

The Enterprise



Greetings,

The Office of Equal Business Opportunity (OEBO) is excited about the many opportunities for Small, Minority and Woman-Owned Businesses (S/M/WBE). Palm Beach County is open for business!



The OEBO promotes the inclusiveness of small, minority, and women-owned businesses in the county's procurement process. We facilitate the equitable awarding of contracts to S/M/WBEs. We do this by providing technical assistance, offering a comprehensive outreach program, and monitoring the award of contracts through the procurement process.

May is a special time for us in Palm Beach County. The first week is designated as National Small Business Week. The Board of County Commissioners of Palm Beach County also proclaimed this week as Palm Beach County Small Business Week at their May 2, Board meeting.

National Small Business Week has been observed for more than 50 years and continues to, collectively, celebrate the accomplishments of small businesses. The US Small Business Administration Office of Advocacy estimates there are 31.7 million small businesses in this country.

In observation of Small Business Week, we have planned events designed to engage and connect small business owners and aspiring entrepreneurs with information and resources to help build their capacity. We hope you will take advantage of all of our services, network with other business owners, learn more about what the county has to offer, and discover the available opportunities. We hope to see you at our events. I promise you will not be disappointed.

Sincerely,

Tonya Davis Johnson, Director
 Office of Equal Business Opportunity

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OEBO FEATURED SBE Bright & Clear Soft and Pressure Washing



Bright & Clear Soft and Pressure Washing is a roof and exterior sanitizing, and cleaning, solutions company providing services to residential and commercial buildings. Established in 2019 and located in West Palm Beach, Bright & Clear's soft wash system uses water-based, environmentally friendly products. They are biodegradable and non-hazardous. The company offers a variety of outdoor cleaning services to any home or business. Bright & Clear provides services throughout Palm Beach County, as well as Broward and Dade Counties, Port St. Lucie, Ft. Myers, and Labelle.

The professionals at Bright & Clear are trained, certified, and licensed. The safety and security of your family and your house is important to Bright & Clear. The company uses *Ask the Seal* as a simple method to show clients it maintains the proper licensing and insurance and performs background checks on every employee dispatched to a home or business. These highly qualified technicians can restore any property to its original, pristine condition. By removing dirt, algae, mold, and mildew from surfaces using the softwash system, the company saves clients time and money. Soft washing consumes just one-third of the water that pressure or power washing does, lasts 4 - 6 times longer, and does not erode or harm the surface the way pressure washing can. Soft washing also does far more than power washing because it does more than just clean your roof. The products utilized in the soft wash system does not simply clean; it penetrates, sanitizes, and eliminates the root of the issue.

According to Bright & Clear owner and operator, Andre Morgan, the Palm Beach County Office of Equal Business Opportunity (OEBO) has made a tremendous difference for the company. "I started my business back in 2019. Today, I am proud of what I do and all that I'm accomplishing".

Bright & Clear has been certified with OEBO since 2020. "Since becoming a certified SMWBE, we have been awarded many contracts in Palm Beach including parks, golf courses, large water utilities, water plants, and more than ten fire stations," said Morgan. "With the support of the OEBO staff and events, we have been able to grow our business in to something great".

As a result of winning bids, Morgan accredits his SMWBE certification status with allowing his business to invest in the community by employing individuals and training them to utilize the cleaning system professionally and effectively.



Before and After Vinyl Siding soft wash

MaBright & Clear Soft and Pressure Wash
(561) 932-7594

<https://www.brightnclearsoftwash.com/>



April 30 | 9 am-3 pm **Joint SMWBE Certification and Business Forecasting Conference**
Clayton Hutcheson Agricultural Services Center | 559 N. Military Trail · West Palm Beach
<https://survey.pbcgov.com/s3/OEBO-Joint-Certification-and-Forecasting-Conference>

May 2 | 8:00 am **OEBO Advisory Board Small Business Week Kickoff Breakfast**
Riviera Beach Marina | 190 E. 13th Street · Riviera Beach
<https://survey.pbcgov.com/s3/OEBO-Advisory-Board-Small-Business-Week-Kick-off-Breakfast>

May 3 | 11:30 am **Lunch and Learn: Tips for Small Businesses**
PBC Consumer Affairs | 50 S. Military Trail Ste. 2N-123 · West Palm Beach
<https://survey.pbcgov.com/s3/OEBO-2022-Small-Business-Week-Lunch-Learn-Small-Business-Development-Tips>

May 4 | 6:00 pm **OEBO Small Business Networking Mixer**
Don Ramon Restaurante Cubano | 7102 S. Dixie Highway · West Palm Beach
<https://survey.pbcgov.com/s3/OEBO-Small-Business-Week-Networking-Mixer>

May 5 | 11:30 am **Lunch and Learn: Tips for Small Businesses**
PBC Consumer Affairs | 50 S. Military Trail Ste. 2N-123 · West Palm Beach
<https://survey.pbcgov.com/s3/OEBO-2022-Small-Business-Week-Lunch-Learn-Palm-Beach-County-Vendor-Registration-and-Certification>

May 6 | 10:00 am **Design and Construction Conference**
South County Civic Center | 16700 Jog Road · Delray Beach
<https://survey.pbcgov.com/s3/OEBO-PBC-Multi-Departmental-Construction-Outreach-Conference>

The Office of Equal Business Opportunity works very hard to ensure that our certified vendors have the opportunity to bid on and participate in the county procurement process.

We want to make certain that we are doing everything we can so that you can provide your products and services to Palm Beach County. In order to do so, we are asking you to complete this very short survey. I will not take up much of your time and it will help us to help you. We appreciate your assistance. If you have any questions, please feel free to reach out. Just click on the link below. Thank you.

<https://survey.pbcgov.com/s3/OEBO-PBC-S-M-WBE-Program-Feedback>

OEBO ADVISORY BOARD MEMBER SPOTLIGHT

Denise Albritton

Denise Cotman Albritton is a native of West Palm Beach, Florida. A graduate of North Shore High School, she obtained an Associates of Arts Degree in Marketing from Palm Beach State College and a Bachelor of Science Degree in Business Management from Hodges College in Naples, Florida.

Albritton is the CEO of Bus One Charter Bus Company. Bus One was established in 2010 in Palm Beach County. The company has grown into the largest African American and woman-owned charter bus company in South Florida and the second largest overall in Palm Beach County. Bus One LLC has been serving Palm Beach County and surrounding areas in the area of transportation for more than 28 years. Bus One LLC believes in supporting the community by providing assistance to various Title I schools and non-profit organizations. This company is licensed through the Department of Transportation for intrastate and interstate commerce. She is also the CEO of LaDanez (La-dan-nee-z) One LLC, an image and fashion consulting business, which also offers closet auditing and personal shopping services.



As a tireless advocate of small, minority, and women's programs, Albritton lends her support to several local organizations. She is Past Chairperson of the Board of Directors for the Women's Chamber Foundation and Past President of the Board of Directors for the Women's Chamber of Commerce of Palm Beach County. Currently, she serves the YWCA of Palm Beach County as President of the Board of Directors. She also served four years as President of the National Coalition of 100 Black Women, Inc. West Palm Beach Chapter. Additionally, Denise serves on the Board of Directors of the South Florida Fair and committee member for the Miss South Florida Fair and Miss Palm Beach County Competitions, which are a part of the Miss America organization.

In addition to her other duties, Albritton is on the Office of the Equal Business Opportunity Advisory Committee. Her company, Bus One is a certified SMWBE with the county. As an Advisory Board member, she is responsible for providing insight and direction to the OEBO team from an external stakeholder's point of view. "My experience in various levels and capacities of management spans over 35 years. The management experience I've gained over the years have included civil and community engagement as a program director with a not for profit organization; to customer engagement by creating a positive customer experience as a store manager and community relations manager," said Albritton. "To drive success as a manager and business owner my primary goals are to be results driven, build strong and successful teams through recruitment, training and team motivation and customer satisfaction. As an entrepreneur I'm constantly searching for creative ways to enhance the customers experience, create ways to differentiate my brand to stand out above the competition and remain relevant in a constantly changing market".

She is married to Thomas "Mike" Albritton II, she is the bonus mother of Jeremy, Darien, Adrien "Addy", Jordan and Julian.

NATIONAL SMALL BUSINESS WEEK
Building a Better America through Entrepreneurship
May 1-7, 2022

There are more than 31 million small businesses in the U.S. Small businesses make up about 99% of all the businesses in this county. In 1963, the President John F. Kennedy issued a proclamation announcing National Small Business Week. National Small Business Week recognizes the contributions of America's entrepreneurs and small business owners. Since then it has become an annual practice to celebrate small businesses and the impact they make to the local communities and the national economy. More than half of Americans either own or work for a small business, and they create about two out of every three new jobs in the U.S. each year.

During National Small Business Week (NSBW), the U.S. Small Business Administration takes the opportunity to highlight the impact of entrepreneurs, small business owners, and others from all 50 states and U.S. territories. Every day, they're working to grow small businesses, create jobs, drive innovation, and increase America's global competitiveness.

The Equal Business Opportunity is hosting week-long events to celebrate and recognize small business enterprises (SBEs) in Palm Beach County. These events range from small business workshops, networking events, and outreach conferences. Small business owners, aspiring entrepreneurs, certified vendors, business owners interested in working with the county are invited to take advantage of the opportunity to meet learn more about what is happening in Palm Beach County and network with industry professionals. For more information or details about the OEBO Small Business Week events, call 561-616-6840 or email oebo@pbcgov.org.





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 : <input style="width: 700px; height: 20px;" type="text"/> <input style="width: 30px; height: 20px; border: 1px solid black; text-align: center; font-weight: bold; font-size: 10px;" type="button" value="Go"/>
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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!

FIRM	CLASSIFICATION	SERVICES
ALAN GERWIG & ASSOCIATES INC Alan Gerwig 561-792-9000 agerwig@aga-engineering.com	SBE Recertified	Engineering Consulting Civil Engineering Structural Engineering
Architecture Green, LLC Mark Beatty 561-398-2109 msb@architecturegreenllc.com	SBE Recertified	Architect Services, Professional Interior Design, Space Planning, and Exhibits/Displays Planning, Site (Installation and Project) Energy Conservation Consulting
Current Connections, Inc. Donald Sharkey 561-586-0010	SBE Recertified	Writing and Other Electrical Maintenance and Repair Services Electrical
DLI Incorporated Lloyd Lacy 561-586-1118 dlacy@diincorporated.com	SBE Recertified	Carpentry Maintenance and Repair Services Carpentry Services, To include installation & renovation Carpentry Wood, includes Architectural Woodwork
Giglio Group, Inc. CARMELO GIGLIO 561-582-1733 carmelo@upefl.com	SBE Recertified	Inspecting, General/Engineering Inspecting, Structural/Engineering Structural Engineering
Jeff H. Iravani, Incorporated Ashlee Brown 561-575-6030 jhi@bellsouth.net	SBE Recertified	Engineering Consulting Civil Engineering Highways; Streets; Airport Pay-Parking Lots – Engineering Waste Water Treatment Engineering Water Supply, Treatment, and Distribution/Engineering
Mark Escoffery, P. A. Mark Escoffery 561-627-1404 escofferypa@gmail.com	S/MBE Black Recertified	Accounting/Auditing/Budget Consulting Auditing Certified Public Accountant (CPA) Services Tax Services (Including Tax Preparation, Advisory Services, etc.
P & L CORPORATE SOLUTIONS LLC Paula Humber 954-461-3357 phumber@pl-cs.com	S/M/WBE Black Recertified	Manuals: Parts, Personnel, Policy, Purchasing, Training, etc. Administrative Support, Consulting Services Compliance Consulting, American Disabilities Act (ADA) Education and Training Consulting Employee Benefits Consulting E-Mail Archiving and Records Management Consulting Human Relations Consulting Management Consulting Marketing Consulting Research and Evaluation, Human Services (Including Productivity Audits)
K-F Group, Inc. Hian Kor 561-793-0605 Hkor@k-fgroup.com	S/MBE Asian Recertified	Water Supply, Treatment, and Distribution/Engineering Traffic Studies and Analysis Services Water Supply Analysis, Infrastructure Analysis, Water Quality Analysis, and Long Term Planning

FIRM	CLASSIFICATION	SERVICES
RKW Media Robin Williams 561-543-6880 rwilliams@rkwmedia.com	S/M/WBE Black Recertified	Social Media Management Services Marketing Services (Incl. Distribution, Research, Sales Promotions, etc.) Graphic Design Services for Printing Designing Services Graphic Arts Services (Not Printing) Web Page Design, Management and Maintenance Services Development Services, Web Page Marketing Consulting
T C L M Enterprise INC Christina Basile 561-248-1470 tclm.tina@gmail.com	S/WBE Recertified	Excavation Services Construction, Utility/Underground Projects Maintenance and Repair, Utility/Underground Projects
Touch Of Shine, LLC CLARENCE ELLINGTON 561-248-8021 TOSHaulers@gmail.com	S/MBE* Black Certified	Debris/Recycling Material Hauling Services Monitoring Services, Disaster Debris and Recovery
VNJ Enterprises Inc Jorge Vidal 561-723-9040 vnjenterprisesinc@gmail.com	S/MBE* Hispanic Certified	Janitorial/Custodial Services
Advance Janitorial and Maintenance Services Tibab Delisser 786-234-9955 tibab2@hotmail.com	S/MBE* Black Certified	Janitorial/Custodial Services
BACS DECON, LLC Darneishia Collins 770-709-1701 bacsdecon.clean@gmail.com	S/M/WBE* Black Certified	Cleaning of Amusement Areas, Exposition Centers, Grounds, Parks, Picnic Areas, Rest Areas, Etc. Sanitizing and Disinfecting Services, Security, Fire, Safety and Emergency
Bin Medics LLC Fred Gamble 561-500-2467 info@cleanwasteindustries.com	S/MBE* Black Certified	Removal and Disposal of Recycling Materials Sanitizing and Disinfecting Services Containers: Barrels, Drums, etc., Maintenance and Repair Cleaning Services, Steam and Pressure Debris/Recycling Material Hauling Services
Dynamic Duo PT+, LLC Angela Mason 561-563-2828 drangieddpt@outlook.com	S/M/WBE* Black Certified	Therapy and Rehabilitation Services
Stellar Business Development Systems, LLC Pamela Frazier 561-517-8003 pamela@stellarbds.com	S/M/WBE Black Recertified	Business Consulting, Large Communications: Public Relations Consulting Community Development Consulting Marketing Consulting Security/Safety Consulting Transportation Consulting Party, Holiday, and Event Decorating Services



FIRM	CLASSIFICATION	SERVICES
Flotech Environmental LLC Yinet Quintana 305-505-5565 yinet.quintana@FlotechLLC.com	SBE* Certified	Storm Drainage Maintenance and Repair, Sewer and Storm Drain (Including Removal) Maintenance and Repair, Water System, Main and Service Line Pipe and Pipe Fittings Maintenance and Repair Pipeline Equipment Maintenance and Repair Water Supply and Sewage Treatment Equipment Maintenance and Repair Pipeline Pressure Flushing Services Pipeline Management Services Water Supply Plant Operating and Monitoring System Services Wastewater Treatment Plant, Operations, and Testing Water and Wastewater Treatment Services Water and Sewer Equipment (Including Well Pointing Equipment) Rental or Lease
J. Rawn Enterprises Inc. Jack Rawn 561-635-8470 Jack@JRawnEnterprises.com	SBE* Certified	Clearing and Grubbing Services Carpentry Concrete Grading (of Parking Lots, etc. – Not Road Building)
Jetty Productions Inc Neilson Paty 850-321-8735 neilson@jettyproductions.com	SBE* Certified	Advertising Agency Services Communications Marketing Services Video Production Video Recording Video Media Duplicating and Production Services (Including CD ROMs, Tapes, etc.) Advertising Consulting Communications: Public Relations Consulting
LBM Lawn Service LLC Mark Robinson 561-370-8717 lbmlawnservice@gmail.com	S/MBE* Hispanic Certified	Tree Trimming and Pruning Services Clearing and Grubbing Services Landscaping Consulting Tree and Shrub Removal Services Tree Removal Services with Obstacles, Including The Cutting Grounds Maintenance: Mowing, Edging, Plant (Not Tree) Trimming, etc.
Sharon Solomon Rose Sharon Rose 702-525-0501 wisdomassociatesr@gmail.com	S/WBE* Certified	Marketing Consulting
The Leadership Haven Resource Center LLC Tessie Watts 561-574-6378 tessiewatts@theleadershiphaven.com	S/M/WBE* Black Certified	Communications Consulting Consulting, Communications, Public Relations Education and Training Consulting Educational Training Consulting Services Training and instruction (for Clients, not Staff)
Sasser's Glass Works, Inc. Sofie Sarsadias 561-833-8495 sofies@sasserglass.com	SBE White Recertified	Glass and Glazing

FIRM	CLASSIFICATION	SERVICES
Brown & Phillips Inc Anthony Brown 561-615-3988 Tony@Brown-Phillips.Com	S/MBE Black Recertified	Geographic Information Systems (GIS) Surveyor Services, Land Mapping & Geographical Information Systems (GIS) Services
Coastal Sheet Metal Of South Florida LLC David Wall 561-718-6044 coastalsheetmetal@gmail.com	SBE Recertified	Duct Work Installation
Earthology, LLC Prajakta (Raj) Kamthe 561-315-1085 raj.kamthe@earthology.info	S/M/WBE Asian Recertified	Analytical Studies and Surveys (Consulting) Education and Training Consulting Environmental Consulting Lakes, Rivers, and Other Waterway Management Consulting Services Natural Disasters (Fire, Flood, Wind, Quakes) Consulting Scientific/Technical Consulting Urban Planning Consulting Ecological Services Ecosystems Development, Management and Protection Services Environmental Services (Not Otherwise Classified) Impact Studies, Environmental Permitting Services, Environmental Planning and Advisory Services, Environmental Water Pollution Services Water/Wastewater Conservation Services Wetland Delineations (Inc. Assessments) Conservation Services, Forest Forestry Economic and Marketing Services (Including Forestry Resources Services) Monitoring Services, Disaster Debris and Recovery
NMS Management Services Inc Elaine Taule 561-967-8884 etaule@nms123.com	S/WBE Recertified	Alcohol and Drug Testing Services Employee Assistance Programs (Including Unemployment Compensation Administration Services) Employment Agency and Search Firm Services (Including Background Investigations and Drug Testing for Employment)
Pittman Law Group P L Sean Pittman 561-845-7453 sean@pittman-law.com	S/MBE Black Recertified	Governmental Consulting Legal Consulting Legal Services, Attorneys Lobby Services
Smith Engineering Consultants Inc. Larry Smith 561-616-3911 larry@smithengineeringconsultants. com	SBE Recertified	Engineering Consulting Electrical Engineering Mechanical Engineering



FIRM	CLASSIFICATION	SERVICES
Brown & Phillips Inc Anthony Brown 561-615-3988 Tony@Brown-Phillips.Com	S/MBE Black Recertified	Geographic Information Systems (GIS) Surveyor Services, Land Mapping & Geographical Information Systems (GIS) Services
Coastal Sheet Metal Of South Florida LLC David Wall 561-718-6044 coastalsheetmetal@gmail.com	SBE Recertified	Duct Work Installation
Earthology, LLC Prajakta (Raj) Kamthe 561-315-1085 raj.kamthe@earthology.info	S/M/WBE Asian Recertified	Analytical Studies and Surveys (Consulting) Education and Training Consulting Environmental Consulting Lakes, Rivers, and Other Waterway Management Consulting Services Natural Disasters (Fire, Flood, Wind, Quakes) Consulting Scientific/Technical Consulting Urban Planning Consulting Ecological Services Ecosystems Development, Management and Protection Services Environmental Services (Not Otherwise Classified) Impact Studies, Environmental Permitting Services, Environmental Planning and Advisory Services, Environmental Water Pollution Services Water/Wastewater Conservation Services Wetland Delineations (Inc. Assessments) Conservation Services, Forest Forestry Economic and Marketing Services (Including Forestry Resources Services) Monitoring Services, Disaster Debris and Recovery
NMS Management Services Inc Elaine Taule 561-967-8884 etaule@nms123.com	S/WBE Recertified	Alcohol and Drug Testing Services Employee Assistance Programs (Including Unemployment Compensation Administration Services) Employment Agency and Search Firm Services (Including Background Investigations and Drug Testing for Employment)
Pittman Law Group P L Sean Pittman 561-845-7453 sean@pittman-law.com	S/MBE Black Recertified	Governmental Consulting Legal Consulting Legal Services, Attorneys Lobby Services
Smith Engineering Consultants Inc. Larry Smith 561-616-3911 larry@smithengineeringconsultants. com	SBE Recertified	Engineering Consulting Electrical Engineering Mechanical Engineering

FIRM	CLASSIFICATION	SERVICES
PB Marketing Group LLC Patrick Benoit 561-758-9152 patrick@printingandbranding.com	S/MBE Black Recertified	Novelties and Advertising Specialty Products, Including Biodegradable Souvenirs: Promotional, Advertising, etc. Badges, Buttons, Emblems, and Patches, Metal: Cap, Game Wardens', Officer's', Service Awards, Uniform, etc. Display, Exhibit, and Promotional Materials, Awards, Trophies, Collectibles, etc. Maintenance and Repair Engraving Services: Awards, Trophies, Etc. (see 966-28 for Printing Type) Graphic Design Services for Printing Business Card Printed Card Printing: Tab, Post, Form, etc. Check Printing Continuous Form Printing Digital Printing from an Ink Jet Plotter Engraved and Embossed Awards, Bonds, Certificates, Diplomas, Stationery, etc. Imprinting Services Offset Printing, General, Small Press Work (Quan. Up to 25,000), One or More Colors, No 4 Color Processes or Large Solids or Close Registration; up to 11x17 in.: Brochures, Newsletters, Covers, Posters, etc. Offset Printing, General, Large Press Work (Quan. Up to 100,000), One or More Colors, No 4 Color Processes or Close Registration Required, May exceed 11x17 in. and Have Large Solids Offset Printing, General, Large Production Runs on Large or Web Press (Quan. Over 100,000), One or More Colors, No 4 Color Processes or Close Registration Required, May Exceed 11x17 In. and Have Large Solids Offset Printing, Large Production Runs (Quan. Over 100,000), 4 Color Processes or Close Registration Required; Color Brochures, Maps, etc. Offset Printing, Booklets, Saddle Stitch Binding (Quan. Under 100,000), Books and Magazines Offset Printing, Booklets, Saddle Stitch Binding (Quan. Up to 100,000; 4 Color Process or Tight Registration Required): Books, Magazines, etc. Offset Printing, Booklets, Saddle Stitch Binding (Quan. Over 100,000): Books and Magazines
Accord Engineering, Inc. Aida Baez 561-421-1363 aida.baez@accord-eng.com	S/M/WBE Hispanic Certified	Engineering Consulting Structural Engineering



FIRM	CLASSIFICATION	SERVICES
Sustainscape, Inc. Tiffany Hughes 561-245-5305 tiffany@sustainscapeflorida.com	SBE Recertified	Environmental Consulting Horticulture Consulting Landscape Consulting Fertilizer and Soil Conditioner Products Grounds Maintenance: Mowing, Edging, Plant (Not Tree) Trimming, etc. Landscaping (Including Design, Fertilizing, Planting, etc., But Not Grounds Maintenance or Tree Trimming Services)
Williams Professional Water Restoration Service LLC Tena Williams 866-491-4324 wpwrs1965@gmail.com	S/MBE Black Recertified	Carpet Cleaning Services Fire and/or Water Restoration Services Remediation Services, Environmental (Including Rehabilitation Services Hazardous Waste and Mod Remediation)
Best Solutions Prevision LLC Maria Del Carmen Rios Cueto 561-670-8940 richard.archer@bestprevision.com	S/M/WBE Hispanic Certified	Business Consulting, Large Consulting Services (Not Otherwise Classified)
CAS Engineering Associates Stephen Smith, P.E. 561-314-4445 ssmith@craigasmith.com	S/MBE Asian Certified	Surveyor Services, Land Utility Locator Services (Underground)
Glades Roofing LLC Carl Wilson 561-996-5254 gladesroofing2@bellsouth.net	S/MBE Black Certified	Roofing Installation, Maintenance and Repair Services, Cooling Systems Plumbing Maintenance and Repair (Includes Pressure Tapping Services, Pipe Freezes, Toilets, etc.) Roofing, Gutters, and Downspouts Maintenance and Repair Heating, Ventilating and Air Conditioning (HVAC) Services, Plumbing Roofing and Siding HVAC System Testing, Balancing and/or Troubleshooting Services
Rightway Acoustics, LLC Thomas Simmons 561-318-9817 tomm@ssconstruction.com	SBE White Certified	Acoustical Ceilings and Walls: Cleaning, Installation, Restoration, Maintenance and Repair (Including Panel Wall Systems)
Nowlen Holt & Miner PA Mark Bymaster 561-659-3060 mjb@nhmcpa.com	SBE White Certified	Accounting/Auditing/Budget Consulting Auditing Auditing Services
Gilmore Electric Company, Inc. David Loveland 561-744-8088 joshm@gilmoreelectric.com	SBE White Certified	Wiring and Other Electrical Maintenance and Repair Services Construction, Street Lighting Maintenance and Repair, Street Lighting Electrical Electrical Equipment (Except Cable and Wires, and Lighting Fixtures) Maintenance and Repair

FIRM	CLASSIFICATION	SERVICES
<p>Dakim, Inc. Kimberly Leland 561-790-0884 kim@printitplus.com</p>	<p>S/WBE White Recertified</p>	<p>Desktop Publishing Film and Slide Processing, Duplicating and Touch Up Services Printing, Digital File Output, Produced from a Photoshop Digital Scanning from 35mm Negatives or Slides Photographic Prints from Digital Files Graphic Arts Services (Not Printing) Digital Publishing Image Processing and Conversion Services Digital Imaging Services Optical Scanning Services Digital Scanning Services Blue Printing Services: Blue Prints, Blue Line, Large Engineering Desk Top Publishing Services Graphic Design Services for Printing Negative and Plate Preparation for Offset Printing Business Cards Printed Card Printing: Tab, Post, Form, etc. Check Printing Continuous Form Printing Decal Printing Digital Printing from an Ink Jet Plotter Envelope Printing Forms Printing (Not Continuous) Imprinting Services Letterheads Printed Numbering Services, Printing Offset Printing, General, Small Press Work (Quan. Up to 25,000) One or More Colors, No 4 Color Processes or Large Solids or Close Registration; up to 11 x 17 In.: Brochures, Newsletters, Covers, Posters, etc. Offset Printing, General, Large Press Work (Quan. up to 100,000); One or More Colors, No 4 Color Processes or Close Registration Required, Finished Sizes May Exceed 11 x 17 In., May Have Large Solids Offset Printing, General, Large Production Runs on Large or Web Press (Quan. Over 1 00,000), One or More Colors, No 4 Color Processes or Close Registration Required, May Exceed 11 x 17 In. and Have Large Solids Offset Printing, Large Production Runs (Quan. Up to 100,000); 4 Color Processes or Close Registration Required; Color Brochures, Maps, etc. Offset Printing, Large Production Runs (Quan. Over 100,000); 4 Color Process or Close Registration Required: Color Brochures, Maps, etc. Offset Printing, Booklets, Saddle Stitch Binding (Quan. Under 100,000): Books and Magazines Offset Printing, Booklets, Saddle Stitch Binding (Quantities up to 1 00,000; 4 Color Process or Tight Registration Required): Books, Magazines, etc. Offset Printing, Booklets, Saddle Stitch Binding (Quantities over 100,000): Books and Magazines Offset Printing, Books, Perfect Bound (Quan. up to 1 0,000); 4 Color Process Acceptable: College Catalogues, Telephone Books, etc.</p>



FIRM	CLASSIFICATION	SERVICES
Dakim, Inc. (cont'd) Kimberly Leland 561-790-0884 kim@printitplus.com	SWBE White Recertified	Offset Printing, Books, Perfect Bound (Quan. Over 1 0,000); 4 Color Process Acceptable Offset Printing, Custom Bound, Hardback, Leather, etc.: Books Offset Printing, General, Large Press Work (Quan. up to 1 00,000); One or More Colors, Close Registration Required, No 4-Color Processes, Finished Sizes May Exceed 8-1/2 x 11 in., Newsletters, etc. Offset Printing, General, Large Press Work (Quan. up to 100,000); One or More Colors, Close Registration Required, No 4-Color Processes, Finished Sizes May Exceed 11 x 17 in., May Have Large Solids Optical Scanning Form Printing Printing on Recycled Stock Print-On-Demand Printing Services (Including Print and Distribute Services) Receipt and Voucher Book Printing Silk Screen Printing 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.)
Audio Video Systems, Inc. Angela Barnard 561-686-4473 angela@securitybyavs.com	SWBE White Recertified	Access Control Systems and Security Systems Audio Equipment and Accessories, Television (Microphone, Mixers, and Amplifiers) Broadcast Equipment, Television Video Camera-Recorders, Accessories and Parts (Television Studio Type) Video Projectors, Accessories and Parts Video and Audio Systems, Accessories and Parts (Closed Circuit TV) (Including Surveillance Type) Audio Visual Equipment and Supplies (Not Otherwise Classified) Audio-Visual Equipment Maintenance and Repair
Mack & Sons LLC Dorothy McKinon 561-628-4195 mackandson@comcast.net	S/MBE Black Recertified	Grounds Maintenance: Mowing, Edging, Plant (Not Tree) Trimming, etc. Tree Trimming and Pruning Services Clearing and Grubbing Services Demolition Services Excavation Services Hauling Services Tree and Shrub Removal Services

FIVE TIPS FOR FINANCIAL WELLNESS FOR ENTREPRENEURS

Financial wellness means having certainty that can control of your financial responsibilities, can navigate through any unexpected expense, and can meet long-term financial goals. While entrepreneurs should rightfully be spending their time building their businesses, part of their schedule should include financial planning. We have five tips for financial wellness.

Have a budget.

Budgets help you choose priorities and is the basis of your business financial plan. Budgets should have both short-term and long-term plans. Set a monthly budget and create it for the entire year. Then, look at quarter to quarter for up to three years. If you haven't already, make sure that your personal and business finances are separate and set aside cash for taxes.

Know if you are making or losing money.

This sounds simple but if entrepreneurs don't see their cash flow in numbers, how do they know if they are making money or losing money. Go beyond budgeting your income statement and use tools like an Income Statement and Balance Sheet on a monthly basis to keep track of your money. This is important especially when you are looking to add additional properties or large inventories to your business. You must first understand the effects on your finances of these decisions.

Watch this video on how to complete an Income Statement and Balance Sheet: <https://liftfundstage.wpengine.com/liftfund-resources/liftfund-income-statement-balance-sheet/>

Find partners to help your business grow.

Entrepreneurs are usually great at running their business but not always the best at managing the finances. Ask for help so you can focus on your strengths. Your financial support team could consist of a certified public accountant (CPA), an attorney, a financial planner and even a business mentor. Get clear on what your needs are to help you choose who needs to be on your team.

Make finances a priority.

Financial wellness is like physical fitness. You know what to do but if you don't do anything with it, it doesn't matter. Set financial benchmarks for your business. Whether you miss them or make them, you can adjust accordingly. Leaning on your financial team and online resources, educate yourself and then take action to build your financial skills and your confidence.

Plan for your retirement.

Part of keeping your business profitable is planning for your own retirement. Your business can and should reasonably support your retirement savings. In your financial plan, make sure you have a place for retirement funds. If you have employees, look for programs that will help them plan for their retirement as well. Create an environment of saving money.

<https://www.liftfund.com/support/5-tips-financial-wellness-entrepreneurs/>

Walmart's 9th Annual Open Call Application Period is Open for All Entrepreneurs with Products Made, Grown or Assembled in the U.S.

The retailer aims to fortify its commitment to support and to grow small businesses and U.S. manufacturing with the company's biggest 'Open Call' to date



Small business owners and entrepreneurs with a dream of selling their U.S. made, grown or assembled products to millions of customers now have their chance. Today, Walmart announced the opening of the application period for its 9th annual Open Call event.

For the first time in the program's nine-year history, Walmart offered an exclusive early access period for Marketplace sellers to apply for Open Call, resulting in more than 2,000 companies registering more than 6,000 items they hope to present to merchants. If selected, participants will be able to choose from virtual or in-person pitch meetings with a Walmart or Sam's Club merchant during the June 28-29 event.

Open Call is Walmart's largest sourcing event that aims to bring shelf-ready products made, grown or assembled in the U.S. to shoppers across the country, both in-store and online. Open Call helps support Walmart's 10-year commitment to American jobs through its \$350 billion investment in items made, grown or assembled in the U.S.

This year, Walmart is offering mentoring sessions to all applicants registering for the event to provide tools to become successful selling on Walmart's virtual and physical shelves. In addition to sourcing new products, Open Call also aims to expand work the retailer is already doing with current online sellers. Applications for the two-day hybrid event will be accepted through April 8.

"We know how much supporting American products and American jobs truly does matter to our suppliers, entrepreneurs, sellers and local communities," says Laura Phillips, Walmart senior vice president for Global Sourcing & U.S. Manufacturing. "With all the new tools and resources available this year, we're hoping we can foster growth for many more businesses and Walmart Marketplace sellers that already work with us, along with those that are just getting started."

Applicants who receive a one-on-one product pitch meeting invitation will be given 30 minutes to showcase to Walmart and/or Sam's Club merchants why their product and business should join the Walmart family. Entrepreneurs can secure deals ranging from supplying products to a handful of local stores to supplying hundreds of Walmart stores and Sam's Clubs as well as Walmart.com. In addition to the product pitch meetings, Open Call includes breakout sessions featuring Walmart and Sam's Club leaders and special guests to provide suppliers and sellers with valuable insights and to offer additional resources available.

In its ninth year, Walmart's annual Open Call event continues to grow in popularity with small businesses across the country. Last year's event saw more than 900 small and medium-sized businesses from all 50 states, the District of Columbia and Puerto Rico, pitch their products to Walmart and Sam's Club merchants.

Businesses wishing to apply for this year's Open Call event can <https://engage.walmart-jump.com/open-call-2022>. Anyone wishing to learn more about becoming a Walmart Marketplace seller can click [https://marketplace.walmart.com/sell-your-products-online-with-walmart/?utm_source=corporate&utm_medium=pr&utm_campaign=Open Call](https://marketplace.walmart.com/sell-your-products-online-with-walmart/?utm_source=corporate&utm_medium=pr&utm_campaign=Open%20Call).

MEET OUR RESOURCE PARTNER

Florida Hispanic American Chamber of Commerce



“It’s All About The Brand!”

Community , Culture & Commerce !

Comunidad, Cultura Y Comercio!

Established in 2005 and energized by a group of volunteer professionals, the Florida Hispanic American Chamber of Commerce for Palm Beach County formerly known as the Puerto Rican Hispanic Chamber of Commerce for Palm Beach County Florida works with local Hispanic and Non-Hispanic members of the educational, cultural, and business community. This chamber provides these businesses with the opportunity to access education, networking, marketing, and growth potential inside and outside of the Palm Beach County area. Whether a business is larger or small or even a start-up, the Florida Hispanic American Chamber of Commerce gives members, as well as non-members, the opportunity to network with a dynamic group of people.

The Florida Hispanic American Chamber of Commerce was created to educate, provide sources of income, and create fraternal alliances. The Chamber represents members in different organizations, gathering pertinent information at federal, state, and local levels for growth of the Hispanic business community. The Chamber is a coalition of business and community organizations creating a united front. This organization seeks to become a premier Chamber of Commerce by helping businesses, professionals and individuals reach their full potential while preserving and sharing our culture.

As a bi-partisan organization interested in all issues pertaining to small businesses, the chamber doesn't endorse political candidates.

THE MISSION

To educate and promote business opportunities for our members locally, statewide and across the nation while bringing together our community in Florida.

4201 Westgate Avenue, Suite A-7
West Palm Beach, FL 33409
954-806-1550
<https://hispanicchamber.org/>

Business Credit vs Personal Credit

Many small business owners use personal credit to run their business. Doing so could put you at risk if your business is ever in trouble. Many creditors are moving away from relying on personal credit alone when judging a business's financial health since personal credit is not considered an ideal.

If you are a sole proprietor, your personal credit and your business credit are closely linked in the eyes of banks and other lenders. So it is important to take steps to protect both. You should monitor, evaluate and protect your credit standing just as you would protect any other business or personal asset.

Both business credit and personal credit rely on historical financial data to indicate a business or individual's creditworthiness, or how reliably they have managed debt like loans or credit cards. For businesses and individuals alike, good credit can make it easier to obtain more favorable interest rates, credit limits, and loan terms.

In many ways, these two scores are alike: They tell lenders if you are a good bet to repay your debts, which can influence their decision to extend you credit at all, and at what terms. There are some key differences between business credit and personal credit, including:

- **Personal vs. Business Credit:** Personal credit reports and scores are generally shaped by payment habits, credit card usage, loan usage, and other types of credit. Business credit history factors in the same type of financial information, but might also include vendor credit history, historical data like public record information, business size, and payment performance in the context of the business's industry.
- **Social Security vs EIN-** Personal credit profiles are linked to an individual's Social Security number. Business credit profiles are linked to employer identification numbers, or EINs, issued by the IRS. It's important to note that businesses registered as sole proprietorships do not need an EIN for taxes but can still obtain an EIN to establish business credit.
- **How Credit is Reported:** Personal credit is reported by the three leading credit reporting agencies: Equifax, Experian, and TransUnion. For businesses, Equifax and Experian both offer business credit reporting services, compiling data from outside sources to assess a business's credit history. Business credit can also be reported by specific credit reporting services that only deal with businesses, such as Dun & Bradstreet (D&B). To report business credit with D&B, businesses must register to obtain a free nine-digit D&B DUNS number.
- **How Credit Scores are Reported:** Personal credit scores are determined by FICO or VantageScore and range between 300 and 850 – the higher the number the more creditworthy the individual. Business credit scores are expressed differently and vary based on the credit reporting organization and index used. Equifax, Experian, and D&B all produce business credit scores in addition to credit reports, and usually range between 0 and 100. Meanwhile, the FICO Small Business Scoring Service (SBSS) specifically assesses small business credit and ranges from 0 to 300. Again, the higher the number, the more creditworthy the business.

Establishing business credit, and keeping it separate from personal credit, is necessary to help scale a business and protect a business owner's personal assets. Business credit can be a bit more complicated than personal credit, so it's important to understand the differences in order to help build a financially secure future for your business.

OEBO FEATURED PALM BEACH COUNTY DEPARTMENT

Public Affairs Department

The Public Affairs Department promotes all of the services, events and programs Palm Beach County has to offer through television, graphics, print and digital media. Informing the public and showcasing the many services of the county's departments is our specialty. Each Division of Public Affairs; Digital Marketing, Media & Public Information, PBC TV Channel 20, and Graphics, has a specialized role in promoting Palm Beach County.



Lisa De La Rionda, Director

During the threat of a storm or emergency, our FEMA-trained Public Information Officers keep the community prepared by putting out important messaging and updates. During the Covid-19 pandemic, our staff worked alongside with the Department of Health and the Division of Emergency Management to keep the public informed by publishing daily updates on emergency orders and testing sites. In an unprecedented move to combat the virus, free masks were sent to all county residents in the mail, courtesy of the Graphics Division. Graphics prides itself on printing quality branding, marketing and publication services.

Our Digital Marketing team is responsible for designing and managing the county's website, internal intranet, and social media. This division assists county departments with writing, editing, the distribution of printed publications; and publishes the online employee newsletter *Count-e-Line*.

Media & Public Information handles special events, media relations and produces public information campaigns with local, state and federal agencies. This team also assists with press conferences, ribbon cuttings, and special meetings.

The Channel 20 Division provides County government information and educational programming to all cable subscribers in Palm Beach County. Channel 20 is committed to broadcasting county government meetings, informative programs, and critical public safety messaging.

Graphics and Marketing Services provides and coordinates quality printing, copying, bulk mailing, graphic design, and marketing services in a timely and cost effective manner to BCC departments, divisions, offices and other taxing agencies. Graphic design and marketing services provide marketing campaigns and events, forms, brochures and publication layout and design, and logo and branding design work. Digital copying and printing are produced on high-speed printers with in-line finishing options including booklet making and hole punching for coil binding. Offset printing is produced on single color and multi-color equipment. Bindery services include cutting, folding, perforating, scoring, booklet making, and specialty die cutting. Mailing services include variable data printing, mailing list address quality management, and Every Door Direct Mail (EDDM) services. Wide format services including posters, banners, magnets, and signage, are produced on wide format ink-jet printers with finishing options including mounting and laminating. Registration as a certified chain of custody printer with the Forestry Stewardship Council (FSC) and the Rainforest Alliance. Acts as a Resource manager for in-house and outsource printing and copying for all County departments.

In 2021, Public Affairs expanded by creating the Board Services Section. This team is dedicated to promoting events and happenings for the Board of County Commissioners.



**Welcome to the Office of Equal Business Opportunity
Newly Certified Vendors | Quarter 2 · Fiscal Year 2022**

Accord Engineering, Inc.
Advance Janitorial and Maintenance Services
BACS Decon, LLC
Best Solutions Prevision LLC
Bin Medics LLC
Bluewater Engineering & Development, LLC
CAS Engineering Associates
Dickey Consulting Services, Inc.
Dynamic Duo PT+, LLC
Flotech Enviromental LLC
Gilmore Electric Company Inc.
Glades Roofing LLC'J. Rawn Enterprises Inc.
Jetty Productions Inc.
LBM Lawn Service LLC
MBCS Company LLC
Nowlen Holt & Miner PA
Regal Contractors Inc.
Rightway Acoustics LLC
Sharon Solomon Rose
South Florida Professional Cleaners LLC
The Leadership Haven Resource Center LLC



New Client Discount

PROMO CODE: PB10

\$10 off any service!

CBD and Hot Stone add-ons available

- \$60 Swedish or Deep Tissue 60 minute session
- \$90 Swedish or Deep Tissue 90 minute session
- \$65 Prenatal 60 minute session
- \$80 Hot Stone 60 minute session

www.blessedtouchlmt.com




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West Palm Beach, FL 33415
Phone: 561-616-6840



**Palm Beach County
Board of County Commissioners**

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

County Administrator
Verdenia C. Baker

 www.linkedin.com/in/PBCEqualBusiness

 <http://facebook.com/pbcebo>

 <https://www.instagram.com/pbcequal>



www.pbcgov.com/oebo

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Yamel Vasquez | Contract Analyst

Yamel Vasquez is the Contract Analyst for the Office of Equal Business Opportunity. She has worked with Palm Beach County for seven years. Her tenure began in 2015 with the Water Utilities Department, transitioning to Public Affairs in 2018. Before coming to the Office of Equal Business Opportunity, she worked in the Purchasing Department. Prior to employment for Palm Beach County, her professional experience included employment in the legal and healthcare industries.

As a former small business owner, Yamel is determined to ensure small businesses get the opportunity to participate in the Palm Beach County's procurement process. Working for Palm Beach County has provided valuable insight in the contract and procurement process. Yamel holds a Human Resource Certificate from Florida Atlantic University and a Bachelor's Degree from Palm Beach State College, and she is currently pursuing an MBA from Nova Southeastern University.

