

SUMMARY OF PROGRESS
ECONOMIC DEVELOPMENT & DIVERSITY COMPLIANCE DEPARTMENT
SUPPLIER DIVERSITY OUTREACH PROGRAM
REPORTING PERIOD: APRIL & MAY 2020

The Economic Development & Diversity Compliance Department (EDDC) oversees the District’s Supplier Diversity Outreach Program (SDOP) and is governed by School Board of Broward County Policy 3330 - Supplier Diversity Outreach Program and related Standard Operating Procedures. Policy 3330 was adopted to remedy the ongoing effects of identified marketplace discrimination that continue to adversely affect the participation of Emerging/Small/Minority/Women Business Enterprises (E/S/M/WBE) in District procurement opportunities. As we continue to serve as a conduit to ensure inclusive procurement activity, we are also enhancing data integrity and marketing.

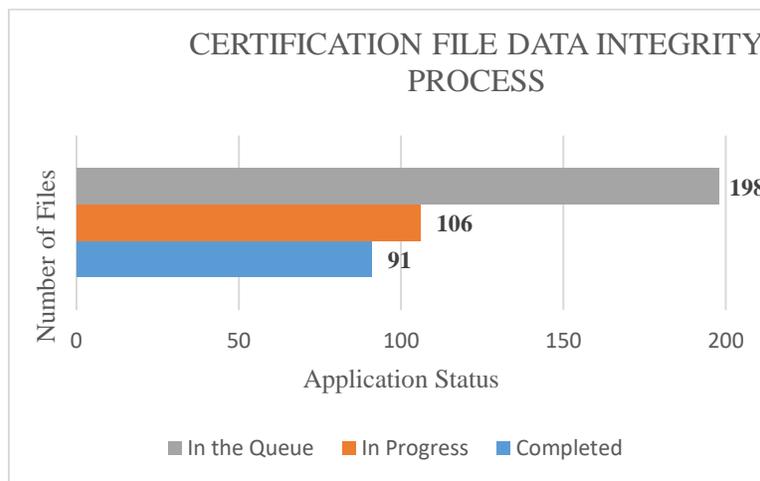
Data Integrity: Ariba database clean up and collection to fully utilize the system

Marketing: Enhanced strategy including targeted outreach and the addition of social media communication

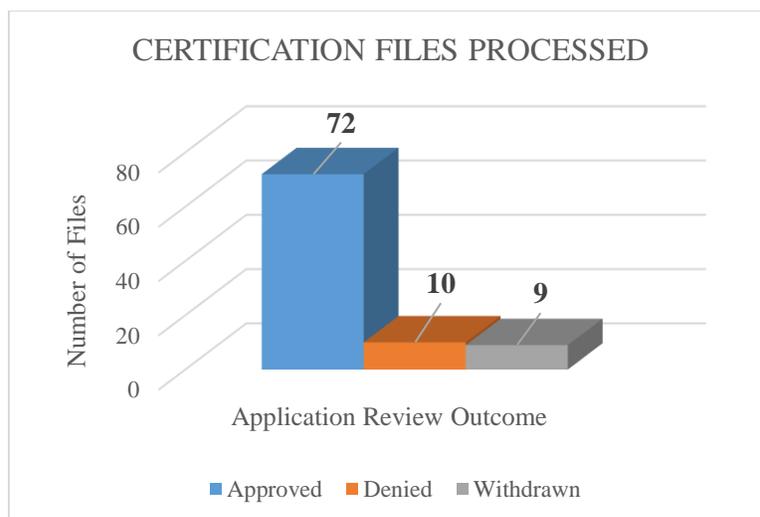
We also updated the format of the SDOP report to be more aligned with the Bond Oversight Committee reports going forward. The summaries and illustrations below provide an update on the continual progress of SDOP.

• **Certification**

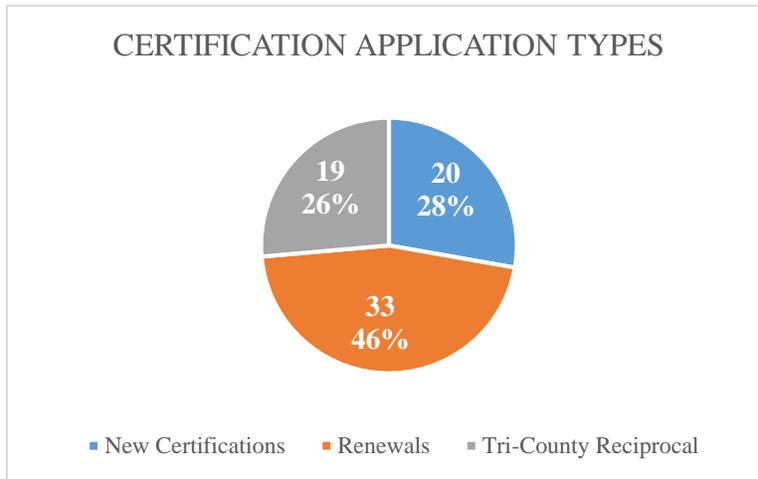
During the reporting period, the primary focus of the EDDC certification team was the eProcure Supplier Portal data integrity validation process. It involved reviewing and updating existing certification files, while processing new applications.



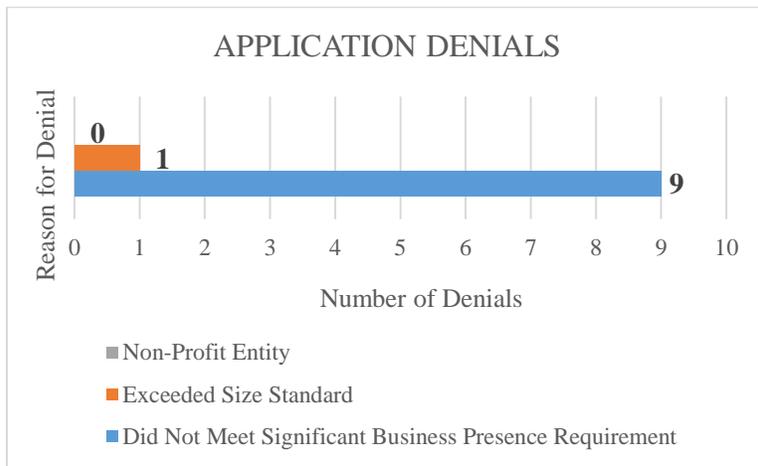
Note: There are currently, there are 675 certified firms.



Note: This is a breakdown of the 91 files processed.



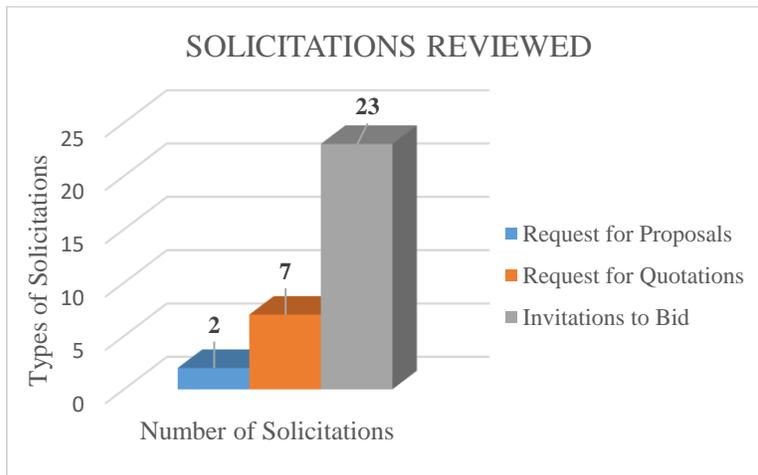
Note: This is a breakdown of the 72 approved certifications.



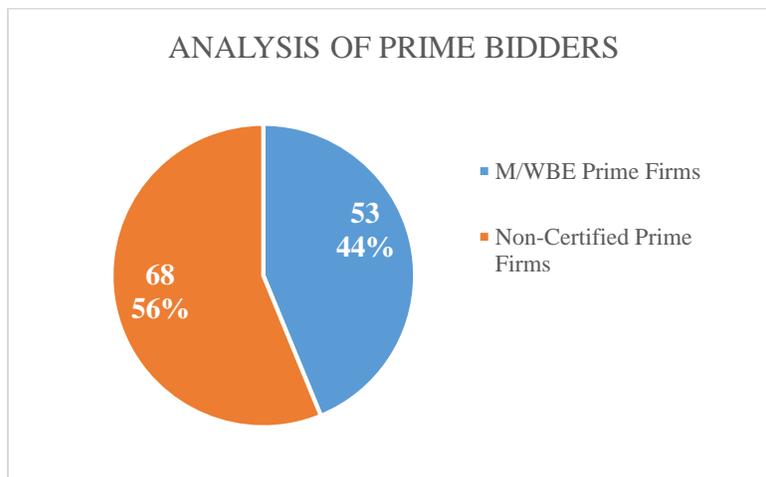
Note: Of the nine (9) firms that did not meet the Significant Business Presence requirement, seven (7) were not based in the Tri-County region and two (2) were less than a year old.

- **Compliance**

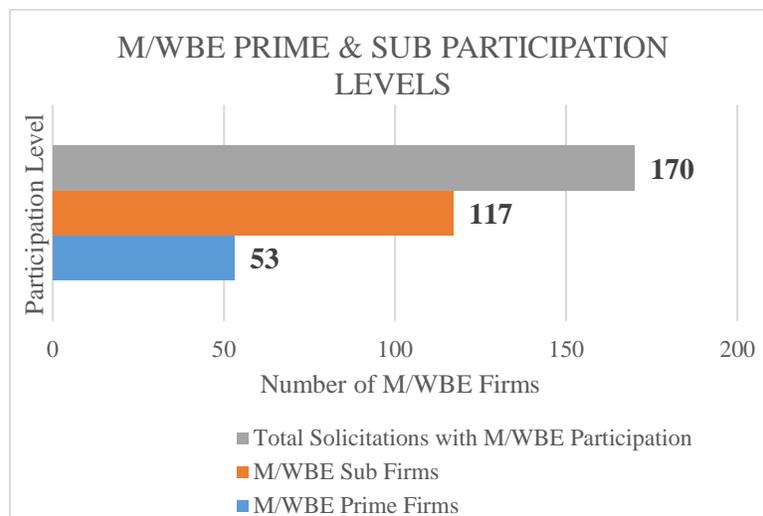
Under this reporting period, there was a total of 32 solicitations analyzed.



Compliance evaluated one hundred eight (108) bid submittal responses to assess the outcome and effectiveness of the assigned Affirmative Procurement Initiatives. The evaluation captures the participation of E/SM/WBE primes and subcontractors.



Note: M/WBE firms may be participating on multiple projects.



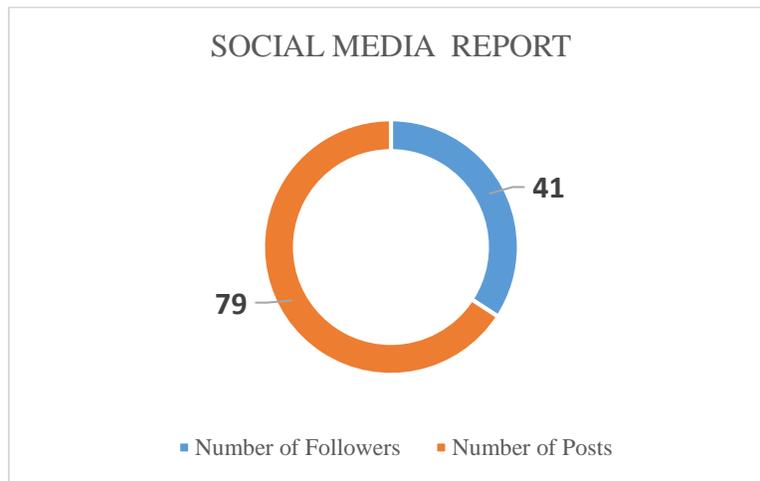
Note: M/WBE primes and subcontractors do not reflect unique firms.

- **Marketing**

EDDC is continuing to communicate with the business community and economic development partners during the COVID-19 pandemic. The information provided included emergency assistance resources and procurement opportunities for small businesses.

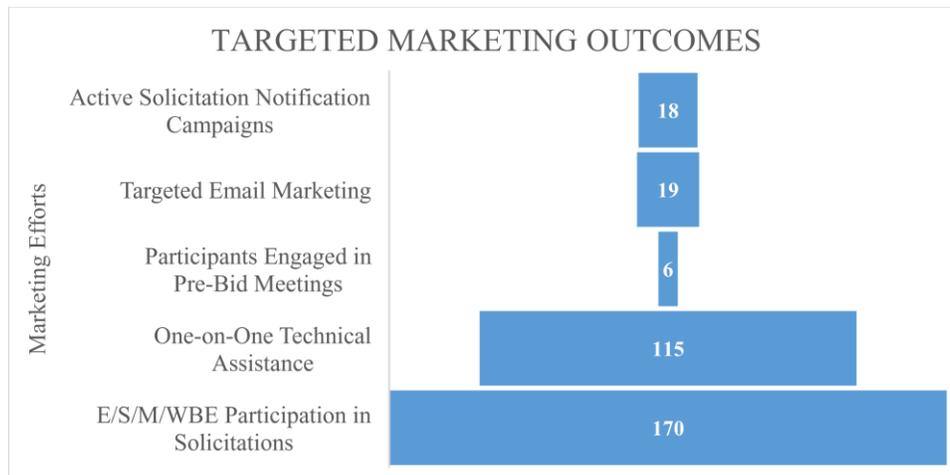
- **Social Media Communication**

The implementation of social media communication to the EDDC marketing channels has broadened connectivity with the business community and economic development partners. EDDC created a profile on the *Twitter* and *LinkedIn* social media platforms and has a growing following and frequency of engagement. Follow us on *Twitter* at @BCPSEDDC and on *LinkedIn* at BCPS EDDC.



- **Targeted Outreach**

EDDC continued to market District and local opportunities to E/S/M/WBEs in the tri-county market and assist firms in seeking to engage in local economic development opportunities. In addition to the marketing efforts illustrated below, Robert Ballou, Director, participated as a guest panelist on a virtual discussion with the *School District of Palm Beach County Office of Diversity in Business Practices* to highlight how to do business with BCPS. The constant objective of EDDC is to increase the participation of certified firms as primes and subs across all industry categories: Construction, Professional Services, Contractual Services and Commodities.



- **Capitalizing on Opportunities**

On behalf of EDDC, the BCPS *Grants Administration Department*, applied for the *Enterprising Women of Color Grant* from the *Federal Minority Business Development Agency*. If awarded, the two-year, \$1M dollar grant will fund the *Broward County Public Schools Enterprising Women of Color Business Center*, from October 1, 2020 through September 30, 2022.

In partnership with the *Urban League of Broward County (ULBC)*, the *EWC* will create an innovative, centrally positioned business center offering technical assistance on public sector (school district and other local anchor institutions) procurement, private industry sourcing and grass roots community development.

The programs of the *EWC* propose to reach out to minority women-owned businesses to build their capacity to compete for a greater number of BCPS contracts and provide them with the necessary skills and tools to sustain their businesses in the following areas:

- Capacity Building/ Business Advisory Services,
- Workforce Development,
- Access to Technical Assistance,
- Mentor Protégé Program Participation,
- Small/Women-owned Business Certification,
- Access to Prime Vendors/Contractors,
- Access to Business Financing, and
- Fast Pay Programs

Grant awards are anticipated to be made in the FY 20/21-Q1.