

The Enterprise

Happy Holidays!

The Small/Minority/Women Business Enterprise (S/M/WBE) community has made progress in spite of the many challenges of the COVID-19 pandemic. The Board of County Commissioners and County Administrator supported local small businesses through the release of federal funding provided by the CARES Act. Businesses were able to retain staff, continue operations and sustain themselves with the grant funding provided. Palm Beach County continues to support the efforts of the local small business community by providing access to other funding resources, training and workshops to assist with business growth and development.

The Palm Beach County Office of Equal Business Opportunity promotes the growth and sustainability of S/M/WBEs by providing technical assistance, certification, procurement, contracting opportunities, and access to capital. We do this with the help of our many resource partners from the federal, state, local government, lending institutions, non-profit agencies, and private sector organizations. To learn more about these resources, please visit our website at www.pbcgov.org/OEBO.

In 2022, we will launch the Growth, Equity and Training (GET) Certified series to make certain that local, eligible businesses are in a position to be competitive and considered as viable options to participate on PBC contracts. We encourage you to participate and increase your opportunity for success.

Our primary goals are to advance the growth and development of S/M/WBEs and to help contribute to the overall economic progress of Palm Beach County. To do this, OEBO has hosted small business workshops to benefit, not only certified businesses but all SMWBEs. Get Ready! Get Set! Grow!, facilitated by The Center for Enterprise Opportunity; Small Business Training and Coaching workshops, facilitated by The Ultimate Image Coach; Grow Your Business!, facilitated by Grassroots Consulting, Inc. and Small Business Start-Up Workshop & How to do Business with Palm Beach County facilitated by the Jackson-Moore Group. This assistance typifies the county's commitment to advance our S/M/WBEs.

If you need more information about who we are and what we do at the Office of Equal Business Opportunity call us at 561-616-6840 or email us at oebo@pbcgov.org.

All the best,

Tonya Davis Johnson, Director
Office of Equal Business Opportunity
Tonya Davis Johnson



Inside this issue:

OEBO Featured SBE	2
What's Happening	3
Advisory Board Member Spotlight	4
Hurricane Season	6
DART Spotlight	7
Become Pre-Qualified!!	8
Palm Beach County Library System's Business Resources	9
Certified and Recertified SBEs	10
Small Business Resources	21
PBC Water Utilities Dept.	26
OEBO Team Member	27





OEBO FEATURED SBE

Martino Commercial Tires LLC

Martino Commercial Tires LLC has operated in Palm Beach County (PBC) for almost 40 years. The company was founded as a community based business and remains focused on its commercial fleet and consumer clients. The Martino team has worked diligently over the years to build its reputation and is known today as a top tier provider of tire and mechanical services. The management team is comprised of professionals with a combined 90 year passion for supporting their community and its customers.

The technicians at Martino have many years of experience and have earned many of the top certifications of the trade including:

- Heavy Equipment Operations (HEO)
- National Institute for Automotive Excellence (ASE) Diesel and Gas Certifications
- Tire Industry Association (TIA) certification
- Mine Safety and Health Association (MSHA) certification



Their operations are located on a 4.5 acre site in West Palm Beach and comprise a 12 bay shop and warehouse. The facility is equipped with three vehicle lifts (30,000, 18,000 and 12,000 lbs) and two alignments machines with up to a 35 ft wheel base capability. Tire operations are conducted in multiple fully equipped tire stations and on the road with 4 service units. Mobile service is provided 24 hours.

As a community-based business, Martino is always seeking opportunities to provide services

for large and small fleets based in PBC. Upon learning about the OEBO program we were excited to participate. The OEBO staff were there to help us work through the paperwork. Within a month Martino was set up and opportunities were presented.

We are fortunate to be operating in a County that truly supports its small businesses through programs offered by the OEBO. PBC is dedicated to ensuring that its community of small businesses can grow, hire local residents, and support a prosperous and growing community.

The logo for "What's Happening" features the word "What's" in blue and "Happening" in green, with a yellow swoosh underneath.

01.13 | 5:30 pm– 7:00 pm

Waiver List Workshop

50 S. Military Trail, Suite 2N123, West Palm Beach, FL 33415

01.14-30

South Florida Fair

01.19 | 5:30

GET Certified- Small Business Certification Workshop

City of Westlake Council Chambers 4001 Seminole Pratt Whitney Rd., Westlake, FL 33470

Register: [OEBO - Growth, Equity, Training \(GET\) Certified \(pbcgov.com\)](#)

01.20 | 10 am

A Virtual Conversation: OEBO Staff

Zoom | <https://pbcgov.zoom.us/j/5616166840>

01.25 | 11 am

Bank on Your Business-Financial Wellness Seminar

Mounts Botanical Gardens 531 N. Military Trail, West Palm Beach, FL 33415

01.26 | TBD

Meet and Greet-OEBO CareerSource PBC Internship Program

02.08 | 11 am-1:30 pm

Certification and Documentation Workshop

50 S. Military Trail, West Palm Beach, FL 33415

Join the Florida Women's Business Center every Monday, 8:45 am- 9:45 am for **Monday Morning Magic** via Zoom. Learn about opportunities and happenings in Palm Beach and Broward Counties. Register at www.FLWBC.org to receive the link.

Comcast Rise

Comcast RISE, which stands for "**Representation, Investment, Strength and Empowerment,**" is part of an expanded Diversity, Equity and Inclusion commitment that Comcast announced last summer, as well as a coordinated cross-company effort to address digital inequities through sustainable programming and investments. A key part of Comcast RISE is ensuring sustainability for businesses beyond the marketing services and technology makeovers. For more information, go to <https://www.comcastrise.com/about/comcastrise.com>.

Amazon Black Business Accelerator

Amazon's Black Business Accelerator is a grant program aimed to address historical, manifest imbalances by growing and advancing equity for Black-owned businesses.

<https://sell.amazon.com/programs/black-business-accelerator>



PALM BEACH PARTNERS 2021 BUSINESS MATCHMAKER BUSINESS CONFERENCE AND EXPO



The Palm Beach Partners, a coalition of county public and non-profit organizations, hosted the 15th Annual Matchmaker Business Conference and Expo on September 17. The purpose of this conference, which was held virtually, is to drive economic empowerment by pairing minority and women business enterprises, small business enterprises, disabled business enterprises, and most recently the Service-Disabled Veterans Program with immediate and future contracting opportunities.

The coalition is comprised of the Palm Beach County Office of Equal Business Opportunity, Palm Beach International Airport, Palm Tran, the School District of Palm Beach County, the City of West Palm Beach, the Solid Waste Authority, the South Florida Water Management District, and the Technology Enterprise and Development (TED) Center.

The 2021 conference included workshops on branding and client development. Darryl Jones, Deputy Director, Tallahassee Leon County Office of Economic Vitality gave the keynote speech. Business professionals facilitated Powertalks, one-on-one meetings to provide small business owners with information and advice regarding business development and sustainability. There was also a special networking session that featured the comic stylings of Kitty Lundun, mixologist Tamekia Wright who created a signature Matchmaker cocktail, and jazz music by saxophonist Randy Corinthian.

The committee recognized the contributions of several small business enterprises. The Spotlight on Vendors Awardees were:

- Minority/Woman Owned Business of the Year | Greywood Consulting
- Small Business Enterprise of the Year | Martino Commercial Tires
- Corporate Partner of the Year | Pirtle Construction
- Advocate of the Year | Center for Enterprise Opportunity
- COVID-19 Resilient Business of the Year | Bus One

The Palm Beach Partners looks forward to the 16th Annual Matchmaker Business Conference and Expo coming back in real time in 2022. **Save the Date, September 16, 2022!**

FLORIDA HISPANIC AMERICAN
CHAMBER OF COMMERCE
www.HispanicChamber.org



FIESTA DE PUEBLO & BUSINESS EXPO

DESFILE CULTURAL LOS TRES REYES MAGOS Y AÑO NUEVO

FREE ADMISSION/ENTRADA GRATIS.
SAMUEL J. FERRERI COMMUNITY PARK 2905 JOG RD.
GREENACRES, FL 33467
RESERVE YOUR BUSINESS BOOTH/
PARA PUESTOS DE NEGOCIO LLAMAR AL •561-889-6527



SAVE THE DATE

JANUARY 8TH, 2022

EMAIL US AT INFO@FIESTADEPUEBLO.COM



OEBO ADVISORY BOARD MEMBER SPOTLIGHT

Clementine Florenville



Meet Clementine! She's a Florida, Licensed Certified Public Accountant (CPA) who's innovative in the field of accounting and financial management.

Clementine is the owner and managing CPA of Accounting of the Palm Beaches, LLC (AOTBP). AOTBP, is a Licensed CPA Firm, offering Strategic Accounting Solutions for Your Unique Business Needs.

She accredits her success to tenacity. "At times I wanted to give up, but I couldn't, because I'm not a quitter. I worked full time while obtaining my higher education degrees and my CPA License. I'm proud to be a Licensed CPA! I'm glad that I chose this field of work. I enjoy researching and further educating myself on interesting accounting topics. I've always wanted to give back to my community; I feel that starting my own CPA Firm is an avenue to help me accomplish such a goal. I want to help small business owners grow their business by providing them with the accounting skills necessary to help them nurture their business. I want my clients to focus on developing their business, with a peace of mind, knowing that their accounting needs are satisfied, beyond a doubt.," said Clementine.



Clementine currently volunteers as Treasurer of the National Association for Women in Construction (NAWIC), Greater Palm Beach Chapter. She also serves on the Equal Business Opportunity Advisory Committee, offering advisory services to Palm Beach County's, Board of County Commissioners, Office of Equal Business Opportunity (OEBO).

Clementine is an proud, active member of the American Institute of Certified Public Accountants (AICPA), Florida Institute of Certified Public Accountants (FICPA), the National Society of Black CPAs (NSBCPA), the National Association of Black Accountants (NABA) and the National Association for Women in Construction (NAWIC).

Clementine knows that each business has their own unique needs. That's why she understands the importance of getting to know her client's, staying abreast of accounting trends and offering strategic accounting solutions to her clients.

You may connect with Clementine through her Digital Business Card and connect with her through various social media channels è <https://www.dibiz.com/clementine>



HONORING HISPANIC AMERICANS

Hispanic Heritage Month September 15–October 15

Americans observe Hispanic Heritage Month, September 15–October 15. Initially, recognized as Hispanic Heritage Week in 1968, it was first introduced by California Congressman George E. Brown. The commemoration was expanded by President Ronald Reagan in 1988 to a 30-day period. These thirty days are a celebration of the history, culture, and contributions of Hispanic people.

The dates, September 15–October 15 are significant because September 15 is the Independence Day for Costa Rica, El Salvador, Guatemala, Honduras and Nicaragua. In addition, Mexico and Chile celebrate their independence days on September 16 and September 18, respectively. Also, Columbus Day or Día de la Raza, which is October 12, falls within this 30 day period.

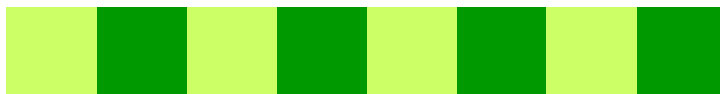
Despite the opportunity gap, Hispanics are the fastest growing small business owners in the U.S. They account for more than 4.5 million businesses in the country. The rate of increase for these companies outpaced all other businesses by more than 30% according to a 2020 Stanford University study. This same study found that Hispanic owned businesses contributed \$700 billion to the economy in annual sales.



Help was harder to come by for Latino business owners, who had less cash on hand when requesting COVID assistance and PPP loans and were only half as likely as their White counterparts to receive the federal loans. Prior to the crisis, Hispanic entrepreneurs were making strides, increasing their funding, improving their credit, and their revenue growth. Industries, such as construction, retail, and transportation, which highly represent the Hispanic business community were hardest hit during the pandemic. Palm Beach County Board of County Commissioners provided emergency relief funds totaling to nearly \$14 million to 852 local Hispanic owned businesses.

Palm Beach County Office of Equal Business Opportunity (OEBO) currently has 97 certified Hispanic owned businesses. “As the population of Hispanics in the county continues to grow, it is expected an increase of Hispanic businesses too. The OEBO office in Palm Beach County offers valuable and helpful information to all the owners of small businesses, which helps them get certified and get qualified for the available projects.” said Juan Pagan, Executive Director of the Florida Hispanic American Chamber of Commerce Palm Beach County and OEBO Advisory Board Member. “As one of the organizations who represent many Hispanic small businesses in Palm Beach County, we are very satisfied with the help and assistance of the OEBO, and we are looking forward to continuing to work with them to increase the number of certified small Hispanic and non-Hispanic businesses in Palm Beach County”.

For information on how to become a certified vendor with the Office of Equal Business Opportunity, call 561-616-6840 or email oebo@pbcgov.org. You can follow OEBO on Facebook and Twitter.



OCTOBER IS WOMEN'S BUSINESS MONTH

Let's Celebrate

There are 242 (117 White, 77 Black, 37 Hispanic and 11 Asian) certified women owned-businesses with the Palm Beach County Office of Equal Business Opportunity (OEBO) . In an effort to advance the development of women-owned businesses, OEBO provides support from staff and resource partners, increased visibility in the small business network, procurement opportunities with the county, education and outreach activities, access technical assistance, and programs intended to help facilitate growth and increase capacity.

Women own 42% of businesses in the United States. There are 11.6 million women-owned businesses in the US. They generate \$1.9 trillion annually. Women of color account for 50% of female business owners in this country. October is National Women's Small Business Month. President Ronald Reagan signed the Women's Business Ownership Act in October 1988. This legislation was designed to level the playing field by increasing federal support of women-owned businesses as well as making working capital, training and assistance more accessible. Most importantly, it allowed women to apply for loans without a male co-signer.

The U.S. Small Business Administration (SBA) is instrumental in addressing the specific needs of women owned businesses over the years. In response to the Women's Business Ownership, the SBA established The Women's Business Center Program to provide grant assistance to private, nonprofit organizations to carry out five-year projects to benefit small businesses owned and controlled by women. Women's Business Centers or WBCs are a national network of 136 centers that offer one-on-one counseling, training, networking, workshops, technical assistance, and mentoring to women entrepreneurs on numerous business development topics, including business startup, financial management, marketing, and procurement.

The ongoing COVID-19 pandemic has hit women-owned businesses particularly hard. According to a July 2020 poll conducted by the U.S. Chamber of Commerce, only 47% of female business owners considered their company's overall outlook as "good," compared to 62% of the men polled.

For Black women, business ownership can be even more difficult. According to a survey from Visa, business ownership can be more difficult for black women. The February 2021 survey included more than 250 black women business owners with revenue less than \$1 million and employ less than 100. Of the survey respondents, 71 percent predicted they'll have to shut down their operations if current pandemic conditions continue for one more year.

National Women's Business Month is a time to recognize the accomplishments of women whose entrepreneurial spirit helps drive Palm Beach County's economy forward. While there is a long way to go for women to achieve parity in the business playing field, the future is promising. "Women owned businesses continue to make tremendous strides in Palm Beach County. We look forward to seeing how these firms shatter the glass ceiling over the next five- ten- and twenty years," says Tonya Davis Johnson, Director of the Office of Equal Business Opportunity. "While October is National Women's Business Month, this is cause to celebrate female owned businesses everyday".

"A little support for women entrepreneurs can go a long way."
Ratna Prabha

CERTIFICATION FAQs

What businesses are eligible to be certified?

The Office of Equal Business Opportunity certifies SMWBEs (small- minority- women- business enterprises) and SBEs (Small Business Enterprises) are eligible to be certified as a vendor for Palm Beach County.

How much does certification cost?

Nothing. The Palm Beach County certification process is free however, to expedite your application, the cost is \$300.

In order to be certified, does my company have to be in Palm Beach County?

Yes. The Palm Beach County Office of Equal Business Opportunity only certifies businesses domiciled in the county.

How long does it take to get certified?

Once your application is completed, Small Business Specialists have up to 90 business days, to review and request additional documents, and make a determination.

If I have registered as a vendor with Palm Beach County, am I automatically certified?

No. If you are a registered vendor with Palm Beach County, you are not automatically certified. However, you must register before your company can be certified.

How long is a company certified for?

A certification must be renewed every three years.

Am I guaranteed a contract if I get certified?

No. Certification is a tool to increase your company's access and exposure to county departments, prime contractors, and the business community. In order to ensure success, you must work your certification. Market your business, attend OEBO sponsored events and activities, network with

NEWSLETTER CONTEST

For a chance to win a \$25 gift card, enter the Palm Beach County Office of Equal Business Opportunity social media contest.

RULES

Be the first person to post a picture of yourself with a copy of 'The Enterprise', the OEBO newsletter on our Facebook page.

<https://www.facebook.com/PBCEBO>

Check your Facebook inbox to see if you're a winner.



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
- Construction Manager
- Demolition
- Door Replacement
- Electrical
- Sports field Lighting
- Flooring
- HVAC
- Indoor Air Quality
- Low Voltage
- Minor Construction
- Overhead Doors
- Painting
- Plumbing
- Pressure Cleaning
- 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



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.

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.

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



Welcome Small/Minority/Women Business Enterprises!

S/M/WBE Firms Certified or Recertified between January 2021—June 2021

<p>A-1 Balers & Compactors, LLC Lizzet Serrano (561) 792-3350 a1balers@msn.com</p>	<p>S/M/WBE Hispanic Recertified</p>	<p>Hydraulics (Pump, Hydraulic Motor, Valves, Gauges, etc.) Maintenance and Repair Machinery and Heavy Hardware (Not Lawn Equipment) Maintenance and Repair Refuse/Garbage Burning Equipment, Maintenance and Repair Refuse/Garbage Collection/Dumping Equipment Maintenance and Repair Welding Services, Agricultural, Heavy Industrial and Similar</p>
<p>All American Welding & Maintenance, Inc. John Martel (561) 653-1177 johnm.aaw@gmail.com</p>	<p>SBE Recertified</p>	<p>Steel, Fabricated: Beams, Gabions, Gratings, Walkways, Window Bars, and Custom-Made Steel Items Tubing, Mechanical, Steel: Rectangular, Round, Square, etc. (See 570-91 for Structural Tubing) Welding Maintenance and Repair Services (Incl. Brazing, Casting, and Soldering) Metal Work, Decorative Welding</p>
<p>Anzo, Inc. Jon Zak (561) 699-3602 jzak@anzcoinc.com</p>	<p>SBE Recertified</p>	<p>Masonry, Concrete, and Stucco Maintenance, Finishing, and Repair (Includes Inside Concrete Sawing and Grouting Work) Wall and Ceiling Repair and Replacement (Including Drywalling) Construction, Curb and Gutter (Includes Maintenance, Repair, and Removal) Construction, Sidewalk and Driveway (Includes Pedestrian and</p>
<p>Bergowe, Inc. Dba Omex of South Florida Rodney Gower (561) 742-9333 Rodneyg@msn.com</p>	<p>SBE Recertified</p>	<p>Janitorial/Custodial Services</p>
<p>BG Lawn Care Services, LLC Guillermo Ruiz (561) 450-9652 guirui123@gmail.com</p>	<p>S/MBE Hispanic Recertified</p>	<p>Landscaping Consulting Grounds Maintenance: Mowing, Edging, Plant (Not Tree) Trimming, etc. Landscaping (Including Design, Fertilizing, Planting, etc., But Not Grounds Maintenance or Tree Trimming Services)</p>

<p>Blessed Staging and Construction Company Trishanna Gifford (561) 644-8724 blessedstaging@outlook.com</p>	<p>S/M/WBE* Black Certified</p>	<p>Administration of Contracts: Summary of Work, Quality Control, Project Closeout, etc. Door Installation, Maintenance, and Repair (Metal) Door Installation, Maintenance, and Repair (Wood) Garbage/Trash Removal Kitchen and Bathroom Fixture Repair (Not Plumbing): Bathtubs, Sinks, Cabinets, Counter Tops, etc. Masonry, Concrete, and Stucco Maintenance, Finishing, and Repair (Includes Inside Concrete Sawing and Grouting Work) Painting, Maintenance and Repair Services (Including Caulking) Remodeling and Alterations Tile and Stone (Includes Granite, Marble, and Terrazzo), Restoration, Refurbishing, Maintenance and Repair Wall and Ceiling Repair and Replacement (Including Drywalling) Window Installation, Maintenance and Repair (Metal) Window Installation, Maintenance, and Repair (Wood) Outreach Services Construction Consulting Management Consulting Services Asphalt Pavers Maintenance and Repair Project Management Services Cleaning Services, Steam and Pressure Debris/Recycling Material Hauling Services Removal of Wood, Wood Chips, Bark, etc. Tree and Shrub Removal Services Stump Grinding Mulch-Furnishing/Transporting and Placing</p>
<p>BMC Consulting, LLC Bruce Ciarlariello (561) 644-1329 bruce@bmconsultingllc.com</p>	<p>SBE* Certified</p>	<p>Energy Conservation Services (Including Audits) Environmental Engineering Mechanical Engineering Pollution Control Engineering</p>
<p>Bus One LLC Denise Albritton (561) 758-7377 busonepalmbeach@gmail.com</p>	<p>S/M/WBE Black Recertified</p>	<p>Coach, Transit (Mini) Conventional Coach, Transit (Mini) Handicapped Coach, Transit (Single Door, under 35 feet) Coach, Transit (Touring) Conventional Coach, Transit (Touring) Custom</p>
<p>Coleman Public Relations & Consulting Firm LLC Kellen Coleman (925) 367-5478</p>	<p>S/MBE* Black Certified</p>	<p>Advertising/Public Relations (Incl. Skywriting) Public Relations Services Consulting, Communications, Public Relations</p>
<p>Contin Development Group Dba Contin Architecture And Design Juan Contin (561) 249-4007 sai@continstudio.com</p>	<p>S/MBE Hispanic Recertified</p>	<p>Architect Services, Professional Buildings -Architectural Design Planning, Site (Installation and Project) Architectural Services, Non-Licensed (Not Otherwise Classified) Designing Services</p>



DeJong Construction LLC Joyce DeJong (561) 801-2871 jdejong64@yahoo.com	S/WBE Recertified	Post-Tensioned Type Reinforcing System (For Concrete Slabs) Steel, Reinforcing, Mesh
Dias Protection Services, LLC Patrick Dias (561) 339-8669 jdias1127@gmail.com	S/MBE* Black Certified	Security/Safety Consulting Vocational Training, All Types (Including Vocational Rehabilitation and Technical Education) Guard and Security Services
Eat N Cake LLC Gregory Eaton (561) 420-3675 eatcakewpb@gmail.com	S/MBE* Black Certified	Cakes, Cookies, Dough, Pastries, etc.
Energy Efficient Electric, INC Keith Eason (561) 655-7211 rene@energyeff.com	SBE Recertified	Wiring and Other Electrical Maintenance and Repair Services Electrical
Engecon Construction Robert Waite (561) 585-1565	SBE Recertified	Construction, General (Backfill Services, Digging, Ditching, Road Grading, Rock Stabilization, etc.) Construction Management Services
Engineered Design Services LLC Craig McKenzie (813) 816-0301 craigmckenzie@edsengineers.com	S/MBE Black Recertified	Construction, General (Backfill Services, Digging, Ditching, Road Grading, Rock Stabilization, etc.) Construction Management Services
Gary White Training & Consulting Gary White (813) 300-8842 gary.white@gwtnc.com	SBE* Black Certified	Contracted Services, Curriculum Development Administrative Consulting Business Consulting, Small Community Development Consulting Consulting Services (Not Otherwise Classified) Education and Training Consulting Human Relations Consulting Human Resources Consulting Services Management Consulting Services Organizational Development Consulting Personnel/Employment Consulting (Human Resources) Strategic Technology Planning and Consulting Services Course Development Services, Instructional/Training Training, Professional Development Professional Development Partnering Workshop Facilitation Services Human Resources Development Services Program/Project Development and Management Services
General Plumbing and Air Conditioning, Inc. Erica Barnes (561) 585-2591 ebarnes@generalplumbing.com	SBE* Certified	Heating, Air Conditioning, and Ventilation Maintenance and Repair Services (Including Installation) Plumbing Maintenance and Repair (Includes Pressure Tapping Services, Pipe Freezes, Toilets, etc.) Plumbing Plumbing Equipment and Fixtures, Maintenance and Repair Heating, Air Conditioning, Ventilating & Refrigeration Equipment,

Habana Excavating Inc. Henry Rodriguez (561) 689-0058 Habanaexcavating@comcast.net	S/MBE Hispanic Recertified	Clearing and Grubbing Services Excavation Services Hauling Services
Hawkhaven LLC Dba Lazy Loggerhead Cafe Jennifer Wilson (561) 373-2843 jenowilson@gmail.com	SBE* Certified	Concessions, Catering, Vending: Mobile and Stationary (See Class 905 for Airport Concessions) Catering Services, Banquet, On-Site Catering Services, Banquet, Off-Site Catering Services
Hillers Electrical Engineering, Inc. Jacki Yasin (561) 451-9165 jacki.yasin@hillersee.com	S/MBE Asian Recertified	Engineering Services, Non-Licensed (Not Otherwise Classified) 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
Himmel Construction Inc. James Himmel (561) 791-1901 estimating@himmelconstruction.com	SBE Recertified	Arborist Services Grading (of Parking Lots, etc. – Not Road Building)
Irma Robinson Inc Irma Robinson (312) 787-1287 irobinson@iri-cepco.com	S/M/WBE Black Recertified	Interior Design, Space Planning, and Exhibits/Displays Space Planning, Interior Design Drafting Services C.I.P., Project Management/Administration
Island Designs Inc Charles Letizia (561) 799-5204	SBE* Certified	Architect Services, Professional Planning, Site (Installation and Project)
LCA Architecture, Inc. Denise Cravy (561) 493-4787 denise@lca-inc.com	SBE Recertified	Architect Services, Professional Buildings -Architectural Design Interior Design, Space Planning, and Exhibits/Displays Land Development and Planning –Architectural Lighting (Interior, Exterior)- Architectural Services Administration of Contracts: Summary of Work, Quality Control, Project Closeout, etc.
Lifestyle Brand Group Inc. Maiah Andrews (561) 420-1056	S/M/WBE* Black	Communications Consulting Management Consulting Services
Living Souls LLC Widline Pierre (561) 572-6773	S/M/WBE* Black	Mental Health Services: Vocational, Residential, etc.
Madsen-Barr Corporation John Barr (561) 753-6363 johnbarr@madsenbarr.com	SBE Recertified	Excavation Services Construction, Utility/Underground Projects Maintenance and Repair, Utility/Underground Projects



<p>Midds Inc. Dba Banyan Printing Roger Manning (561) 586-6220 Roger@BanyanPrinting.com</p>	<p>SBE Recertified</p>	<p>Mailing Services (Includes, Addressing, Collating, Packaging, Sorting and Delivery) Graphic Design Services for Printing Bar Code Printing Bumper Stickers, etc.: Printed Business Cards Printed Card Printing: Tab, Post, Form, etc. Check Printing Continuous Form Printing Copying Services (Reproduction) Decal Printing Envelope Printing Forms Printing (Not Continuous) Letterheads Printed Numbering Services, Printing Offset Printing, Large Production Runs (Quan. up to 1 00,000); 4 Color Process or Close Registration Required: Color Brochures, Maps, etc. Offset Printing, Booklets, Saddle Stitch Binding (Quan. Under 100,000): Books and Magazines Paper Cutting, Drilling, Folding, Punching, Shredding, Trimming, etc. Printing on Recycled Stock Print-On-Demand Printing Services (Including Print and Distribute Services) Security Paper, Custom Printed (Quan. Over 100,000) Snap-Out Form Printing (See 395-70,80 for Continuous Shelf Items) Specialty Printing: Die Cutting, Laser, Plastic, Thermography, etc. (Folders, Invitations, Tabs, Binders, Banners, Banner Displays, etc.) Tickets, Special Labels and Tapes, Printed (Not Continuous), For Prescription Drugs, etc. (Pressure Sensitive or Dry Gummed Adhesion Flats, Rolls, Tablets, etc.)</p>
<p>Mueller Construction and Management Company Dba Mueller Construction Company Jacob Mueller (561) 222-6408 info@muellerconstructioncompany.com</p>	<p>SBE * Certified</p>	<p>Carpentry Maintenance and Repair Services Door Installation, Maintenance, and Repair (Wood) Mold Assessment Services (Not Consulting) Mold Remediation</p>
<p>N & P Construction and Development, INC Orestes Piedra (561) 318-7575 apiedra80@yahoo.com</p>	<p>S/MBE Hispanic Recertified</p>	<p>Clearing and Grubbing Services Demolition Services Excavation Services Construction Management Services Grading (of Parking Lots, etc. – Not Road Building)</p>

<p>Pacifica Engineering Services, LLC Wesley Foster (561) 693-8093 wesley.foster@pacificaes.com</p>	<p>S/MBE Black Recertified</p>	<p>Geotechnical – Soils Testing Services Consulting Services (Not Otherwise Classified) Environmental Consulting Geological Consulting and Study Geotechnical Engineering Inspecting, General/Engineering Lead and Asbestos Inspection Services Asphalt Sampling and Inspection Services Metal Sampling and Analysis Services Soil Sampling and Preparation Services Water Sampling and Analysis Services Concrete Testing Services Core Sample (Not Concrete) Testing Services Paint Testing Services</p>
<p>Palmwood Corporation, Inc John Cleary (561) 844-8740 palmwood@bellsouth.net</p>	<p>SBE Recertified</p>	<p>Construction and Upgrades, Wastewater Treatment Plant Lime Slurry Removal Services Maintenance and Repair, Bridges Maintenance and Repair, Canal Maintenance and Repair, Sidewalk and Driveway (Including Removal) Construction Management Services Breakwater Construction, Maintenance, and Repair Construction Services, General (Marine) Reef Services, Artificial Waterfront Construction Services Including Piers, Docks, Decking, etc. (Includes Maintenance and Repair) Construction Equipment (Not Otherwise Classified) Rental or Lease Cranes and Buckets Rental or Lease Earth Moving Equipment (Graders, Dozers, Loaders, etc.) Rental or Lease</p>
<p>Proshell Construction Services, INC Julien Beauregard (561) 684-4959</p>	<p>SBE Recertified</p>	<p>Repair Services, Concrete, Including Removal and Replace Masonry</p>
<p>R&M Service Solutions, LLC Mike George (813) 788-4357</p>	<p>SBE* Certified</p>	<p>Excavation Services Construction, Utility/Underground Projects Maintenance and Repair, Utility/Underground Projects</p>
<p>RKC Land Development Incorporated Robert Carter (561) 791-7866 rkclanddevelopment@att.net</p>	<p>SBE Recertified</p>	<p>Clearing and Grubbing Services Excavation Services</p>



Samary Cleaning Service LLC Leda H. Solis Acosta (561) 317-5597 solis_leda@yahoo.com	S/M/WBE* Hispanic Certified	Janitorial/Custodial Services Cleaning, Interior/Exterior, New Construction Washing, Waxing, Polishing, Steam Cleaning, Disinfecting, etc. Cleaning and Protection Services, Upholstery Janitorial Management Services
SE Financial Solution Sylvie Semoin (954) 627-2151 info@sefisolution.com	S/M/WBE* Black Certified	Accounting/Auditing/Budget Consulting Accounting and Billing Services (Including Payroll Services, 3 rd Party Reimbursement for Medicare, Medicaid, Private Insurance, etc.) Administrative Services, All Kinds (Incl. Clerical, Secretarial Services, etc.)
SRI Consultants, Inc. Shirish Rajpathak (561) 372-1290 raj@sriconsultants.net	S/MBE Asian Recertified	Architectural Services, Non-Licensed (Not Otherwise Classified) Designing Services Drafting Services Engineering Services, Non-Licensed (Not Otherwise Classified) Civil Engineering Concrete Engineering Inspecting, Structural/Engineering Roofing, Engineering Structural Engineering Concrete Testing Services
Statewide Construction Services, Inc. Dba Statewide Concrete Finishing William Larue (561) 333-1865 concreteguy77@yahoo.com	SBE Recertified	Maintenance and Repair, Sidewalk and Driveway (Including Removal) Sawing Concrete Driveways, Pavement and Sidewalks Concrete Sealing Services, Concrete Floor Repair Services, Concrete, Including Removal and Replace Construction, Sidewalk and Driveway (Includes Pedestrian and Handicap Ramps) Construction, Vertical, Concrete, Pour-in-Place, Form/Place Construction, Concrete, Pour-in-Place, Form, Place, Finish
Stephen L. Boruff AIA Architects & Planners Inc Mary Hardin (561) 471-8520 sboruff@sba-arch.com	SBE Recertified	Architect Services, Professional Planning, Urban (Community, Regional, Area wide, and State)
Stillwater Interior Concepts, Inc. Cassie Montalvo (561) 845-6033 cassie@stillwatericon.com	SBE* Certified	Construction Management Services
Suav Fellas Transportation LLC Emmanuel Thomas (561) 788-0333 suavfellastransportationllc@gmail.com	S/MBE* Black Certified	Ambulance Services, Non-emergency (See 990-37 for Emergency Ambulance Services)
Sunshine Sweeps LLC Shamekia Jackson (561) 983-3233 shamekiashine@gmail.com	S/M/WBE* Black Certified	Janitorial/Custodial Services Cleaning Services, Steam and Pressure

<p>Superior Waterway Services, Inc. Chris York (561) 844-0248 cyork@superiorwaterway.com</p>	<p>SBE Recertified</p>	<p>Aquatic Plants Environmental Consulting Lakes, Rivers, and Other Waterway Management Consulting Service Weed and Vegetation Control (Including Trees, Shrubs and Aquatic Weed Control)</p>
<p>Thompson & Youngross Engineering Consultants, LLC Andrew Youngross (561) 274-0200</p>	<p>SBE Recertified</p>	<p>Electrical Engineering Mechanical Engineering</p>
<p>Tierra South Florida, Inc. Raj Krishnasamy (561) 719-6902 bfunt@tsfgeo.com</p>	<p>S/MBE Asian Recertified</p>	<p>Boring, Drilling, Testing, and Soundings, Including Concrete Core Drilling Services, Pavement Geotechnical Foundation Drill Services Geotechnical Drilling and Boring Services Testing, Asphalt Density Quality Control Testing Services for Construction</p>
<p>Total Solution Contractors Inc. Ryan Dobson (561) 318-4080 admin@totalsolutioncontractors.com</p>	<p>S/MBE* Black Certified</p>	<p>Masonry, Concrete, and Stucco Maintenance, Finishing, and Repair (Includes Inside Concrete Sawing and Grouting Work) Wall and Ceiling Repair and Replacement (Including Drywalling) Concrete Stucco Construction Management Services</p>
<p>Trindy Enterprises, LLC Dba Trindy Gourmet Vernita Trinnette Morris (407) 312-7145 trindygourmet@gmail.com</p>	<p>S/M/WBE Black Recertified</p>	<p>Entrees, Specialty (Including Corn Dogs, Lasagna, Mexican Food, etc.) Hors d'oeuvres, meat trays, vegetable trays, dessert trays, etc. for meetings and parties Combination Meals, Shelf Staple (To Include Ready to Eat Prepared Meals) MRE Pasta (Including Macaroni, Noodles, and Spaghetti) Recycled Grocer's Miscellaneous Products Food Service Consulting Delivered Meals (Including Shelf Stable Meals and Congregate Meals) Emergency Food Supplemental Food Services Concessions, Catering, Vending: Mobile and Stationary (See Class 905 for Airport Concessions) Catering Services, Banquet, On-Site Catering Services, Banquet, Off-Site Hospitality Services (Incl. Wine and Cheese Events) Food Distribution Services Meals Food Services for Classes Food Service for Instructors Disaster Relief Services</p>



<p>Triton Electric Company James Joyce (561) 882-0909 jim@tritonelectric.net</p>	<p>SBE Recertified</p>	<p>Wiring and Other Electrical Maintenance and Repair Services Electrical</p>
<p>TWG Enterprises Waterproofing & Painting Jessica Gallo (561) 276-5440</p>	<p>SBE* Certified</p>	<p>Painting, Maintenance and Repair Services (Including Caulking) Wallpapering Services, Includes Maintenance and Repair Painting and Wallpapering</p>
<p>uSaveLED, LLC Harry Zuker (561) 672-7020 hzuker@usaveled.com</p>	<p>SBE Recertified</p>	<p>Lamps: Fluorescent, Incandescent, Mercury Vapor, Quartz, and Sodium Vapor Lighting Fixtures, Indoor: All Kinds and Parts (Including Lampholders and Recycled Types) Lighting, Area, Pole or Standard Mounted (Parking Lots, etc.) Lighting Fixtures, Outdoor: Floodlights, Spotlights, Yard Lights, and all other Weatherproof Fixtures (Except Streetlights) (Including Recycled Types) Lighting, Solar Powered Lighting Units, Emergency, Battery Operated; and Batteries Street and Highway Lighting Luminaires, Accessories and Parts Lamps/Lighting, Lens, and Signals, Interior and Exterior Lamps/Lighting, Interior and Exterior Stadium Lighting Equipment and Light Poles (See Class 285 for Lamps) Lighting Distribution Hardware: Borderlight Cables, Pipe Battens, Plugging Strips and Boxes, Wall and Floor Pockets, etc. Lighting Instruments: Border and Cyclorama Striplights, Follow Spotlights, Floodlights, Special Effects Lighting, Spotlights, etc. Lighting Systems, Complete</p>
<p>WGM Quality Painting, Inc. Gretza Moya (561) 889-1286 wgmqualitypaint@aol.com</p>	<p>S/M/WBE Hispanic Recertified</p>	<p>Painting, Maintenance and Repair Services (Including Caulking) Painting Services Wall and Ceiling Repair and Replacement (Including Drywalling) Painting and Wallpapering</p>
<p>Zeman Consulting Group, LLC Derek Zeman (561) 223-8035 dzeman@zemangroup.com</p>	<p>SBE* Certified</p>	<p>Geographic Information Systems (GIS) Surveyor Services, Land Mapping & Geographical Information Systems (GIS) Services Utility Locator Service (Underground)</p>

Palm Beach County
Office of Equal Business Opportunity

Waiver List Workshop



*Learn from OEBO Staff how to qualify
to do business with Palm Beach County.*

January 13, 2022

5:30pm - 7:00pm

50 S. Military Trail, Suite 2N123
West Palm Beach, FL 33415

For details, contact Antonia Smith: **561-712-6671** or **asmith5@pbcgov.org**



Palm Beach County
Board of County Commissioners

Robert S. Weinroth, Mayor, Gregg K. Weiss, Vice Mayor
Maria G. Marino, Dave Kerner, Maria Sachs,
Melissa McKinlay, Mack Bernard



6 Ways for Small Business Owners to Relax Over the Holidays

By: Meredith Wood



Ask almost any small business owner about their plans for the holiday season, and there's about a fifty percent chance they will laugh in your face. December is a notoriously stressful time for business owners, as the combination of wrapping up the end of year finances and projects, creating projections for the year ahead, and showing appropriate gratitude for customers and employees adds up to a heap of extra anxiety.

But business owners, we have news for you. No matter how busy or how overwhelmed you are, we're convinced that you—yes, *even you*—can find time to take a break this holiday season. We believe not only that you can, but that you absolutely should. For the sake of your sanity and the best interest of your business in the new year, follow these steps to make your much needed rest a reality.

1. Plan for a pause.

Before the weight of your to-do list has a chance to talk you out of it, go ahead and plan to take a break this holiday season. Decide how many days you're going to take off—and when. Put them on your calendar. Adjust your deadlines accordingly. Whatever it takes, once you've put the plan in motion for that break, don't compromise.

2. Set expectations—and stick to them!

To make your holiday break a reality, you'll need to set expectations and make logistical plans with anyone who may be affected by your time off. As early as you can, let your customers and employees know when you'll be out of the office, as well as how to reach you in an emergency.

You may even be pleasantly surprised at the feedback you receive from setting these expectations. Most of your customers will be celebrating with their families, too, so they likely won't mind one bit.

3. Accept that some things will be left undone.

No matter how hard you try to plan ahead, taking the time to relax over the holidays will likely mean letting a few things go—or at least letting them wait until January. But remember how we mentioned that everyone else is taking a break, too? That means you'd likely be waiting to close that next deal or meet with that client anyway, even if you were working straight through the holidays.

Start by making a list of all the impending to dos, then break them into three categories: must do, should do, can probably wait. Must dos include things like running payroll, sending invoices, and fulfilling client deliverables or customer orders. Alphabetizing your filing cabinet? That one can probably wait.

4. Step away from the computer.

At some point, you just have to rip off the Band-Aid, step away from the computer, and reenter the real, non-small business owner world. As it turns out, it's pretty nice out there! There are good things to eat! And pretty lights! And music!

As overwhelming as the prospect may be, we promise that the moment you step away for your holiday break will be the hardest part. Grab some eggnog and, next thing you know, you'll have forgotten all about those lingering business owner woes!

5. Count your blessings.

Even with all the responsibility and potential for stress, being a business owner is a tremendous privilege. As you step away from the stress, take some time this holiday season to think about the best parts of owning your own business.

What achievements are you most proud of this year? How has business ownership given you more autonomy and made your lifestyle better? Focusing on the positive will put your mind at ease and help you to remember why you started your own business in the first place.

6. Remember what really matters.

It's inevitable that when you own your own business, the work never really ends. When your personal and business lives are so entangled, it can be virtually impossible to step outside the world of your business and remember what truly matters in life.

Use this holiday break as an opportunity to ground yourself in the real world. Think about your loved ones, your health, your favorite traditions. Then, as you gear yourself up to go back to work, hold onto the reminder that business is just business—even when you're the boss.



South Florida Fair announces 2022 theme and Gold Pass promotion

WEST PALM BEACH, Fla. – The 2022 South Florida Fair will be “Rockin’ Robots” for 17 days January 14-30, offering its full-fledged traditional event that its guests have come to enjoy at the fairgrounds, 9067 Southern Blvd.

Theme-related happenings that will be showcased throughout the 110th annual fair will include educational, robotic activities; interactive, strolling robots; BattleBots (as seen on TV), where competitors will operate their own custom-designed remote-controlled machines in a 40 x 60 foot rink; and robotics in agriculture, manufacturing and science. Guests also will see larger-than-life robots up to nine feet tall.

To kick off the excitement for the 2022 fair, guests can take advantage of “The Power of GoldFlash Sale” during the weekend of November 5, 6 and 7 only. Those who purchase a \$20 ride voucher online at www.southfloridafair.com will receive a free Gold Access Pass, which allows them to move to the front of the ride lines. The value of pass is \$12 Monday-Thursday and \$20 Friday-Sunday.

The online sale of advance discount tickets also will begin that weekend at www.southfloridafair.com. Admission is \$10 in advance for ages 11 and older and may be used on any day. The gate admission is \$15 Monday-Friday and \$20 Saturday and Sunday. Admission is free for 10 and younger.

A Megasaver Package, which includes four any day admissions, two ride vouchers and four \$5 food tickets for \$89 (\$150 value), is available only in advance and only at Publix through January 13, 2022.

New attractions will include the Rockin’ Robots Ice Skating Show in the Ford Theatre, an educational Robot Zoo exhibit, and a moving sand sculpture featuring 3-D mapping with full color projections featuring vintage robot toys. Guests also can expect to enjoy all of the usual fair attractions, including racing pigs, livestock shows, live entertainment, and exhibits and shopping. More activities will be announced closer to the fair’s opening.



A Virtual Conversation

with **OEBO Staff**



January 20

10:00 am

Join us for an informative conversation with the staff at the *Office of Equal Business Opportunity.*

Register Today!

<https://pbcgov.zoom.com/j/5616166840>

Click the link below or scan the QR code with your smartphone or mobile device



For details, contact Antonia Smith: **561-712-6671** or asmith5@pbcgov.org



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County Administrator, Verdenia C. Baker



MEET OUR RESOURCE PARTNER

SCORE Palm Beach County

The SCORE Association is a non-profit strategic partner of the US Small Business Administration (SBA). It was formed in 1964 to expand the small business communities across America. It is made up of some 275 local chapters across the country and in the US Caribbean possessions. Score has over 10,500 volunteers. These volunteers act as mentors to America's small business community, and is the premier source of free and confidential small business advice for entrepreneurs. SCORE's 10,500 volunteer mentors have more than 500 business skills, are either still working or retired business owners, executives, or corporate leaders who share their wisdom and lessons learned in business.

SCORE Palm Beach County, a 501(c)(3) nonprofit organization, is dedicated to helping small businesses get off the ground, grow and achieve their goals through education and mentorship. SCORE Palm Beach County helps South Florida create jobs by promoting business ownership and economic prosperity for all Palm Beach County communities. Each year, we host hundreds of free to low-cost workshops, training, and events. Our volunteer business mentors are dedicated to providing insights and knowledge to small business owners and entrepreneurs wishing to start a business.



The local SCORE Palm Beach County Chapter, formed in the late 1960s, currently has about 75 area volunteers and offers free mentoring "for the life of your business". SCORE also offers in-person or virtual educational workshops and webinars that are mostly free or available for a very low cost throughout the year. These educational programs cover every aspect of starting and/or operating a business in the County.

According to Jerry Steinberg, SCORE mentor, "Small business success is a blend of smarts, sweat, luck, and risk. Luckily, you don't have to do everything alone. With SCORE, you'll get the expertise, support, and tools to build and sustain your business, all from a network with almost sixty years of experience".

Visit www.scorepalmbeachcounty.org [scorepalmbeachcounty.org], or score.org [score.org] to learn more, arrange for free in-person or virtual advice, receive remote mentoring through face-to-face digital technology, have access to over 500 skill sets within our nationwide volunteer network, get many digital support tools and templates, and build strong support relationships for the life of your business.

SCORE Palm Beach County

7999 N Federal Hwy, Suite 201
Boca Raton, FL 33487
Tel: (561) 981-5180
Email: ch.admin0224@scorevolunteer.org

"The counselors were clearly experts in their fields and did not sugarcoat their criticism. As a new entrepreneur, I need someone objective to look at my plan and find ways to improve it and that is exactly what SCORE is doing."

-Carmelo Colon, Iraq/Afghanistan Veteran



OEBO FEATURED PALM BEACH COUNTY DEPARTMENT Department of Human and Economic Development



Small business is **BIG BUSINESS** in Palm Beach County. According to the U.S. Small Business Administration (SBA), small businesses are independently owned and operated and typically have less than 1,500 employees and \$7.5 million or less in annual receipts. In Palm Beach County, over 93% of all businesses have less than 25 employees. The Palm Beach County Business Loan Programs are designed with these small businesses in mind. Administered by the Palm Beach County Department of Housing and Economic Development (HED), the programs provide long-term loans with low interest rates to small businesses looking to grow in Palm Beach County. Often, these businesses have difficulty accessing conventional financing so HED partners with community-based banks and SBA Certified Development Companies (CDCs) to leverage funding and diversify risk. Involving these partners in project financing also lowers the amount of equity investment required by borrowers.

To date, the County's Business Loan Programs have contributed financing to Palm Beach County-based small business projects totaling more than \$131 million. In total, 57 small business owners have borrowed more than \$33.4 million through the County's Business Loan Programs to support business needs including acquisition of machinery and equipment, working capital, and construction costs. Funding for these loans comes from federal agencies including the U.S. Department of Housing and Urban Development; the United States Department of Agriculture, the Environmental Protection Agency, and the Department of Energy. Job creation is a Program requirement. In general, a borrower must create 1 new job for every \$35,000 borrowed and at least 51% of new jobs must be filled individuals who have low to moderate income levels at the time of hire. Loan Program borrowers have created 2,141 new jobs to date.

As the Business Loan Program is not designed to serve as the primary source of funding, leveraging is critical. Program loans have been leveraged by more than \$97.6 million in other funding including: \$48.1 million from commercial lenders, \$14.7 million from CDCs, and \$25 million in borrowers' equity. In fact, every \$1 loaned through the County's Loan Program is leveraged by \$3.90 from other funding source

The Palm Beach County Business Loan Programs address the complex financing needs of Palm Beach County's small businesses. With Business Loan Program support, these businesses: create new jobs as they expand in Palm Beach County; access additional funding from traditional lenders; diversify and strengthen the local economy and tax base; and generally contribute to an increased quality of life in Palm Beach County.



To learn more about the Department of Housing and Economic Development or the Palm Beach County Business Loan Programs, please call 561/233-3600, by email: mweymer@pbcgov.org, or visit our website: <https://discover.pbcgov.org/HED>.

Palm Beach County
Office of Equal Business Opportunity
Presents:

BANK on **YOUR BUSINESS**

A Financial Wellness Seminar



INDUSTRY PROFESSIONALS

*share tools for the
financial success
of your business*

January 25, 2022

10:00 AM

Vista Center

2300 N. Jog Road, Room 1W47/1W50
West Palm Beach, FL 33411

REGISTER TODAY!

<https://survey.pbcgov.com/s3/OEBO-Bank-on-Your-Business>

Register using the link above or
scan the QR Code with your
smartphone or mobile device



For details, contact Antonia Smith: **561-712-6671** or asmith5@pbcgov.org



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



SMALL BUSINESS IS BIG BUSINESS

www.pbcgov.com/oebo



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www.linkedin.com/in/PBCEqualBusiness



<http://facebook.com/pbcebo>

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REMEMBERING VICKY CRONELL

Vicky worked for Palm Beach County for more than twelve years, starting with the Guardian ad Litem Program and the Engineering Department before joining the Office of Equal Business Opportunity. Vicky was promoted to a Small Business Development Specialist I from the Administrative Secretary. As a Small Business Specialist, Vicky reviewed applications for Small, Minority, and/or Women-Owned Business certification or recertification and provided administrative support to the Goal Setting Committee. Vicky valued the contributions of small businesses to the Palm Beach economy and enjoyed assisting the County's citizens and helping the small business community.

Vicky had an Associate of Science Degree in Paralegal Studies from the University of Florida Independent Study Program. Sadly, Vicky lost her life in a tragic accident on July 25, 2021. She will be missed by her friends and colleagues at Palm Beach County.

