

Doing Business With Broward County

Sandy-Michael McDonald, Director
Office of Economic and Small Business Development

Palm Beach & Broward Counties Joint Networking Event

Thursday, February 28, 2019

About OESBD

- Small Business-focused County Government Agency
- Promotes Business Growth and Job Creation
- Educate Aspiring Entrepreneurs and Business Owners in Universal Tips and Tools Needed to Succeed in Business
- As a Service Agency, We Work With Our Partners To Accomplish the County's Goals

Our GOALS

- A vibrant economy with a diverse, skilled workforce, in a county offering unique advantages that attract all types of businesses to create equitable, countywide prosperity.
- Ensuring economic opportunities for all people and businesses in Broward
- Prominently branding “Broward” on county property, programs and services
- Consistently delivering responsive, efficient, quality services to the public and internal customers



OFFICE OF ECONOMIC AND SMALL BUSINESS DEVELOPMENT

Our Small Business Programs & Services

Small Business Programs

- SBE
- CBE
- DBE
- ACDBE
- KAUFFMAN TRAINING
- EXPORT TRAINING
- MENTOR-PROTÉGÉ PROGRAM
- BUSINESS DEVELOPMENT WORKSHOPS
- TECHNICAL ASSISTANCE & TRAINING
- REDEVELOPMENT GRANT PROGRAM (BMSD)
- WORKFORCE INVESTMENT PROGRAM

Penny for Transportation Plan



Small Business is a BIG Deal

- Broward's Small Business Program is an economic development tool used to:
 - Increase small business participation in County procurement
 - Keeps tax payers dollars in the local economy
 - Employ local residents
- Commission has established the Small Business Development Program (Local Programs)

MOST BUSINESSES IN BROWARD ARE SMALL

Employee Size	Broward County *	State of Florida *
<20	89.4%	88.2%
<500**	99.8%	99.8%



* American Fact Finder County Business Patterns by Employment Size Class - 2016 Business Patterns

**Small Businesses as defined by the [US Small Business Administration Office of Advocacy](#)

A Little History...

1993

- Ordinance 93-17 established a MWBE goal setting program on County projects.

2004

- Business Opportunity Act 2004 included a race-neutral component in the form of the sheltered market program for SBE firms.

2007

- Community Disadvantaged Business Enterprise (CDBE) Act, the first entirely race-neutral program.

2009

- County Business Enterprise (CBE) Act established a 25% cumulative goal on County projects & adjusted size standards for certified businesses

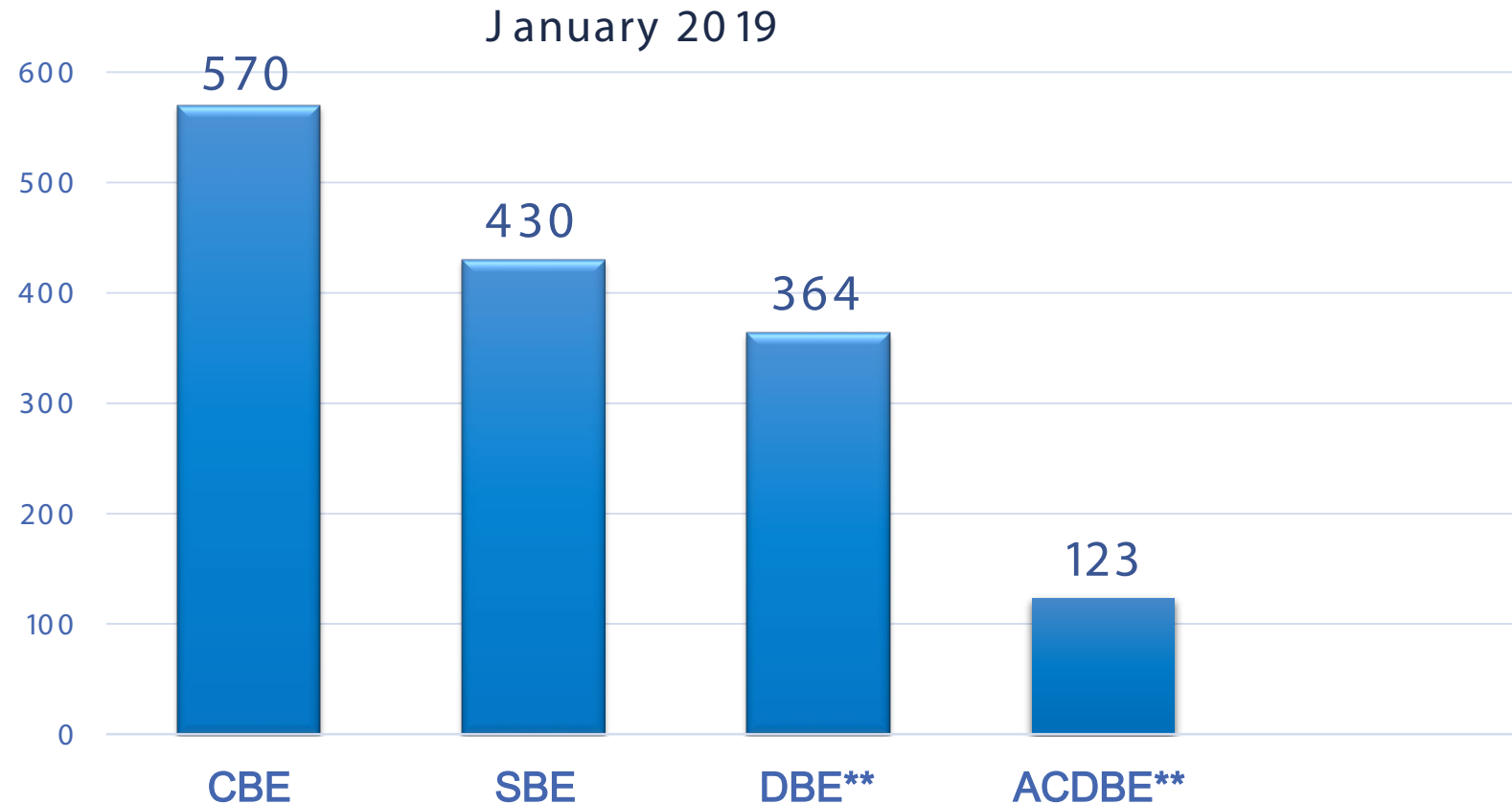
2012

- Business Opportunity Act of 2012, brought the CBE and SBE programs together in one act and continued cumulative 25% CBE goal.

2018

- Amendment to the BOA of 2012 to increase opportunities for small businesses.

Broward County Certified Firms



Source: *ALTS and FDOT databases

**Includes PB, St. Lucie, Martin and Indian River Counties

Certification: Federal DBE/ACDBE Programs

DBE

**Disadvantaged Business
Enterprise
49 CFR 26**

ACDBE

**Airport Concession
Disadvantaged Business
Enterprise
49 CFR 23**

- Must be 51% owned, managed and controlled by socially and economically disadvantaged individual(s).
- Personal Net Worth (PNW) must not exceed \$1.32 Million.
- Must be for profit and a small business as defined by the SBA.
- DBE - Gross receipts must average and not exceed \$23.98 million over 3 years. ACDBE - \$56.42 million.
- Must be an independent business – located in District 4 (DOT).
- Owners must be U.S. Citizens or residents who belong to one or more of the following:
 - Black American – Hispanic – Subcontinent Asian
 - Asian Pacific – Native American
 - Woman

Certification: Federal Programs

About the Program:

Unlike the Local Program, the DBE/ACDBE Program is intended for M/WBE to participate in federally funded projects.

The current program goal on projects are set as follows:

- FTA Overall Goal for 2018-2019: **19.13%**
- FAA Overall Goal for 2017-2019: **20.3%**

PROGRAM IMPACT:

- Ensures participation
- Creates a level playing field
- Increases opportunities
- Assists in firm development

“CREATES BUSINESS OPPORTUNITIES AND ECONOMIC GROWTH”

Certification: Federal Programs

- DBEs can have an average annual gross receipts up to **\$23.98M** over the preceding three fiscal years.
- ACDBEs can have an average annual gross receipts up to **\$56.42M** over the preceding three fiscal years.
- Certified Companies throughout the State of Florida and outside Florida can participate in Broward County federally funded contracts.
- Inter-State Certification – 50 States

Aviation Contracts

Contracts	DBE \$ Snapshot
South Runway Expansion	\$73.1M
Terminal 4 Apron Expansion	\$7.7M
Site Prep./NAVAIDS	\$49.8M



Aviation Concession Contracts

Concessions Contracts	ACDBE \$ Snapshot*
Lauderdale F&B Partners (JV)	\$79.2M
Paradies Broward, LLC	\$65.6M
Host International, LLC	\$53.5M



One Application Needed! For DBE & ACDBE Certification



UNIFORM CERTIFICATION APPLICATION SUPPORTING DOCUMENTS CHECKLIST

Required Documents for All Applicants

- ☐ Résumés (that include places of employment with corresponding dates), for all owners, officers, and key personnel of the applicant firm
- ☐ Personal Net Worth Statement for each socially and economically disadvantaged owners comprising 51% or more of the ownership percentage of the applicant firm.
- ☐ Personal Federal tax returns for the past 3 years, if applicable, for each disadvantaged owner
- ☐ Federal tax returns (and requests for extensions) filed by the firm and its affiliates with related schedules, for the past 3 years.
- ☐ Documented proof of contributions used to acquire ownership for each owner (*e.g., both sides of cancelled checks*)
- ☐ Signed loan and security agreements, and bonding forms
- ☐ List of equipment and/or vehicles owned and leased including VIN numbers, copy of titles, proof of ownership, insurance cards for each vehicle.



UNIFORM CERTIFICATION APPLICATION SUPPORTING DOCUMENTS CHECKLIST

- ☐ Title(s), registration certificate(s), and U.S. DOT numbers for each truck owned or operated by your firm
- ☐ Licenses, license renewal forms, permits, and haul authority forms
- ☐ Descriptions of all real estate (including office/storage space, etc.) owned/leased by your firm and documented proof of ownership/signed leases
- ☐ Documented proof of any transfers of assets to/from your firm and/or to/from any of its owners over the past 2 years
- ☐ DBE/ACDBE and SBA 8(a), SDB, MBE/WBE certifications, denials, and/or decertifications, if applicable; and any U.S. DOT appeal decisions on these actions.
- ☐ Bank authorization and signatory cards
- ☐ Schedule of salaries (or other remuneration) paid to all officers, managers, owners, and/or directors of the firm
- ☐ List of all employees, job titles, and dates of employment.
- ☐ Proof of warehouse/storage facility ownership or lease arrangements



UNIFORM CERTIFICATION APPLICATION SUPPORTING DOCUMENTS CHECKLIST

Partnership or Joint Venture

- ☐ Original and any amended Partnership or Joint Venture Agreements

Corporation or LLC

- ☐ Official Articles of Incorporation (*signed by the state official*)
- ☐ Both sides of all corporate stock certificates and your firm's stock transfer ledger
- ☐ Shareholders' Agreement(s)
- ☐ Minutes of all stockholders and board of directors meetings

- ☐ Corporate by-laws and any amendments
- ☐ Corporate bank resolution and bank signature cards
- ☐ Official Certificate of Formation and Operating Agreement with any amendments (for LLCs)



UNIFORM CERTIFICATION APPLICATION SUPPORTING DOCUMENTS CHECKLIST

Optional Documents to Be Provided on Request

The UCP to which you are applying may require the submission of the following documents. If requested to provide these document, you must supply them with your application or at the on-site visit.

- ☐ Proof of citizenship
- ☐ Insurance agreements for each truck owned or operated by your firm
- ☐ Audited financial statements (if available)
- ☐ Personal Federal Tax returns for the past 3 years, if applicable, for other disadvantaged owners of the firm.
- ☐ Trust agreements held by any owner claiming disadvantaged status
- ☐ Year-end balance sheets and income statements for the past 3 years (*or life of firm, if less than three years*)

Suppliers

- ☐ List of product lines carried and list of distribution equipment owned and/or leased

Lauderhill Mall Transit Center Construction (\$6.5M)

Project Description:

A new Transit Center centrally located within the existing Lauderhill Mall property immediately adjacent to State Road 7; approximately a 1.5 acre parcel. The new facility will accommodate 10 individual Bus Bays utilized by Fixed Route, as well as, local Community Buses. The facility will house a Customer Service Center, Covered Exterior Platforms with fixed seating and ample Public Restrooms for patrons. Office space / Meeting Rooms and a Driver's Lounge will also be provided for County Staff. The total building area is approximately 3,000 SF.

Schedule

Planning and Design Phase

Currently ongoing

Bidding and Permitting:

Late 2019

Miramar Park and Ride Facility Construction

Project Description:

The Miramar Park and Ride Facility's proposed scope of work shall include the relevant construction services necessary to develop the +/- 14 acre parcel of vacant land located within an existing FPL easement. The scheduled development is located to the East of Hiatus Road between Miramar Boulevard and Pembroke Road and will accommodate convenient parking for over 450 daily patrons.

Estimated Construction Budget:

\$6.0M

Scheduled Construction:

Winter, 2019

Anticipated Contracts



Contracts	Estimated Contract Value
ADA Infrastructure Improvements	\$2M
Transit Sign Installation	\$600K
Broward Municipal Services District Bus Stop Maintenance	\$150K
Lauderhill Mall Transit Center	\$9M
Miramar Park and Ride	\$6M
Pre-Fabricated Transit Shelters	\$1.5M
Copans Garage	\$1M

Anticipated Advertisement



Contracts	Date
ADA Infrastructure Improvements	Spring 2019
Transit Sign Installation	Spring 2019
Broward Municipal Services District Bus Stop Maintenance	Spring 2019
Lauderhill Mall Transit Center	October 2019
Miramar Park and Ride	Winter 2019
Pre-Fabricated Transit Shelters	Summer 2019
Copans Garage	Summer 2019

Q & A

Next

Thank You!

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BCOESBD



Broward County OESBD

