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BUSINESS CONNECT

June 2020 | Volume I | Issue II

ECONOMIC DEVELOPMENT & DIVERSITY COMPLIANCE

MONTH IN REVIEW

Small businesses are an essential constituent of the Broward County Public Schools (BCPS) community and South Florida's economy. Annually, the District engages the services of hundreds of small, minority, and women-owned firms, many of which are facing an existential threat as supply and demand mirror the adverse effects of the pandemic. Small businesses are the employers of the parents, guardians, and caretakers of BCPS students. According to the U.S. Small Business Administration Office of Advocacy, they account for [44 percent of the U.S. economic activity](#), [43.5 percent of gross domestic products](#), support the economic growth, vitality, and diversity of our local communities as job creation powerhouses and are the drivers of innovation and competitiveness.



The Economic Development & Diversity Compliance (EDDC) Department continues to uphold the business community to positively impact our students. The department is committed to providing a

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Economic Development & Diversity Compliance

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supportive environment that promotes sustainability for the District's suppliers through weekly informational updates on available funding sources, procurement opportunities, outreach calls, and business support services. In the last 30 days, EDDC has reached more than 700 suppliers.

In collaboration with our community partners, the EDDC team remains focused on delivering core services remotely to include emerging/small/minority/women business enterprise certifications, internal and external bids notifications, one-on-one technical assistance, targeted outreach for all segments of our business population, and assisting buying agencies with identifying certified suppliers.

COMMUNITY PARTNERSHIPS



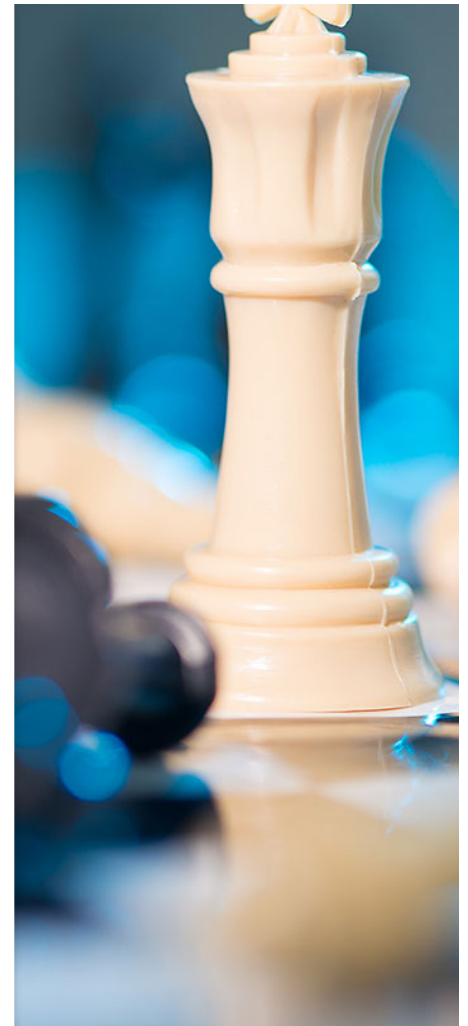
The School Board of Broward County, Florida (SBBC) issued a proclamation recognizing the Health Foundation of South Florida, in partnership with Citi Community Development, for leading the South Florida Anchor Alliance (SFAA). Similarly, the SBBC recognized the Urban League of Broward County (ULBC), a convening partner in the SFAA, for its impact on small and diverse businesses through the Entrepreneurship Center and collaborations with partner institutions.

The EDDC will work closely with these organizations in its mission to grow the economic base for the benefit of BCPS students and the business community.



The SFAA consists of Broward County and Miami-Dade County public and private sector agencies and anchor institutions working to increase economic development opportunities for underutilized local, small, and women-owned businesses and workforce development for residents in the South Florida region.

The Urban League of Broward County Entrepreneurship Center is a business development platform for minority and women-owned businesses in South Florida, providing education and capital to strengthen capacity and increase business opportunities.



CORE SERVICES



Certification & Vendor Management



Outreach & Marketing



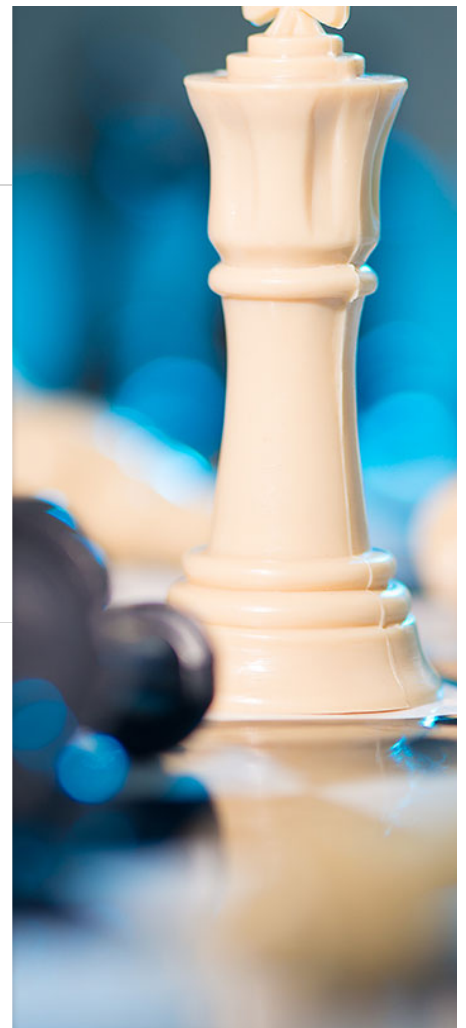
Contract Compliance



Bid Evaluations



Reporting



OUR GOALS: OUR WORK | May 2020

30

RFP/RFQ/ITB EVALUATIONS

60

MWBE PARTICIPATION*

12

MWBE PRIME BIDDERS*

48

MWBE SUBCONTRACTORS*

*MWBE firms may participate in multiple projects. The totals do not reflect unlaue MWBE primes and subcontractors.

9

ACTIVE SOLICITATION CAMPAIGNS

17

TARGET OUTREACH CAMPAIGNS

65

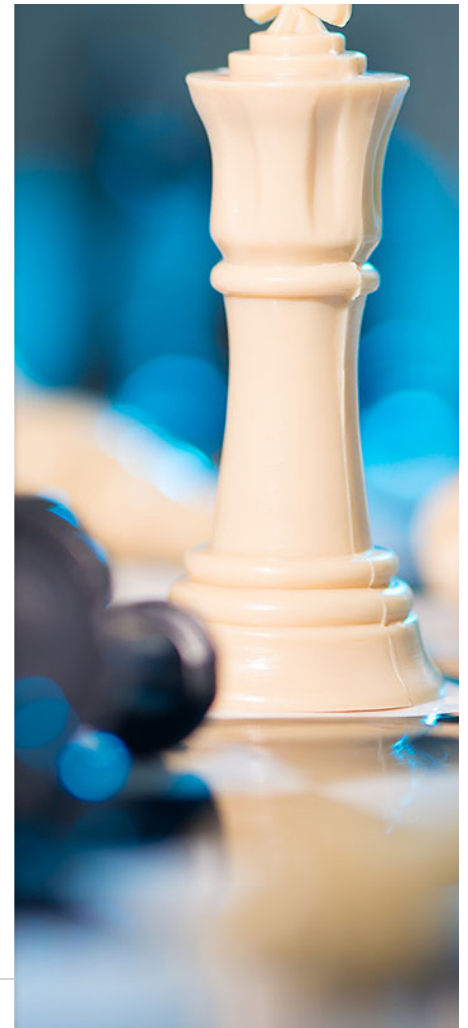
1-ON-1 TECHNICAL ASSISTANCE

4

PRE-BID MEETINGS

38 APPROVED ESMWBE New | Reciprocal | Renewed

- | | |
|---------------------------------------|--|
| A & Associates | McKenzie Cleaning |
| Absolute Civil Engineering | Merrick Industrial Management |
| Alpha Construction | Professional Consulting & Educational Support Services |
| Anchor Fence Wholesale Corp. | Program Controls |
| Armor Courts Incorporated | Pylons Electrical Contractors |
| AW Therapy Services | Richlin Plumbing |
| Bader Demolition | Robayna and Associates |
| Biagi and Associates Engineering | Skilcon |
| C.G.R. Construction Co. | SRS Engineering, Inc. |
| CIMA Engineering | Superior Electrical Contractors |
| Cordova Rodriguez & Associates | Taie, Inc. dba Minuteman Press of Hollywood |
| CWJ Universal Enterprise | The Blue Tree Cafe |
| Gamax Consulting | Thousand and One Painting Corp. |
| J&E Construction | Tri-County Equipment |
| H & H Design and Construction | Unitech Builders Corp. |
| Holsen, Inc. | Upscale Events by Mosaic |
| Integrated Electrical Service of Dade | Walker Design and Construction |
| JALRW Engineering Group, Inc | Wayne Group & Services |
| Mad 4 Marketing, Inc. | Wroy Professional Consulting |



NEW ESMWBE APPLICATION

RENEWAL APPLICATION

CERTIFIED SUPPLIERS DIRECTORY

Apply Here!

Keep You Certification Current

View the List of Certified Suppliers

PROCUREMENT OPPORTUNITIES

BID

VIEW BCPS BIDS

Complete bid packages on [DemandStar](#).

**NOT Registered? Signup to receive automatic bid notifications from:
The School Board of Broward County, FL – Procurement & Warehousing Services**

FUNDING OPTIONS



[SBA EIDL EMERGENCY ADVANCE](#) will provide up to \$10,000 of economic relief to businesses that are currently experiencing temporary difficulties.

[SBA PAYCHECK PROTECTION PROGRAM](#) provides loan forgiveness for retaining employees by temporarily expanding the traditional SBA 7(a) loan program.

[SBA EXPRESS BRIDGE LOANS](#) enables small businesses who currently have a business relationship with an SBA Express Lender to access up to \$25,000 quickly.

[SBA DEBT RELIEF PROGRAM](#) will provide a reprieve to small businesses as they overcome the challenges created by the COVID-19 health crisis. Under this program, the SBA will pay the principal and interest of new 7(a) loans issued before September 27, 2020. The SBA will also pay the principal and interest of current 7(a) loans for six months.

[BLACK BUSINESS LOAN PROGRAM](#) offers alternative lending solutions to Florida-based black-owned small businesses by providing short-term loans and technical assistance. Visit [FAMU Federal Credit Union](#) or the [Miami Bayside Foundation](#) for loan program information.

[ENRICHHER](#) lending platform provides business leaders the opportunity to apply for up to \$250,000 in business financing, as well as training on effective cash flow management strategies.

ENTERPRISE FLORIDA TO AWARD GRANTS FOR VIRTUAL BUSINESS MATCHMAKING

EFI has expanded its international trade and development programs to small and medium-sized companies in Florida via a grant for Virtual Business Matchmaking. This grant will allow Florida businesses the opportunity to engage in new markets while international travel restrictions remain in place. Contact your [Local Trade Representative](#) for more information.

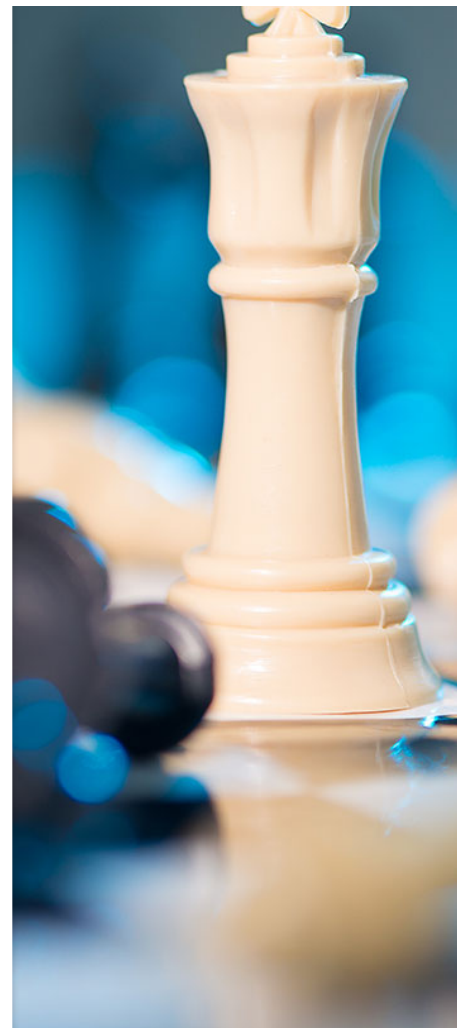
[LAUNCH WITH GOLDMAN SACHS](#) is Goldman Sachs' \$500 million investment strategy grounded in the belief that diverse teams drive strong returns. Through *Launch With GS*, Goldman Sachs aims to increase access to capital and facilitate connections for women, Black, Latinx, and other diverse entrepreneurs and investors.

[HELLO ALICE](#) with the support of Verizon, Silicon Valley Bank, eBay, and others are offering \$10,000 emergency grants, being distributed immediately to small business owners impacted by this pandemic.

[LISC SMALL BUSINESS RELIEF GRANT](#)

In partnership with Lowe's, Synchrony, and Truist, LISC is committed to providing small business relief, to help minority-, women- and veteran-led, small businesses sustain operations and protect jobs impacted by the COVID-19 pandemic. [Register](#) to be notified for the next round opening on July 27, 2020.

[SHEA MOISTURE](#) supporting small, minority & women of color businesses. Learn about the [Unsung Businesses Fund](#) and the [Black Business Relief Fund](#).



BUSINESS RESOURCES



[American Express Stand for Small](#), a coalition of more than 40 companies that have come together to provide meaningful support to small businesses as they navigate the impacts of COVID-19.

[BizLaunch](#) provides free, specialized webinars for small businesses. Access upcoming informative and interactive [webinars](#), view past webinars, free business tools, and recommended resources to grow your business.

[FIU General Contractor Incubator](#) aims to connect local, small, and minority-owned businesses to procurement opportunities with FIU and other anchor partners. Gain access to valuable business tools and resources.

[Goldman Sachs 10,000 Women](#) is a collection of 10 online courses that provide a practical business education – strengthening your business knowledge, skills, and plans for growth. 10,000 Women is open for anyone to enroll and Free for all participants.

IBM Institute for Business Value has prepared a [COVID-19 Business Insights Center](#), including an action guide for business leaders.

SheaMoisture has created the [Women of Color E-learning Platform \(E-Lab\)](#) for women of color entrepreneurs to continue to gain education and prepare for the economic downturn.

SCORE and Constant Contact have launched a [Real-Time Mentoring](#) platform to connect small business owners with SCORE mentors LIVE on Tuesdays and Thursdays.

The Small Business Development Center [Small Business Guide to COVID-19](#) includes tips that can help keep your business afloat.

U.S. Chamber of Commerce has created a new [Reopening Business Digital Resources Center](#), with tools and resources to help employers and employees return to work safely and successfully.

[U.S SBA Learning Center](#) offers a variety of online courses to business owners.



BIZ BITES



The Latest News In The Business World

According to the [Small Business Pulse](#), 31.4% expect more than six months will pass before their business returns to its usual level of operations.

Afraid of catching coronavirus when you travel? [Robots](#) are here and ready to save the day.

All I do is Zoom-Zoom-Zoom... Free [end-to-end encryption](#) for all.

Ready to replace old-fashion emails? [Slack Connect](#) is on a mission.

Don't make ads. [Make TikTok \(for business\)](#).

[Google](#) is dedicated to racial equality, committing \$175M to black-owned businesses.

[Shopify is teaming up](#) with Walmart to expand the retail giant's eCommerce footprint.

Use your voice! Twitter is rolling out [tweets in audio form](#), starting with some iOS users.

Wait what? [Small business insurers](#) wouldn't cover any pandemic related loss of business.

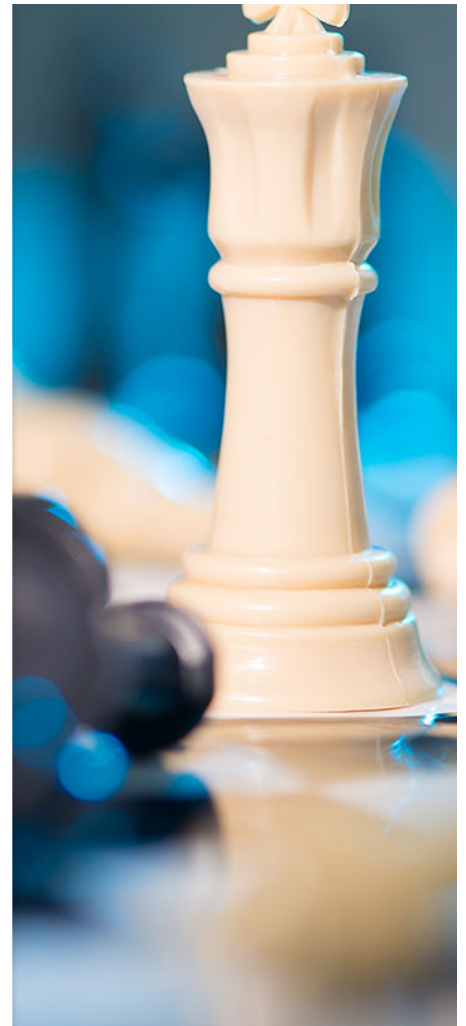
PERSONAL/PROFESSIONAL DEVELOPMENT

Good: Reads



The Goal: A Business Graphic Novel

Authors: Dwight Jon Zimmerman and Eliyahu M. Goldratt



The Goal is widely considered to be one of the most influential business books of all time. Named to Time magazine's list of the 25 Most Influential Business Management Books, it is frequently cited by executives as a favorite or must-read.

Share: Your Favorite Quotes

"I say to you today, my friends, so even though we face difficulties of today and tomorrow, I still have a dream. It is a dream deeply rooted in the American dream. I have a dream that one day this nation will rise and live out the true meaning of its creed: We hold these truths to be self-evident, that all men are created equal." Martin Luther King, Jr.

Practice Mindfulness



Seven-Day Self-Care Challenge



How Self-Aware Are You?



Movement for Stress Relief



Tuning in to the Body



Mind-Body Relaxation



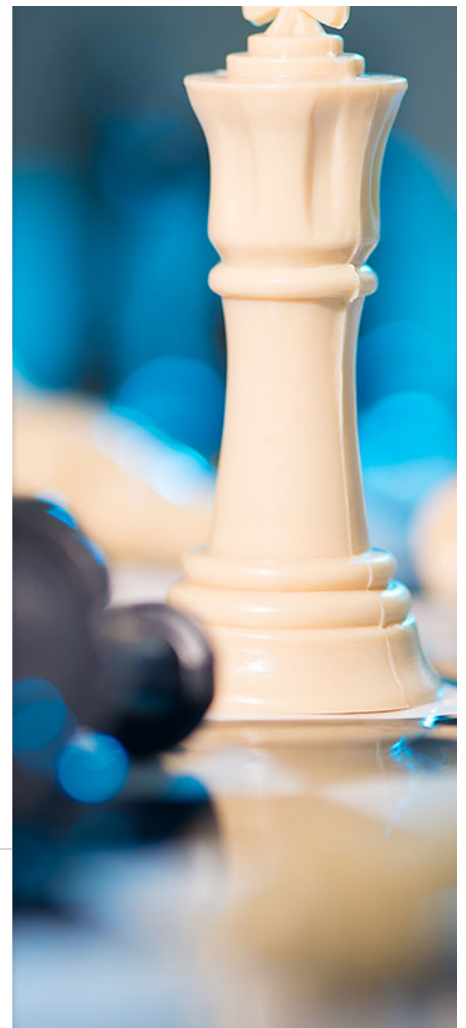
Mindful Eating



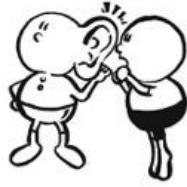
Make it RAIN in Challenging Situations



Your Self-Care Vision

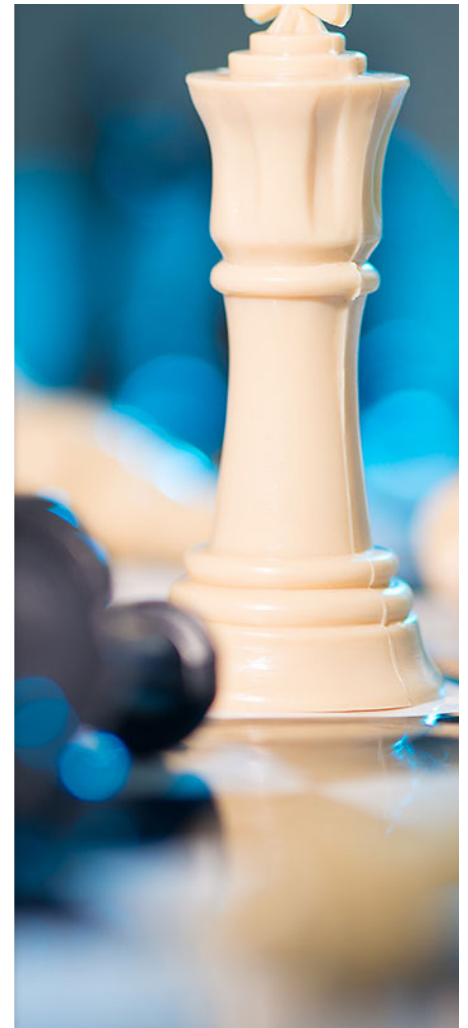


Develop: Your Skills



SKILL 1 OF 6: Become A Good Listener

The power of listening | William Ury | TEDxS...



LISTENING IS AN ART THAT REQUIRES ATTENTION OVER TALENT, SPIRIT OVER EGO, OTHERS OVER SELF.

-dean jackson



360 Leadership Assessment: Great Leaders Listen

6 Ways Effective Listening Can Make You a Better Leader

EDDC is unwavering in its commitment to advancing the cause for Small/Minority/Women Business Enterprise suppliers as a critical component in the BCPS supply chain and South Florida's economic infrastructure.

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sdopcertification@browardschools.com

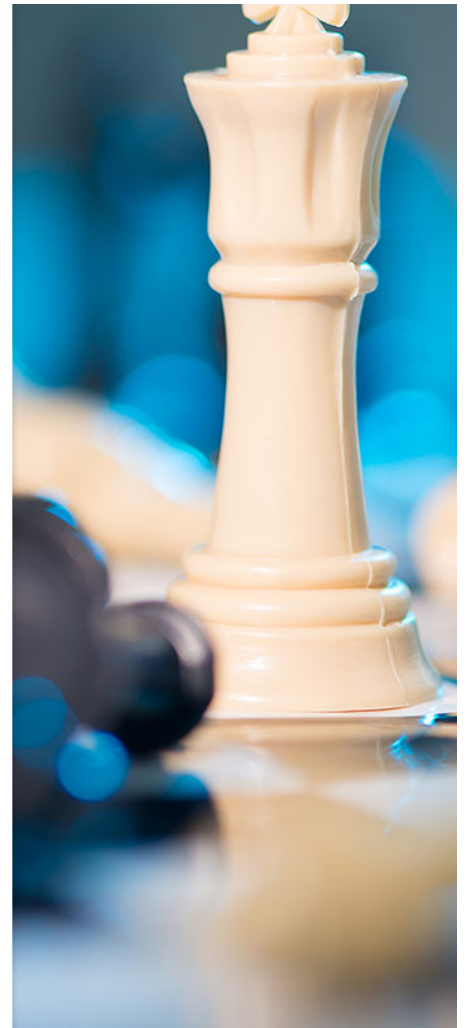
Outreach/Marketing

sdopoutreach@browardschools.com

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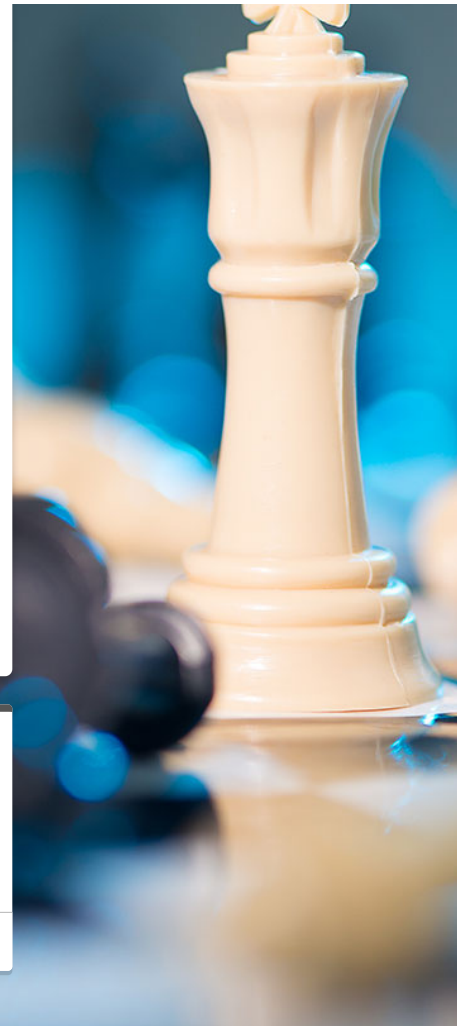
LinkedIn: [BCPS EDDC](https://www.linkedin.com/company/bcps-eddc)





The School Board of Broward County, Florida, prohibits any policy or procedure which results in discrimination on the basis of age, color, disability, gender identity, gender expression, genetic information, marital status, national origin, race, religion, sex or sexual orientation. The School Board also provides equal access to the Boy Scouts and other designated youth groups. Individuals who wish to file a discrimination and/or harassment complaint may call the Director, Equal Educational Opportunities/ADA Compliance Department & District's Equity Coordinator/Title IX at 754-321-2150 or Teletype Machine (TTY) 754-321-2158.

Individuals with disabilities requesting accommodations under the Americans with Disabilities Act Amendments Act of 2008, (ADAAA) may call Equal Educational Opportunities/ADA Compliance Department at 754-321-2150 or Teletype Machine (TTY) 754-321-2158.



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