



Small Business Enterprise Update

Office of Small Business & Supplier Diversity

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SBE Policy Change



*Pinellas County Certified Small Business Enterprises (SBEs) shall be given preference of award on contracts from \$5,000.00 to \$100,000.00 to the lowest responsive, responsible quoter that meets the Pinellas County SBE Program criteria at time of award, at the discretion of the Board or designated representative. **Preference will be given to SBEs that submit within the first five (5) business days of the solicitation. If a responsive and responsible SBE submits a quote after the first five (5) business days, they shall receive a five percent (5%) preference above open market pricing. SBEs shall be awarded economically feasible contracts or portions of contracts.***



SBE Policy Change (continued)



SBE Previous Policy	SBE New Policy
<u>Sheltered Market Component</u>	<u>Local Market Component</u>
<ul style="list-style-type: none">• Semi-formal Purchasing process	<ul style="list-style-type: none">• Informal Purchasing process
<ul style="list-style-type: none">• Closed/sealed submittals	<ul style="list-style-type: none">• Open/unsealed submittals
<ul style="list-style-type: none">• Private, invite-only advertisement to SBEs based on NIGP codes	<ul style="list-style-type: none">• Public advertisement to SBEs and open market based on NIGP codes and registered vendors
<ul style="list-style-type: none">• Limits SBE reach and participation	<ul style="list-style-type: none">• Allows all SBEs to view and participate
<ul style="list-style-type: none">• No specified percentage for open market award	<ul style="list-style-type: none">• SBEs are awarded 5% preference over open market
<ul style="list-style-type: none">• No specified advertisement period	<ul style="list-style-type: none">• Advertisement is no more than seven (7) business days

SBE Policy Change (continued)



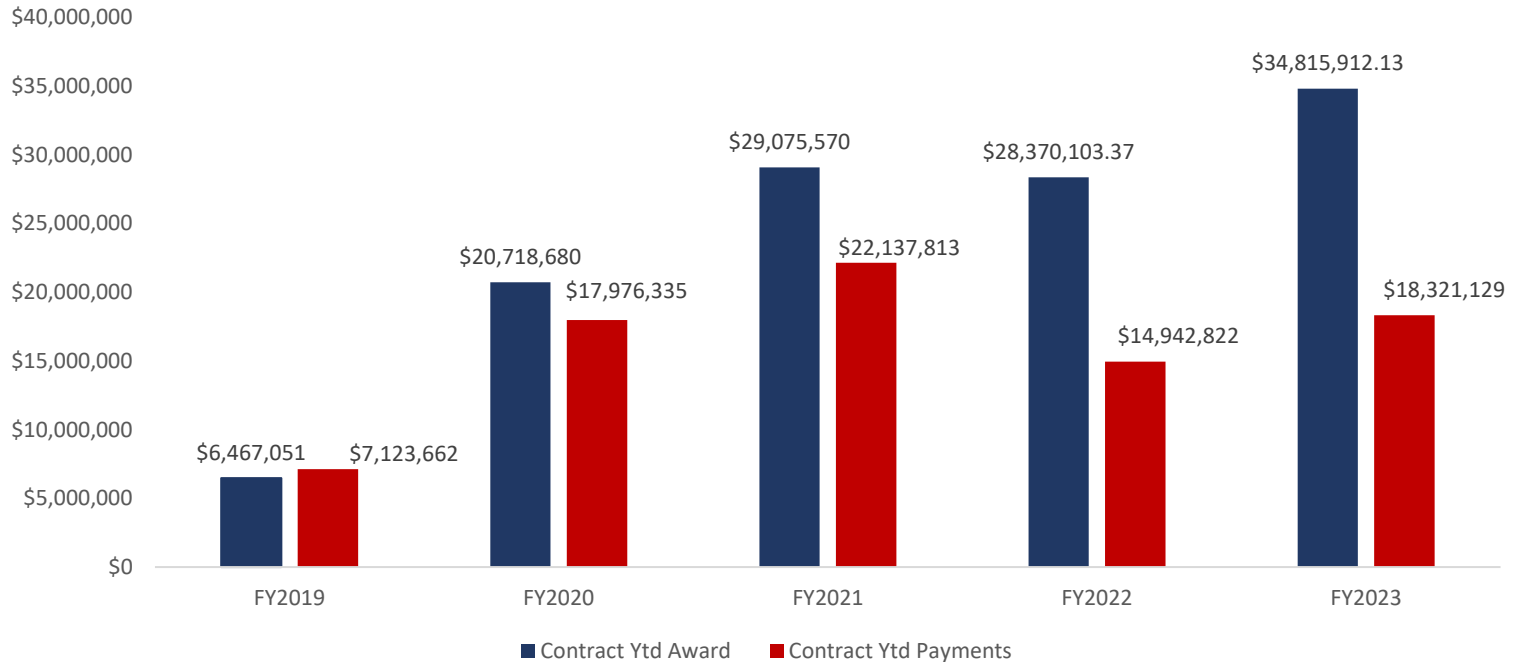
What is staying the same?

- The SBE Policy applies to all Invitations to Quote (ITQs) from \$5,000 to \$100,000
- Supplier must be a Pinellas County certified SBE at the time of award
- Certified SBEs have an opportunity for ultimate preference of award
- Economic Development SBE program eligibility, certification, and renewal requirements
- Pinellas County Board of County Commissioners' certified SBE goals on Capital Improvement Projects (CIPs) and Consultants' Competitive Negotiation Act (CCNA)

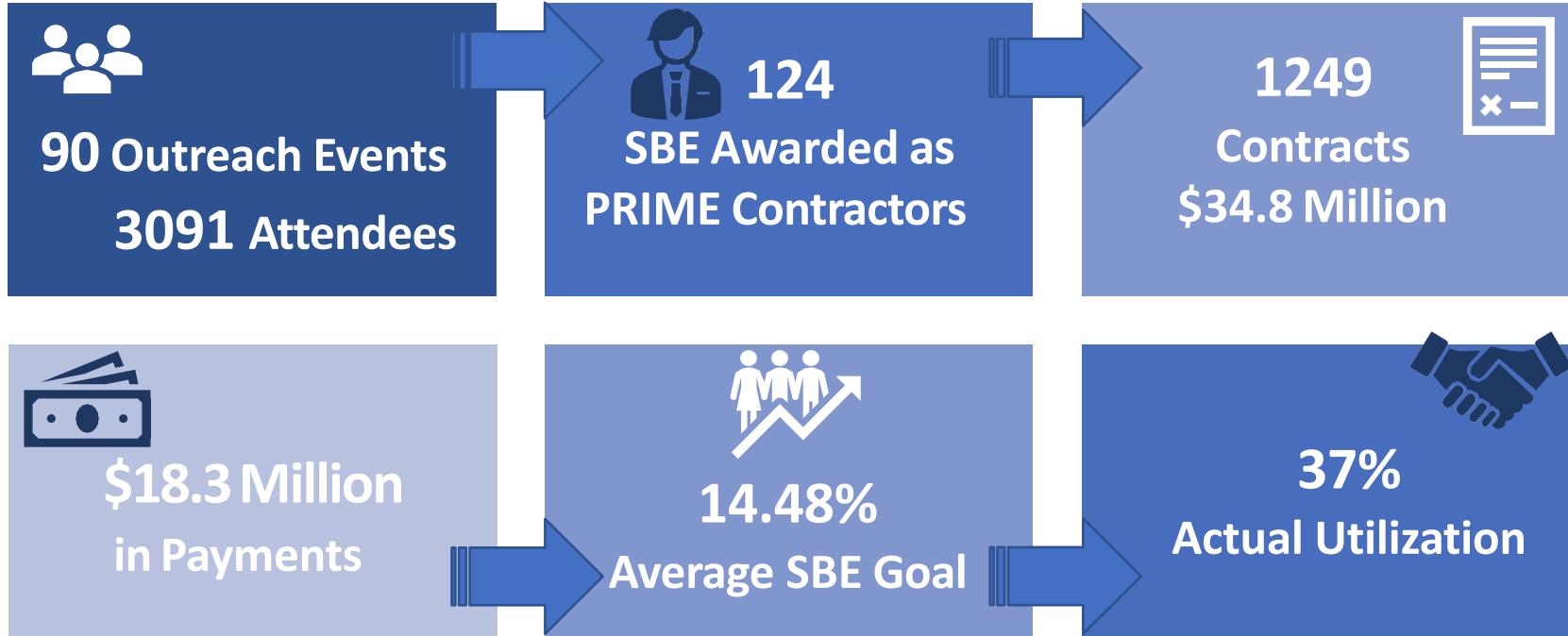
Fiscal Year Performance (5 Year Comparison)



SBE Contract FY 19-23



Key Performance Indicators



SBE Collaborative



- Seek larger contract opportunities for SBE
- Conduct a survey to identify challenges and opportunities for SBE program participants
- Partner with Amazon to launch a local business accelerator training program
- Increase goods and services spend with SBEs
- Promote the need for a county wide vendor fair
- Diversify supply chain

Questions?