ECONOMIC DEVELOPMENT & DIVERSITY COMPLIANCE DEPARTMENT
SMALL BUSINESS ADVISORY COMMITTEE
SCHOOL BOARD REPORT
OCTOBER 11, 2022
Regular School Board Meeting

Good morning, Superintendent Cartwright, Chair Alston, Board Members, and staff. My name is Will De Faria, and I am Board Member Foganholi's appointee to the Small Business Advisory Committee, also known as SBAC, managed by the Economic Development & Diversity Compliance Department.

At the September 22nd meeting, under the umbrella of Board Member Communication, we discussed the idea of increasing awards to local firms. We understand this is under the purview of Procurement whose governing policy does not preclude BCPS from doing business with companies nationwide, and that the EDDC Policy 3330 seeks to increase the amount of business BCPS does with certified local and small businesses in the tri-county area. Furthermore, Mr. Ballou advised that creating a legally defensible Local Business program would require a Disparity Study recommendation and Board approval. While the concept is appealing on the surface, we discussed a few pros and cons readily known.

Pros include, but are not limited to, increased support of local taxpayers and the circulation of dollars in the community. On the contrary, higher costs, diminished competition, and a limited supplier pool are serious considerations, as well. Overall, SBAC would like the District to aspire to enhanced opportunities for local businesses within the open market.

We also spoke about expanding the reach of the Supplier Diversity Outreach Program in innovative ways. For example, partnering with Broward County to send information to all businesses that receive a Local Business License would heighten awareness of the program immediately. With your approval today, EDDC will implement the Unified Certification Program.

It will enable Small businesses certified with Miami-Dade and Palm Beach school districts will receive automatic Reciprocal Certification with BCPS in the B2Gnow system. The Unified Certification program will increase the number of BCPS certified firms efficiently.

Also, to impact business development efforts, the Anchor Alliance project will launch in Jan. 2023. The Alliance consists of governmental procurement organizations, in Broward and Dade, working together under a grant from the Health Foundation to simplify our procurements; local supplier outreach and bid notifications onto one common platform.

The Alliance is working to develop a marketplace consisting of all suppliers and solicitations within the 10 pilot partner groups, to include: Broward County Public Schools, Broward County, Miami Dade County Public Schools, Miami Dade County, City of Miami, Broward College, Florida International University, University of Miami, University of Miami Health System, and Broward Health. The project is funded by a $2M grant from the Health Foundation of South Florida. Please see today's agenda item OO-22 for more details. We, as a committee, anticipate greater access to opportunities for small business through this pilot project.

We continued the meeting with a recap of the Sept. 19th Bond Oversight Committee Meeting. Mr. Ballou provided feedback from TaxWatch, who affirmed EDDC's work in achieving their recommendation to continue efforts to recruit African American and Women-owned firms to attend pre-bid conferences. As a result of such recruitment, the District recently awarded 3 contracts to 2 African American firms to the tune of $6M in African American prime spend, and $1M in African American subcontractor spend ninety (90) percent of construction projects are ITBs and they all have a thirty (30) percent subcontracting goal.

In closing, at the next SBAC meeting, EDDC plans to walk us through the collaborative goal-setting process which involves reviewing the scope of work, surveying M/WBE firms, and finally, drafting the goal. In the spirit of continuous improvement, EDDC is open to revising the process to help ensure maximum goals are assigned on all eligible contract opportunities. With the diversity of industries among committee members, we are also exploring ways to merge non-traditional businesses (such as hospitality) for interaction with Broward Schools and further the vision to do more business with local firms.

Thank you for your time.