ECONOMIC DEVELOPMENT & DIVERSITY COMPLIANCE DEPARTMENT
SMALL BUSINESS ADVISORY COMMITTEE
SCHOOL BOARD REPORT

MARCH 7, 2023
Regular School Board Meeting

Good morning, Superintendent Smiley, Chair Alhadeff, Board Members, and staff. My name is Marie Compas, Small Business Advisory Committee member, appointed by Board Member Rupert. The Small Business Advisory Committee, also known as SBAC, is managed by the Economic Development & Diversity Compliance Department.

The committee serves, in partnership with the District to help grow the economic base of Broward County for the benefit of our students, families and the business community.

At our February 23rd meeting, we focused on a concern that is critical to every small business: Prompt Payment. Fortunately, we are aware that the District shares our concern and is actively working to close the gap between invoice submittal and payment for goods and services.

Mr. Ballou shared the "Payment Process Improvement Project" slide deck which examined data as well as actions underway, to eliminate the gap, between invoice submittal and payment received. We learned that there are many constraints affecting timely payments to vendors. And while staffing is one, it is actually *not* the root issue as commonly perceived.

We recognize the Net 30 payment goal, and believe it will be a vast improvement. We appreciate the CFO, Ms. Motiwala, for quarterbacking this issue and we look forward to receiving a timeframe for implementation in the future as we know, prompt payment to primes directly affects subcontractors, of which over 40% are our certified local small businesses.

Having said that, we are also studying the prompt payment issue from a contractual standpoint, and are specifically looking to see if District contracts include language that requires subs to get paid within a certain timeframe. If such language is not included, EDDC will work with Procurement to add protective language.

Again, prompt payment to primes and subs is mission critical to growing the economic base of Broward County for the benefit of our students, families and the business community.

Lastly, in closing, Mr. Ballou announced an upcoming event targeting approximately 30 prime contractors that have been awarded over $800 million in SMART construction projects since January 2020.

The event is scheduled for Thursday, March 9th from 10am – Noon at Rock Island, and will focus on:

- **People - Who, in AECOM and the District, should the primes be working with?**
- **Process - What are the processes and procedures for working with AECOM and the District? And**
- **Platforms - What processes are the primes responsible for, including E-Builder and B2Gnow.**

Thank you so much for your time.