



The Enterprise

The week of May 6 was Small Business Week, and The Office of Equal Business Opportunity (OEBO) hosted several activities to encourage business owners to become certified with Palm Beach County (PBC) as well as informing our current Small Business Enterprises (SBE) about our new Equal Business Opportunity Program. The week's activities included presentations of future contracting opportunities with the County given by representatives of the following departments: Facilities Development & Operations, Airports, Engineering, Purchasing and Water Utilities. OEBO would like to thank our County Departments for supporting Small Business Week and the Equal Business Opportunity (EBO) Program. We finished the week playing a game of Kahoots! as a tool to summarize the activities and reinforce the lessons learned throughout the week. Ms. Brittani Millington won the Grand Prize of a complimentary registration to the 2019 Palm Beach Partners Business MatchMaker Conference and Expo on September 20, by correctly answering the most questions in the shortest amount time.



Our last newsletter mentioned that we were planning training sessions on the new EBO Ordinance and Program. During the months of April through June, OEBO conducted 22 workshops with PBC vendors that included SBEs and current contractors. Most of the sessions were subdivided by industry: construction, CCNA professional services, professional services and goods and other services. Additional training sessions will be scheduled at least once per quarter. Please check our website frequently to see when a workshop is scheduled.

Remember, there is **NO FEE FOR CERTIFICATION, RECERTIFICATION OR MODIFICATION!**

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Palm Beach County, Palm Tran

Palm Tran is committed to increasing opportunities for small and minority business owners. Recently, the transit agency broke ground on its South County Facility Expansion Project. The \$25 million project is primarily federally funded and will expand Palm Tran's Delray Beach facility at 100 N. Congress Avenue from 3,800 square feet into a three-story, roughly 34,000 square foot modernized facility for bus maintenance and offices. Palm Tran ensured the design phase of the project exceeded the federally required disadvantaged business enterprises (DBE) participation goal of 10 percent by reaching 56 percent participation. Furthermore, the construction phase of the South County Expansion has already exceeded the 10 percent DBE participation goal with 11.2 percent participation, which is equal to about \$2.6 million.

Disadvantaged Business Enterprise is a federal program that ensures equal opportunity for small, minority/women-owned, and disadvantaged business enterprises (SBE, M/WBE, and DBE). The program sets a specific participation goal in contracts for governmental organizations.

The objective is to level the playing field on which DBEs may compete for contracts and subcontracts in the transportation industry. A business qualifies to be a DBE when more than 51% is controlled by one or more minority persons.

"Providing access to opportunity for everyone is part of Palm Tran's mission statement, which is why increasing opportunities for small and minority business owners will always remain a priority," said Palm Tran Executive Director Clinton B. Forbes. "This project has just begun, and we hope to have as much success as the design phase of the project, which had more than fifty percent DBE participation," he added.

Palm Tran was able to significantly surpass DBE participation goals in the South County Expansion project through its contract with Colome and Associates. Colome and Associates is a DBE (and SBE) with a history with Palm Tran who won the bid to become the primary contractor for the design phase of the South County Expansion Project.

Palm Tran keeps a directory of DBE certified companies and sends out emails to alert qualified companies to participate in the bidding process for contracting opportunities. Palm Tran's recent projects mean there has been an increase in opportunities for DBE participation.

"Over the years, they have participated, and they have grown as a company. Now they are the primary contractor, and they are DBE certified," said Palm Tran DBE Grants Coordinator Claudia Salazar. "They came in a bid on their own, and they won the solicitation."

"Our recent growth has created numerous opportunities for business owners, and we want to ensure all businesses, especially those historically disadvantaged, have access to grow along with us," said Executive Director Forbes.

Palm Tran has a long history of supporting disadvantaged business enterprises. The transit agency regularly attends the Palm Beach Partners Business Matchmaker Conference and Expo, which helps small and disadvantaged business connect with governmental agencies in the hopes of developing and building strategic partnerships. Additionally, the conference helps business owners understand the process of securing contract opportunities with the County.

Palm Beach County, Palm Tran (cont. from page 2)



From L to R: Morganti Vice President of Operations Stephen Sines, Boynton Beach Mayor Steven Grant, Delray Beach City Commissioner Bill Bathurst, Palm Beach County Assistant Administrator Todd Bonlarron, Delray Beach City Commissioner Ryan Boylston, Palm Beach County Commissioner Robert Weinroth, Palm Beach County Mayor Mack Bernard, Delray Beach Mayor Shelly Petrolia, Palm Beach County Commissioner Gregg Weiss, Palm Beach County Administrator Verdenia Baker, Palm Tran Executive Director Clinton B. Forbes, Palm Tran Service Board Chair Carmencita Mitchell, Morganti President Nabil Takla

Salazar recommends small business owners looking for opportunities to work with Palm Tran work on becoming DBE certified.

“The most important thing for small businesses is, if you are doing business with the airports or Palm Tran, they need to have a DBE certification because the airports and Palm Tran receive federal funds,” she explained.

In addition to exceeding participation goals in its South County Expansion Project, Palm Tran exceeded DBE goals in its Route Performance Maximization project. The initiative redesigned Palm Tran’s decade’s old bus system, resulting in improved on-time performance and customer service.

For purchases not federally funded, Palm Tran strives to exceed Equal Business Opportunity (EBO) Ordinance goals which is a similar program that increases contracting goals for small/minority/women business owners. For more information on Palm Tran’s upcoming projects, visit www.palmtran.org.

Meet Juan Pagán, Puerto Rican/Hispanic Chamber of Commerce Equal Business Advisory Committee Member, Seat 4



Juan J. Pagan is an executive search consultant with Global Recruiters of West Palm Beach with over 30 years of experience in the pharmaceutical and medical devices industry with Eli Lilly and Company. While working within Eli Lilly, Juan worked and lived in Puerto Rico, Philippines and the US. He had numerous cross-functional experiences within the USA and Latin America/International markets. These ranged from sales management, sales training in the domestic USA and Latin America, managed care leadership roles, marketing management and human resources in both the United States and International markets.

Through his experience with Eli Lilly, Juan has acquired expertise in the fields of neuroscience, diabetes, cardiology, men & women's health and oncology. His most recent position with Lilly was as a manager in the Public Health Division with responsibility for the State of Florida and Puerto Rico. In this position, Juan was able to partner with the State of Florida to ensure some degree of system-wide consistency in clinical decision making and funding for health care services.

His track record has been marked by consistent sales growth, ever-improving brand awareness and effective market penetration. Most recently, Juan was involved in the home health care industry, promoting and coordinating their services for Medicare recipients in Palm Beach County to physicians of all specialties, nurses, nursing homes, assisted living facilities and hospitals.

Juan attended the University of Puerto Rico, where he obtained a bachelor degree in business administration and psychology. To further his education, he took additional courses toward an MBA before he was promoted and transfer to the headquarters of Eli Lilly & Co., located in Indianapolis, IN. Juan is fluent in Spanish.

Currently Juan is the president of the Puerto Rican Hispanic Chamber of Commerce in Palm Beach County and the Florida Hispanic American Chamber of Commerce, in which their mission is to improve and expand the relationship between large and small and minority businesses while interacting and learning about our business member's products and services; promote business opportunities for our members locally, statewide and across the nation, and create new and better ways to bring together the businesses and the community in Florida.

Juan was recently re-appointed by the Board of County Commissioners to the Equal Business Advisory Committee for a second term.



Palm Beach County Libraries Small Business Research

AtoZdatabases - Online directory providing access to millions of residences and businesses. Detailed business records contain lists of executives, financial information, public filings and even news articles.

Great for small business information that you cannot find anywhere else. Competitive information, marketing and contact information.

Demographics Now - Demographic data that allows business owners to build business and marketing plans. Can map out areas to look for demographics.

Foundation Directory Online (FDO) - For Nonprofits –Access in Library Only

Information about philanthropy worldwide. *Only available at the Main Library, Jupiter Branch, Hagen Ranch Road Branch, and Belle Glade Branch.

SimplyAnalytics - SimplyAnalytics is a mapping, analytics, and data visualization application that makes it easy to create interactive maps and reports using thousands of demographic, business, and marketing variables.

Small Business Resource Center - Comprehensive resource that covers all major areas of starting and operating a business.

Database has a “How to” list of the most asked questions by small business owners and/or would be entrepreneurs.

General Business Information Resources

Gale Business Insights: Essentials - Business resource that delivers company and industry information, articles, and statistical data.

Gale Directory Library - Directories in Print, Gale Directory of Publications and Broadcast Media, and the Encyclopedia of Associations.

General Business File ASAP - Business content from a combination of broker research reports, trade publications, newspapers, journals and company directory listings.

How to Start a Small Business
 How to Write a Business Plan
 How to Buy a Business
 How to Sell a Business

How to Finance Your Business
 How to Market or Advertise Your Business
 How to Grow Your Business How to Locate
 and Expand Your Business

Legal Forms - Legal forms including State, Federal, Business, Personal, Real Estate, and General Forms, as well as a wide variety of business letters.

LexisNexis Library Express - Federal & state court cases; statutes, codes and regulations; company information for 43 million businesses; news coverage including 1200 newspapers, 300 magazines and journals, and broadcast transcripts. Note: Newspaper and business information is accessible outside the library – legal content is available in-library only.

Ask the Business Librarian - Business Librarian assists business owners/entrepreneurs – able to guide them through how to access and use library resources.

Small Business Week

We are so thankful to our Palm Beach County colleagues who participated in our Small Business Week activities and who support the OEBO program year round! A special thanks to the following County team members for making presentations throughout the week:

- Fernando delDago, Director, Capital Improvements Division, Facilities Development and Operations
- Krystin Berntsen, Director, Utilities Engineering, Water Utilities
- Sharon Mullarkey, Airport Operations Officer, Airports
- Kristen Monnett, Senior Buyer, Purchasing
- Stacey M. Garced-Serrano, Vendor Resource & Administrative Manager, Purchasing



SBE SPOTLIGHT



Designstogo is a full service sign manufacturing company that was founded in 2003 by Mr. Cesar Sanchez. The company originally started in a 1200 square foot bay, now has a facility with 5000 square feet and 15 employees. Initially, the sign business focused on providing vinyl graphics for cars, business vehicles (i.e., vans and trucks), as well as business windows. Then as the business began to grow, Cesar applied and received the prestigious UL Sign Manufacturing certification and the State Sign electrical contractor's license. The certification and license allows Designstogo to expand the types of services they provide. Some of the services include cabinet box signs, channel lettering, neon signs, pylon signs, business cards, letterhead, envelopes, tri-fold brochures, magnetic signs, decals, vehicle and boat lettering, vehicle wraps, license plates, nameplates, banners, promotional products, installation as well as service and repair.

When Mr. Sanchez started Designstogo, he had absolutely no sign experience. After moving from Managua, Nicaragua, when he was 15 years old, Cesar graduated from John I Leonard High School and then received an AS technical degree from New England Tech Institute in electronics. He worked for NRC Electronics for nine years, starting in the warehouse and working his way up to sales. In March of 2003, his stepbrother encouraged him to purchase a sign shop because it was closing. Now, Designstogo provides services nationally.

Since becoming a certified Small Business with Palm Beach County, Designstogo has received contracts to provide signage for the Parks and Recreation Department's Golf Course Parks, as well as assisting the Facilities, Development and Operations Department with their signage needs. In addition to the County work, Designstogo provides services to the School District of Palm Beach County and the cities of Lake Worth Beach, Palm Springs and Greenacres and many other customers.

Designstogo also provides the following services and invites you to check them out:

Cabinet Box Signs, Channel Letters, Neon Signs, Pylon Signs, Installation, Service & Repair, CNC Routing Service, Full Color Business Cards, Letterheads, Envelopes, Flyers, Tri-folds, Brochures, Post Cards, Posters, Bumper Stickers, Decals, Magnetic Signs, Vehicle & Boat Lettering, Vehicle Wraps, License Plates, Name Plates, Banners, Trade Show Signs, Corrugated Plastic Signs, Real Estate Signs, Aluminum Signs, Traffic DOT Signs, Job Site Signs, Acrylic Faces and much more...



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 and Facilities Development & Operations Departments have 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>:

Goods and/or Services

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

Construction

- Asphalt
- Demolition
- Electrical
- Sportsfield Lighting
- Flooring
- HVAC
- Indoor Air Quality
- Low Voltage
- Minor Construction
- Overhead Doors
- Painting
- Plumbing
- Roofing

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 April 1 and June 30, 2019

<p>A Beautiful Occasion, LLC Alicia Hooper 561-951-5953 info@abeautifuloccasionllc.com</p>	<p>S/M/WBE* Black</p>	<ul style="list-style-type: none"> • Amusement, Decorations, Entertainment, Gifts, Toys, etc. • Decorations: Christmas, Party, etc. • Floral Arrangements, Artificial • Floral Supplies: Artificial Flowers, Floral Tape, etc. • Flowers, Fresh • Table Linens • Floral Designing and Arranging Services • Event Planning Services • Party, Holiday, and Event Decorating Services
<p>A M Environmental, LLC Nancy Alford 561-779-6394 Alford3500@bellsouth.net</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Environmental Consulting • Fuel Management Services • Scientist Services (Geology, Geophysics, etc.) • Tank Installation, Removal, Disposal, and Related Services, Including Septic and Underground Type
<p>AGPB, LLC dba Alpha Graphics of The Palm Beaches Jennifer Kerbs 561-935-4147 jkerbs@alphagraphics.com</p>	<p>S/WBE</p>	<ul style="list-style-type: none"> • Clothing: Athletic, Casual, Dress, Uniform, Weather and Work • Decals, Screen Printed • Signs, Sign Materials, Sign Making Equipment, and Related Supplies • Signs: Billboard, Advertising, etc. • Signs, Fabric
<p>All Webbs Enterprises, inc. David Webb 561-746-2079 allwebbs@allwebbs.com</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Well Services, Including Oil, Gas, and Water: Drilling, Plugging, Consulting, Maintenance, Repair, etc.
<p>Andrea Construction Inc. Richard Andrea 561-795-1136 andreaconst@aol.com</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Building Construction, Commercial and Institutional
<p>Bearing Point Construction, Inc. Kamila Yavalar 941-713-4464 kamila@bpcfl.com</p>	<p>SBE*</p>	<ul style="list-style-type: none"> • Construction and Upgrades, Wastewater Treatment Plant • Maintenance and Repair, Wastewater Treatment Plant • Construction Management Services
<p>Cerrito Enterprises, Inc. Thomas Cerrito 561-790-0775 admin@cerritoelectric.com</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Wiring and Other Electrical Maintenance and Repair Services • Electrical
<p>Civil Design, Inc. Denise Bas-Arzuaga 561-659-5760 dbas@civil-design.com</p>	<p>S/M/WBE Hispanic</p>	<ul style="list-style-type: none"> • Architect Services, Professional • Buildings – Architectural Design • Environmental – Architectural • General Construction – Architectural • Planning, Site (Installation and Project) • Recreation Facilities (Parks, Marinas, etc.) – Architectural • Engineering Services, Non-Licensed, Not Otherwise Classified • Civil Engineering • Drainage Engineering • Engineering Services, Not Otherwise Classified • Highways; Streets; Airport Pay-Parking Lots – Engineering • Irrigation; Drainage; Flood Control/Engineering • Land Development and Planning/Engineering • Municipal Engineering • Sewage Collection, Treatment, and Disposal/Engineering • Traffic and Transportation Engineering • Water Supply, Treatment, and Distribution/Engineering



<p>COSTON MARINE SERVICES INC Daniel Coston 561-747-4382 costonmarine@gmail.com</p>	SBE	<ul style="list-style-type: none"> • Marine Construction and Related Services; Marine Equipment and Repair • Construction Services, General (Marine) • Dredging Services • Erosion Control Services
<p>DIAZ + LANG ARCHITECTS.LLC Piedad Land 561-750-5551 rlang@langarchitect.net</p>	SBE*	<ul style="list-style-type: none"> • Architect Services, Professional • Buildings – Architectural Design • General Construction - Architectural
<p>Dover Engineering, PLLC Phillip R. Dover 561-529-2060 pdover@doverengr.com</p>	SBE	<ul style="list-style-type: none"> • Engineering Consulting • Civil Engineering • Engineering Services (Not Otherwise Classified) • Sewage Collection, Treatment, and Disposal/Engineering • Waste Water Treatment Engineering • Water Supply Treatment and Distribution Engineering
<p>ENVIRONMENTAL QUALITY INC Katherine Murray 561-575-6778 kmurray@eq-inc.com</p>	S/WBE	<ul style="list-style-type: none"> • Environmental Consulting • Auditing Services, Environmental • Ecological Services • Permitting Services, Environmental • Weed and Vegetation Control Including Trees, Shrubs and Aquatic Weed Control
<p>Everglades Trading & Office Supply, LLC Kathy Cross 561-996-1212 kathy@evergladestrading.com</p>	S/WBE	<ul style="list-style-type: none"> • Printer Accessories and Supplies: Chemicals, Forms Tractors, Inks and Cartridges, Paper, Label Sheets, Sheet Feeders, Toner Cartridges, Wheels, etc., Environmentally Certified Products • Auditorium, Stadium, Team Seating Furniture and Bleachers • Mattresses and Bedsprings, Including Fillers • Furniture, Office and File • Cleaner, Hard Products, General Purpose, Liquid, Including Graffiti Cleaners • Office Supplies, General (Not Otherwise Classified) • Athletic Facility Storage Equipment, Including Locker Room Equipment • Furniture Installation and Reconfiguration Services, Including Systems Furniture • Installation and Removal Services (Not Otherwise Classified)
<p>Extreme Pest Control, Inc. Sandra Taylor 561-433-5559 Sandrataylor28@aol.com</p>	SBE	<ul style="list-style-type: none"> • Pest Control (Incl. Termite Inspection and Control, Bird Proofing, Animal Trapping, Rodent Control, Exterminating and Fumigation) • Pest Control (Other Than Buildings) (Includes Spraying of Trees and Shrubs) • Disposal and Removal, Dead Animals
<p>Gentile Glas Holloway O'Mahoney and Associates, Inc. Kelli Thomasson 561-575-9557 kelli@2gho.com</p>	SBE	<ul style="list-style-type: none"> • Landscape Architecture • Planning, Urban (Community, Regional, Area wide, and State) • Environmental Consulting • Urban Planning Consulting
<p>Godfrey Electric Inc. Tad Godfrey 561-833-3753 tgodfrey@godfreyelectric.com</p>	SBE	<ul style="list-style-type: none"> • Wiring and Other Electrical Maintenance and Repair Services • Electrical
<p>Green Group Studio, Inc. Clara Borza 561-594-7336 aborza@greengroupstudio.com</p>	S/M/WBE Hispanic	<ul style="list-style-type: none"> • Advertising Agency Services • Advertising, Outdoor Billboard, etc. • Graphic Art Services (Not Printing) • Hosting Services, Web Site • Video Production • Web Page Design, Management and Maintenance Services

Green Group Studio, Inc. Clara Borza 561-594-7336 aborza@greengroupstudo.com	S/M/WBE Hispanic	<ul style="list-style-type: none"> • Development Services, Web Page • Advertising Consulting • E-Commerce Software Development Services • Social Media Management Services • Writing Services
HBC Engineering Company Adebayo Coker 305-232-7932 acoker@hbcengineeringco.com	S/MBE* Black	<ul style="list-style-type: none"> • Engineering Services, Non-Licensed (Not Otherwise Classified) • Engineering Consulting • Engineering Services, Professional • Civil Engineering • Electrical Engineering (Incl. Cogeneration Design Services) • Highways: Streets; Airport Pay-Parking Lots-Engineering • Inspecting, General/Engineering • Traffic and Transportation Engineering
Journey C&D Group, Inc. Clifford L. Moore, Jr. 561-320-2566 cmoore@journeycdg.com	S/MBE* Black	<ul style="list-style-type: none"> • Contractor Compliance Monitoring Services • Door Installation, Maintenance, and Repair (Metal) • Door Installation, Maintenance, and Repair (Wood) • Window Installation, Maintenance and Repair (Metal) • Window Installation, Maintenance, and Repair (Wood) • Glass and Glazing • General Construction: Management, Scheduling, Cost Estimation Engineering • Construction Management Services
L M C C Specialty Contractors, Inc. dba Mims Construction Co. Lyndell Mims 800-908-8766 lynn@mimsconstruction.com	S/M/WBE Black	<ul style="list-style-type: none"> • Construction Management Services
lbj solutions llc dba South Florida Fingerprinting Charisma Jack admin@bocalivescan.com	S/MBE* Black	<ul style="list-style-type: none"> • Fingerprinting Services
Lightning Electric, INC. Irvin Meldrim 561-965-2323 jeff@lightningelectricinc.com	SBE*	<ul style="list-style-type: none"> • Wiring and Other Electrical Maintenance and Repair Services • Electrical Maintenance and Repair Services • Electrical • Cable Construction, Installation and Maintenance, Fiber Optic, Communication, Computer, etc.
Memory Trees LLC Rudi Bester 561-290-8833 rudi@memorytrees.com	SBE*	<ul style="list-style-type: none"> • Environmental Consulting • Landscaping Consulting
Meyer's Turf, LLC Rita Soto 561-842-3261 Accounting@meyersturfandnursery.com	SBE*	<ul style="list-style-type: none"> • Soil Conditioners: Compost, Marine Humus, Sulfur, Synthetic Polymers, Mulch, etc.
P.J.'s Land Clearing & Excavating, Inc. Patrick Wilson 561-740-9938 paw@pislandclearing.com	SBE	<ul style="list-style-type: none"> • Clearing and Grubbing Services • Clearing, Land, Tree and Shrub • Excavation Services
Phinazee Construction & Consulting Services, Inc. Angel Wood-Mark 505-620-6152 pccsi@phinazeconsulting.com	S/M/WBE* Black	<ul style="list-style-type: none"> • Construction Consulting • Construction Management Services



<p>R & D Paving, Inc. Nancy Rosso 561-588-6681 randdpavingllc@aol.com</p>	S/WBE	<ul style="list-style-type: none"> • Clearing and Grubbing Services • Construction, General: Backfill Services, Digging, Ditching, Road Grading, Rock Stabilization, etc. • Excavation Services • Striping: Streets, Parking Facilities, Lane Divisions, Paint, etc. • Maintenance and Repair, Parking Lot and Alley • Maintenance and Repair, Sidewalk and Driveway, Including Removal • Paving/Resurfacing, Alley and Parking Lot
<p>Remnant Construction, LLC Brian Garcia 561-994-0820 bgarcia@remnantconstruction.com</p>	SBE*	<ul style="list-style-type: none"> • Construction Consulting • Construction Management Services
<p>Ritzel Mason, Inc. Dennis Ritzel 786-472-0358 dennis@ritzelmason.com</p>	SBE*	<ul style="list-style-type: none"> • Surveyor Services, Land
<p>Rolando's Compactors, Inc. Amilicar Figueroa 561-753-0347 rolandoscompactor@yahoo.com</p>	S/MBE Hispanic	<ul style="list-style-type: none"> • Refuse/Garbage Collection/Dumping Equipment Maintenance and Repair • Welding Services, Agricultural, Heavy Industrial and Similar
<p>S. Davis & Associates, P.A. Shaun Davis 561-547-0545 sdaviscpa.com</p>	S/MBE* Black	<ul style="list-style-type: none"> • Business Consulting, Large • Minority and Small Business Consulting • Accounting and Billing Services, Including Payroll Services, 3rd Party Reimbursement for Medicare, Medicaid, Private Insurance, etc. • Auditing • Certified Public Accountant (CPA) Services • Tax Services, Including Tax Preparation, Advisory Services, etc.
<p>Simmons & White, Inc. Robert Rennebaum 561-478-7848 rob@simmonsandwhite.com</p>	SBE	<ul style="list-style-type: none"> • Engineering Consulting • Urban Planning Consulting • Civil Engineering • Land Development and Planning/Engineering • Value Engineering and Value Analysis Services, Professional • Traffic and Transportation Engineering • Traffic Studies and Analysis Services
<p>Systems Integration & Maintenance, Inc. Mike Collier 561-340-3316 Mike.Collier@sim-its.com</p>	SBE	<ul style="list-style-type: none"> • Electrical • Electrical Equipment (Except Cable and Wire, and Lighting Fixtures) Maintenance and Repair • Janitorial and Custodial Services • Janitorial Management Services • Inspection Services, Electrical
<p>Tamara Trucking, Inc. Vanese Levy 561-846-1348 tamaratruck@gmail.com</p>	S/M/WBE* Black	<ul style="list-style-type: none"> • Hauling Services • Debris/Recycling Material Hauling Services • Leaf, Bush, Tree Limb Collection
<p>Titans Protective Coatings, LLC Denis Taslidzic 561-370-2085 denis@titansprotectivecoatings.com</p>	SBE*	<ul style="list-style-type: none"> • Flooring Maintenance and Repair to Include Refinishing and Sealing Services • Sealing Services, Concrete Floor • Painting, Maintenance and Repair Services Including Caulking • Painting Services • Sandblasting Buildings • Painting and Wallpapering • Cleaning Services, Steam and Pressure
<p>Van Linda Iron Works, Inc. Bruce Linda 561-586-8400 bear@vanlinda.com</p>	SBE	<ul style="list-style-type: none"> • Structures, Steel, this work shall consist of furnishing, fabricating, transporting, erecting and painting structural steel shapes and plates, steel and iron castings, steel forgings, wrought iron and miscellaneous metals.

Victor M Dove Sr dba Doves All Service Victor Dove Victormdove64@yahoo.com	S/MBE* Black	<ul style="list-style-type: none"> • Debris/Recycling Material Hauling Services • Leaf, Bush, Tree Limb Collection • Tree and Scrub Removal Services • Stump Grinding • Tree Removal Services With Obstacles, Includes The Cutting • Grounds Maintenance: Mowing, Edging, Plant (Not Tree) Trimming • Trees to be transplanted, this work shall consist of digging of the trees to be transplanted, excavation of the holes at the transplant site, transporting the trees to the new site, planting of the tree and spreading the excess material in the immediate area. • Tree Trimming and Pruning Services, Utility Lines Energized • Tree Trimming and Pruning Services • Weed and Vegetation Control Including Trees, Shrubs and Aquatic Weed Control
Waltram Corporation Ramberto Machin 561-644-1448 waltraminc@gmail.com	S/MBE* Hispanic	<ul style="list-style-type: none"> • Real Estate/Property Management • Site Clean-up, Post-Construction • Cleaning, Interior/Exterior, New Construction • Property Management Services

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



<u>DATE</u>	<u>TIME</u>	<u>EVENT</u>
July 9	8:30 am - 9:45 am	Business Builder Chamber of Commerce of the Palm Beaches 401 N. Flagler Drive West Palm Beach 33401
July 9	1:00 pm - 2:00 pm	Webinar: Federal Government Contracting 101 & Marketing Your Business to the Federal Government Tampa Women's Business Centre www.womensbusinesscentre.org
August 3	9:00 am - 1:00 pm	Get Ready, Get Set, Get Certified South Florida Water Management District Auditorium 3301 Gun Club Road West Palm Beach, 33406
September 20	8:00 am - 6:30 pm	Palm Beach Partners 13th Annual Business MatchMaker Conference and Expo Kravis Center for the Performing Arts, Cohen Pavilion



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

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www.pbcgov.com/oebo



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Board of County Commissioners**

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Robert S. Weinroth
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SMALL BUSINESS DEVELOPMENT SPECIALIST I, VICKY CRONELL

Vicky has worked for Palm Beach County for the past ten years starting with the Guardian ad Litem Program and the Engineering Department before joining the Office of Equal Business Opportunity. Recently, Vicky was promoted to a Small Business Development Specialist I from the Administrative Secretary to the Director. Prior to working for Palm Beach County, she was with the South Florida Water Management District's Executive Office. As a Small Business Specialist, Vicky reviews applications for Small, Minority, and/or Women-Owned Business certification or recertification and provides administrative support to the Goal Setting Committee. Vicky values the contributions of small businesses to the Palm Beach economy and enjoys assisting the County's citizens and helping the small business community. Vicky has an Associate of Science Degree in Paralegal Studies from the University of Florida Independent Study Program.

