,552.00
Management and General	\$1,287,216.00
Depreciation and Amortization	\$16,191.00
Interest	
TOTAL EXPENSES	\$1,629,109.00
CHANGE IN NET ASSETS	\$494,850.00

Vickie Irwin-Avery
Southern Company

Keith Ambersley
Ernst & Young

Matthieu Bradier
UPS

David Braxton
Bank of America

Douglas Burrell
Chartwell Law

Lauren Costley
Cox Communications

Tremese Davis
Southern Company Gas

Nedra Dickson
Accenture

Tracey Grace
IBEX IT Business Experts

Fernando Hernandez
The Coca-Cola Company

Christi Jordan
AT&T

Stacey Key
Georgia Minority Supplier
Development Council

Wassel Lewis
Board Vice Chairman
Aflac

Dan McNally
WestRock

Valerie Nesbitt
Norfolk Southern

Raven Smith
Lockheed Martin

Ken Taunton
The Royster Group

Clovice Vaughn
Grady Health System



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