Status: ORIGINAL

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

2022-09-13	Regular School Board Meeting
CATEGORY:	O. Strategy & Operations
DEPARTMENT:	Economic Development & Diversity Compliance

Agenda Item Number:	O-1.
Consent or Open Item:	Consent
Special Order:	NO
Time for Special Order:	

TITLE: **SDOP Summary of Progress - July 7, 2022 - August 3, 2022**

REQUESTED ACTION: **Receive SDOP Summary of Progress for the July 7, 2022 - August 3, 2022 Reporting Period.**

STRATEGIC ALIGNMENT

Which strategic initiative(s) best aligns to this item?

Student, Employee, & Supplier Diversity	***Public Relations, Partnerships, & Legalization***

Is approval of this agenda item required to implement a tactic included within an initiative of the strategic plan? **YES**

Will the implementation of this item have a direct impact on one of the **2024 Strategic Plan Primary Metrics?** **YES**

***If YES**, identify the primary metric and include the corresponding figures in the table below.*

Primary Goal & Metric:

Effective Communication	***Community Partnerships***

Level	Baseline	2024 Target	Most Current
Community		88	N/A

Also identify any secondary metrics utilized to evaluate the success of this item/initiative.

Metric	Baseline	Target
District Total	N/A	368

***If NO**, outline below how staff intends to evaluate the success/impact of this item/initiative.*

BACKGROUND, SUMMARY EXPLANATION, AND HISTORY OF ITEM

Was this item previously presented to the School Board? **NO**

The Economic Development & Diversity Compliance Department works to enable and ensure access to opportunity for small and minority firms within Broward County Public Schools and beyond, across all relevant industry categories. The SDOP Summary of Progress provides an update on the continual progress of the program.

RELATED ITEMS

EXHIBITS

- Summary of Progress
- SDOP SMS Report

DEPENDENCIES:

Outline critical dependencies that are associated with successful implementation of this item/initiative.

1. N/A
2.

RESOURCES REQUIRED

Budget

Are additional funds required in relation to the approval of this item?	**NO**
If YES, How much additional funding is necessary to implement this item?	
If NO, How much existing funding will be spent to implement this item?	$0

SOURCE OF FUNDS:

Spending Authority

Is additional spend authority required for this item?	**NO**
If YES, How much additional spending authority is necessary to implement this item?	

Staffing

Is additional staff required in relation to the implementation of this item?	**NO**

If YES, identify the number of additional positions and the estimated costs for the additional staff.

No.	Cost

BOARD ACTION:

(For Official School Board Records Only)

RECEIVED

SOURCE OF ADDITIONAL INFORMATION

Name:	Robert M. Ballou	Phone:	754-321-1517
Name:		Phone:	

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

Senior Leader & Title

Judith M. Marte, Deputy Superintendent, Operations

Signature

Judith M. Marte, Deputy Superintendent, Operations

Electronic Signature
Form \$4189 Revised 1/20
VLC/JSM

Approved in Open Board Meeting On: September 13, 2022

By: _____
School Board Chair

SUMMARY OF PROGRESS
ECONOMIC DEVELOPMENT & DIVERSITY COMPLIANCE DEPARTMENT
SUPPLIER DIVERSITY OUTREACH PROGRAM
REPORTING PERIOD: JULY 7, 2022 - AUGUST 3, 2022

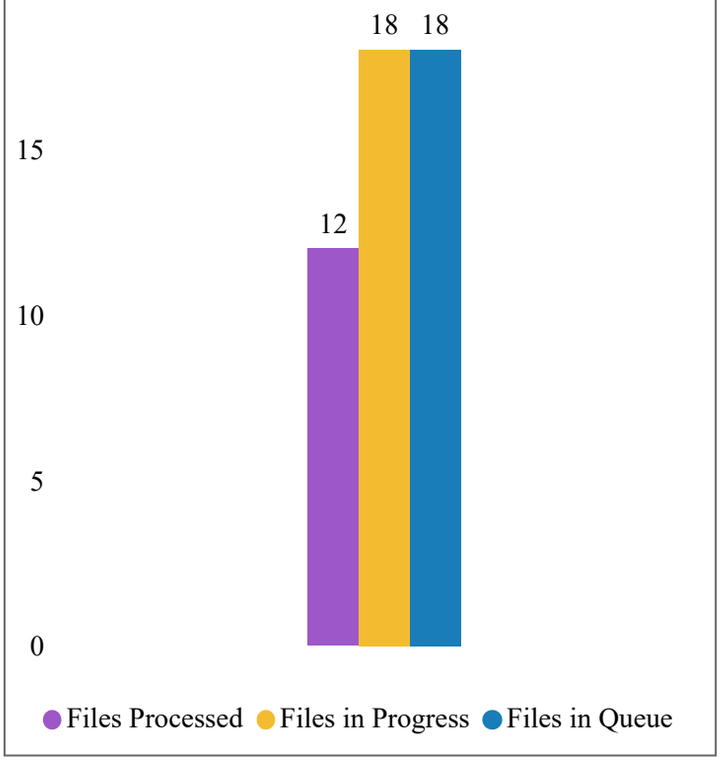
The Economic Development & Diversity Compliance Department (EDDC) oversees the District's Supplier Diversity Outreach Program (SDOP). It is governed by School Board of Broward County Policy 3330 - Supplier Diversity Outreach Program and related Standard Operating Procedures. Policy 3330 was adopted to remedy the ongoing effects of identified marketplace discrimination that continue to adversely affect the participation of Emerging/Small/Minority/Women Business Enterprises (E/S/M/WBE) in District procurement opportunities. As EDDC continues to serve as a conduit to ensure inclusive procurement activity, we are implementing additional activities to fortify the target market.

The summaries and illustrations below provide an update on the continual progress of SDOP for the July 7, 2022 - August 3, 2022 reporting period.

CERTIFICATION SECTION

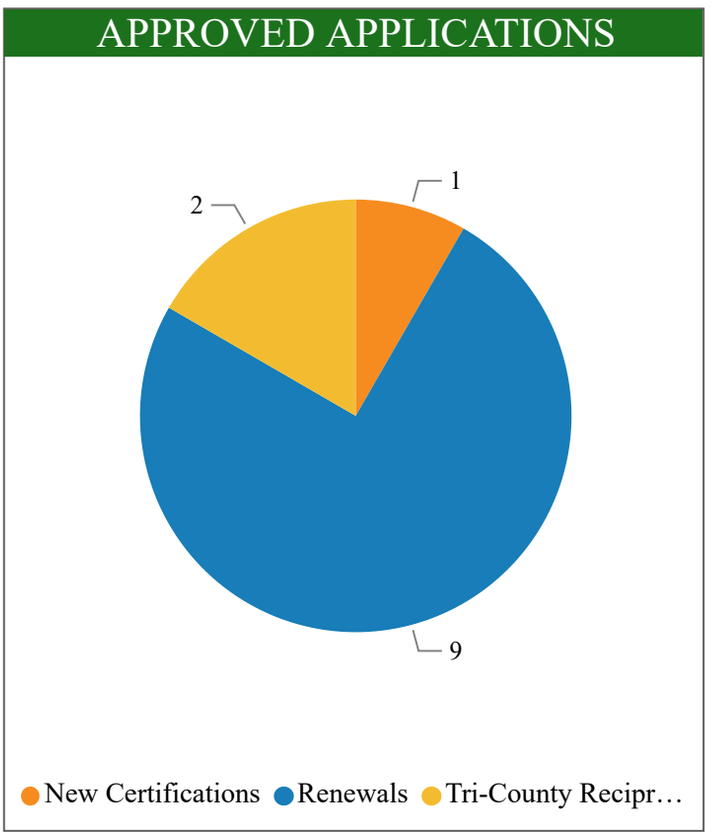
480
Total Certified Firms

CERTIFICATION ACTIVITIES



All files processed in the reporting period were approved. New certifications and renewals comprise the "Files in Progress" category.

APPROVED APPLICATIONS

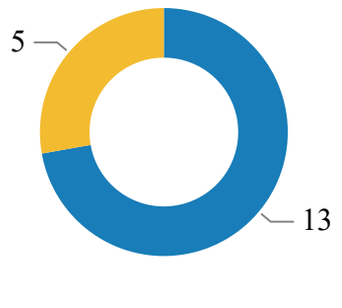


This is a breakdown of the twelve (12) files processed.

COMPLIANCE SECTION

Under this reporting period, there was a total of eighteen (18) solicitations with assigned Affirmative Procurement Initiatives (API) evaluated.

TYPES OF SOLICITATIONS ADVERTISED



TOTAL SUBMITTALS REVIEWED

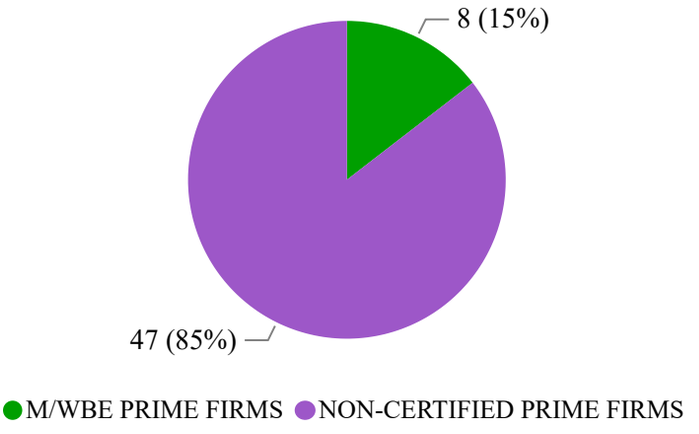
55
Total

Of the eighteen (18) solicitations advertised, compliance evaluated fifty-five (55) solicitation submittals to assess the outcome and effectiveness of each assigned API.

Analysis of Solicitation Submittals Reviewed

The analysis captures the prime bidders by certification status and the M/WBE prime and sub participation included within the proposals evaluated.

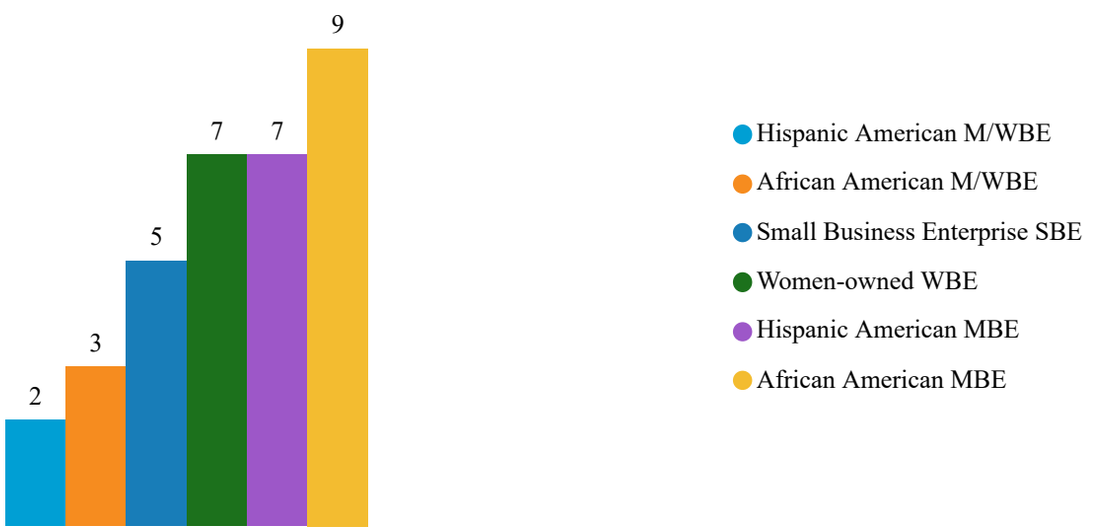
ANALYSIS OF PRIME BIDDERS



S/M/WBE PRIME SOLICTATION SUBMITTALS & AWARDS & SUB COMMITMENTS

Ethnicity & Gender	# of Prime Submittals	# of Primes Awarded	# of Subs Proposed	# of Subs Based on Award
African American M/WBE	1	0	3	0
African American MBE	1	0	9	3
Asian American M/WBE	0	0	0	0
Asian American MBE	0	0	0	0
Hispanic American M/WBE	0	0	2	2
Hispanic American MBE	6	2	7	4
Small Business Enterprise SBE	0	0	5	3
Women-owned WBE	0	0	7	5
Total	**8**	**2**	**33**	**17**

S/M/WBE SUBS PROPOSED IN SOLICITATION SUBMITTALS

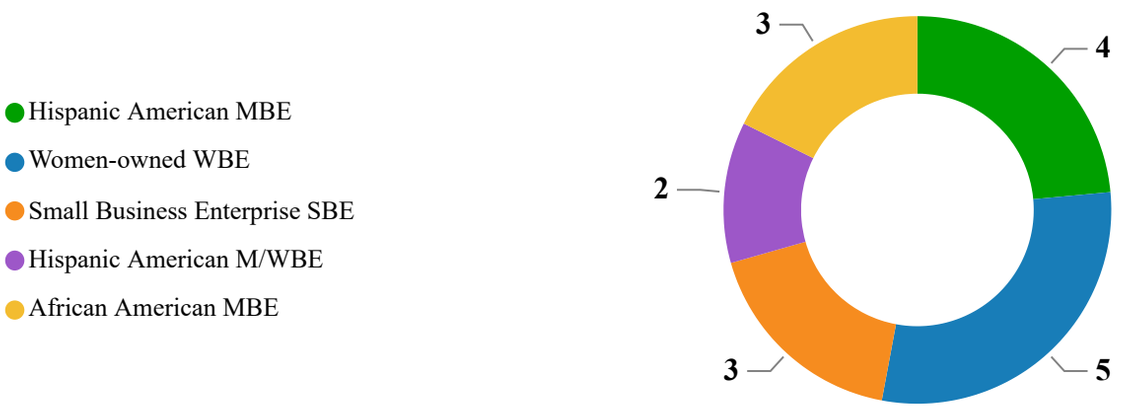


TOTAL S/M/WBE PROPOSED SUBS IN SOLICITATION SUBMITTALS

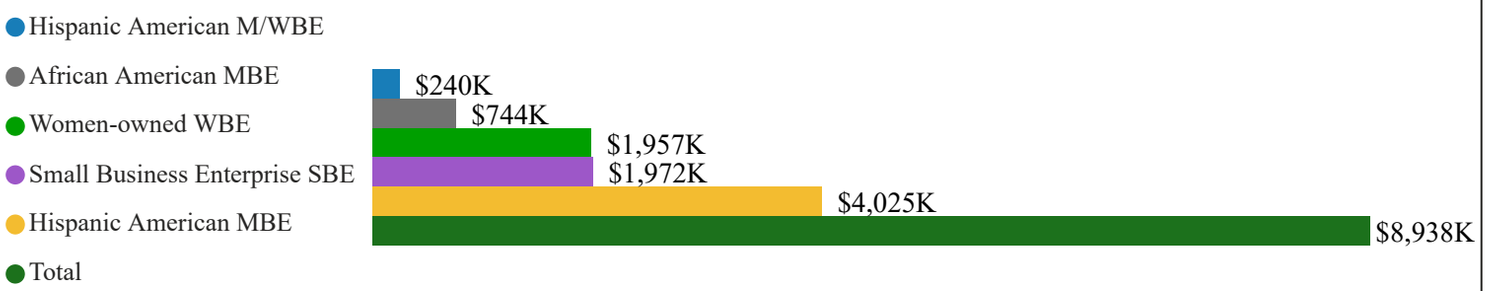
33

Total

S/M/WBE SUBS BASED ON AWARDS

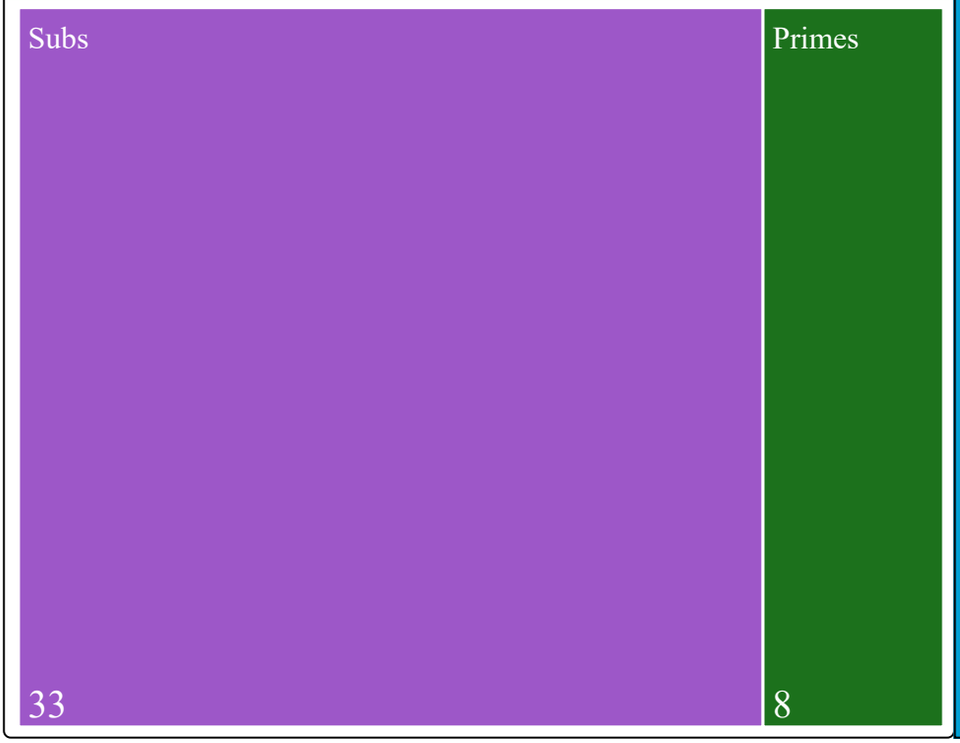


S/M/WBE SUB COMMITMENT AMOUNTS BASED ON PRIME AWARDS



A total of two (2) M/WBE sub firms were included on awarded contracts in the reporting period.

S/M/WBE PRIME & SUB PARTICIPATION LEVELS



41

Total M/WBE Participation Levels

SMART PROGRAM UPDATES

SMART bond program construction projects are competitively solicited using the Invitation to Bid (ITB) procurement method. Attendance at scheduled Pre-Bid meetings is mandatory to be deemed eligible to bid on the respective project. Of the eighteen (18) unique firms attending SMART Pre-Bid meetings, nine (9) or fifty percent (50%) were S/M/WBE certified.

3

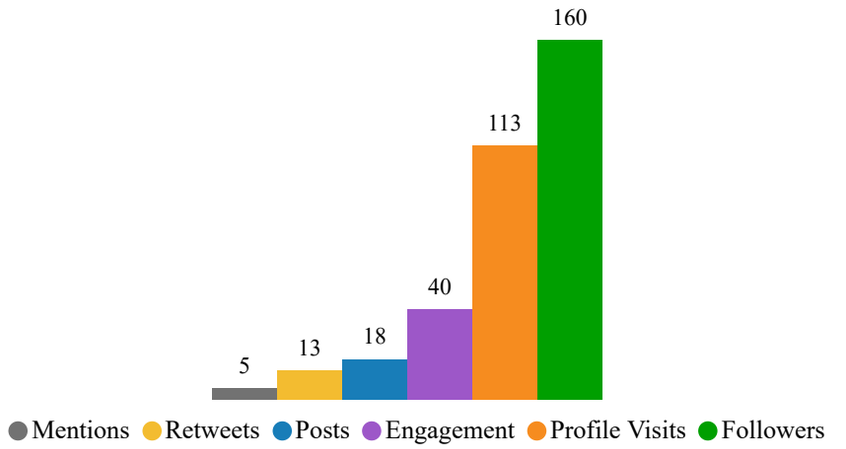
# of SMART Pre-Bid Meetings

OUTREACH/MARKETING SECTION

o **Social Media Communication**

The implementation of social media communication to the EDDC marketing channels has broadened connectivity with the business community and economic development partners. EDDC has a growing following and frequency of engagement on the *Twitter* social media platform. Tweet impressions amount to the number times users saw a tweet, and during the reporting period, a total of 3,600 impressions occurred. The EDDC engagement rate was 6% which includes user clicks, retweets, replies, follows, and likes. The cross-industry benchmark for engagement rate is .05% on Twitter. Follow us on *Twitter* at *@BCPSEDDC.*

TWITTER ACTIVITY



o **Targeted Outreach**

EDDC continued to market District and local opportunities to E/S/M/WBEs in the tri-county market and assist firms in seeking to engage in local economic development opportunities. The constant objective of EDDC is to increase the participation of certified firms as primes and subs across all industry categories: Construction, Professional Services, Contractual Services and Commodities.

TARGETED MARKETING ACTIVITIES



SDOP MANAGEMENT SYSTEM IMPLEMENTATION

EDDC successfully implemented the Vendor Management, Contract Compliance, Outreach, and Event Management modules. We have full reporting capability of contract data with assigned Affirmative Procurement Initiatives (APIs) as we continue to acquire sub-vendors data in the system. Currently, EDDC is entering the final phase of the SDOP Management System (SMS) which includes the Certification Management and Online Application modules. Suppliers currently certified, in the B2GNow platform, by the Miami-Dade and Palm Beach School Districts, as well as Broward, Miami-Dade, or Palm Beach County government, will use this feature for Reciprocal Certification with BCPS. The target completion date for implementation of the Certification and Online Application management component is FY'23 Q1.

Tri-County Reciprocal Certification Management and Online Application Modules Implementation Timeframe: FY'23 Q1	
Total Project Completion Status	**76%**
• Certification Management	0%
• Online Application	0%
• Data Migration/Tracking Records	76%

Broward County Public Schools
Project Status Report
Contract Compliance Module

Status Report — August 3, 2022

Overall Status: On Track

Status Code Legend:

- ✓ **On Track**: Project is on schedule
- ➢ **At Risk**: Milestones missed but date intact
- ❖ **High Risk:** At risk, with a high risk of going off track
- ☐ **Off-Track:** Date will be missed if action not taken

The project is **ON TRACK** the week of: 5/12/2022 - 6/10/2022	✓ New Schedule has been drafted and will be reviewed with Business Intelligence ✓ Project Management Team Touch Point Meeting held
Potential Risks:	✓ Nothing to report at this time
Issues:	✓ Nothing to report at this time
Milestones **accomplished** the week of: 07/7/2022 – 8/3/2022	✓ Draft the Online Certification Application decision logic, specific to reciprocal certification within the Tri-County to present to BCPS.
Milestones planned for the week of: 07/7/2022 – 8/3/2022	**Broward/B2Gnow** • Weekly implementation meeting: BCPS/B2Gnow Implementation - Certification Discovery Meeting on Thursday, August 11, 2022.
Areas/questions for discussion:	Current environment - Today vendors submit a registration/prequal form in Ariba (includes EIN). Procurement processes registration , then information is entered into SAP. SAP Vendor ID is then assigned, BCPS tracks spend in SAP. All vendors must be registered with BCPS in order to obtain certification. BCPS's Vendor Registration Form contains three sections

	1. Standard VR questionnaire (Procurement Department processes - This section must be reviewed and approved before other departments are notified to move forward with certification or construction pre-qual 2. Certification (EDDC Department processes) 3. Construction Pre-qualification Note: Reciprocal applications would be needed, other certifying applications excepted for automatic approval for BCPS local program By using the OLA and Cert. Module BCPS has three concerns they are trying to solve for 1. The lag time between an application/certification being submitted and EDDC being notified by Procurement of a pending certification 2. There are 515 tracking records entered into the system that have to be updated manually (439 expired cert. records that BCPS needs to track from a spend perspective) 3. Ensuring that the EIN and SAP Vendor ID is captured prior to the certification being approved (Vendor must be clear that their application can't move forward without these two pieces of information)
Key Decisions:	
Action Items:	
Resource Constraints	

Project/Module Percent Complete:	**Total Project – 76%** • Certification Management - 0% • Online Application - 0% • Data Migration /Tracking Records - 76%

Established 1915
BROWARD
County Public Schools

ECONOMIC DEVELOPMENT & DIVERSITY COMPLIANCE

ANNUAL REPORT
FISCAL YEAR
2021-2022



ABOUT THIS REPORT

The Fiscal Year 2021-2022[1] Annual Report provides a progress overview of the Economic Development & Diversity Compliance Supplier Diversity Outreach Program. The report also shares the department's strategic priorities and initiatives.

[1] Unless otherwise noted, all references to FY21-22 in this report refer to the Fiscal Year July 2021 - June 2022.

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31 Meet the Small Business Advisory Committee

Dear Fellow

STAKEHOLDERS

> Society is always taken by surprise at any new example of common sense.
> **— Ralph Waldo Emerson**

The Fiscal Year 2021 – 2022 was a year of advancement for the Economic Development & Diversity Compliance Department (EDDC), even in the face of an ongoing pandemic and economic distress. We have successfully expanded our marketing reach, increased small business participation and utilization, and implemented systems that facilitate economic growth for the local business economy.



EDDC is built upon four pillars of CORE services: Certification, Opportunities (Contracts & Compliance), Resources, and Education (Executive). As a member of the South Florida Anchor Alliance (SFAA), we collaboratively engage in regional planning to streamline access to opportunities and strategically impact supplier diversity goals and objectives. This partnership is pivotal to our business model and our ability to leverage procurement opportunities for small businesses. Additionally, our advocacy partners, including the dynamic Small Business Advisory Committee (SBAC), also forward the mission "to grow the economic base of Broward County for the benefit of our students, families, and the business community."

This annual report details the year, providing a comprehensive recap informed by a full suite of quantitative and qualitative measures. This is the essence of our endeavors and our purpose. The goal is to identify and build upon our successes and recalibrate what needs improvement. Finally, it outlines the department's priorities for the Fiscal Year 2022-2023. Our team is committed to business development and aims to reach within and help District employees see how they play a crucial role in small business success in Broward County Public Schools.

We are pleased to report on the Supplier Diversity Outreach Program's progress and look forward to your continued support and engagement.

Sincerely,

Robert M. Ballou

Robert M. Ballou
Officer, Economic Development & Diversity Compliance

June 30, 2022

ABOUT **EDDC**

The Economic Development & Diversity Compliance (EDDC) department administers Policy 3330 Supplier Diversity Outreach Program (SDOP) to help Emerging, Small, Minority, and Women-owned Business Enterprises (E/S/M/WBE) participate in Broward County Public Schools (BCPS) procurement and contract activities. The department is steadily advancing the cause for E/S/M/WBE suppliers, a principal component in the District's supply chain and South Florida's economic infrastructure.

MISSION

To grow the economic base of Broward County to benefit our Students, Families, and Business Community.

PILLARS

C

CERTIFICATION

The EDDC department provides E/S/M/WBE certifications to local small businesses. Certification positions suppliers for success through access to a vast network of support, business opportunities, increased visibility in the District's supply chains, education and development programs, capacity building, networking and mentorship opportunities.

O

OPPORTUNITIES (Contracts & Compliance)

EDDC utilizes the SDOP tools and solicitation incentives to safeguard the maximum opportunities for S/M/WBEs to do business with BCPS and provide equal opportunity for all segments of the contracting community. The Superintendent's Goal Setting Committee (GSC) establishes the S/M/WBE program goals based upon industry categories, vendor availability, project-specific characteristics, and S/M/WBE utilization.

R

RESOURCES

To address the challenges suppliers encounter in business growth and sustainability, EDDC combined a comprehensive slate of resources that can be used through the lifecycle of entrepreneurship. Suppliers have first-hand access to the education, support, and tools needed to grow and succeed.

E

EDUCATION (Executive)

EDDC enhances the readiness of certified suppliers through its executive educational program in the form of workshops, webinars, and trainings. Our business development program offers a specialized curriculum designed to develop the capacity and increase the competitiveness of small businesses and its leaders.

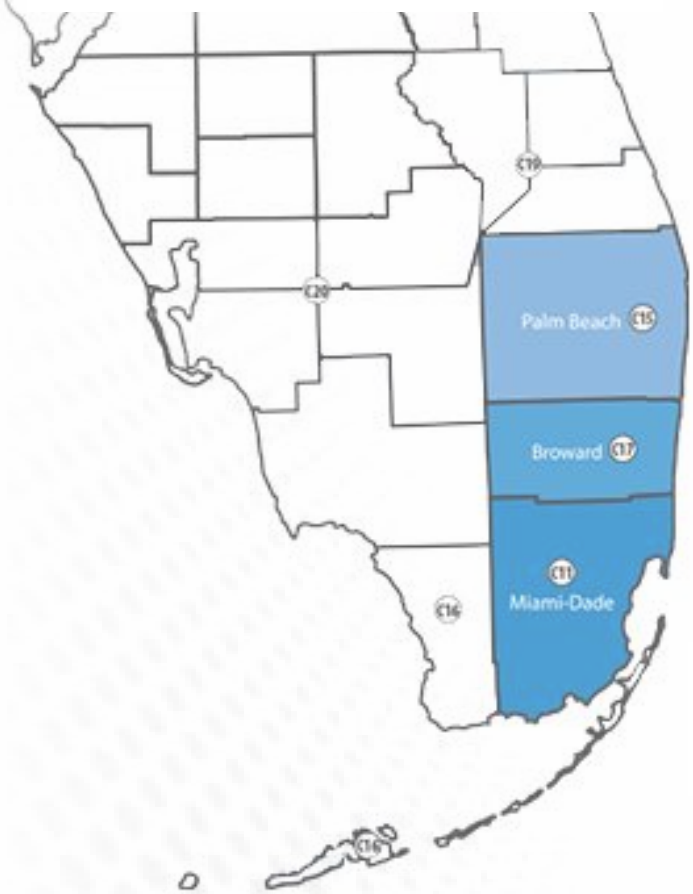


Parameters of Change

Proclivity for Hard Work

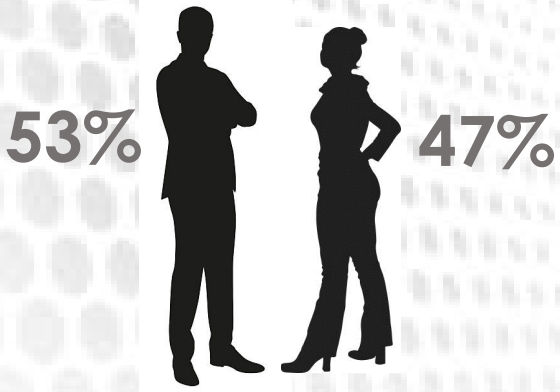


OUR **CONSTITUENTS**



486

CERTIFIED E/S/M/WBEs



MINORITY BUSINESS ENTERPRISES (MBE) — **202**

MINORITY/WOMEN BUSINESS ENTERPRISES (M/WBE) — **147**

WOMEN BUSINESS ENTERPRISES (WBE) — **81**

SMALL BUSINESS ENTERPRISES (SBE) — **56**

486 CERTIFIED E/S/M/WBEs

ETHNICITY/GENDER

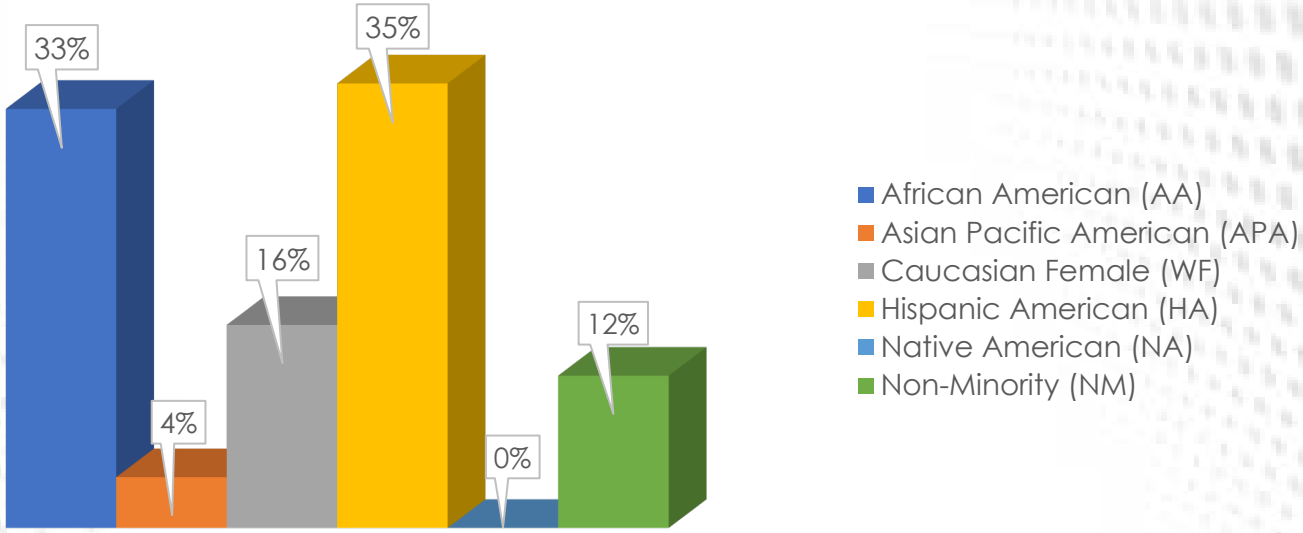


Diagram 1: E/S/M/WBE Firms by Ethnicity & Gender

PROCUREMENT CATEGORIES

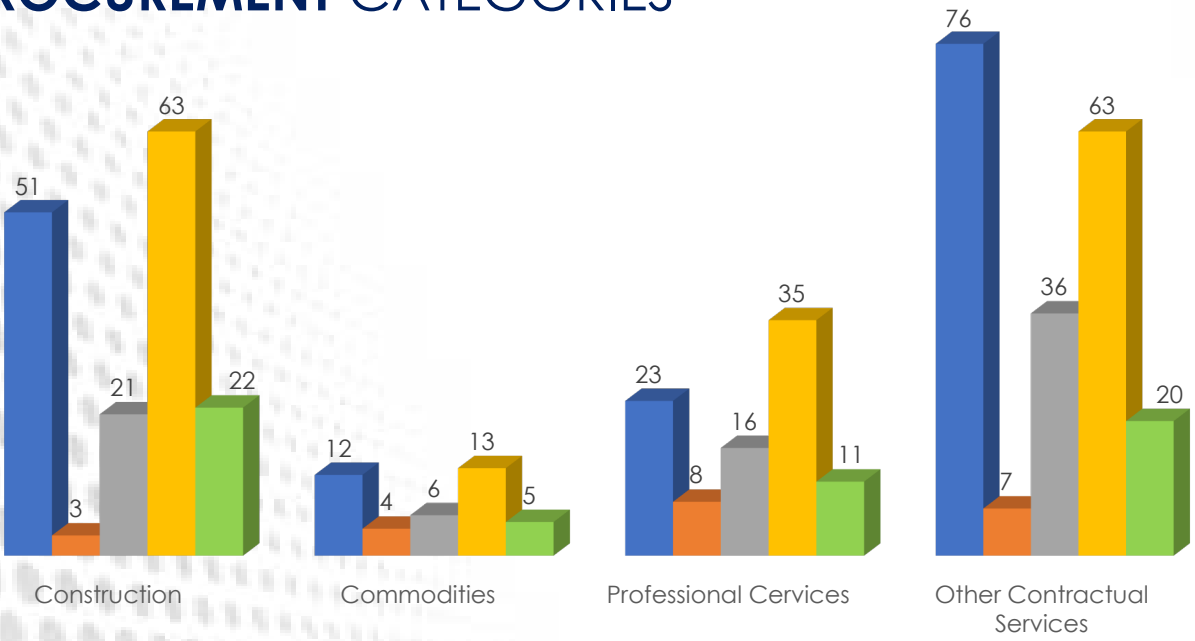


Diagram 2: E/S/M/WBE Firms by Procurement Categories[2]

[2]Some firms provide multiple services and are categorized under more than one procurement category.

E/S/M/WBEs by **REVENUE**

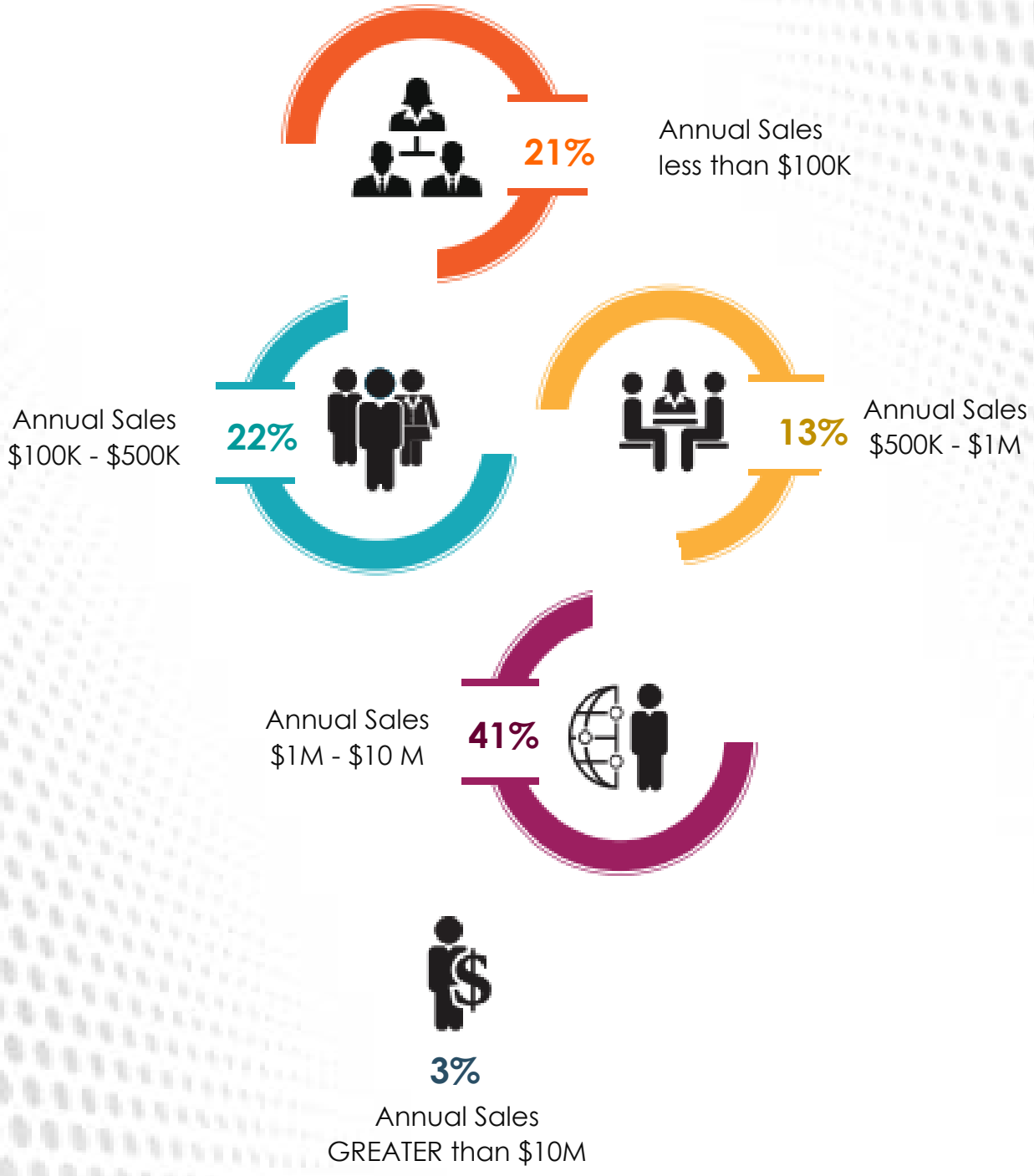


Diagram 3: E/S/M/WBE Firms by Average Gross Receipts

ECONOMIC IMPACT

JULY 2017 – JUNE 2022



DISPARITY STUDY RECAP

In 2015, The School Board of Broward County, Florida (SBBC) initiated a Disparity Study to review the impact of the District's procurement activities. The study considered five years of data, from July 2008 to June 2013. Statistical evidence revealed the significant underutilization of available and qualified local, small, minority, and women-owned businesses in School Board contracts and the overall marketplace.

Policy 3330 was adopted on January 18, 2017, to establish the Supplier Diversity Outreach Program to remedy the ongoing effects of identified marketplace discrimination that adversely affected the participation S/M/WBEs in School Board contracts. The SDOP was implemented in July 2017 and employed Affirmative Procurement Initiatives (APIs) based on race and gender-conscious remedies throughout all procurement activities.

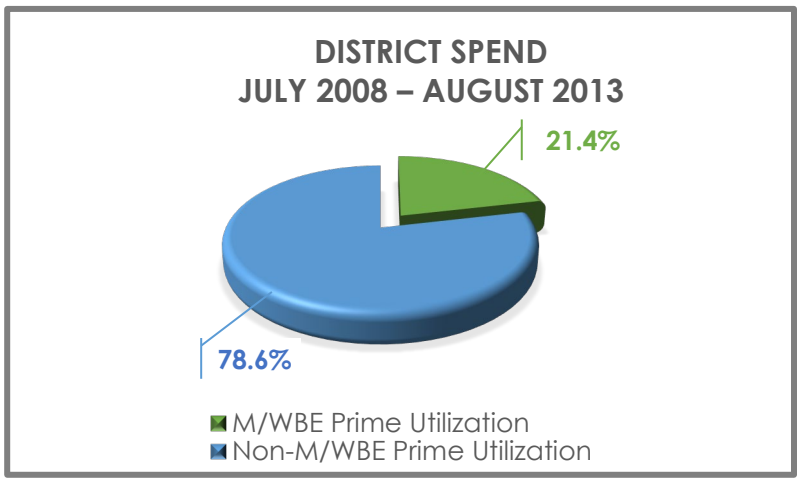


Diagram 4-1: M/WBE Spend vs. Non-M/WBE Spend

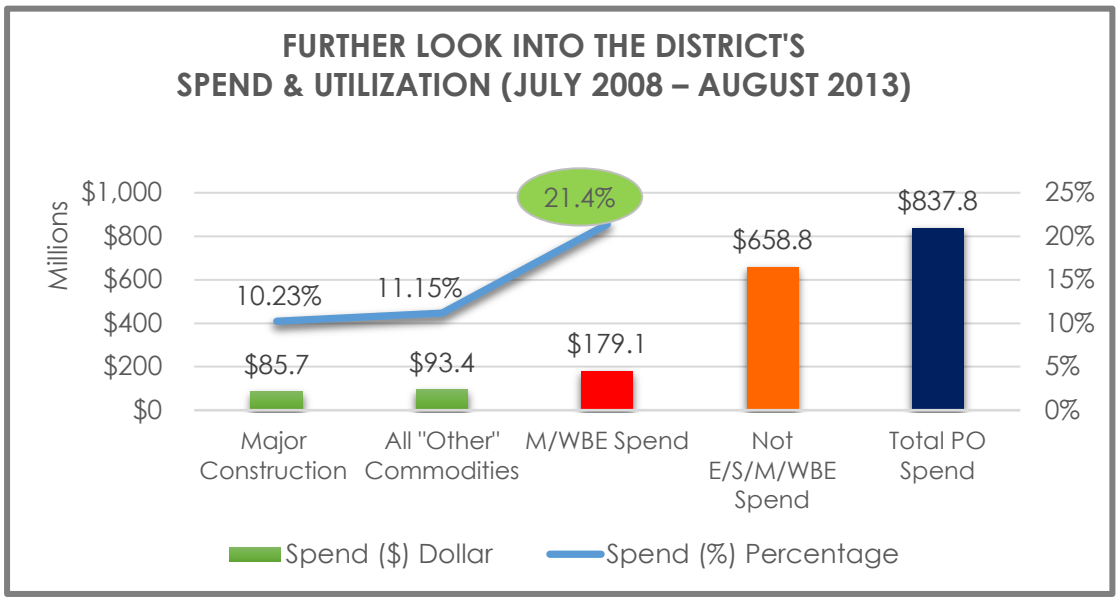


Diagram 4-2: Overview of District Spend & Utilization

POLICY 3330 **IMPLEMENTATION**

The following diagrams provide an overview of the District's progress post Policy 3330 implementation. The overview incorporates five years.

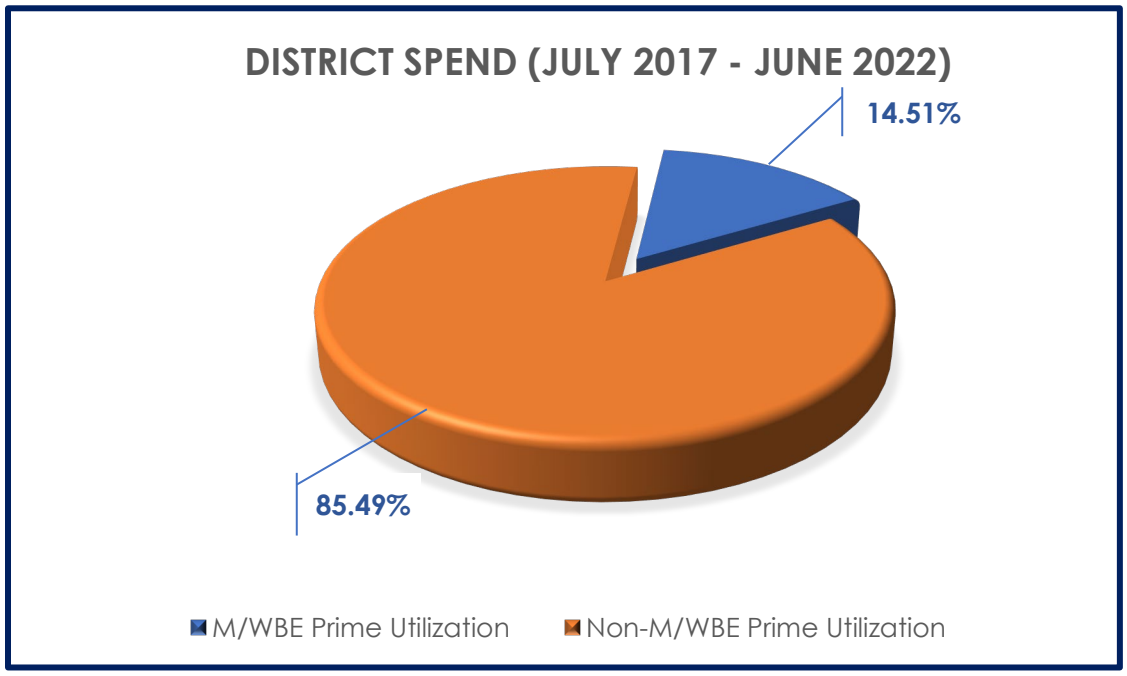


Diagram 5-1: M/WBE. Spend vs. Non-M/WBE Spend | July 2017 – June 2022

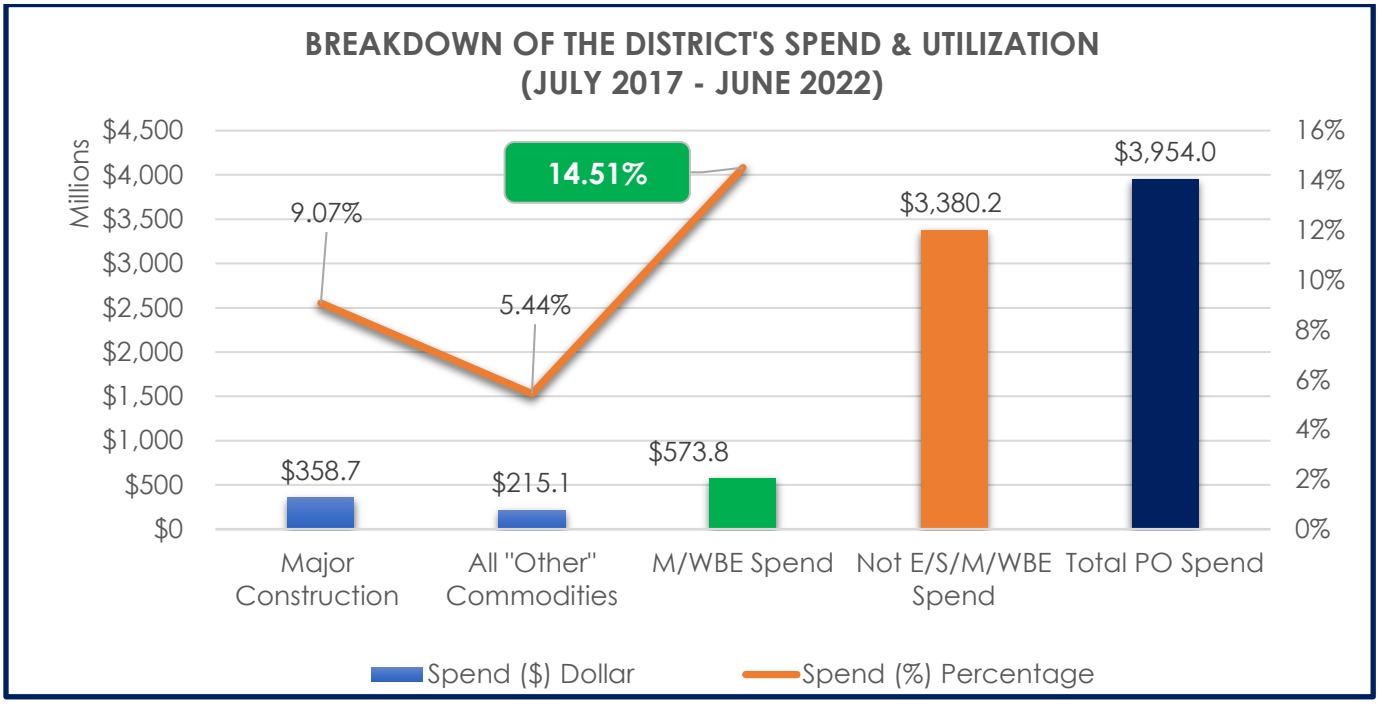
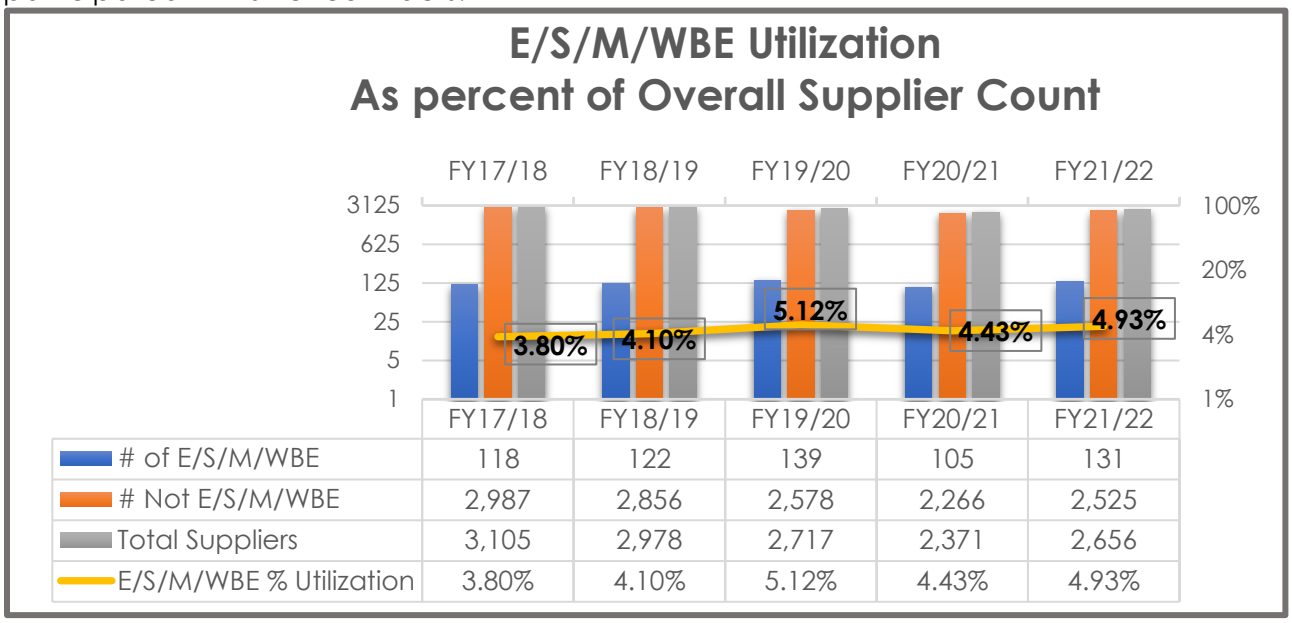


Diagram 5-2: Overview of Spend & Utilization | July 2017 – June 2022

ANALYSIS: E/S/M/WBE Utilization

E/S/M/WBEs Vs. Non-E/S/M/WBEs

Diagram 6 compares the total number of E/S/M/WBE and Non-E/S/M/WBE firms that participated in District contracts.



	FY17/18	FY18/19	FY19/20	FY20/21	FY21/22
# of E/S/M/WBE	118	122	139	105	131
# Not E/S/M/WBE	2,987	2,856	2,578	2,266	2,525
Total Suppliers	3,105	2,978	2,717	2,371	2,656
E/S/M/WBE % Utilization	3.80%	4.10%	5.12%	4.43%	4.93%

Diagram 6: E/S/M/WBE Utilization vs. Non-E/S/M/WBE Utilization | July 2017 – June 2022

Procurement Categories

Diagram 7 shows the percentage of E/S/M/WBE firms in each procurement category that participated in District contracts.

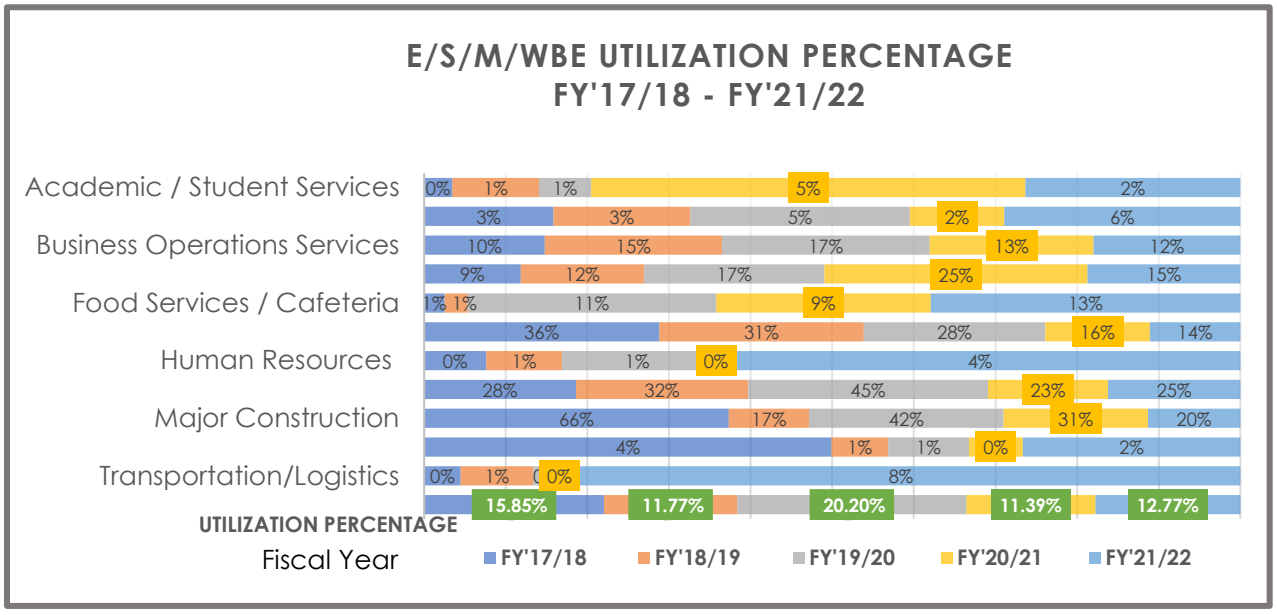


Diagram 7: E/S/M/WBE Utilization per Procurement Category | July 2017 – June 2022

ANALYSIS: E/S/M/WBE Spend

Major Construction Vs. All Other Commodities

Diagram 8 compares the cumulative spend (E/S/M/WBEs and Non-E/S/M/WBEs) for major construction contracts and all other commodities.

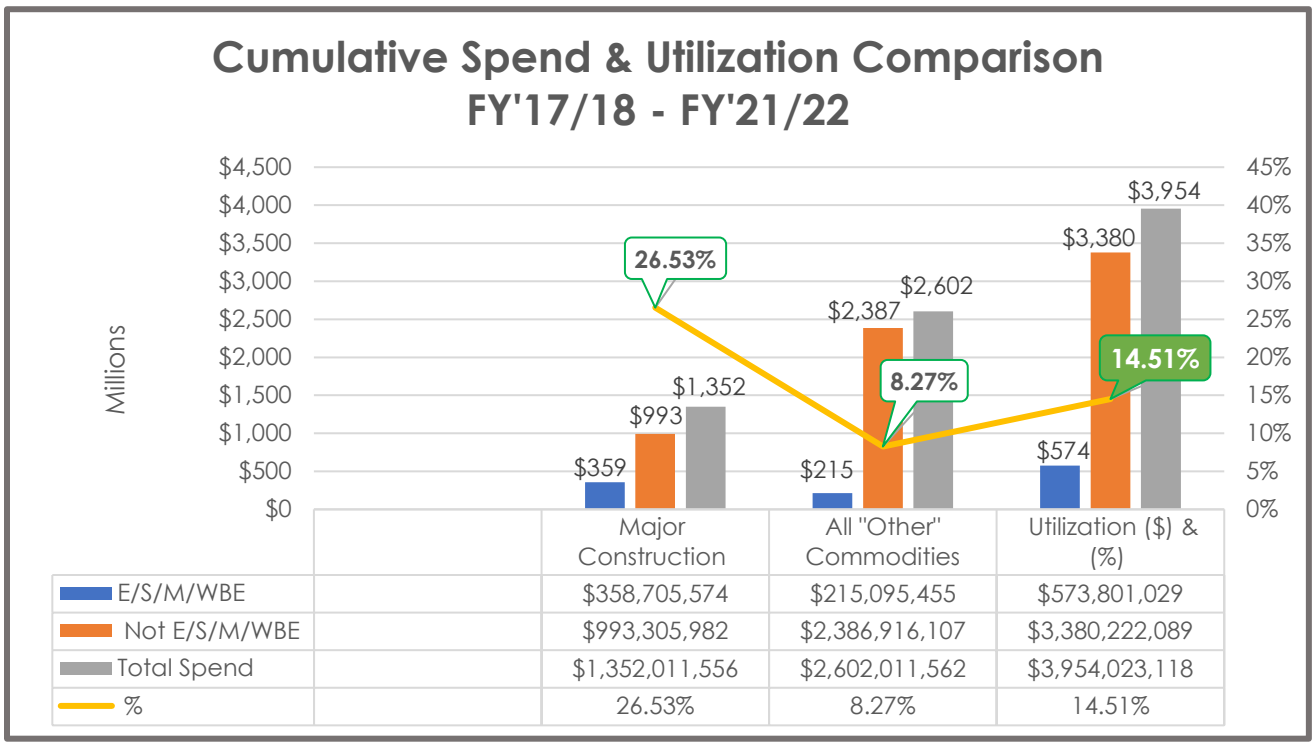


Diagram 8: Construction Spend vs. All Other Commodities Spend | July 2017 – June 2022

YEAR IN **REVIEW**



Established 1915
BROWARD
County Public Schools

ECONOMIC **PERFORMANCE**

$231.32M

FY2021-2022 SMALL/LOCAL SPEND
WITH **157 CERTIFIED FIRMS**

$108.1M
MAJOR CONSTRUCTION

$28.8M
JANITORIAL/ CUSTODIAL

$22.1M
FOOD SERVICES/ CAFETERIA

$20.8M
BUSINESS OPERATIONS SERVICES

$16.6M
GROUND/STRUCTURE/ EXTERIOR (OUTSIDE)

$11.5M
FACILITIES/ MAINTENANCE/ REPAIR (INSIDE)

$8.5M
BUSINESS OPERATIONS PRODUCTS

$6.0M
TRANSPORTATION/ LOGISTICS

$5.0M
TECHNOLOGY

$2.8M
ACADEMIC/ STUDENT SERVICES

$1.2M
HUMAN RESOURCES



CONTRACT **COMPLIANCE**

155

SOLICITATIONS

Invitation to Bid (ITB) accounted for 84% (130) of all solicitations posted in FY21-22. There were 18(12%) Requests for Proposals and seven (4%) Requests for Quotes (RFQ).

435

PROPOSALS EVALUATED

The Contract Compliance team evaluated 282 ITB (65%), 123 RFP (29%), and 30 RFQ (6%) proposals in the fiscal year.

150

M/WBE[3] PRIME VENDORS

S/M/WBE primes accounted for 35% of all firms that responded to the District's solicitations; ITBs – 111, RFPs – 21, and RFQs – 18. However, non-certified prime vendors were largely more responsive; ITBs – 179, RFPs – 96, and RFQs – 13.

291

M/WBE SUBCONTRACTORS/SUBCONSULTANTS

A total of 232 (80%) S/M/WBE subs primarily participated in ITBs. Eighteen S/M/WBEs (7%) participated in RFPs and 48 (13%) in RFQs.

[3]S/M/WBE may have participated in multiple projects. The total number of M/WBEs does not reflect unique companies.

S/M/WBE **CERTIFICATION**

344

CERTIFICATION APPLICATIONS PROCESSED

226
APPROVED APPLICATIONS

70
NEW CERTIFICATION

103
RECERTIFICATION

53
TRI-COUNTY RECIPROCAL

62
DENIED APPLICATIONS

57
NO SIGNIFICANT BUSINESS PRESENCE[3]

5
EXCEEDED SIZE STANDARD[4]

0
NON-PROFIT

56
WITHDRAWALS[5]

3
GRADUATED FIRMS[6]

[3] Significant Business Presence means a firm is headquartered or has an established place of business in the Tri-county region for more than one year, and at least 50% of all its employees are domiciled in the region.
[4] Size Standard – An applicant firm's average gross sales (or a number of employees if applicable) for the last two consecutive years must not exceed 50% of the U.S. Small Business Administration (SBA) small business size limits based on its industry categories.
[5] Fifty-six applicant firms were withdrawn from the certification process for failure to provide the required documents or following the request from the applicant.
[6] Graduate firms refer to certified suppliers whose gross sales have exceeded the 50% U.S. SBA size standard requirements. Policy 3330 update in April 2020 allows the firms to remain in the SDOP once the average gross sales (or a number of employees) remain within its industry limit.

OUTREACH & ENGAGEMENT

The EDDC team has realigned its outreach and engagement efforts to focus on economic impact. Targeted outreach to small businesses across all commodity categories is at the forefront of the department's economic development efforts.

213
ACTIVE SOLICITATION CAMPAIGNS

79
TARGETED OUTREACH CAMPAIGNS

188
ONE-ON-ONE TECHNICAL ASSISTANCE

245
INTERNAL/EXTERNAL COMMUNITY MEETINGS

335
SMALL BUSINESS SPOTLIGHTS

1
ANNUAL SUPPLIER ENGAGEMENT SURVEY

4
BUSINESS CONNECT NEWSLETTERS



4th Annual Small Business
ENGAGEMENT SURVEY



The Small Business Engagement Survey measures the effect of changing business trends in the District. At the close of the Fiscal Year 2021-2022, EDDC administered the survey to gather crucial data in near real-time on the successes and challenges of our local, small, and certified suppliers. The past two years have tested small businesses like never before; in contrast, the impacts of COVID-19 are fading.

The survey results revealed that forty-two (42) percent of certified firms are currently doing business with the District in the capacity of a prime vendor or a subcontractor/ subconsultant; twenty-four (24) percent of the firms that submitted bids were not awarded contracts, and twenty-five (25) percent of the certified companies did not respond to BCPS solicitations. The consensus among the latter firms is that the District's opportunities did not align with the products and services they provided, and for those that did, the contracts were too large to fulfill.

Overall, firms recommended that the District considers separate projects for small, certified businesses and additional workshops on how to complete bids. Respondents also suggested that small businesses get certified, participate, network, read and ask questions when seeking to do business with Broward County Public Schools. They shared that "Certifications such as E/S/M/WBE are quite helpful" and "I believe that the School Board makes a very good effort to get small business participation."

Finally, the survey results showed that most certified firms attempted to secure an opportunity with the District in FY21-22 compared to previous years. Respondents were equally represented by firms across all procurement categories; construction, commodities, professional services, and other contractual services.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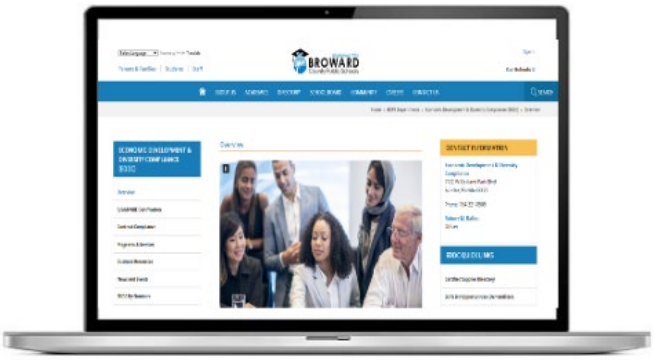
EDDC

MARKETING & COMMUNICATIONS



Browardschools.com/EDDC

EDDC website is a dynamic, one-stop resource for timely updates, engaging content, and opportunities for local and small businesses. Our readership includes ambitious entrepreneurs, industry and thought leaders, diversity champions, and business experts across the tri-county region.

18,000

PAGE VIEWS

EDDC SOCIAL MEDIA ENGAGEMENT:

4 (+2)

SOCIAL MEDIA ACCOUNT

>1500 (+150%)

COMBINED POSTS

>500 (+150%)

COMBINED FOLLOWERS

>200,000

IMPRESSIONS

>30,000

ENGAGEMENT

STAY INFORMED | **STAY CONNECTED**













PROGRAMS & INITIATIVES

SOCIAL MEDIA ENHANCEMENTS & SUPPLIER HIGHLIGHTS

EDDC developed and launched a new marketing initiative representing a low-cost, high-value strategy. The Awareness Celebration Calendar increases brand awareness by spotlighting certified firms during each national and ethnic heritage month, including Black History Month, Women's History Month, Asian Pacific Heritage Month, and Hispanic Heritage Month. Firms are featured on EDDC's social media platforms and can use the highlights to enhance their marketing and web traffic to generate leads.

PRE-BID MEETINGS

The SMART inclusion team actively engaged local certified S/M/WBEs in the District's pre-bid meetings for all SMART projects. These multipurpose meetings serve as a vehicle to discuss S/M/WBE goals and reporting, allow for prime/sub-contractor engagement and encourage S/W/MBE primes to participate in bidding.

SMALL BUSINESS ADVISORY COMMITTEE

The SBAC demonstrated strong engagement in FY20-21. Eighty (80) percent met or exceeded the quorum requirements of the ten scheduled meetings. EDDC is leveraging the committee's expertise to expand its reach in the community through partnerships with various professional organizations.

AFFIRMATIVE PROCUREMENT INITIATIVE (API) IMPLEMENTATION & GOAL SETTING

EDDC continues to operate under authorization by the Superintendent's Goal Setting Committee to implement APIs and set goals on a contract-by-contract basis. Staff continues to work with department leadership to set goals for all commodity areas and to allocate the best remedial APIs where appropriate.

SDOP MANAGEMENT SYSTEMS (SMS)

Implementing the SMS powered by the B2Gnow system is at ninety percent completion. EDDC successfully implements the Vendor Management, Contract Compliance, Outreach, and Event Management modules. Additionally, we have full reporting capability of contract data with assigned Affirmative Procurement Initiatives as we continue to acquire sub-vendors data in the system.

REPORTING

EDDC launched a web-based central repository of all reports:

- Quarterly Scorecards
- Monthly Summary of Progress
- SBAC Meeting Summaries And Board Committee Reports
- Quarterly Bond Oversight Committee (BOC)
- Annual Reports
- Disparity Study Archive file

Direct weblink: https://www.browardschools.com/Page/69024

TECHNICAL ASSISTANCE

The EDDC team provides one-on-one Technical Assistance to new and current suppliers in certification, contact compliance, and business development. The working sessions are conducted via Microsoft teams as requested by the small and local businesses.



Thank You to Our
COLLABORATIVE PARTNERS

Our achievements have been made possible thanks to your continued support and partnership. We must also recognize the SBBC, District's department heads, and community leaders who have provided mentorship and trust in our work.

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County Public Schools

FY 2022-2023

STRATEGIC PRIORITIES



01

DISPARITY STUDY

Initiate and conduct an eight-milestone comprehensive, legally defensible disparity study, for SBBC procurement practices, through statistical analysis, of all contracting expenditures and evaluation of economic and sociological studies of the marketplace to determine whether a disparity exists in the award of procurement contracts to minority and women-owned business enterprises. The goal is to complete the first four milestones this fiscal year.

02

SOUTH FLORIDA ANCHOR ALLIANCE MARKETPLACE PILOT- Grant Recipient

This alliance consists of governmental procurement organizations in Broward and Miami Dade, working under a grant from the Health Foundation to simplify procurements, local supplier outreach, and bid notifications onto one common platform.

03

3-QUOTES INITIATIVE

The 3-Quotes Initiatives is an alternative effort to position certified suppliers to do business with the District. It is an avenue for success, considering the comparatively smaller firms. EDDC hopes to gain District-wide commitment from the individual department heads to considerably increase spending with small, minority, and women business enterprises.

04

ENGAGE INTERNAL DEPARTMENTS IN THE API PROCESS FOR COMMODITIES SOLICITATIONS

Per Policy 3330, the SDOP unfolds the industry-specific Remedial APIs throughout construction and commodities contract opportunities. EDDC's strategy aims to advance the inclusion and involvement of departments coordinating commodities contracts, including Information & Technology, Academics, Transportation, and more.

05

SYSTEM ENHANCEMENTS

B2Gnow enhancement: Enable reciprocal certification functionality with the system to streamline the reciprocal certification process and eliminate paper processing. SAP Ariba enhancement: Staff is working with the Procurement & Warehousing Services, Operations & Compliance team to improve and enhance the user experience continually.

06

COMMUNITY PARTNERSHIPS

EDDC team will continue to formalize regional partnerships with supplier inclusion organizations. We aim to leverage and build relationships to increase access to central resources supporting small business growth and development.

07

EVENTS

Participate, partner, and host events to facilitate supplier education, network building, and matchmaking opportunities.

ECONOMIC DEVELOPMENT & DIVERSITY COMPLIANCE

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Meet the EDDC **Team**

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ROBERT M. BALLOU
Officer

BUSINESS INTELLIGENCE & PROCESS MANAGEMENT

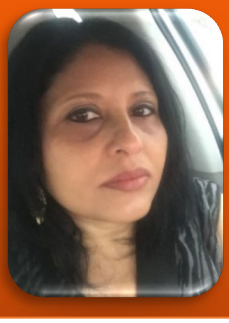


JASMINE M. JONES
Manager



LAVINIA FREEMAN
MWBE Specialist

CONTRACT COMPLIANCE



ANNE MARIE RICHARDS
Coordinator



DR. ERNESTO DE LA HOZ
MWBE Specialist

CERTIFICATION, OUTREACH & MARKETING



CHELSEA JONES FINLEY
Coordinator



WINIFRED CUMMINGS
MWBE Specialist

The EDDC is supported by the SMART Inclusion team, which consists of four consultants.

SMALL BUSINESS ADVISORY COMMITTEE



Carolyn D. Jones, M.Ed., CMCS.
Chair
District 4 Representative



Shaheewa Jarrett Gelin, Esq.
Vice-Chair
Appointed by
SBAC Committee



Carlton Crawl
Past Chair
District 2 Representative



Hebertny Perez
Appointed by Board Member
District 3 Representative



Wellington De Darla.
Appointed by Board Member
District 5 Representative



Dr. Reggie R. Lewis, Ed.D.
Appointed by Board Member
District 6 Representative



Brian Farrell
Appointed by
SBAC Committee



Dodie Keith-Lazowick, PLS
Appointed by Board Chair
Countywide At-Large, Seat 8
Representative



Jimmy Witherspoon
Appointed by Board Member
Countywide At-Large, Seat 9
Representative

Torey Alston, Chair
Lori Alhadeff, Vice Chair

Daniel P. Foganholi
Debra Hixon
Sarah Leonardi
Ryan Reiter
Nora Rupert
Manuel A. Serrano
Kevin Tynan

Dr. Vickie L. Cartwright
Superintendent of Schools

The School Board of Broward County, Florida, prohibits any policy or procedure which results in discrimination based on 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 harassment complaint may call the Director, Equal Educational Opportunities/ADA Compliance Department & District's Equity Coordinator/Title IX Coordinator 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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JOIN FORCES.
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Staff Follow Up: RSBM-091322-12
September 8, 2022

BROWARD County Public Schools | Educating Today's Students to Succeed in Tomorrow's World

From: Office of the Chief Financial Officer

Topic: **OO-1. – FY21-123** - Visitor Management System (Raptor) – Recommendation for Additional Spending Authority

OO-3. – FY22-176 – HVAC Filters & Installation Services – Recommendation for Additional Spending Authority

Staff Follow-Up: These are piggyback items, when was the original procurement done? Also, what is the district's practice with piggybacks?
RSBM-091322-12 (T. Alston)

Response: **OO-1. -** The original contract award was made by the General Service Administration (GSA) on February 10, 2014. The award was for a total of ten (10) years with an expiration date of February 9, 2019. There was approval to exercise the option to extend the contract for an additional five (5) years with a contract term of February 10, 2019, through February 9, 2024.

The School District Piggybacked on the GSA contract on June 20, 2020, with a contract term to expire at the end of the GSA current contract expiration of February 9, 2024.

OO-3. - The original contract award was made by Orange County Public Schools (OCPS) on February 10, 2021. The award was for a total of three (3) years with an expiration date of February 9, 2024, and the option for two (2) additional one (1) year renewal periods.

The School District piggybacked on the OCPS contract on October 12, 2021, with a contract term to expire at the end of the OCPS current contract expiration of February 9, 2024.

Purchasing Policy 3320, Section II, (L), (M) As required by Section 1001.42(12)(j), Florida Statutes, the School Board shall receive and give consideration to the prices available to it under rules of the Department of Management Services, Division of Purchasing. The School Board may use prices established by the Division of Purchasing through its state purchasing agreement price schedule. School board policy provides for purchasing under this program of state purchasing agreements. The conditions for use shall be those imposed on state agencies. Purchases of $500,000 or more under this section must have prior Board approval. **(M)** In lieu of requesting competitive solicitations from three (3) or more sources, The School Board may make purchases at or below the specified prices from contracts awarded by other city or county governmental agencies, other district school boards, community colleges, federal agencies, the public or governmental agencies of any state, or from state university system cooperative bid

agreements. When the proposer awarded a contract by another entity defined herein will permit purchases by a district school board at the same terms, conditions, and prices (or below such prices) awarded in such contract, and such purchases are to the economic advantage of the district school board. Purchases of $500,000 or more under this section must have prior Board approval.

JMM/EM/MCC:af