



The Enterprise

This past quarter, the Office of Equal Business Opportunity (OEBO) has been working with the County Departments to implement the Equal Business Opportunity (EBO) Ordinance by providing group and individual trainings. We have also held several workshops for small businesses to introduce them to the EBO Program and the certification process. Over the next few months, we will continue to host workshops with our Small/Minority/Women Business Enterprises (S/M/WBE) and County vendors on the EBO Program and the vendors' role and responsibilities. The workshops will be held at various convenient locations throughout the county, so be on the lookout for our announcements.

As part of the EBO Program, Affirmative Procurement Initiatives (API) may be placed on County contracts based upon the availability of S/M/WBE firms. The County has created a Goal Setting Committee (GSC) to review upcoming contracts to determine the appropriate API. The GSC meets every first and third Wednesday of each month and is open to the general public. You can view the agenda and meeting minutes on the OEBO website under the OEBO Committee tab.

In addition to the many opportunities S/M/WBEs will have with the County, the Super Bowl LIV Business Connect Program has been created for the 2020 Super Bowl in Miami. The Business Connect Program has designated Palm Beach County as their certification resource and will accept OEBO certified S/M/WBEs to compete for special event related contracts.

We encourage our current S/M/WBEs to maintain your certification and other Palm Beach County small businesses to become certified. Remember, there is **NO CERTIFICATION, RECERTIFICATION OR MODIFICATION FEE!** Also, if you are a current OEBO S/M/WBE and are providing services for which you are not currently certified, please modify your certification to so we can add those service(s).

Please check our website frequently to see when we will be hosting a workshop near you. <http://discover.pbcgov.org/oebo/Pages/default.aspx>

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Palm Beach County Department of Airports

The Department of Airports for Palm Beach County owns, operates and maintains the following airports:

- Palm Beach International Airport (PBI)
- North Palm Beach County General Aviation Airport (F45)
- Palm Beach County Park Airport (LNA)
- Palm Beach County Glades Airport (PHK)

The Board of County Commissioners establishes the Department of Airports policy. The Department of Airports operates as an enterprise fund, with no ad valorem tax support; rather user fees fund operations, while grants, passenger facility charges, revenue bonds and airport revenues fund construction.

Services Contracted by the Department of Airports

- Development program administration and management (CIP programming, consulting and implementation)
- Aviation planning, including air service studies, financial analyses, terminal and concessions planning
- Passenger Facility Charge (PFC) program support
- Land use planning, land acquisition, market assessment, appraisal services and land development consulting services
- Horizontal infrastructure design, such as general civil and airfield electrical design of runways, taxiways and aircraft parking aprons, as well as site development and roadway facility planning and design
- Vertical facility design, such as architectural, mechanical, electrical, structural and landscaping design of airport-related and ancillary facilities
- Facilities inspection
- Storm water and environmental planning, design, permitting and agency coordination
- Construction management, administration and coordination and construction engineering and inspection (CEI) services
- Quality assessment and quality assurance reviews
- Pavement management system development and support
- Aviation/airport information technology (IT) and geographic information system (GIS) services
- IT planning support services/technology master planning support
- Environmental planning and analysis, including preparation of National Environmental Policy Act (NEPA) documentation to support future development
- Disadvantaged Business Enterprise (DBE) outreach and support services

Palm Beach and Broward Counties February Joint Networking Event

On Thursday, February 28, the Office of Economic and Small Business Development (OESBD) Director, Sandy-Michael McDonald of Broward County, joined forces with Compliance Manager, Martha LaVerghetta of the Palm Beach County Department of Airports and Small Business Specialist Vicky Cronell with the Palm Beach Office of Equal Business Opportunity to discuss the federal DBE program and opportunities it provides for businesses. More than 50 attendees engaged in discussion and networking, and learned more about the local and federal small business programs offered by both Broward and Palm Beach Counties.

Palm Beach County Department of Airports (cont. from page 1)



OESBD Director Sandy-Michael McDonald engages event

Disadvantaged Business Enterprise Outreach Opportunities

The Department of Airports provides outreach opportunities and hosts workshops throughout the year:

- March 27, 2019- Workshop - Hands-on DBE/ACDBE Certification Assistance
- April 10, 2019- Second Quarter Airport Projects
- May 16, 2019- Workshop - Small Business Financing
- June 18, 2019- Workshop - Business Plans and Capability Statements
- July 10, 2019- Third Quarter Airport Projects
- August 20, 2019- Workshop - Forming Business Partners and Joint Ventures (Pros and Cons)
- September 20, 2019- 13th Annual BUSINESS MATCHMAKER CONFERENCE AND EXPO
- October 9, 2019- Fourth Quarter Airport Projects

*For additional information, location or directions, contact the Department of Airports at 561-471-7400 or online at pbia.org/business/-business-dbe.

Upcoming Airport Projects and Opportunities

Retail Vending Concession Agreement at the Palm Beach International Airport (PBI) – The Department anticipates issuance of an RFP in May 2019 for a Retail Vending Concession at PBI commencing October 1, 2019, providing for vending machines at the PBI terminal.

ATM Concession Agreement at the Palm Beach International Airport (PBI) – The Department anticipates issuance of an RFP in May 2019 for the ATM Concession at PBI commencing October 1, 2019.

Palm Beach County Glades Airport (PHK) Fuel Farm Improvements (\$1.1M) – This project includes the removal and disposal of the existing underground fuel tanks and replacement with new, above ground fuel tanks and associated fueling systems, along with drainage improvements and security camera installation on the fuel farm at Palm Beach County Glades Airport (PHK).

Palm Beach County Park Airport (LNA) Fuel Farm & Aircraft Wash Rack (\$1.1M) – This project includes the construction of fuel farm and wash rack systems at Palm Beach County Park Airport (LNA), as well as pavement reconstruction of the southern portion of the general aviation west apron pavement in close proximity to the new fuel system and wash rack.

(continued on page 6)

Meet Robert “Geoff” Waite, Engecon Construction, Inc. Equal Business Opportunity Advisory Member, Seat 4

Robert “Geoff” Waite is part owner of Engecon Construction, Inc., which has been in business for over 10 years. Born and raised in Liverpool, England, Geoff has lived in Florida for the past 20 years and has a wealth of experience in the local construction industry. Geoff has served on the Small Business Advisory Board for six years, during which time he served three years as Chairman.



His company, Engecon Construction, Inc., is a multi-discipline company specializing in providing quality construction on time and within budget. They have extensive expertise, in-depth market knowledge and experience to handle any size project within the State of Florida.

Their scope of work include excavation, earthwork, embankment, fill delivery and removal, site preparation, site development, paving, grading, base course, utility and drainage installations, bridge and highway construction, airport construction, canal and levee construction as well as any type of emergency/disaster preparation and clean up.

Engecon can also handle all non-vertical aspects of a project, and they have great relationships with a depth of local subcontractors and suppliers who they are able to call upon as necessary. They self-perform all construction services for specific trades and also use subcontractors.

Engecon Construction, Inc., is a certified Small Business Enterprise with Palm Beach County, the City of West Palm Beach and South Florida Water Management District. They are also a certified Disadvantaged Business with the Florida Department of Transportation.

SBE SPOTLIGHT: Top Shelf Gourmet Pops, Inc.



Top Shelf Gourmet Pops (TSP) is a beverage catering and concessions company founded in Riviera Beach in 2014. They are most known for their fresh fruit popsicles, herb-infused lemonade and smoothie happy hour! Most recently, Top Shelf Gourmet Pops was featured during the Super Bowl LIV Informational hosted by the Miami Super Bowl Host Committee and the Palm Beach County Sports and Tourism Commission. They were selected to cater beverages and frozen treats for all event guests. TSP was also selected to feature their gourmet pops during the inaugural spring training season at The Ball Park of the Palm Beaches in 2017. Their most asked about pop flavors are: Watermelon Lemonade and the Triple Berry Blast! TSP also enjoys catering the most delicious lemonade bar in town! Their fresh squeezed lemonade comes with a burst of flavor from herbs and spices. The Blueberry Mint Lemonade and Basil Lemonade are the fans' favorite! The lemonade base is blended with fresh ingredients and garnished to perfection. Smoothie Happy Hour features smoothies from their signature 3 bases: citrus, greens or berries. Their Smoothie Happy Hour is perfect for employee appreciations and incentives for wellness programs!



Ashley Walker started operating concession stands, in middle school, while volunteering with the Riviera Beach Parks and Recreation Department. Community service is the key component to her business success. Ashley has been dedicated to building great relationships with community leaders, professional and entrepreneurs. She enjoys serving her frozen treats and lemonade at youth athletic events, parades, National Night Out and Trunk or Treat events. Top Shelf Gourmet Pops received MWBE certification with the Palm Beach County Office of Small Business Assistance in 2017 and was named the "Rising Star" business of the year! She was featured during Small Business Week, as she catered gourmet lemonade and spoke to new business leaders about her entrepreneurial journey.



Top Shelf Gourmet Pops is a small, family operated company that looks forward to growth and expansion. They have recently expanded their catering menu to add healthy juices, soups, salad and sandwiches with hopes of activating a storefront in Riviera Beach. They enjoy partnering with firms who have health and wellness initiatives, catering and food concession opportunities. They strive to create safe spaces for individuals to relate and focus on their commonalities rather than their differences. They just happen to use a popsicle to do it!



Palm Beach County Department of Airports (cont. from page 3)

North Palm Beach County GA Airport (F45) Perimeter Fence Improvements (\$1.1M) – This project includes the construction of security fencing around the airfield at North Palm Beach County GA Airport (F45) in order to increase the physical security of the airport and mitigate wildlife activity within the airport operations area.

Palm Beach International Airport (PBI) Northeast Airfield Improvements Project (\$28.0M) – This project includes the rehabilitation, reconstruction and/or realignment of various pavement sections in the northeast corner of the airfield at Palm Beach International Airport (PBI). The project includes the following elements: Concourse C (east side) apron taxiway rehabilitation and reconstruction, east remote ramp rehabilitation and reconstruction, Taxiway G (new Taxiway C6) reconstruction, demolition of Taxiways D and H and construction of new Taxiway C7, Taxiway M rehabilitation, Taxiway M drainage canal replacement with a box culvert, Taxiway G realignment and Taxiway C rehabilitation.

Palm Beach International Airport (PBI) Northeast Airfield Improvements Project (\$28.0M) – This project includes the rehabilitation, reconstruction and/or realignment of various pavement sections in the northeast corner of the airfield at Palm Beach International Airport (PBI). The project includes the following elements: Concourse C (east side) apron taxiway rehabilitation and reconstruction, east remote ramp rehabilitation and reconstruction, Taxiway G (new Taxiway C6) reconstruction, demolition of Taxiways D and H and construction of new Taxiway C7, Taxiway M rehabilitation, Taxiway M drainage canal replacement with a box culvert, Taxiway G realignment and Taxiway C rehabilitation.

LNA Part 150 Noise Compatibility Study (\$300,000) – This project includes the development of Noise Exposure Maps (NEM) for the existing and future conditions at Palm Beach County Park Airport (LNA), and the development of a Noise Compatibility Plan (NCP). As part of the effort, there will also be a comprehensive stakeholder participation program, including a technical advisory committee, public meetings and a community outreach program.

LNA West Apron Rehabilitation (\$1.5M) – This project provides for the pavement rehabilitation of the western-most portion of the aircraft parking apron at Palm Beach County Park Airport (LNA).

PBI Interior Airfield Service Roadway (\$1.0M) - This project includes the construction of an extension of the inner airfield service road on the south side of Palm Beach International Airport (PBI), in an effort to provide a vehicular roadway connection between the Golfview Development Area in the northwest corner of the airfield, with the south side general aviation (GA) facilities.

PHK Runway & Taxiway Rehabilitation (\$2.0M) - This project provides for the rehabilitation of Runway 18 -36 and its associated taxiway connectors, as well as the removal and realignment of Taxiway D to meet current design standards at Palm Beach County Glades Airport (PHK).

*All open and upcoming bids and requests for proposals can be found: <http://www.pbia.org/business/bids/>



What's Happening

| <u>DATE</u> | <u>TIME</u> | <u>EVENT</u> |
|---------------------|------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------|
| April 18 | 10:00 am - 11:00 am 3:00 pm - 4:00 pm | OEBO Program Training - Construction Industry Conference Room 2N123 50 S. Military Trail, WPB |
| April 23 | 10:00 am - 11:00 am 3:00 pm - 4:00 pm | OEBO Program Training - CCNA Professional Services Conference Room 2N123 50 S. Military Trail, WPB |
| April 24 | 10:00 am - 11:00 am 3:00 pm - 4:00 pm | OEBO Program Training - Goods and Services Conference Room 2N123 50 S. Military Trail, WPB |
| May 2 | 10:00 am - 11:00 am 3:00 pm - 4:00 pm | OEBO Program Training - All Industries Conference Room 2N123 50 S. Military Trail, WPB |
| May 6 | 5:30 pm - 7:30 pm | Meet and Greet with PBC Departments Vista Center Zoning Chambers 2300 N. Jog Road, WPB |
| May 7 | 11:30 am - 1:30 pm | Lunch & Learn - "Doing Business with Palm Beach County" 50 S. Military Trail, Suite 2N123, WPB |
| May 8 | 5:30 pm - 7:30 pm | Business Development with Lynne Olius, Transform Coaching And Consulting, Inc. Vista Center Zoning Chambers 2300 N. Jog Road, WPB |
| May 9 | 11:30 am - 1:30 pm | Lunch & Learn - Small Business Bootcamp: "Beyond the Elevator" 50 S. Military Trail, Suite 2N123, WPB |
| June 4 , 11, 18, 25 | 8:00 am - 4:00 pm | Construction Management Development Program Solid Waste Authority Lantana Transfer Station Multipurpose Building 1810 Lantana Road, Lantana |

Become Pre-Qualified!!!

Pre-qualification contracts are a great opportunity for new or existing vendors to bid smaller projects in order to become familiar with the County's processes and to establish a solid working relationship with the County!

A pre-qualification contract is a contract that includes minimum qualifications (e.g. references, licenses, experience, etc.) required from the vendor in order for them to become pre-qualified on a contract for goods and/or services where two or more qualified vendors compete for specific projects. The County will add Vendors to the pre-qualification contract at any time as long as the vendor meets the minimum qualifications stated in the pre-qualification package. Purchases solicited through a pre-qualification contract are generally under \$100,000.

Palm Beach County's Purchasing Department has an assortment of pre-qualification contracts available for a variety of different services that are utilized by multiple departments within Palm Beach County. Below is a list of some of the pre-qualification contracts available that can be found at <https://pbcvssp.co.palm-beach.fl.us/webapp/vssp/AltSelfService>:

- Painting Services
- Pressure Cleaning Services
- Window and Glass Surface Cleaning Services
- Window/Door, Glass, Repair and Replacement Services
- Window Treatments, Repair, Replace and/or Installation Services
- Moving Services
- Caulking, Sealing & Patching Services
- Fuel System Equipment Repair Services
- Auto Body Repair and Painting Services
- Electrical Supplies and Equipment, Purchase Of
- Lumber, Purchase Of

Suggestion: Since there can be many solicitations advertised at one time, an easy way to find the above solicitations is to type a word ("Painting", Pressure Cleaning", etc.) in the Keyword Search tab to locate the solicitation faster with less selections to scroll through.

Keyword Search :

Go

Welcome Small/Minority/Women Business Enterprises!

S/M/WBE Firms Certified or Recertified between January 1 and March 31, 2019

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| <p>All American Asphalt, LLC George Stevens 561-684-9183 allamericanasph@aol.com</p> | SBE* | <ul style="list-style-type: none"> ▪ Maintenance and Repair, Parking Lot and Alley ▪ Maintenance and Repair, Sidewalk and Driveway (Including Removal) ▪ Maintenance and Repair, Street (Major and Residential) ▪ Paving/Resurfacing, Alley and Parking Lot ▪ Paving/Resurfacing, Street (Major and Residential) ▪ Pavement Marking Services (Including Removal of Markings) |
| <p>Audio Video Systems, Inc. Angela Barnard 561-686-4473 angela@securitybyavs.com</p> | S/WBE | <ul style="list-style-type: none"> ▪ Audio Equipment and Accessories, Television Microphones, Mixers, and Amplifiers ▪ Video and Audio Systems, Accessories and Parts, Closed Circuit TV, Including Surveillance Type ▪ Audio-Visual Equipment Maintenance and Repair |
| <p>Brown & Phillips, Inc. Anthony Brown 561-615-3988 tony@brown-phillips.com</p> | S/MBE Black | <ul style="list-style-type: none"> ▪ Surveyor Services, Land ▪ Mapping & Geographical Information Systems (GIS) Services |
| <p>Complete Contract Consulting, LLC Sharna Barnes 561-404-7365 sbarnes@completecontractconsulting.com</p> | S/M/WBE* Black | <ul style="list-style-type: none"> ▪ Administrative Consulting ▪ Business Consulting, Large ▪ Management Consulting ▪ Minority and Small Business Consulting ▪ Grant Writing Services ▪ Administrative Services, All Kinds (Incl. Clerical, Secretarial) |
| <p>CRL Media, LLC Claudia Levy 561-855-2144 info@crimediaadvertising.com</p> | W/M/WBE Hispanic | <ul style="list-style-type: none"> ▪ Advertising/Public Relations (Incl. Skywriting) ▪ Strategic Planning and Consulting ▪ Social Media Management Services ▪ Marketing Services, Including Distribution, Public Opinion Surveys, Research, Sales Promotions, etc. |
| <p>D & W Tires Direct, LLC Tina White 561-766-2543 tinabrilliantminds@comcast.net</p> | S/M/WBE* Black | <ul style="list-style-type: none"> ▪ Tires and Tubes, Passenger Vehicles ▪ Tires and Tubes, Light Trucks ▪ Tires and Tubes, Medium Truck and Bus ▪ Recycled Tires and Tubes |
| <p>Dakim, Inc. d/b/a Print-It Plus David Leland 561-790-0884 david@printitplus.com</p> | SBE | <ul style="list-style-type: none"> ▪ Business Cards Printed ▪ Desktop Publishing Services ▪ Digital Imaging Services ▪ Digital Printing ▪ Digital Publishing ▪ Digital Scanning from 35 mm Negatives or Slides ▪ Digital Scanning Services ▪ Envelope and Mailer Printing ▪ Film and Slide Processing, Duplicating and Touch Up Services ▪ Forms Printing (Not Continuous) ▪ Image Processing and Conversion Services ▪ Letterheads Printed Offset Printing, Books, Perfect Bound (Quan. up to 10,000); 4 Color Process Acceptable: College Catalogues, Telephone Books, etc. ; 96658 Offset Printing, General, Large Press Work (Quan. up to 100,000); One or More Colors, No 4 Color Processes or Close Registration Required, Finished Offset Printing, General, Large Production Runs on Large or Web Press (Quan. Over 100,000), One or More Colors, No 4 Color Processes or Close Registration; 96661 Offset Printing, Large Production Runs (Quan. over 100,000); 4 color process or close registration required; 96660 Offset Printing, Large Production Runs (Quant. up to \$100,000); 4 Color Process or Close Registration Required |



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| <p>Dakim, Inc. d/b/a Print-It Plus, (con't) David Leland 561-790-0884 david@printitplus.com</p> | <p>SBE</p> | <ul style="list-style-type: none"> ▪ Optical Scanning Services ▪ Photographic Prints from Digital Files ▪ Printing, Digital File Output, Produced from a Photoshot Compatible File, Version 3.0 or Later |
| <p>Dennis J. Leavy & Associates, Inc. Dennis Leavy 561-753-0650 djlassc@bellsouth.net</p> | <p>SBE</p> | <ul style="list-style-type: none"> ▪ Surveyor Services, Land ▪ Mapping and Geographical Information Systems (GIS) Services, Including Cartography and Surveying Services, Not Aerial |
| <p>Designstogo, Inc. Cesar Sanchez 561-432-1313 cesar@designs2go.net</p> | <p>S/MBE* Hispanic</p> | <ul style="list-style-type: none"> ▪ Novelties and Advertising Specialty Products, Including Biodegradable ▪ Souvenirs: Promotional, Advertising, etc. ▪ Fabric Designs (Silk Screen, etc.) ▪ Posters and Prints (Not Originals) ▪ BADGES, AWARDS, EMBLEMS, NAME TAGS AND PLATES, JEWELRY, ETC. ▪ Badges, Buttons, Emblems, and ID Cards, Celluloid and Plastics: Student, Faculty, Membership, Employee, etc. ▪ Tags, Pet Identification ▪ Trophies, Plaques, Awards, Certificates, etc. (Not Otherwise Classified) ▪ DECALS AND STAMPS ▪ Decals, All Other Types of Transfer, (See 25528 for Screen Printed) ▪ Decals, Heat Transfer ▪ Decals, Pressure Sensitive Adhesive ▪ Decals, Screen Printed ▪ Decals, Water Transfer Type, Cigarette Machines, Doors, Equipment, Vehicles, Windows, etc. ▪ Windshield Decals, Not Numbered ▪ Windshield Decals, Numbered ▪ Identification Pins, Tags, etc. ▪ SIGNS, SIGN MATERIALS, SIGN MAKING EQUIPMENT, AND RELATED SUPPLIES ▪ Letters and Numerals, Sign, Include Logos ▪ Signs, American Disability Act (ADA) ▪ Signs, Electronic Display, Marquee, etc. ▪ Signs, Exit, LED, Lighted, etc. ▪ Signs, Magnetic ▪ Signs, Neon ▪ Signs, Traffic, Solar Powered, LED, Flashing, Programmable ▪ Engraved and Embossed Awards, Bonds, Certificates, Diplomas, Stationary, etc. ▪ Silk Screen Printing ▪ Traffic Sign Installation and/or Removal Services |
| <p>Earthology Raj Kamthe 561-315-1085 Raj.kamthe@earthology.info</p> | <p>S/M/WBE* Asian</p> | <ul style="list-style-type: none"> ▪ Analytical Studies and Surveys (Consulting) ▪ Education and Training Consulting ▪ Environmental Consulting ▪ Lakes, Rivers, and Other Waterway Management Consulting Services ▪ Natural Disasters (Fire, Flood, Wind, Quakes) Consulting ▪ Scientific/Technical Consulting ▪ Urban Planning Consulting ▪ Ecological Services ▪ Ecosystems Development, Management and Protection Services ▪ Environmental Services (Not Otherwise Classified) ▪ Impact Studies, Environmental ▪ Permitting Services, Environmental ▪ Planning and Advisory Services, Environmental |

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| <p>Earthology Raj Kamthe 561-315-1085 Raj.kamthe@earthology.info</p> | <p>S/M/WBE* Asian</p> | <ul style="list-style-type: none"> ▪ Water Pollution Services ▪ Water/Wastewater Conservation Services ▪ Wetland Delineations (Incl. Assessments) ▪ Conservation Services, Forest ▪ Forestry Economic and Marketing Services, Including Forestry Resources Services ▪ Monitoring Services, Disaster Debris and Recovery |
| <p>Eminent by Buera Business Suites Buera Gamble 561-370-9112 info@eminentb.com</p> | <p>S/M/WBE* Black</p> | <ul style="list-style-type: none"> ▪ Sewing, Embroidery, Embossing, and Alteration Services ▪ Office Space Rental or Lease |
| <p>Engenuity Group, Inc. Bradley Jackson 561-655-1151 bjackson@engenuitygroup.com</p> | <p>SBE</p> | <ul style="list-style-type: none"> ▪ Civil Engineering ▪ Highways; Streets; Airport Pay-Parking Lots - Engineering ▪ Sanitary Engineering ▪ Surveyor Services, Land ▪ Water Supply, Treatment, and Distribution/Engineering ▪ Mapping & Geographical Information Systems (GIS) Services |
| <p>Express Plaque Trophies and Awards Amy Whalen 561-746-6184 sales@expressplaque.com</p> | <p>S/WBE*</p> | <ul style="list-style-type: none"> ▪ Novelties and Advertising Specialty Products, Including Biodegradable ▪ Souvenir and Prizes: Promotional, Advertising, etc. ▪ Badges, Buttons, Emblems, and ID Cards, Celluloid and Plastic ▪ Card Holders, All Types (See Class 578 for Metal) ▪ Fasteners (For Badges, etc.): Metal, Plastic, etc. ▪ Folders, Presentation ▪ Nameplates, Metal, Adhesive Back ▪ Nameplates, Metal, Nonadhesive ▪ Nameplates, Plastic ▪ Ribbons and Rosettes (Awards) ▪ Recycled Awards, Convention Items, Trophies, etc. ▪ Service Awards, Specialty Type ▪ Trophies, Plaques, Awards, Certificates, etc. ▪ Display, Exhibit, and Promotional Materials ▪ Engraving Services; Awards, Trophies, etc. ▪ Engraved and Embossed Awards, Bonds, Certificates, Diplomas, ▪ Manufacturing Services (Not Otherwise Classified) |
| <p>Greywood Consulting Corp. Lorna Anderson 678-612-2446 Lorna.anderson@greywood.us</p> | <p>S/M/WBE Black</p> | <ul style="list-style-type: none"> ▪ IT Consulting ▪ Management Consulting ▪ Project Management Services |
| <p>GT Supplies, Inc. Todd Roesch 561-881-8101 tr@gtsupplies.com</p> | <p>SBE</p> | <ul style="list-style-type: none"> ▪ Refuse and Garbage Collection/Dumping Equipment, Maintenance and Repair ▪ Hauling Services ▪ Reconditioning and Refurbishing Vehicles |
| <p>Hall Hardware, Inc. Thomas White 561-832-7324 hallhardwareinc@bellsouth.net</p> | <p>SBE*</p> | <ul style="list-style-type: none"> ▪ Abrasives ▪ Acoustical Tile, Insulating Materials, and Supplies ▪ Agricultural Equipment, Implements, and Accessories ▪ Agricultural Equipment and Implement Parts ▪ Appliances and Equipment, Household Type ▪ Bags, Bagging, Ties, and Erosion Sheeting, Etc. ▪ Bricks, Clay, Refractory Materials, Stone, and Tile Products ▪ Brushes ▪ Builder's Supplies ▪ Butcher Shop and Meat Processing Equipment |



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| <p>Hall Hardware, Inc. (con't) Thomas White 561-832-7324 hallhardwareinc@bellsouth.net</p> | SBE* | <ul style="list-style-type: none"> ▪ Cleaning Compositions, Detergents, Solvents, and Strippers - Prepackaged ▪ Clocks, Watches, Timepieces, Jewelry and Precious Stones ▪ Cutlery, Cookware, Dishes, Glassware, Silverware, Utensils, and Supplies ▪ Electrical Cable and Wire, Not Electronic ▪ Electrical Equipment and Supplies, Except Cable and Wire ▪ Electronic Equipment, Components, Parts, and Accessories ▪ Engineering and Architectural Equipment, Surveying Equipment, Drawing Instruments, and Supplies ▪ Epoxy Based Formulations For Adhesives, Coatings, and Related Agents ▪ Fasteners: Bolts, Nuts, Pins, Rivets, Screws, Etc., Including Packaging, Strapping and TV Equipment and Supplies ▪ Fencing ▪ Fertilizers and Soil Conditioners ▪ First Aid and Safety Equipment and Supplies, Except Nuclear and Welding ▪ Flags, Flag Poles, Banners, and Accessories ▪ Floor Covering, Floor Covering Installation and Removal Equipment, and Supplies ▪ Fuel, Oil, Grease and Lubricants ▪ Furniture: Office ▪ Glass and Glazing Supplies ▪ Hand Tools, Powered and Non-Powered, Including Accessories and Supplies ▪ Hardware and Related Items ▪ Hose, Accessories, and Supplies: Industrial, Commercial, and Garden ▪ Welding and Brazing Tools, Including Plasma Cutters |
| <p>Hitech Coatings, Inc. Dave Harvey 561-662-6421 sprayliner@gmail.com</p> | SBE | <ul style="list-style-type: none"> ▪ Truck Bed Liners ▪ Coatings, Protective (For Masonry Including Concrete Floor) ▪ Coatings, Protective (For Metal) ▪ Coatings, Protective (For Wood) ▪ Coatings, Special, Abrasion and Chemical Resistant ▪ Coatings, Masonry (For Brick, Cinder Block, Concrete, etc.) ▪ Coatings, Protective, Polyurethane, etc. ▪ Coatings, Protective, High Performance, Polyureas and Polyas ▪ Coatings, Masonry (For Brick, Cinder Block, Concrete, etc.) ▪ Coatings, Protective, Polyurethane, etc. ▪ Cleaning Services, Steam and Pressure |
| <p>Hillers Electrical Engineering, Inc. Paul Hillers 561-451-9165 phillers@hillersee.com</p> | S/MBE Asian | <ul style="list-style-type: none"> ▪ Engineering Services, Non-Licensed (Not Otherwise Classified), Including Consulting ▪ Programming Services, Computer (Including Mobile Device Applications) ▪ System Implementation and Engineering Services ▪ Control Systems Engineering ▪ Electrical Engineering (Incl. Cogeneration Design Services) ▪ Instrumentation/Engineering ▪ Value Engineering and Value Analysis Services, Professional ▪ Inspection Services, Construction Type ▪ Inspection Services, Electrical Instrumentation and Control |
| <p>K-F Group, Inc. Hian Kor 561-793-0605 hkor@k-fgroup.com</p> | S/MBE Asian | <ul style="list-style-type: none"> ▪ Urban Planning Consulting ▪ Civil Engineering ▪ Engineering Services (Not Otherwise Classified) ▪ Highways; Streets; Airport Pay-Parking Lots - Engineering ▪ Sanitary Engineering ▪ Water Supply, Treatment, and Distribution/Engineering ▪ Traffic Studies and Analysis Services ▪ Water Supply Analysis, Infrastructure Analysis, Water Quality |

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| <p>Kathy A. Robinson d/b/a Bird's Eye View Kathy A. Robinson 561-732-3250 beyeview@aol.com</p> | S/WBE | <ul style="list-style-type: none"> ▪ Aerial Photography ▪ Aerial Surveys and Mapping Services ▪ Audio Recording ▪ Video Recording |
| <p>Mack & Son, LLC Sylvester McKinon 561-845-0717 mackandson@comcast.net</p> | S/MBE* Black | <ul style="list-style-type: none"> ▪ Clearing and Grubbing Services ▪ Demolition Services ▪ Excavation Services ▪ Hauling Services ▪ Debris/Recycling Material Hauling Services ▪ Tree and Shrub Removal Services ▪ Grounds Maintenance: Mowing, Edging, Plant (Not Tree) Trimming ▪ Tree Trimming and Pruning Services |
| <p>Mosner Diesel Solutions, LLC Ronald Davis 561-939-8288 rdavis@mosnargroup.net</p> | S/MBE* Black | <ul style="list-style-type: none"> ▪ Alternative Fuels (Not Otherwise Classified) ▪ Fuel Additives, Extenders, Octane Enhancers, etc. |
| <p>Parsa Corporation, Inc. Hesam Sadi 305-968-0888 h.sadi@parsacorp.net</p> | SBE* | <ul style="list-style-type: none"> ▪ Construction Management Services |
| <p>Rosso Site Development, Inc. Blair Rosso Simpson 561-689-0889 bsimpson@rossositedevelopment.com</p> | SBE | <ul style="list-style-type: none"> ▪ Clearing and Grubbing Services ▪ Construction, General: Backfill Services, Digging, Ditching, Road Grading, Rock Stabilization, etc. ▪ Excavation Services ▪ Construction, Curb and Gutter, Including Maintenance, Repair, and Removal Services ▪ Construction, Sidewalk and Driveway, Including Pedestrian and Handicap Ramps ▪ Maintenance and Repair: Airport Roadway, Runway and Taxiway ▪ Maintenance and Repair, Sidewalk and Driveway, Including Removal ▪ Paving and Resurfacing, Alley and Parking Lot ▪ Paving and Resurfacing, Streets, Major and Residential |
| <p>Sasser's Glass Works, Inc. Jeffrey Sasser 561-833-8495 sofies@sasserglass.com</p> | SBE | <ul style="list-style-type: none"> ▪ Glass and Glazing |
| <p>Seminole Supply Co., Inc. of Belle Glade Stephen Weeks 561-996-2041 matt@seminolesupply.com</p> | SBE | <ul style="list-style-type: none"> ▪ Adhesives, Bonding Agents and Cement Antifreeze ▪ Casement Window Hardware: Latches, Operators, and Handles ▪ Cement, Concrete, Lime and Plaster Mixes, Retarder and Setting Compounds, Sacked, LTL Quantities ▪ Cement, Quick Setting, Sacked ▪ Doors, Aluminum and Glass, All Types ▪ Doors and Components, Fiberglass ▪ Doors, Frames, and Jambs, Steel ▪ Doors, Frames, and Jambs, Wood ▪ Dowels, and Rods, Wood ▪ Grout, Drywall ▪ Lath, Metal ▪ Lath, Wood ▪ Logs, Building ▪ Moldings, Strips, Stops, Rounds, etc.: Wood ▪ Non-Corrosive Doors and Components ▪ Storm Doors and Windows |



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| <p>Seminole Supply Co., Inc. of Belle Glade Stephen Weeks 561-996-2041 matt@seminolesupply.com</p> | SBE | <ul style="list-style-type: none"> ▪ Ties, Wall and Rafter (Not Concrete Form) ▪ Transoms, Door/Window ▪ Windows, Frames, and Sashes, Aluminum ▪ Adhesives and Sealants (Not Otherwise Classified) ▪ Adhesives: Rubber and Silicone ▪ Adhesives: Glue and Glue Guns, Gum, Paste, etc. ▪ Baling Wire and Ties ▪ Batteries, Dry Cell, Except Communications Radio and Electronic ▪ Battery Chargers ▪ Cans, Safety: Gasoline, Kerosene, Oil, etc. ▪ Chain Hooks, Links, Cold Shuts, Shackles, Slips, etc. ▪ Chain, All Types: Coil, Link, Machine, Sash, Tow, Weldless, etc. ▪ Cords and Ropes Including Accessories: Cotton, Manila, Nylon ▪ Cords, Power, Electrical ▪ Drawer Glides, Rollers, Tracks, etc. ▪ Garbage Cans, Containers and Racks ▪ Hasps, Hinges, Hooks, Knobs, Latches, Pulls, Shelf Brackets, ▪ Hardware and Related Items (Not Otherwise Classified) ▪ Ice Chests, Portable, Thermos Bottles, etc. ▪ Ladders, Fiberglass, All Types (See Class 340 for Fire Ladders) ▪ Ladders, Metal, All Types (See Class 340 for Fire Ladders) ▪ Ladders, Wood, All Types (See Class 340 for Fire Ladders) ▪ Ladders, Extension, (See Class 340 for Fire Ladders) ▪ Loadbinders and Tie Downs ▪ Locks, Key Blanks, and Locksmith Tools (Including Time Locks) ▪ Mailboxes and Supports ▪ Nails, Brads, Concrete Nails, Masonry Nails, Spikes, Staples ▪ Pails, Buckets, Tubs, etc. ▪ Wire and Accessories, Clothesline ▪ Wheelbarrows |
| <p>Sod Unlimited, Inc. Willie Johnson 561-441-1959 sodunlimited@yahoo.com</p> | S/MBE* Black | <ul style="list-style-type: none"> ▪ Grounds Maintenance: Mowing, Edging, Plant (Not Tree) Trimming ▪ Tree Trimming and Pruning Services |
| <p>Spotless Professional Cleaning, LLC Torna Scott 305-984-5481 leishascott@gmail.com</p> | S/M/WBE * Black | <ul style="list-style-type: none"> ▪ Janitorial/Custodial Services ▪ Janitorial Management Services |
| <p>Thompson & Associates, Inc. Civil Engineering James Thompson 561-932-3368 jim@thompson-inc.com</p> | SBE | <ul style="list-style-type: none"> ▪ Civil Engineering ▪ Environmental Engineering ▪ Highways; Streets; Airport Pay-Parking Lots - Engineering ▪ Waste Water Treatment Engineering ▪ Water Supply, Treatment, and Distribution/Engineering |

Index

- SBE = Small Business Enterprise
- WBE = Woman Business Enterprise
- MBE = Minority Business Enterprise
- * Newly Certified

Resources for Your Business

| AGENCY | SERVICES PROVIDED | PHONE | WEBSITE |
|------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|--------------------------------------------------------------------------------------------------------------|
| Center For Enterprise Opportunity (CEO) Formerly Business Loan Fund Of The Palm Beaches | Entrepreneurial institute program that provides easy access to in-house general and specific subject matter experts at low or no cost to the business customer. Areas of expertise include, but are not limited to, accounting, business management, business development, relationship marketing, branding, customer service, business structuring and strategy. | 561.478.2337 | www.ceoventures.org |
| Florida Department Of Business And Professional Regulation (DBPR) | Licensing and regulating businesses and professionals in the State of Florida, such as cosmetologists, veterinarians, real estate agents and pari-mutuel wagering facilities. | 850.487.1395 | www.Myfloridalicense.com/dbpr |
| Florida Department Of Agriculture And Consumer Services | Licensing for security firms, plant/agriculture industry, food industry, etc. | 800.435.7352 | www.freshfromflorida.com |
| Florida Department Of Revenue | General tax administration and property tax oversight. | 800.352.3671 | www.Dor.myflorida.com |
| Global Business Development Center | Business coaching and workshops, leadership sales and service training, virtual office and administrative services | 561.894.4500 | www.globalbusinessdevelopmentcenter.com |
| Paragon FL | Paragon services include, but are not limited to, financial assistance, tools, support and advocacy for businesses from underserved communities. | 561.282.1888 | www.paragonfl.org |
| PBC Consumer Affairs | Investigate, negotiate, and mediate consumer complaints against businesses with a goal of avoiding any future conflicts and misunderstandings. We protect consumers and businesses from unlawful, deceptive and unfair trade practices by the enforcement of existing ordinance laws and regulations. | 561.712.6600 | www.pbcgov.com/publicsafety/consumeraffairs |
| PBC Engineering and Public Works | Roadside Vendor Permits, Certificates of Competency for Specialty Trades, Contractor Certification, etc. | 561.233.5000 | www.pbcgov.com/engineering |
| PBC Department Of Economic Sustainability | Bonds, Grants, Loans, Taxes, Program Coordination, etc. | 561.233.3600 | www.pbcgov.com/des |
| PBC Tax Collector | Business Tax Receipts (Previously named Occupational License). | 561.355.2264 | www.pbctax.com |
| SCORE | Small business advice, business mentoring, resource tools, templates, etc. | 561.833.1672 | www.score.org |
| Small Business Development Center (SBDC) at Florida Atlantic University | Assist small businesses with financial, marketing, production, organization, engineering and technical problems and feasibility studies. Special SBDC programs and economic development activities include international trade assistance, technical assistance, procurement assistance, venture capital formation and rural development. | 954.762.5235 | https://sbdc.fau.edu |
| TED Center | Technical support, information technology, real estate development, training, business networking and access to funding. | 561.265.3790 | www.tedcenter.org |

Office of Equal Business Opportunity
50 S. Military Trail, Suite 202
West Palm Beach, FL 33415
Phone: 561-616-6840



www.pbcgov.com/oebo



**Palm Beach County
Board of County Commissioners**

Mack Bernard, Mayor
Dave Kerner, Vice Mayor
Hal R. Valeche
Gregg K. Weiss
Robert S. Weinroth
Mary Lou Berger
Melissa McKinlay

County Administrator
Verdenia C. Baker

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SMALL BUSINESS DEVELOPMENT SPECIALIST II, DEIRDRE D. KYLE

Deirdre Kyle has over 30 years of experience working with small, minority, woman and disadvantaged (S/M/W/D) business programs. Her experience includes:

- Establishing programs including writing policies and procedures and developing processes;
- Evaluating programs' efficacy;
- Managing programs to ensure compliance with policies and procedures and increasing S/M/W/DBE participation; and,
- Conducting Disparity Studies for over 60 government agencies, special districts, school districts, colleges and universities.

Deirdre has held several positions in her professional career including:

- Director of Civil Rights and Minority Affairs for the State of Florida Department of Labor and Employment Security;
- Partner with the national consulting firm, MGT Consultants, Inc.;
- Chief Operating Officer for the Jacksonville Transportation Authority; and,
- Owner of D. Wilson Consulting Group, a management consulting firm specializing in Disparity Studies and Contract Compliance.



As a small business owner, Deirdre's company was certified with over 50 state and local agencies as a Small, Minority, Woman and Disadvantaged Business and as an 8(a) contractor with the Small Business Administration. She is a proud graduate of Florida State University. **GO NOLES!!**