

A yellow map of Pinellas County, Florida, with a blue outline, positioned on the left side of the slide.

Small Business Enterprise Program Annual Report

Office of Small Business & Supplier Diversity

Dr. Cynthia Johnson

Small Business Enterprise Program

Goal: To increase the utilization of SBEs in procurement opportunities



Internal & External Outreach

Trained Directors
& Project
Managers

Partner
Events

SBE
Collaborative

Contract Diversification

Sheltered
Market
\$5,000 -
\$100,000

SBE Participation
GOALS for CIP
Projects





CCNA Points
Up to 100
Points added
to CCNA
evaluation

Vendor Registration & Compliance

NEW Purchasing bid
notification system ePro

B2G Vendor Database
SBE & DBE Monitoring &
Registration

Core Values

-  Communicate opportunities and processes
-  Accountability for inclusion, equity, and diversity
-  Regulate and monitor program activity
-  Evaluate program utilization and effectiveness

Small Business Enterprise Program Annual Report



\$7,123,662

> 129 Awards

2019 Contract Payments



\$17,833,317

> 431 Awards

2020 Contract Payments

Vendor Enrollment

435
2019

654
2020



Technical Assistance

705
One-on-One Consulting Hours

27/847
SBE Events/Attendees

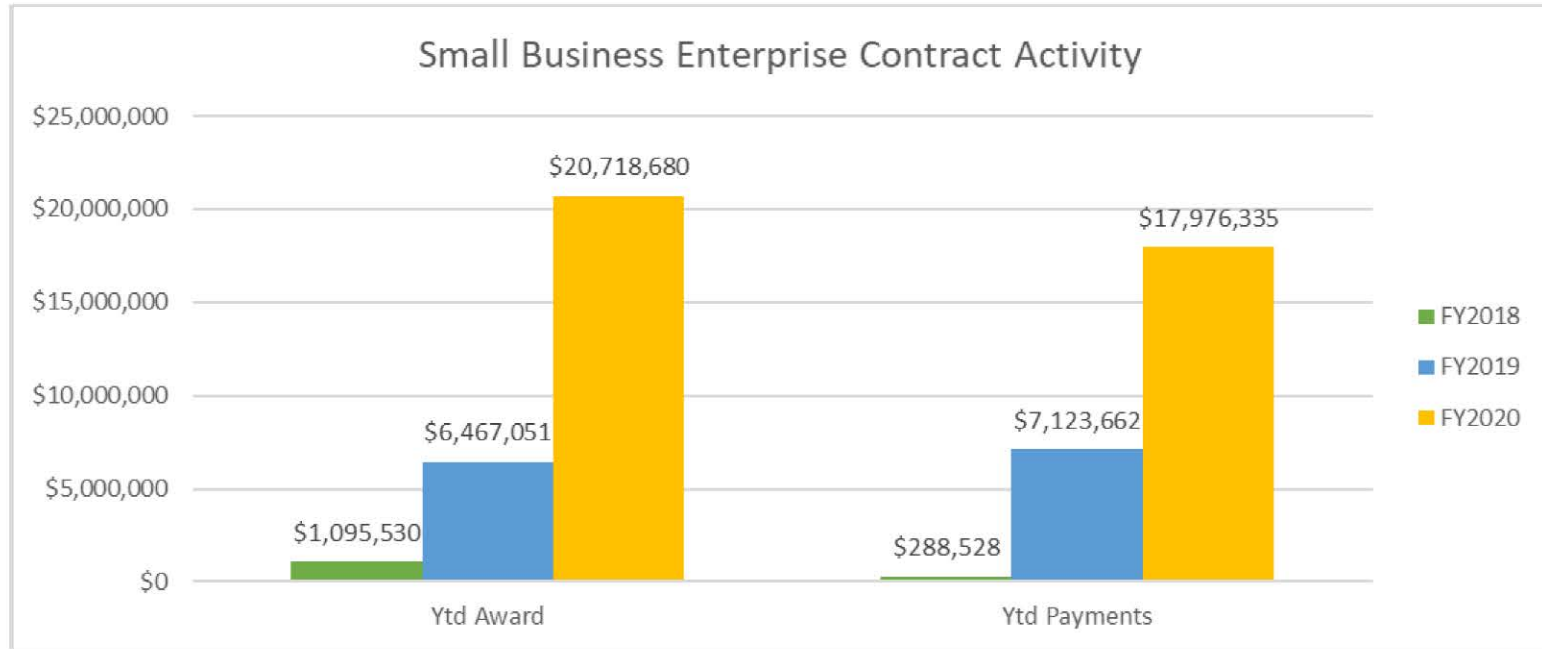


561

Jobs Supported



Program Comparison



Program Growth Opportunities



- Increase the number of minority/women/veteran-owned businesses within the program and opportunities to compete for contracts and awards
- Diversification of contract opportunities
- Training programs focused on vendor sustainability and performance
- Strategic vendor/opportunity match making
- Options for bonding and insurance challenges for vendors

Small Business Enterprise Workplan



Vendor Development & Outreach

- Partner with industry organizations to conduct industry specific training and outreach (one per quarter)
- Florida Department of Transportation & Construction Estimating Institute –Bond/bid apprenticeship program
- Minority Business Accelerator – One Community & Foundation for a Healthy St. Petersburg
- Florida Minority Supplier Development Council's Tradeshow & Match Maker
- Urban League – Serious Business Academy

Equitable Inclusion

- Small Business Enterprise inclusion in new Job Order Contracts
- Office of Small Business & Supplier Diversity participate in pre-bid and pre-construction meetings
- Recruit and utilize the Small Business Enterprise Consultants' Competitive Negotiation Act Shelter Market Program
- Increase goal expectations to be more aligned with ready, willing and able vendor availability

Small Business Enterprise Workplan



Collaborative Economic Development

- Expand Small Business Enterprise collaboration by adding 4 new partners:
 - Florida Department of Transportation
 - Florida Office of Supplier Diversity
 - National Association of Black Women in Construction, and
 - Construction Estimating Institute
- Post partner opportunities on the Small Business Enterprise website
- Supplier diversity exchange
- Promote purchasing's new vendor registration system – Pinellas ePro

Success Stories

Prime Contractors Supporting Small Business Enterprises



Exceeded goals for all projects, averaging 19.77%
Small Business Enterprise utilization



This prime contractor volunteered to include
Small Business Enterprise utilization goals on existing
projects and to assist with outreach to partners.

Small Business Enterprises Doing BIG things



Awarded \$2.8M competitive
bid (Public Works)



SBE Prime contractor award
\$14M/5 year contract



Awarded countywide COVID 19 carpet
cleaning contract of \$141,771



Questions