

BUSINESS CONNECT

August 2020 | Volume II | Issue II

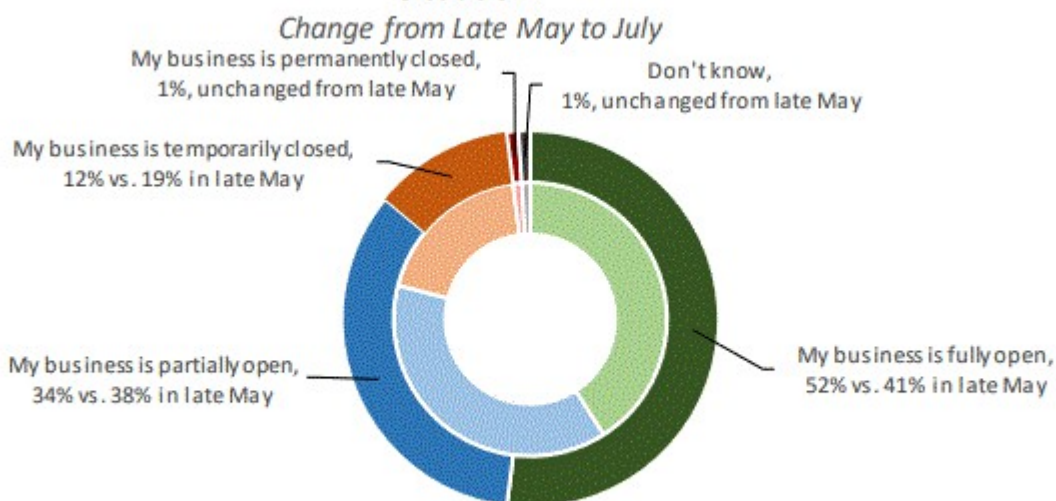
ECONOMIC DEVELOPMENT & DIVERSITY COMPLIANCE

SMALL BUSINESS IMPACT POLL

OPERATIONS | ENVIRONMENT | EXPECTATIONS

Small businesses, across the country, reported reopening in some capacity and have cautious optimism about the future despite concerns about a resurgence of the coronavirus, according to the [July 2020 MetLife & U.S. Chamber of Commerce Small Business Coronavirus Impact Poll](#). Though firms are pressing ahead, unwavering apprehension over a second wave remains high. More than half of the small businesses believe it will take six months to one year before the U.S. small business climate returns to normal (56%). Compared to late May, 55% of small businesses reported ongoing overall health. For small businesses that closed temporarily, at some point since the start of the COVID-19 pandemic (23%), most have reopened (69%) - an increase from 43% in May.

Please select the option that best describes your current situation.



Source: MetLife & U.S. Chamber of Commerce Small Business Coronavirus Impact Poll July 29, 2020

July 2020 data also demonstrated a slight upward trend in revenues (53% vs. 50% in May and 47% in April) with nearly three times more small businesses expect to see an increase. However, almost one in three small firms (31%) report facing more competition from smaller or local companies, compared to six months ago—a rise of 10 percentage points since the end of May. More small businesses also said they are spending additional time on licensing, compliance, and other government requirements in the last six months.



MONTH IN REVIEW

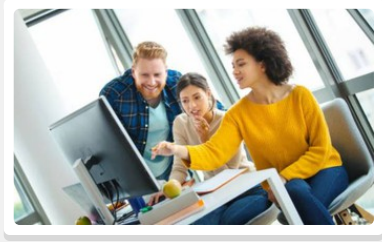
This month, the Economic Development and Diversity Compliance (EDDC) continued to support the Broward County Public Schools' small business supplier base through virtual vehicles and limited face-to-face interactions. The team focused on fostering business growth through innovation, education, and leveraging industry offerings, new platforms, and relationships to help businesses stay relevant and sustainable in a fast-changing economy.

EDDC Officer, Robert Ballou participated at the [10th Annual National Black Economic Conference \(NBEC\)](#), alongside dynamic community and business leaders. Mr. Ballou represented the District as a panelist for the workshops Scale Your Business with Government Contracts and Health is Wealth – A Comprehensive Approach to Our Overall Well-Being. The NBEC is an annual initiative to connect, engage, and inform black business owners and professionals about opportunities, resources, and programs that will increase the number and scale of black-owned businesses in the United States and globally. The two-day virtual conference took place on August 21-22, 2020.

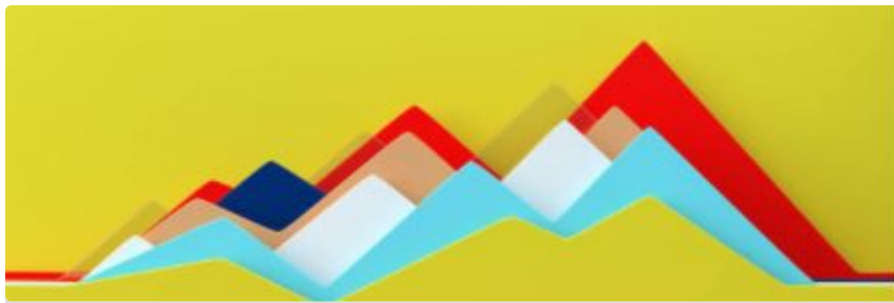


On August 5th, EDDC hosted the first vendor training for the District's SDOP Management System (SMS) - Outreach and Compliance System. The SMS will allow vendors to view procurement opportunities and events easily, update contact information, search for Emerging, Small, Minority, and Women-owned (E/S/M/WBE) certified firms and report contract payment information. To date, more than 100 suppliers have participated in the training.

The team is currently working to finalize the eProcure Online Supplier Portal - Ariba cleansing, consistently steering outreach efforts to increase ESMWBE involvement in BCPS procurement, providing technical assistance to certified firms, promoting ESMWBE utilization via contract compliance efforts and spearheading strategic initiatives to support the small business community and Broward County's economic base.



REPORTING PERIOD | JULY 2020



97

RFP/RFQ/ITB
EVALUATIONS

109

MWBE
PARTICIPATION*

27

MWBE
PRIME BIDDERS*

82

MWBE
SUBCONTRACTORS*

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

8

ACTIVE
SOLICITATION
CAMPAIGNS

14

TARGET
OUTREACH
CAMPAIGNS

85

1-ON-1
TECHNICAL
ASSISTANCE

2

PRE-BID
MEETINGS

26 APPROVED ESMWBE New | Reciprocal | Renewed

Alpha Security & Fire Alarm Services
Biscayne Engineering Company
C.L. Elias Construction
Citation Communication
Classroom Outfitters
Cool Roof Foam and Coating
Edwards & Feanny, P.A.
Engineering Consortium
Evergreen Cleaning Service
Francis Engineering
Glum to Glad
Grassroots Consulting
Hammond & Associates

I.B. Glazing Incorporated
Innovative Environmental Services
Knolys Johnson
L&Y Fire
Lokisol
Louminel General Contractor
Pradere Manufacturing Corp
Prime Tech 360
Quantities
Small Business Information & Resources
SurfBigData
Vivid Strategies
WEA Electrical Contractor

[Visit the Certified Supplier Directory](#)



ESMWBE CERTIFICATION



APPLY - New ESMWBE Application & Tri-County Reciprocal

RENEW - ESMWBE Certification

PROCUREMENT OPPORTUNITIES



VIEW BCPS BIDS

Complete bid packages on DemandStar. Signup to receive automatic bid notifications from: The School Board of Broward County, FL – Procurement & Warehousing Services

Become PRE-QUALIFIED

MARK YOUR CALENDAR



YOU'RE INVITED!

To the Launch of

SFAA VIRTUAL FORUM SERIES



Back to Business Forum: Recovery Tools for Small & Minority-Owned
Businesses Amid Coronavirus

Wednesday, September 2 | 9:30 - 11:00 AM

The South Florida Anchor Alliance (SFAA) is a collaboration of hospitals, universities, local governments, and school districts working to address the economic and social conditions that will strengthen the health and welfare of South Florida residents. We want to support, engage, and contract with our local small and minority-owned businesses, especially during these challenging times. We, the Economic Development & Diversity Compliance Department of Broward County Public Schools, are SFAA members. We invite you to the first SFAA Forum for Small and Minority-Owned Business on September 2, 2020. [Register](#) to retrieve your invitation. We will be sharing crucial Covid-19 recovery resources and upcoming opportunities to do business with our anchor members.

Register for the SFAA Forum

Participants are required to pre-register and select their preferred breakout sessions. Registration Deadline is Monday, August 31, at 5:00 PM.

Tri-County Business Opportunity Event Three Districts One Goal -Small Businesses-

Friday, September 4 | 10:00 AM

Broward County Public Schools, The School District of Palm Beach County and Miami-Dade County Public Schools have joined forces to help businesses thrive during the pandemic. Join this virtual event to learn more about current opportunities, the benefits of certification, resources from each District, and tips and strategies to grow and succeed.



Jennifer Andreu, Assistant Superintendent, Equality & Diversity

Office of Economic Opportunity - Miami-Dade County Public Schools



Robert M. Ballou, Officer

Economic Development & Diversity Compliance - Broward County Public Schools



Dickey Sykes, Director

Office of Diversity in Business Practices - The School District of Palm Beach County

Register for the Tri-County Business Event

Call: (929)205-6099 | Meeting ID: 999 9359 7633# | Passcode: 003705



TIPS | TOOLS | TECHNIQUES



[Broward College's BrowardUP](#) program allows community members to take **one certificate class for free** through a grant-funded program.

[Borrowing against inventory](#) is a popular way to raise capital but isn't suitable for every company. This checklist can help you decide if asset-based financing is right for your business.

[Digital payments](#) are among the benefits small businesses are reaping during the pandemic - faster turnaround time and built-in tracking.

Dropshipping has become all the rage in the e-commerce world; there are a right way and a wrong way to do it. Here are [3 Drop Shipping Secrets Beginners Need to Know](#).

Facebook's applications are open for more than [\\$40 million in grants](#) for Black-owned businesses - Deadline August 31, 2020.

Four Mistakes You're Probably Making If You're [Struggling to Close a Sale](#). Analyze your process and pivot to success.

[SFRPC/EDA CARES RLF Fund](#) is now available for South Florida companies only.

The SBA has [Low-Interest Federal Loans](#) for disaster-related damages.



The 3 Critical Keys to Surviving COVID

Mon, Aug 31, 2020 2:00 PM

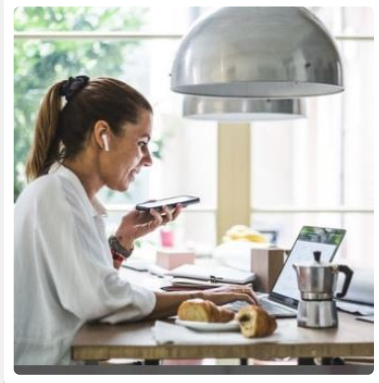
[Register](#)



Keeping Your Network Strong: How Women Business Owners Can Adjust to the New Normal

Tue, Sept 1, 2020 12:00 PM

[Register](#)



How to Turn Your Side Hustle Into a Business

Wed, Sept 2, 2020 3:00 PM

[Register](#)



How to Find Ruthless Consistency: Refocus, Realign and Recommit Yourself for Results

Thu, Sept 3, 2020 12:00 PM

[Register](#)



How to Run Facebook Ads on a Budget

Thu, Sept 10, 2020 3:00 PM

[Register](#)



Overcoming Cybersecurity Challenges During the COVID-19 Pandemic

Thu, Sept 12, 2020 1:00 PM

[Register](#)



Increase Your Sales with Online Reviews

Tue, Oct 20, 2020 1:00 PM

[Register](#)



2020 Year-End Tax Planning for Your Business

Tue, Nov 3, 2020 1:00PM

[Register](#)



Re-Strategize Your Business Planning to Prevail the Pandemic

Thu, Nov 5, 2020 1:00 PM

[Register](#)



Amazon Accelerate | Sep 1-3, 2020

Amazon Accelerate is a free, three-day virtual event that delivers insights, strategies, and techniques for how small businesses can thrive on Amazon. Join Amazon experts, current sellers, and independent online selling experts who will share their insights and ideas for how to prepare for success through the rest of 2020 and beyond! [Register](#)



Summit For Success | Tue, Oct 20, 2020

One-day virtual experience where you can connect with like-minded business owners, learn from industry experts, and get the tools you need to turn knowledge into action right away. Attendance is complimentary, but registration is required – [Register](#)

PERSONAL/PROFESSIONAL DEVELOPMENT

Are you interested in practicing your Public Speaking, improving your Communication, and building Leadership Skills? With a network of more than 300,000 members and 16,800 clubs across 143 countries, Toastmasters can help you break barriers. Since 1924, Toastmasters International has helped people from diverse backgrounds become more confident speakers, communicators, and leaders. For a preview of the club experience, watch this video.

Contact BCPS TSSC Toasters

Virtual Meeting held on Thursdays | 12:00-1:00PM

The Toastmasters Club Experience



PRACTICE MINDFULNESS



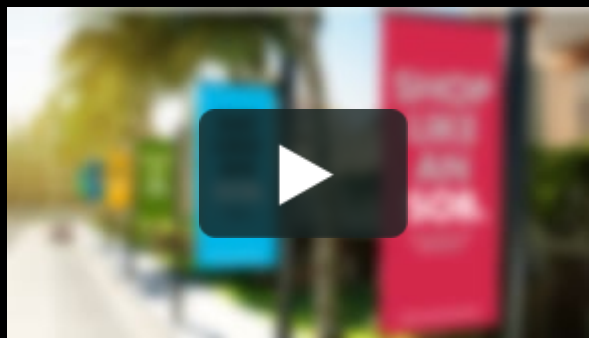
Access mindFULL Me Meditations

A series of guided meditations released every Monday at 12:00 PM.

ARE YOU A SUPPORTER? #SHOPLOCAL

Become a [Supporter Of Broward](#) and make a lasting impact on our local businesses and in the lives of hundreds of thousands of Broward County residents. The multi-channel campaign encourages significant companies and organizations to reroute spending to local firms and engage certified small businesses as new sources for goods and services. [#SupporterofBroward](#) is a unique project of Six Pillars Broward, a community-wide initiative of the Greater Fort Lauderdale Alliance.

SOB Live Launch



MISSION STATEMENT

To grow the economic base for the benefit of students and the business community

CORE Services



Certification
& Vendor
Management



Outreach &
Marketing



Contract
Compliance



Bid
Evaluations



Reporting

SBBC Policy 3330 - Supplier Diversity Outreach Program

The School Board of Broward County, FL

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Robin Bartleman

Heather P. Brinkworth

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Hebertrny Perez

Idelma Quintana

Christopher Thomas

STAY INFORMED | CONTACT US

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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.
