2018 September Forecast of Opportunities & More

We often hear small business are the backbone of America's economy, but it cannot be said enough. A recent article in ***Harvard Business Review*** stated the following: The bulk of job growth comes from empowering *existing* people and businesses in a community to grow, innovate, and start new ventures. Local leaders and voters should demand this kind of good economic development, which then attracts other firms that want to be part of a dynamic local business environment.
https://hbr.org/2018/07/landing-amazon-hq2-isnt-the-right-way-for-a-city-to-create-jobs-heres-what-works-instead?utm_medium=email&utm_source=newsletter_daily&utm_campaign=dailyalert_activesubs&utm_content=signinnudge&referral=00563&deliveryName=DM11123

The facts are as follows:

- Small businesses total 29.6 million firms
- Small businesses employ half of the nation's private sector workforce (47.8%)
- Since 1995, small businesses have created two out of every three net new jobs
- Small businesses lead the way in tech and new product innovation
- Small businesses account for 43% of high tech employment
- Small businesses reflect America's diversity with 8M Minority-owned firms, 9.9M Women-owned firms and 2.5M Veteran-owned firms.

The Harvard Review article also stressed the following:

Help small- and middle-market firms scale. *Local leaders can help existing small- and mid-sized establishments survive, innovate, and grow.* Some communities, including Chicago, are helping small businesses expand their supplier relationships among a network of universities, hospitals, and other private sector institutions. Others provide customized services to small and mid-sized manufacturers. And some have focused on middle-market firms, which have the size and proven products to invest in continuous improvement yet face unique challenges. Helping these companies find skilled workers, enter global markets, and access capital, as can be seen with one promising initiative in Philadelphia, can facilitate job growth.

The Federal Government is Taking Big Steps to Boost Small Business Awards in Government Contracting
https://www.periscopeholdings.com/blog/small-business-awards-in-government-contracting?utm_source=Pardot&utm_medium=Email&utm_campaign=Small%20biz%20advantage%20Blog

The National Defense Magazine has reported, "Recent changes to federal caps on the use of micro-purchasing and simplified acquisition methods hold the promise of more agile acquisition, benefitting small businesses. By reducing contracting red tape and expanding contracting officers' discretion over vendor selection, these reforms improve the agility of the acquisition system, which should deliver better capabilities and materiel to warfighters more rapidly." In other words, the adoption of a more agile procurement model – even if it comes simply in the form of sourcing flexibility – is likely going to be a boon for small businesses.

The School District of PBC understands this dilemma with 15,000 Baby Boomers retiring each day; that's lots of human intellectual capital walking out the door. We need start-up businesses and we need our small and mid-size vendors to not only survive but grow. This is what we're doing:

1. ***Never submitted a bid***: The District offers vendors the opportunity to review similar solicitations that may help you respond more successfully to a solicitation.

2. ***Didn't win a job***: The District offers and encourages Bid-Debriefs to all those that request a one-on-one meeting.

3. ***Won a job but feeling a bit overwhelmed***: The District doesn't sit back and let you fail but walks you through the process. Don't be afraid to let us know you're struggling.

4. **Certification, a hassle**: See our Certification Application Guide attached.

5. The District helps small businesses expand their supplier relationships to enter both public and private sector markets. See the 'Save the Date' flyer attached.

6. The District hosts customized "Meet and Greets" between District staff and small businesses.

7. The District has SBE Sub-contractor/Sub consultant Goals and SBE Bid Preference.

8. The District assist vendors with certification and registration.

9. The District allows businesses to reside in Tri-County: Broward, Miami-Dade and Palm Beach County.

10. The District is reviewing policies and procedures to determine how we can continuously improve the Small Business Program.

Darci Garbacz, Director of Purchasing and David Dolan, Deputy Chief of Facilities Management, both work closely with the Office of Diversity in Business Practices to discuss ways in which to improve our program and processes. Please feel free to contact the Office of Diversity in Business Practices (ODBP) to request a meeting or ask a question, **we are here for you!**

Forecast of Opportunities:

Save the links below as the information will be updated on a regular basis:

Construction Purchasing Upcoming Projects:

https://www.palmbeachschools.org/purchasing/wp-content/uploads/sites/76/2018/08/CONSTRUCTION-PURCHASING_UPCOMING-PROJECTS_8.23.18.pdf

Awarded Contracts:

https://www.palmbeachschools.org/purchasing/wp-content/uploads/sites/76/2018/08/CONSTRUCTION-PURCHASING_Awarded-Contracts-8.14.18.pdf

Goods and Services:

Purchasing Department Goods and Services
Darci Garbacz, Director
Genell McMann, General Manager of Purchasing

Project #	Description of Project	Expected Date of Release	Estimated Due Date
19C-004V	Hazardous and Industrial Waste Disposal	July 2018	Sep 2018
19C-13W	SMART Interactive Flat Panels with Software	Aug 2018	Sep 2018
19C-6T	Rust Prevention Services Used in Irrigation Systems	Aug 2018	Sep 2018
RFQ TBD	Elevator Inspection Services	Sep 2018	Sep 2018
19C-14W	3M Window Film Installation	Sep 2018	Oct 2018
19C-008W	Distribution of Food and Non Food Products	Sep 2018	Oct 2018
19C-007T	Lease, Purchase, Lease-Purchase of Type IIB Panelized Modular Buildings	Sep 2018	Oct 2018
19C-9T	Generators: Inspections/Test, Service and Repairs, Rent, Purchase	Sep 2018	Oct 2018
TBD	Truck/Van Accessories and Trailers	Sep 2018	Oct 2018
19C-10L	Glass and Mirrors	Sep 2018	Oct 2018
TBD	Specialized Educational Management System	Sep 2018	Oct 2018
19C-4L	Vertical Blinds and Roller Shades	Sep 2018	Oct 2018
TBD	Provide Research Based Supplemental Academic Instruction to Students in SDPBC	Oct 2018	Nov 2018
19C-003J	Investment Advisory Services	Oct 2018	Nov 2018
TBD	Electric Motor/Pump Rewind and Repair Services	Oct 2018	Nov 2018

Best Regards,

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