ECONOMIC DEVELOPMENT & DIVERSITY COMPLIANCE DEPARTMENT
SMALL BUSINESS ADVISORY COMMITTEE
SCHOOL BOARD REPORT
JULY 20, 2021
Regular School Board Meeting

Good morning Superintendent Runcie, Chair Osgood, Board Members, and staff. My name is Carlton Crawl and I Chair the Small Business Advisory Committee which is managed by the Economic Development & Diversity Compliance Department.

At the June 24th meeting we discussed the 2-step ITB process currently under legal review. The evaluation process would include a pre-qualification component that considers local preference as well as pricing. The objective is to increase contract awards among African American and Women-owned firms on the 40-plus ITBs in the pipeline.

Additionally, EDDC has developed a strategy to increase school-based purchases from certified firms. In partnership with Procurement, Director Robert Ballou will present at a Principals' Meeting on the District's 3-Quote Rule that requires three quotes for purchases between $5k and $50k. District Policy 3320 states that at least three suppliers are to be contacted for written quotes. And if there are at least two certified suppliers in the spend area, they will be contacted, similar to a Sheltered Market program.

EDDC will also do a similar process with Physical Plant Operations (PPO) in addition to implementing the Vendor Rotation program on the Continuing Services Minor Projects (CSMP) when the contract is awarded.

On the procurement process, Robert spoke about the Cone of Silence and the importance of bidders understanding bid recommendations and the rules of engagement during the bid process to avoid elimination from the award process.

We also learned of the success of ACT Services, an African American supplier, who has continued to bid on District ITBs. To date, they have been awarded two contracts of nine bid submittals. The SBAC committee views this as a positive step stemming from EDDC making a compelling case for underrepresented firms to come back. The committee members plan to help expand the reach of District trainings and events, particularly through the Broward County Black Chamber of Commerce.

Pertaining to outreach, we were informed of the EDDC Summer Learning Series which includes weekly webinars and summer reading. The first book review is on Patrick Bet-David's *Your Next Five Moves, Master the Art of Business Strategy*.

Also, the first webinar, titled *Emotional Intelligence for Small Businesses, A Game Changer for Success*, was held on June 30th. The department is also holding monthly Pre-Certification Workshops and is facilitating a 4-week Bid 101 that started July 8th. Moving forward, these workshops and others will comprise a database of on-demand training on the EDDC website.

Finally, Ms. Shaheewa Jarrett Gelin is analyzing spend and preparing to partner with numerous professional organizations to announce District opportunities in Academics, Transportation, IT, Architecture and Engineering.

In closing, Robert thanked us for serving on SBAC during FY20/21 and serving as accountability partners as the department moves forward with the objective to increase dollars spent with certified suppliers.

On behalf of SBAC, thank you for the opportunity to serve.