



# The Enterprise

The Palm Beach County Board of County Commissioners declared April 30 - May 4, Small Business Week and what a week!



**OSBA Director**

*Tonya Davis Johnson*

We celebrated with approximately 80 new or future small business owners with a week of activities starting Monday with a Kick-Off with our business partners: City of West Palm Beach, School District of Palm Beach County, and the TED Center. In addition, Palm Beach County's Facilities, Development and Operations Department discussed upcoming opportunities.

On Tuesday, PBC's Purchasing Department's Senior Buyer, Kristen Monnett, shared a presentation, "WHERE DID I GO WRONG?" during a Lunch & Learn. Participants learned about the purchasing process and the common mistakes vendors make when submitting bids or proposals to the County.

Wednesday's activity recognized some of our current SBEs:

- **The Ultimate Image Coach (S/M/WBE) - SBE Advocacy**
- **Audio Video Systems, Inc. (S/WBE) - Outstanding Achievement in Successfully Bidding with Palm Beach County BOCC**
- **Banks Cleaning Services, Inc. (S/M/WBE) - Outstanding Achievement in Successfully Bidding with Palm Beach County BOCC**
- **Bravo KB, Inc. (SBE) - Outstanding Achievement in Successfully Bidding with Palm Beach County BOCC**
- **LCA Architecture, Inc. (SBE) - Most Recently Certified SBE**

On Thursday, OSBA presented, Certification 101, a training session which presented the ways to acquire SBE certification and described the services provided by OSBA to certified SBEs. We wrapped up on Friday with a Small Business boot camp reflecting on what was presented during the week and ended with a game of Kahoot! which Ms. Nickesha Brown won!



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## S/MBE GRADUATE SPOTLIGHT: Lebolo Construction Management, Inc.

Lebolo Construction Management, Inc. (LEBOLO) is a full-service General Contracting and Construction Management Firm headquartered in Boynton Beach. Randy Lebolo established the firm in 2000. Throughout their 18-year history, LEBOLO has successfully delivered many commercial, educational, federal, retail, medical and Class A office projects in the State of Florida. While LEBOLO initially started with two people, the firm currently has 20 employees on board.



LEBOLO is a product of the Office of Small Business Assistance of Palm Beach County. In the beginning, LEBOLO leveraged its SBE and MBE status to perform subcontracting work (i.e., concrete, drywall, painting) for large businesses. Today, the firm has completed projects such as Palm Beach International Raceway (\$12M), SWA Maintenance Building (\$2M), Substance Abuse Facilities (\$19M), plus TSA renovations at both Palm Beach International and Fort Lauderdale-Hollywood International airports.

Their core values of Safety, Integrity, and Accountability drive their daily decision-making and assist them in maintaining their commitment to delivering exceptional projects while maintaining social responsibility. LEBOLO takes responsibility for all processes and services rendered. Clients appreciate their “Open Book” approach and straightforward assessment of costs and timelines. They become an extension of their clients' staff, consistently delivering projects on time and within budget.



2015 SBE Business of the Year

Due to an overwhelming sense of gratitude and appreciation toward the people who have helped him along the way, Randy created the EACOTT LEBOLO PAY IT FORWARD ORGANIZATION. This entity was founded to aid fellow small businesses in their endeavor to become leaders in the South Florida construction industry. Over the past seven years, Randy has mentored five companies under the EACOTT-LEBOLO umbrella.

LEBOLO serves the community by assisting other small businesses in achieving their expansion goals and objectives. In recognition for their efforts, Palm Beach Partners named LEBOLO as the Palm Beach County Matchmaker SBE Business of the Year in 2015. This award honors companies whose supplier and procurement policies are focused on contracting with small and minority/women-owned businesses.

## SBE PROGRAM UPDATE

Over the next several months, the Palm Beach County Office of Small Business Assistance (OSBA) will be hosting a series of meetings to discuss potential modifications to the Small Business Program and the creation of a Minority and Woman Business Program. This is an opportunity for the Palm Beach County business community and County employees to voice their ideas and opinions. The following is a schedule of public meetings for you to participate.

<u>DATE</u>	<u>TIME</u>	<u>EVENT</u>
July 30	5:30 pm - 8:00 pm	SBE, M/WBE, Internal/External Stakeholder Meeting Good & Other Services Review 301 N. Olive Avenue, 6th Floor Chambers
August 14	Noon - 4:00 pm	SBE, M/WBE Program, Internal/External Stakeholder Meeting 559 N. Military Trail
August 21	9:30 am	Board Of County Commissioners Workshop 301 N. Olive Avenue, 6th Floor Chambers
September 18	9:30 am	Review of Public Comments and Finalization of SBE, M/WBE Ordinances and Policy and Procedures Manuals (PPM) 301 N. Olive Avenue, 6th Floor Chambers, West Palm Beach, FL
October 2	9:30 am	Request to approve on preliminary reading and permission to advertise for public hearing on Tuesday, October 16, 2018 an Ordinance establishing the new Equal Business Opportunity Program. 301 N. Olive Avenue, 6th Floor Chambers, West Palm Beach, FL
October 16	9:30 am	Present Ordinance establishing the new Equal Business Opportunity Program for final approval by the Board of County Commissioners 301 N. Olive Avenue, 6th Floor Chambers, West Palm Beach, FL
		
September 21	8:00 am - 6:00 pm	Palm Beach Partners Matchmaker Conference Innovate, Motivate: Focus on Success Kravis Center for the Performing Arts
September 26	2:00 pm - 3:00 pm	OSBA/SBDC Bids and Business Presentation Summit Branch Library, 3650 Summit Blvd.



## Introducing the Department of Engineering and Public Works

The Department of Engineering and Public Works is one of the major contracting departments of Palm Beach County government. The department is divided into five divisions, which awards approximately **\$32 million** in construction and design contracts annually. Below is a brief description of the five divisions:

**Division: Description:**

**Construction Coordination**

- Administers and coordinates the construction of all county projects for thoroughfare roads, bridges, minor street improvements, housing, and community development projects.

**Land Development**

- Reviews construction plans and plats of residential and commercial subdivisions proposed for unincorporated areas of the County for conformance to code.
- Reviews and approves permits for work performed in County Right-of-ways.
- Administers the abandonment process for roads and easements, performs drainage reviews for residential and non-residential projects, and issues base building line waivers.

**Road and Bridge**

- Maintains County-owned roads and bridges, drainage ditches, sidewalks, pathways, and guardrails, and oversees unincorporated County improvements.
- Develops and manages the road resurfacing program: patching potholes, operating county-owned bascule bridges, mowing right-of-ways, maintaining storm drain systems, operates north and south inlet sand transfer pumping stations.

**Roadway Production**

- Administers, coordinates, schedules and monitors the design, right-of-way acquisition, preparation of contract documents, bidding and construction of County’s Five-Year Road Program.
- Manages the Municipal Service Taxing Unit (MSTU) Program, which provides paving and drainage improvements.
- Manages the Consultant Competitive Negotiations Act (CCNA) Program.
- Responsible for bidding, awarding and administering various roadway-related annual design and construction contracts.

**Traffic**

- Provides the safe and efficient movement of traffic on roads under the jurisdiction of Palm Beach County through traffic engineering and designing, installing signalization, pavement markings, and signing.
- Provides input to review process of major road construction projects: land development, site planning and transportation planning.

**Palm Beach County’s Five-Year Road Program projects can be found on the Roadway Production website at: <http://www.pbcgov/engineering/roadwayproduction>**







The Department of Engineering and Public Works' Engineering Action Center assists the public by providing timely information and responses to department-related issues. This action center receives public comments, suggestions, and answers requests for information for roads, bridges, traffic problems, traffic calming, traffic signals, street lighting, pathways, mowing, canal maintenance, and other citizen concerns.

The Engineering Action Center can be contacted by email: [ENG-ActionCenter@pbcgov.org](mailto:ENG-ActionCenter@pbcgov.org) or by phone: (561) 684-4018.

**The Department of Engineering and Public Works typically awards contracts that include the following subcontracting opportunities:**

### Construction

Intersection Improvement Contracts:

- *Potential Subcontract Work:* milling/resurfacing, minor drainage, sidewalks, signalization

Minor Bridge Replacement Contracts

- *Potential Subcontract Work:* bridge, concrete, drainage, earthwork, milling/resurfacing, sidewalks

### Design

Annuals Contracts: Lighting, Civil

- *Potential Subcontract Work:* drainage, environmental assessment, geotechnical, structural, surveying, traffic signalization

5-Year Road Program Line Items

- *Potential Subcontract Work:* drainage, environmental assessment, geotechnical, structural, surveying, traffic signalization

**ATTENDANCE** IS MANDATORY AT ALL PRE-BID MEETINGS FOR CONSULTANT FIRMS  
INTERESTED IN SUBMITTING A PROPOSAL AS A PRIME CONSULTANT  
**MEETING DATES AND TIMES WILL BE POSTED ON WEBSITE**

## Meet Javin Walker, 2SBW & Associates, Inc. Small Business Advisory Board Member, Seat 10

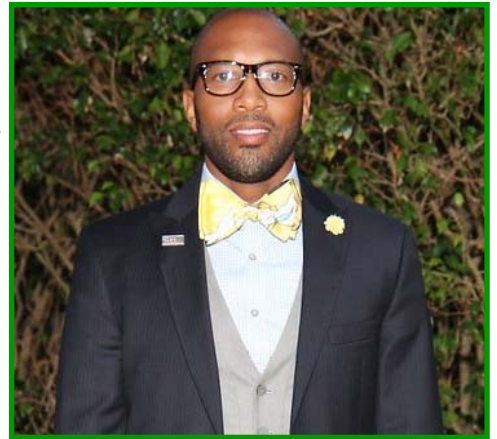
Javin L. Walker is the proud owner of “2” SBW & Associates, Inc., an African American-owned General Contracting and Construction Management firm in Western Palm Beach County. The firm is headquartered in Belle Glade, Florida, and has serviced the tri-city areas of Belle Glade, Pahokee, and South Bay as well as Hendry, Okeechobee and Palm Beach counties since 2007. “2” SBW & Associates, Inc. primarily provides General Contracting and Construction Management services with extended services in residential, commercial, retail and educational K-12 projects.

“2” SBW & Associates, Inc. was established from Mr. Walker’s desire to help people by providing hope for a better tomorrow through construction.

After being reared in an underprivileged, disadvantaged and underdeveloped community over-consumed by blight, dilapidated housing, high unemployment, high crime, high youth delinquency, limited community resources, minimal programs and activities and a wide array of other socioeconomic challenges, it became the desire of Javin L. Walker to create a construction firm that would not only serve as an industry leader in business but would also have a multifaceted positive impact on the community and the residents therein.

Javin L. Walker implemented his vision and built a successful company with the mission of “Building For A Better 2Morrow.” He built “2” SBW & Associates, Inc. on the vision of providing safe, decent and affordable housing for the underprivileged while adhering to “2” SBW & Associates, Inc.’s Four Core Commitments of hiring locally, supporting locally, mentoring youth and advocating for the best interests of everyone. In depth, those commitments included hiring locally to stimulate the local economy of the areas in which “2” SBW & Associates, Inc. received contracts, thus helping to decrease the local crime and unemployment rates. Our commitment to the local community-based programs, activities and initiatives will continue through generous sponsorships to assure that community residents, of all ages, are afforded opportunities that would not otherwise be available. Mr. Walker is dedicated to improving the quality of life of his community--committed to helping decrease youth delinquency through mentoring and providing hope for a better tomorrow.

For over ten years, Javin L. Walker has utilized his platform to honor these commitments by serving as a board member of Career Source of Palm Beach County; Concerned Citizens of South Bay; Palm Beach County Office of Small Business Advisory Committee; Palm Beach County One Cent Sales Tax Advisory Committee; and as a member of the National Association of Minority Contractors; Building Trades Association; Associated General Contractors of America (Florida East Coast Chapter) and Black Village Voice. Additionally, he has continuously co-sponsored annual Back to School events, hosted annual High Five for Success events for tri-city schools, co-sponsored Pink Shirt Day Palm Beach County, sponsored various community-based organizations, businesses and residents, and has hosted various community-based forums and events, all in an effort to Build for a Better “2”Morrow. His firm has received many awards including, but not limited to, the 2017 Inner City Youth Golf “Community Giant,” Palm Beach Matchmaker S/M/WBE of the Year, GIN Shining Star Award, and the FAMBEO Rising Star Award for their proven commitment to building a better 2morrow.



# COMMODITY CODES

## What is a commodity code?

Commodity codes are standard classification codes used to describe the products and services provided by a company.

## National Institute of Government Procurement

The National Institute of Government Procurement (NIGP) developed a descriptive/numeric system for identifying products and services of companies for use by state and local governments. Palm Beach County (County) uses this system for vendor registration, inventory item identification and contract item management. A list of these codes can be found at <http://pbcgov.com/vss>.

The County uses the **5-Digit (Class-Item) Code**. For example: 91000 is categorized as Building Maintenance, Installation and Repair Services and is considered the “general” commodity code. The number scheme under the general commodity code consists of “detailed” codes for that class. 91039 is categorized as Janitorial/Custodial Services. If your company provides janitorial/custodial services, it is recommended that you register for both the general code and the detailed code to ensure you receive notification of *all* advertised solicitations relevant to your business.

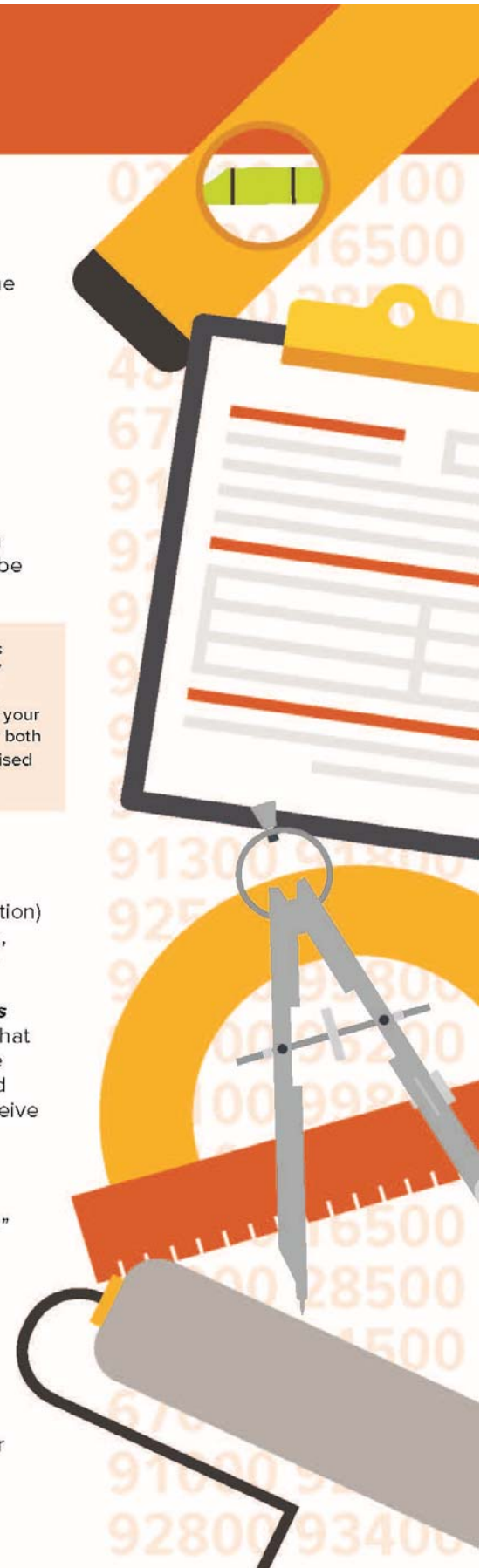
## Why are commodity codes important?

When you register as a County Vendor (or update your existing registration) through the Purchasing Department’s Vendor Self Service (VSS) system, you will be asked to select the commodity codes that best describe the goods and/or services you provide. ***This is very important since the email notifications you receive about County business opportunities are based upon the commodity codes you select.*** The good news is that there is no limit on how many or what type of commodity codes you are able to select. It is all dependent on what type of solicitations you would like to be notified for. This is an excellent way for sub-contractors to receive notification of upcoming construction projects and reach out to prime contractors to establish business relationships.

**Registering** for commodity codes through VSS differs from becoming **certified** for commodity codes through OSBA as there is a “certification” process through OSBA. VSS allows unlimited registration for ANY commodity code your company would like to receive notification for advertised solicitations. For assistance with registering for commodity codes and receiving notification for advertised solicitations, please contact Amanda Ray with any questions you may have.

### Vendor Outreach Contact

**Amanda Ray** FD&O Procurement and Business Development Manager  
(561) 233-2014 | [alray@pbcgov.org](mailto:alray@pbcgov.org)





## SBE Certification and Commodity Codes

The Office of Small Business Assistance (OSBA) utilizes the NIGP commodity codes in order to certify small businesses for the particular goods or services the company is able to provide to the County. It is extremely important to ensure that you are being certified for ALL of the applicable commodity codes that match what your company is able to provide to the County. This will ensure you receive the SBE preference when bidding on projects, goods or services that are for your company's certified commodity codes.

Another reason for ensuring that your company becomes SBE certified for ALL commodity codes that your company is able to provide is that Prime Contractors use OSBA's database as a search mechanism

to view potential sub-contractor(s) or suppliers for County projects. This is a great way to build prime/sub-contractor business relationships! Also, County Departments are required to contact SBEs for small purchases, less than \$5,000, and County Departments use OSBA's database

to search for SBEs by commodity code who can provide the needed good or service.

For assistance with registering as a certified SBE and choosing the applicable commodity codes, please contact Angie Whitaker with any questions you may have.

**Office of Small Business Assistance (OSBA)**  
**Angie Whitaker**  
**Small Business Development Specialist**  
**(561) 616-6840**  
**awhitake@pbcgov.org**



**Palm Beach County**  
**Board of County Commissioners**  
**Facilities Development & Operations**  
 2633 Vista Parkway  
 West Palm Beach, FL 33411

## Frequently Used Commodity Codes

Below are some of Facilities Development and Operations (FDO) Department's frequently used commodity codes:

### Commodity Codes relevant to non-construction related goods or services

- 03100 Air Conditioning, Heating and Ventilation Equipment
- 07100 Automobiles, School Buses, SUVs, and Vans
- 15000 Builder Supplies
- 16500 Cafeteria and Kitchen Equipment, Commercial
- 20000 Clothing: Athletic, Casual, Dress, Uniform, Weather and Work Related
- 28500 Electrical Equipment and Supplies
- 48500 Janitorial Supplies
- 51500 Lawn Maintenance Equipment and Accessories
- 67000 Plumbing Equipment, Fixtures and Supplies
- 88000 Visual Education Equipment and Supplies
- 91000 Building Maintenance, Installation and Repair Services
- 92600 Environmental and Ecological Services
- 92800 Equipment Maintenance and Repair Services for Automobiles, Trucks, Trailers, Transit Buses and Other Vehicles
- 93400 Equipment Maintenance and Repair Services for Laundry, Lawn, Painting, Plumbing, and Spraying Equipment
- 93600 Equipment Maintenance and Repair Services for General Equipment
- 98800 Roadside, Grounds, Recreational and Parks Area Services
- 99000 Security, Fire, Safety, and Emergency Services

### Commodity Codes relevant to construction contractors and design professionals

- 90600 Architectural Services, Professional
- 90700 Architectural and Engineering Services, Non-Professional
- 90900 Building Construction Services, New (Incl. Maintenance and Repair Services)
- 91000 Building Maintenance, Installation And Repair Services
- 91200 Construction Services, General (Incl. Maintenance and Repair Services)
- 91300 Construction Services, Heavy (Incl. Maintenance and Repair Services)
- 91800 Consulting Services
- 92500 Engineering Services, Professional
- 92900 Equipment Maintenance and Repair Services for Agricultural, Construction, Heavy Industrial, Equipment
- 94600 Financial Services
- 95800 Management Services
- 96100 Miscellaneous Services, No. 1 (Not Otherwise Classified)
- 96200 Miscellaneous Services, No. 2 (Not Otherwise Classified)
- 97100 Real Property Rental Or Lease
- 99800 Sale of Surplus and Obsolete Items



# Welcome Small Business Enterprises!

SBE Firms Certified or Recertified between April 1 and June 30, 2018

<p>A &amp; D Valentin Home Renovations, Inc. Damaris Valentin 561-880-8074 <a href="mailto:dee@valentinbuilders.com">dee@valentinbuilders.com</a></p>	<p>S/MBE Hispanic</p>	<ul style="list-style-type: none"> <li>• Kitchen and Bathroom Fixture Repair (Not Plumbing): Bathtubs, Sinks, Cabinets, Countertops, etc.</li> <li>• Painting, Maintenance and Repair Services, Including Caulking</li> <li>• Plumbing Maintenance and Repair Services: Pressure Tapping Services, Pipe Freezes, Toilets, etc.</li> <li>• Wall and Ceiling Maintenance, Repair and Replacement Services, Including Dry walling</li> <li>• Plumbing</li> <li>• Plumbing Equipment and Fixtures Maintenance and Repair</li> </ul>
<p>A. L. Jackson &amp; Company, P.A. Anthony L. Jackson Cyrpianna L. Jackson 561-642-4199 <a href="mailto:alj@aljacksonco.com">alj@aljacksonco.com</a></p>	<p>S/MBE Black</p>	<ul style="list-style-type: none"> <li>• Accounting, Auditing, Budget Consulting</li> <li>• Business Consulting</li> <li>• Financial and Economic Consulting</li> <li>• IT Consulting Services (Not Otherwise Classified)</li> <li>• Management Consulting</li> </ul>
<p>ARI Mortgage Loan Servicing, LLC d/b/a ARI Mortgage Melissa L. Nash 561-697-4911 <a href="mailto:mnash@armortgage.com">mnash@armortgage.com</a></p>	<p>S/WBE</p>	<ul style="list-style-type: none"> <li>• Loan Administration</li> </ul>
<p>Ad Therapy, Inc. d/b/a Ryan Williams's Agency Valerie Staggs 561-588-6336 <a href="mailto:Valerie@rwads.com">Valerie@rwads.com</a></p>	<p>S/WBE</p>	<ul style="list-style-type: none"> <li>• Advertising Agency Services</li> <li>• Web Page Design, Maintenance and Management Services</li> <li>• Marketing Service, Including Distribution, Public Opinion Surveys, Research, Sales Promotions, etc.</li> <li>• Graphic Design Services for Printing</li> </ul>
<p>Adams Consulting Group, Inc. Pamela Adams 954-764-8500 <a href="mailto:padams@adamsconsulting.biz">padams@adamsconsulting.biz</a></p>	<p>S/M/WBE Black</p>	<ul style="list-style-type: none"> <li>• Business Consulting</li> <li>• Business Management Services</li> <li>• Business Plan Development Services</li> <li>• Business Research Services</li> <li>• Minority, Women, Veterans and Small Business Consulting</li> </ul>
<p>All Gold Standard Janitorial Services, LLC Luis Guzma 561-594-5040 <a href="mailto:luis@goldstandardjan.com">luis@goldstandardjan.com</a></p>	<p>S/MBE Hispanic</p>	<ul style="list-style-type: none"> <li>• Carpet Cleaning, Dyeing, Installation and Repair</li> <li>• Floor Maintenance and Repair to include Refinishing and Sealing</li> <li>• Janitorial and Custodial Services</li> </ul>
<p>All Lake Electrical Contractors, Inc. Dale Bledsoe 561-992-4405 <a href="mailto:alllake4405@aol.com">alllake4405@aol.com</a></p>	<p>SBE</p>	<ul style="list-style-type: none"> <li>• Wiring and Other Electrical Maintenance and Repair Services</li> <li>• Electrical</li> </ul>
<p>All Paving, Inc. Daren Daly 954-688-9600 <a href="mailto:daren@allpaving.com">daren@allpaving.com</a></p>	<p>SBE</p>	<ul style="list-style-type: none"> <li>• Construction, Sidewalk and Driveway (Includes Pedestrian and Handicap Ramps)</li> <li>• Maintenance and Repair, Highway and Road (to include the removal of asphalt, concrete, bitumens, etc.)</li> <li>• Maintenance and Repair, Parking Lot and Alley</li> <li>• Maintenance and Repair, Sidewalk and Driveway (Including Removal)</li> <li>• Paving/Resurfacing, Alley and Parking Lot</li> <li>• Paving/Resurfacing, Highway &amp; Road</li> <li>• Paving/Resurfacing, Street (Major and Residential)</li> </ul>
<p>Alpha Printing and Promotional Products, Inc. Rick Leipzig 561-923-9106 <a href="mailto:rleipzig@aol.com">rleipzig@aol.com</a></p>	<p>SBE</p>	<ul style="list-style-type: none"> <li>• Novelties, Promotional and Specialty Products, Including Biodegradable</li> <li>• Souvenirs and Prizes: Promotional, Advertising, etc.</li> <li>• Display, Exhibit, And Promotional Materials</li> </ul>
<p>Antonio J. Grau, CPA, P.A. Antonio Grau 561-994-9299 <a href="mailto:tony@graucpa.com">tony@graucpa.com</a></p>	<p>S/MBE Hispanic</p>	<ul style="list-style-type: none"> <li>• Certified Public Accountant (CPA) Services</li> </ul>

<p>Asante Architects, LLC                  Juliette L. Schiff                  561-349-5151  <a href="mailto:julie@asantearchitects.com">julie@asantearchitects.com</a></p>	<p>S/WBE</p>	<ul style="list-style-type: none"> <li>• Architectural Consulting</li> <li>• Architectural Services, Professional</li> <li>• Buildings, Architectural Design Services</li> <li>• Environmental and Energy, Architectural Services</li> <li>• Graphic Design Services, Architectural</li> <li>• Interior Design, Decorating, Space Planning, Exhibits and Displays</li> </ul>
<p>Asset Builders, LLC d/b/a Messam Construction                  Angela Messam                  877-963-7726  <a href="mailto:info@messamconstruction.com">info@messamconstruction.com</a></p>	<p>S/MBE                  Black</p>	<ul style="list-style-type: none"> <li>• Construction Management Services</li> <li>• Painting and Wallpapering</li> <li>• Wall and Ceiling Maintenance, Repair and Replacement Services, Including Dry walling</li> </ul>
<p>Batallan Enterprises, Inc. d/b/a Property Works                  Jason Batallan                  561-644-4948  <a href="mailto:jasonbatallan@gmail.com">jasonbatallan@gmail.com</a></p>	<p>S/MBE                  Hispanic</p>	<ul style="list-style-type: none"> <li>• Sod, Grass</li> <li>• Grounds and Roadside Maintenance: Mowing, Edging, Plant, Not Tree Trimming, etc.</li> <li>• Tree Trimming and Pruning Services</li> </ul>
<p>BEACON GROUP, INC.                  Donald Dresback                  561-994-9994  <a href="mailto:ddresback@beacongroupinc.com">ddresback@beacongroupinc.com</a></p>	<p>SBE</p>	<ul style="list-style-type: none"> <li>• Health/Hospitalization Insurance (Including Dental and Visual)</li> <li>• Insurance and Insurance Services</li> <li>• Life Insurance</li> <li>• Property and Casualty Insurance</li> </ul>
<p>Callaway &amp; Price, Inc.                  Stephen D. Shaw                  561-686-0333  <a href="mailto:s.shaw@callawayandprice.com">s.shaw@callawayandprice.com</a></p>	<p>SBE</p>	<ul style="list-style-type: none"> <li>• Appraisal Services, Real Estate</li> <li>• Real Estate and Land Consulting, Including Land Survey Consulting and Land Developers</li> </ul>
<p>Carey O'Donnell, Inc. d/b/a O'Donnell Agency                  Carey O'Donnell                  561-832-3231  <a href="mailto:cod@theodonnellagency.com">cod@theodonnellagency.com</a></p>	<p>S/WBE</p>	<ul style="list-style-type: none"> <li>• Graphic Arts Services (Not Printing)</li> <li>• Newspaper and Publication Advertising, Non-Legal</li> <li>• Public Relations Consulting</li> <li>• Marketing Consulting</li> </ul>
<p>Chel-Mikk Computer Services Corp.                  Rob Roberts                  561-775-4878  <a href="mailto:rob@chel-mikk.com">rob@chel-mikk.com</a></p>	<p>SBE</p>	<ul style="list-style-type: none"> <li>• Microcomputers, Desktop or Tower based</li> <li>• Microcomputers, Laptop, Notebook, and Tablets</li> <li>• Microcomputers, Multi-Processor</li> <li>• Installation of Computers, Peripherals, and related equipment (including software)</li> </ul>
<p>Climax Mechanical Corp.                  Jacek Sadej                  561-674-4662  <a href="mailto:jsadej@bellsouth.net">jsadej@bellsouth.net</a></p>	<p>SBE</p>	<ul style="list-style-type: none"> <li>• Heating, Air Conditioning, and Ventilation Maintenance, Repair and Installation Services</li> <li>• Heating, Ventilating and Air Conditioning (HVAC)</li> <li>•</li> </ul>
<p>D.B. Ecological Services, Inc.                  Christine Perretta                  561-376-5502  <a href="mailto:dbeco@bellsouth.net">dbeco@bellsouth.net</a></p>	<p>S/WBE</p>	<ul style="list-style-type: none"> <li>• Environmental Consulting</li> <li>• Permitting Services, Environmental</li> <li>• Wetland Delineations (including assessments)</li> </ul>
<p>Daniels and Roberts, LLC                  Daniel Muggeo                  561-241-0066  <a href="mailto:dmuggeo@danielsandroberts.com">dmuggeo@danielsandroberts.com</a></p>	<p>SBE</p>	<ul style="list-style-type: none"> <li>• Advertising/Public Relations Services</li> <li>• Business Consulting</li> <li>• Desktop Publishing Services</li> <li>• Marketing Consulting</li> <li>• Marketing Services (Incl. Distribution, Research, Sales Promotions, Etc.)</li> <li>• Social Media Management Services</li> <li>• Strategic Planning and Consulting Services</li> </ul>
<p>Duval Sheet Metal, Inc.                  Roman Duval                  561-547-5282  <a href="mailto:info@duvalsheetmetal.com">info@duvalsheetmetal.com</a></p>	<p>S/MBE                  Black</p>	<ul style="list-style-type: none"> <li>• Duct, Fabricated, Metal</li> <li>• Down Pipes, Eaves, Troughs, Guttering, and Accessories</li> <li>• Cabinets, Counters, Stands, Tables, etc.</li> <li>• Racks: Utensil and Pastry: Aluminum, Chrome, and Stainless Steel</li> <li>• Sheet Metal, Fabricated, Custom-Made Sheet Metal Items</li> </ul>
<p>E. C. Stokes Mechanical Contractor, Inc.                  Susan Stokes                  561-582-3589  <a href="mailto:sstokes@stokes.com">sstokes@stokes.com</a></p>	<p>S/WBE</p>	<ul style="list-style-type: none"> <li>• Heating, Air Conditioning, and Ventilation Maintenance, Repair and Installation Services</li> <li>• Plumbing Maintenance and Repair Services: Pressure Tapping Services, Pipe Freezes, Toilets, etc.</li> <li>• Heating, Ventilating and Air Conditioning (HVAC)</li> <li>• Plumbing</li> </ul>

Electrical Design Associates, Inc. Lillian M. Reyes 561-819-5556 <a href="mailto:lreyes@goeda.com">lreyes@goeda.com</a>	S/M/WBE Hispanic	<ul style="list-style-type: none"> <li>• Electrical Engineering, Including Cogeneration Design Services</li> <li>• Electrical Engineering</li> </ul>
Falcon Contracting Inc. Luis Falcon 561-727-9634 <a href="mailto:falconcontracting@comcast.net">falconcontracting@comcast.net</a>	S/MBE Hispanic	<ul style="list-style-type: none"> <li>• Site Work</li> <li>• Clearing and Grubbing Services</li> <li>• Excavation Services</li> <li>• Construction, Utility and Underground Projects</li> <li>• Maintenance and Repair, Utility and Underground Projects</li> <li>• Construction Management Services</li> </ul>
Fine-Line Striping, Inc. Michael D. Barker 561-586-8115 <a href="mailto:amyfinelinestriping@yahoo.com">amyfinelinestriping@yahoo.com</a>	SBE	<ul style="list-style-type: none"> <li>• Coatings, Protective, Asphalt Based</li> <li>• Striping Streets, Parking Facilities, Lane Divisions, Etc. (Paint)</li> <li>• Pavement Marking Services, Including Removal of Markings</li> </ul>
Grid-One Electrical Construction, Inc. Connie Deaton 561-996-4488 <a href="mailto:deanna@gr1d.com">deanna@gr1d.com</a>	SBE	<ul style="list-style-type: none"> <li>• Wiring and Other Electrical Maintenance and Repair Services</li> <li>• Electrical</li> </ul>
Hatcher Construction & Development, Inc. William E. Hatcher 561-330-2621 <a href="mailto:hatcherhgc@bellsouth.net">hatcherhgc@bellsouth.net</a>	S/MBE Black	<ul style="list-style-type: none"> <li>• Concrete</li> <li>• Construction Management Services</li> <li>• Construction, Vertical, Concrete, Pour-In-Place, Form/Place/Finish</li> <li>• Maintenance and Repair, Sidewalk and Driveway (Including Removal)</li> <li>• Painting and Wallpapering</li> <li>• Painting, Maintenance and Repair Services, Including Caulking</li> </ul>
Hispanic Market Services, LLC Gene Bryan 561-741-0132 <a href="mailto:gbryan@hispanicmarketservices.com">gbryan@hispanicmarketservices.com</a>	S/MBE Hispanic	<ul style="list-style-type: none"> <li>• Public Relations Services</li> <li>• Public Relations Consulting</li> <li>• Marketing Consulting</li> <li>• Marketing Services</li> </ul>
Intranet Communications Group, Inc. Craig Blease 561-367-7276 <a href="mailto:cblease@icgusa.net">cblease@icgusa.net</a>	SBE	<ul style="list-style-type: none"> <li>• Cable Construction, Installation and Maintenance (Fiber Optic, Communication, Computer, Etc.)</li> </ul>
Island Turf, LLC d/b/a Island Services Group Deirdre Hayes 561-718-9557 <a href="mailto:islandturfllc@gmail.com">islandturfllc@gmail.com</a>	SBE	<ul style="list-style-type: none"> <li>• Welding Services, Agricultural, Heavy Industrial and Similar Equipment (Not Otherwise Classified)</li> </ul>
Johnson, Levinson, Ragan, Davila, Inc. Charles Gableman 561-689-2303 <a href="mailto:cgableman@jlrinc.com">cgableman@jlrinc.com</a>	SBE	<ul style="list-style-type: none"> <li>• Electrical Engineering</li> <li>• Engineer Services, Professional</li> <li>• Fire Protection Engineering</li> <li>• Mechanical Engineering</li> </ul>
LBO Associates, Inc. Linda Oliver 561-799-0526 <a href="mailto:lboliver@lboassociates.com">lboliver@lboassociates.com</a>	S/WBE	<ul style="list-style-type: none"> <li>• Public Relations Consulting</li> <li>• Consulting Services (Not Otherwise Classified)</li> <li>• Public Art Consulting</li> <li>• Artists: Digital, CAD, Disk Jockey, Cultural Designs and Visual Designs</li> <li>• Picture Framing Services</li> </ul>
LCA Architecture, Inc. Denise S. Cravy 561-493-4787 <a href="mailto:denise@lca-inc.com">denise@lca-inc.com</a>	SBE	<ul style="list-style-type: none"> <li>• Administration of Contracts: Summary of Work, Quality Control, Project Closeout, etc.</li> <li>• Buildings, Architectural Design Services</li> <li>• Interior Design, Decorating, Space Planning, Exhibits and Displays</li> <li>• Land Development and Planning, Architectural Services</li> <li>• Lighting, Interior, Exterior, Architectural Services</li> </ul>
Larios Trucking, Inc. Filadelfo Larios 561-914-4411 <a href="mailto:lariostrucking@gmail.com">lariostrucking@gmail.com</a>	S/MBE Hispanic	<ul style="list-style-type: none"> <li>• Disaster Site Clean-up and Recovery Services</li> <li>• Hauling Services</li> </ul>
MCO Construction & Services, Inc. E. Ann McNeill 786-546-0184 <a href="mailto:president@mcoconstruction.net">president@mcoconstruction.net</a>	S/M/WBE Black	<ul style="list-style-type: none"> <li>• Construction Management Services</li> </ul>



Michael B. Schorah & Associates, Incorporated Frederick Roth, Jr. 561-968-0080 <a href="mailto:froth@schorah.com">froth@schorah.com</a>	SBE	<ul style="list-style-type: none"> <li>• Civil Engineering</li> <li>• Mechanical Engineering</li> <li>• Structural Engineering</li> <li>• Mapping and Geographical Information Systems (GIS) Services, Including Cartography and Surveying Services, Not Aerial</li> </ul>
Palm Beach Glass Specialties, Inc. Jodie Kenney 561-655-3344 <a href="mailto:beth@pbglass.com">beth@pbglass.com</a>	SBE	<ul style="list-style-type: none"> <li>• Glass and Glazing</li> </ul>
Palm Beach Public Relations Rebecca Seelig 561-472-9179 <a href="mailto:rebecca@pb-pr.com">rebecca@pb-pr.com</a>	S/M/WBE Hispanic	<ul style="list-style-type: none"> <li>• Public Relations Services</li> <li>• Public Relations Consulting</li> <li>• Marketing Consulting</li> <li>• Social Media Management Services</li> <li>• Marketing Services</li> </ul>
PR Local Electric, Inc. Pierre LeBlanc 561-644-7944 <a href="mailto:prlocalelectric@hotmail.com">prlocalelectric@hotmail.com</a>	SBE	<ul style="list-style-type: none"> <li>• Wiring and Other Electrical Maintenance and Repair Services</li> <li>• Electrical Maintenance and Repair Services</li> <li>• Electrical</li> <li>• Power Supply Installation, Electric</li> <li>• Power Supply, Electric, Maintenance and Repair</li> </ul>
RKC Land Development, Incorporated Robert Carter 561-791-7866 <a href="mailto:rkclanddevelopment@att.net">rkclanddevelopment@att.net</a>	SBE	<ul style="list-style-type: none"> <li>• Clearing and Grubbing Services</li> <li>• Excavation Services</li> </ul>
Rick Macci Academy, Inc. d/b/a Rick Macci Tennis Academy Rick Macci 561-445-2747 <a href="mailto:info@rickmacci.com">info@rickmacci.com</a>	SBE	<ul style="list-style-type: none"> <li>• Sports Professional Services</li> <li>• Tennis Court Management and Operations</li> </ul>
Robling Architecture Construction, Inc. Damon Robling 561-649-6705 <a href="mailto:dr@robling.com">dr@robling.com</a>	SBE	<ul style="list-style-type: none"> <li>• Architect Services, Professional, (Not Otherwise Classified), Including Consulting Doors and Windows</li> <li>• Site Work</li> <li>• Acoustical Ceilings &amp; Walls: Cleaning, Installation, Maintenance and Repair (Including Panel Wall Systems)</li> <li>• Mold Remediation Services</li> <li>• Carpentry Services, To include installation, renovation, and restoration</li> <li>• Painting, Maintenance and Repair Services, including Caulking</li> <li>• Wall and Ceiling Maintenance, Repair and Replacement Services, Including Dry walling</li> <li>• Concrete for Structures and Incidental Construction – Furnishing, transporting, mixing, placing, curing, and finishing</li> <li>• Excavation services</li> <li>• Masonry</li> <li>• Mold Assessment Services (Not Consulting)</li> <li>• Construction Management Services</li> </ul>
Signature Living, Inc. d/b/a AppleCore Solutions Carla Andrews 561-351-9338 <a href="mailto:candrews@applecore-solutions.com">candrews@applecore-solutions.com</a>	S/M/WBE Black	<ul style="list-style-type: none"> <li>• Business Consulting</li> <li>• Management Consulting</li> <li>• Strategic Planning and Consulting Services</li> </ul>
Sirdar Trucking, Inc. Phoolmattie Sirdar 561-723-6820 <a href="mailto:Samantha.Sirdar@yahoo.com">Samantha.Sirdar@yahoo.com</a>	SBE	<ul style="list-style-type: none"> <li>• Hauling Services</li> <li>• Mowing Services with Field Tractor</li> <li>• Roadside maintenance services (including mowing)</li> </ul>
Specialty Advertising, Inc. Doris Pastl 561-757-7452 <a href="mailto:doris@specialtyadvertisingbb.com">doris@specialtyadvertisingbb.com</a>	S/WBE	<ul style="list-style-type: none"> <li>• Novelties, Promotional and Specialty Products, Including Biodegradable Souvenirs and Prizes: Promotional, Advertising, etc.</li> </ul>



<p>TNT-Security, Inc. d/b/a TNT Security                  Tim Palmer                  561-684-6844  <a href="mailto:timpalmer@tnt-security.net">timpalmer@tnt-security.net</a></p>	<p>SBE</p>	<ul style="list-style-type: none"> <li>• Access Control Systems and Security Systems</li> <li>• Communication Security Systems</li> <li>• Audio Equipment and Accessories, Television (Microphones, Mixers, and Amplifiers)</li> <li>• Cable or Community Television Equipment and Hardware</li> <li>• Video and Audio Systems, Accessories and Parts, Closed Circuit TV, Including Surveillance Type</li> <li>• Audio-Visual Equipment Maintenance and Repair</li> <li>• Cable Construction, Installation and Maintenance (Fiber Optic, Communication, Computer, Etc.)</li> <li>• Alarm Services</li> <li>• Fire Alarm and Safety Services, Including Installation of Equipment</li> <li>• Installation of Security and Alarm Equipment</li> </ul>
<p>WBI Contracting of Palm Beach, Inc.                  Jorge Perez                  561-718-3319                  Ozzy8me@aol.com</p>	<p>S/MBE                  Hispanic</p>	<ul style="list-style-type: none"> <li>• Construction, Utility and Underground Projects</li> <li>• Excavation Services</li> <li>• Maintenance and Repair, Utility and Underground Projects</li> </ul>
<p>WGM Quality Painting, Inc.                  Gretza Moya                  561-889-1286                  Wgmqualitypaint.aol.com</p>	<p>S/M/WBE                  Hispanic</p>	<ul style="list-style-type: none"> <li>• Painting Services</li> <li>• Wall and Ceiling Maintenance, Repair and Replacement Services, Including Dry walling</li> </ul>
<p>Walker Design &amp; Construction Co.                  Lee Walker                  561-998-0001  <a href="mailto:leewdc@bellsouth.net">leewdc@bellsouth.net</a></p>	<p>SBE</p>	<ul style="list-style-type: none"> <li>• Carpentry, Maintenance and Repair Services</li> <li>• Masonry, Concrete and Stucco Maintenance, Finishing, and Repair Services Including Inside Concrete Sawing and Grouting Work</li> <li>• Metal Work</li> <li>• Painting, Maintenance and Repair Services, Including Caulking</li> <li>• Remodeling and Alteration Services</li> <li>• Wall and Ceiling Maintenance, Repair and Replacement Services, Including Dry walling</li> <li>• Welding</li> </ul>

\*Index:

- SBE = Small Business Enterprise
- WBE = Woman Business Enterprise
- MBE = Minority Business Enterprise

## Resources for Your Business

<u>AGENCY</u>	<u>SERVICES PROVIDED</u>	<u>PHONE</u>	<u>WEBSITE</u>
<b>Center For Enterprise Opportunity (CEO) Formerly Business Loan Fund Of The Palm Beaches</b>	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	<a href="http://www.ceoventures.org">www.ceoventures.org</a>
<b>Florida Department Of Business And Professional Regulation (DBPR)</b>	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	<a href="http://www.Myfloridalicense.com/dbpr">www.Myfloridalicense.com/dbpr</a>
<b>Florida Department Of Agriculture And Consumer Services</b>	Licensing for security firms, plant/agriculture industry, food industry, etc.	800.435.7352	<a href="http://www.freshfromflorida.com">www.freshfromflorida.com</a>
<b>Florida Department Of Revenue</b>	General tax administration and property tax oversight.	800.352.3671	<a href="http://www.Dor.myflorida.com">www.Dor.myflorida.com</a>
<b>Global Business Development Center</b>	Business Coaching and Workshops, Leadership Sales and Service Training, Virtual Office and Administrative Services	561.894.4500	<a href="http://www.globalbusinessdevelopmentcenter.com">www.globalbusinessdevelopmentcenter.com</a>
<b>Paragon FL</b>	Paragon services include, but are not limited to, financial assistance, tools, support and advocacy for businesses from underserved communities.	561.282.1888	<a href="http://www.paragonfl.org">www.paragonfl.org</a>
<b>PBC Consumer Affairs</b>	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	<a href="http://www.pbcgov.com/publicsafety/consumeraffairs">www.pbcgov.com/publicsafety/consumeraffairs</a>
<b>PBC Engineering and Public Works</b>	Roadside Vendor Permits, Certificates of Competency for Specialty Trades, Contractor Certification, etc.	561.233.5000	<a href="http://www.pbcgov.com/engineering">www.pbcgov.com/engineering</a>
<b>PBC Department Of Economic Sustainability</b>	Bonds, Grants, Loans, Taxes, Program Coordination, etc.	561.233.3600	<a href="http://www.pbcgov.com/des">www.pbcgov.com/des</a>
<b>PBC Tax Collector</b>	Business Tax Receipts (Previously named Occupational License).	561.355.2264	<a href="http://www.pbctax.com">www.pbctax.com</a>
<b>Score</b>	Small business advice, business mentoring, resource tools, templates,	561.833.1672	<a href="http://www.score.org">www.score.org</a>
<b>Small Business Development Center (SBDC) at Florida Atlantic University</b>	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	<a href="https://sbdc.fau.edu">https://sbdc.fau.edu</a>
<b>Ted Center</b>	Technical support, Information Technology, Real Estate Development, Training, Business Networking and Access to Funding.	561.265.3790	<a href="http://www.tedcenter.org">www.tedcenter.org</a>



Office of Small Business Assistance (OSBA)  
50 S. Military Trail, Suite 202  
West Palm Beach, FL 33415  
Phone: 561-616-6840  
Fax: 561-616-6850



[www.pbcgov.com/osba](http://www.pbcgov.com/osba)



Palm Beach County  
Board of County Commissioners

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[tjohnson@pbcgov.org](mailto:tjohnson@pbcgov.org)

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[awhitake@pbcgov.org](mailto:awhitake@pbcgov.org)

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Voice: 561-616-6843, Fax: 561-616-6850  
[jdickerson@pbcgov.org](mailto:jdickerson@pbcgov.org)

## MEET OSBA TEAM MEMBER, ANGIE WHITAKER, Small Business Specialist II



Angie Whitaker is a Small Business Development Specialist II/Outreach Coordinator with Palm Beach County Office of Small Business Assistance. She attended Oakwood University in Huntsville, Alabama, majoring in Business Administration. She has been employed with Palm Beach County Board of County Commissioners for years, working 15 years as a Buyer Assistant for PBC Water Utilities, as a Buyer for PBC Purchasing, and the last five years as a Small Business Development Specialist II/Outreach Coordinator. Mrs. Whitaker is responsible for promoting small business opportunities in Palm Beach County, which include Prime Time workshops, Certification EXPO's, Small Business Week training, On-Site Certifications, & Doing Business with Palm Beach County workshops and training for Small Businesses. She also conducts certification reviews of new and recertified SBEs and compliance reviews of contracts that utilize SBE's.