



The Enterprise

Inside this issue:

SBE Spotlight Brown & Phillips, Inc.	2
SBE Advisory Board Member Amy Angelo	3
2018 Business MatchMaker Conference	5
Water Utilities Department	6
What's Happening	8
"Top 10 Bid Mistakes" Facilities Development and Operations Department	9
Certified and Recertified SBEs	11
Resources for Your Business	16
OSBA Team Member Jazz Dickerson Intern	17

The Office of Small Business Assistance (OSBA) had a very productive quarter. During the months of July, August and September, OSBA held several external and internal stakeholder meetings, led by Mr. Franklin Lee, a nationally known attorney and expert in public equity contracting programs, with the contracting public and County staff to discuss potential changes to the SBE program and receive comments and suggestions for consideration prior to presenting a draft ordinance to the Board of County Commissioners.

The contracting community was able to suggest changes to the program, as well as provide comments on proposed changes and additional information of their personal experiences competing for Palm Beach County contracts.

The draft Equal Business Opportunity Ordinance will be presented to the Palm Beach County Board of County Commissioners in October for review and approval, during which time the public will have two more opportunities to provide comments.

Thanks to all the stakeholders and staff for their commitment to ensuring the success of the small business program. Many of you came to the meetings and provided invaluable input that is appreciated.

On September 21, 2018, the 12th Annual MatchMaker Conference and Expo was held at the Kravis Center, Cohen Pavilion. As a founding member of the Palm Beach Partners, OSBA was very active in supporting the conference by participating in the planning, coordination and execution of the event. Over 125 small businesses were able to meet with the 31 sponsors to discuss contracting opportunities, business operations and partnership development. (Please see Page 5 for more information.)





SBE SPOTLIGHT: Brown & Phillips, Inc.

Brown & Phillips, Inc. (B&P) is celebrating twenty-five years in business. We could not have done this alone, so we want to take the opportunity to thank everyone who helped us reach this goal. B&P was founded in March 1993 to provide professional land surveying services to clients in the public and private sectors. With three fully equipped survey crews, the firm provides a full range of land surveying services which include legal descriptions, boundary surveys, topographic surveys, hydrographic surveys, tree surveys, construction layout, condominium documents, record drawings, expert witness testimony, GPS surveying and all facets of platting. B&P was ranked in the Top 100 land surveying, mapping and geospatial firms of 2016 by *Point of Beginning* (POB) magazine.



In addition to our Small/Minority business certification with the Palm Beach County Office of Small Business Assistance, B&P is certified as a Minority business by the Florida Statewide Office of Supplier Diversity, the School District of Palm Beach County and Broward County Schools. B&P is also a certified Small Business with the City of West Palm Beach and South Florida Water Management District. We are certified as a Disadvantaged Business Enterprise by the Florida Department of Transportation. Last year, Palm Beach County Department of Airports awarded B&P the "2017 Disadvantaged Business Enterprise of the Year" Award.

Mr. Anthony Brown and Mr. John Phillips work together in unique capacities to form the team of Brown & Phillips. Anthony Brown is Chief Executive Officer of B&P. He holds a Diploma in Land Surveying and Mapping from the College of Arts, Science and Technology in Jamaica. He is responsible for the development and implementation of the firm's administrative policies and procedures, business development activities, and employee training programs. Mr. Brown possesses over thirty-five years of land surveying and project management experience. He holds the 2015 Zenith Award, presented by the Palm Beach County Black Chamber of Commerce, in recognition of his business success. Mr. Brown is also a member of the American Congress of Surveying and Mapping (ACSM) and the Florida Land Surveyors Council.

John Phillips is President of B&P. He holds a Bachelor of Land Surveying from the University of Florida in Gainesville. Mr. Phillips is responsible for the preparation, negotiation, and management of contracts; resource acquisition and scheduling; personnel management; and financial planning and management. He also serves as the Principal in Charge of all office assignments. As such, he is responsible for the preparation of survey drawings and the firm's other instruments of service. Mr. Phillips possesses over thirty years of land surveying and project management experience. His professional organizations include Florida Society of Professional Land Surveyors and American Congress of Survey and Mapping (ACSM) where he is a past president of the University of Florida Chapter. [\(Continued on page 4\)](#)

Meet Amy Angelo, Small Business Advisory Board Member, Seat 5 & Specialty Coffee Aficionado



While lots of folks talk about doing, Amy Angelo is the quintessential doer, with a to-do list that makes yours and mine look wimpy.

She's a mother of two and a wife. Amy helped found a local nonprofit that assists small businesses, Think Local Palm Beach County. Amy has served on the Small Business Advisory Board since 2017. She is co-founder and CEO of specialty coffee company Oceana Coffee. She is an activist for health- and eco-conscious issues affecting her business, her family, and the lives of people throughout the Jupiter-Tequesta area, where

she resides and runs her business. She is socially conscious. She has traveled the world extensively, living and working aboard private yachts. She cooks, she paints, she gardens. And everywhere that her passions lead her, there is a drive to find the finest coffees any single location can yield.

Given her sheer number of personal interests and professional and community obligations, Amy's search for amazing coffees makes complete sense, doesn't it?

"But it's so much more than simply a delivery system for caffeine," Amy says. "Coffee is a celebration. It's an awakening to a huge variety of taste sensations. Coffee is social. Coffee is enjoyed around the world. It's a hobby, a profession, and we made it a large part of our lives when we created Oceana Coffee in 2009."

Coffee roaster, wholesaler and retailer Oceana Coffee in Tequesta has been quietly procuring, roasting, selling and serving the finest fair-trade coffees from around the globe for over 9 years. But this family "mom and pop" business, says Amy, is turning the corner and now competes with many of the country's leading specialty coffee brands.

The company's legion of local regulars at its two locations has exploded into a substantial fanbase throughout the country, courtesy of the Oceana Coffee online store at www.OceanaCoffee.com.

"I suppose at the beginning when we roasted coffee in our kitchen in a converted popcorn popper," says Amy's husband Scott, an Arabica Q-Grader and roaster, "that going into business eventually might've crossed our minds."

"But we didn't exactly set out to do so," says Amy, continuing Scott's thought. "We just couldn't find a decent cup of coffee nearby."

So Scott, a big DIYer, bought a popcorn popper from eBay for \$25, converted it into a coffee roaster, procured some high-quality beans and voila!

Since those days, the highly caffeinated entrepreneurs have evolved their love of great coffee into a passion of searching the world for it--and roasting, selling and serving it up. Today, Oceana Coffee has both a commercial roasting facility and retail café in Tequesta, a successful online business, a talented team of baristas, and a number of knowledgeable coffee apprentices and marketers. (Continued on page 4)



Brown & Phillips, Inc., continued from page 2



B&P began participating in the Small Business Enterprise program soon after incorporating. The program has been an invaluable resource. The staff has helped in providing information and guidance, especially in the initial years when the financial resources were limited. It was comforting to know that the program was there to assist you if you had any needs in your business endeavors. The staff members have always been kind and courteous and ready to offer any information that was available to them. Having been in the program, we have heard of it helping a great number of entities that we have come in contact with. It has opened up opportunities for us to work with clients such as Palm Beach County Departments of Engineering, Water Utilities, Facilities, Department of Airports, South Florida Water Management District, City of West Palm Beach and the City of Riviera Beach.

B&P has always tried to give back as much as possible. We have given advice to younger companies, imparting some of the knowledge we have gained over the years. We have not been hesitant in providing guidance to firms in the engineering and construction industries. We have also made it a goal to get involved in fundraisers and charities whenever possible. Among the local charities we support are Quantum House, Feed the Hungry Pantry of Palm Beach County and Palm Beach County Fishing Foundation – Take a Kid Fishing.

Amy Angelo, continued from page 3

Several Oceana Coffees have high-brow awards to their credit, and they all hail from small family farms located in many of the finest coffee-rich regions around the world.

“We’ve been focusing on taste,” Amy says, “which of course speaks for itself. But we’re also passionate about sustainability, fair trade and the healthful aspects of what we do. And, as it turns out, there are a lot of folks like us who want a great cup of coffee and care where it comes from.”

Not only does Oceana Coffee procure its product from the kind of farms overseas that help socially conscious, sustainable-minded people sleep at night, but the team runs its operations here locally with that same zeal.

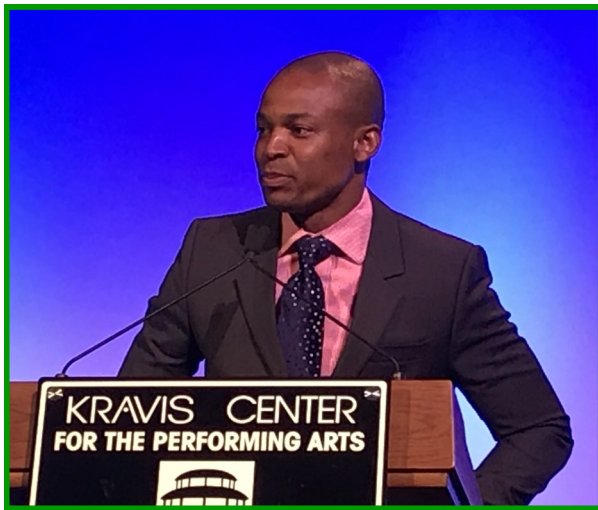
“We’ve used compostable straws since Day 1,” Amy says. “We also offer an alternative to single-use disposable straws available in stainless steel or glass that a lot customers find appealing. Our plastic cutlery is plant-based and compostable, as are our carry-out containers, and our K-Cups are 100% recyclable.”

And it doesn’t stop there. Each quarter, Oceana Coffee donates \$500 to a different local charity selected by customers in the company’s A Cup of Kindness Charity Campaign, and hosts events at the Café to help support area businesses who are likeminded about leaving small footprints.

“But, for most folks,” Amy says, “Oceana Coffee is simply about great tasting coffee and a cool place to come drink it. Come visit and say hi.”

2018 Business MatchMaker Conference and Expo

On September 21, the Office of Small Business Assistance (OSBA), along with the Palm Beach Partners, hosted the 12th Annual MatchMaker Conference and Expo at the Raymond F. Kravis Center for the Performing Arts. This year's theme was **Innovate, Motivate, Focus On Success**. Palm Beach County's Vice Mayor Mack Bernard, Administrator Verdenia Baker and OSBA Director Tonya Davis Johnson participated in the program throughout the day, from ribbon cutting to providing welcomes and introductions.



The day-long conference was filled with a variety of business capacity building tools and information focused on contract opportunities, building partnerships and yes, of course plenty of networking! The highlights of the Business Matchmaker included; three carefully determined workshops designed to better position small business owners in pursuit of contract opportunities, more efficient business operations and partnership development. Approximately 346 participants represented 14 government agencies, 28 private sector corporations and over 125 small business!

The keynote speaker for the lunch was Dr. Willie Jolley. Dr. Jolley is best known for "helping Corporate Organizations Maximize Profits and Elevate the Performance of Their People...to Achieve Greater Results!" Dr. Jolley delivered an exciting address that left all in attendance motivated and amazed with his message. Dr. Jolley is a talented vocalist and ended his speech with a song that earned a standing ovation!

Power Talks, billed as the "best 15 minutes of the day," provided small businesses the opportunity to meet with both public and private sector organizations for the purposes of pitching their goods and services; over 175 appointments were conducted!



(Continued on page 10)



Introducing the Water Utilities Department

The third-largest water utility department in the state of Florida, the Palm Beach County Water Utilities Department (PBCWUD) is one of the largest contracting departments of the Palm Beach County Government. PBCWUD operates 24 hours a day, seven days a week, to provide a reliable supply of superior quality drinking water and wastewater service to approximately 593,000 residents in the central and south-central unincorporated areas of the county and the western communities. Additionally, PBCWUD supplies reclaimed water service to the south-central portion of the County. PBCWUD awards approximately \$55 to \$65 million in construction and design contracts annually. A listing of PBCWUD bids can be found on the Water Utilities Department website, PBCWater.com, by clicking on the “Bids” tab at the top of the page. This bid page also includes a link to the Palm Beach County Vendor Self Service website, where all bids and requests for professional services are available for free. Vendors must complete a plan holder registration form to receive access to the plans.



On June 12, 2018 PBCWUD held an OSBA outreach event that was attended by over 100 people. County Administrator Verdenia C. Baker greeted the attendees and spoke about the County’s commitment to working with SBE’s and MBE’s as did staff from the Office of Small Business. PBCWUD project managers also highlighted upcoming projects and reinforced that PBCWUD looks forward to hosting OSBA outreach events semi-annually.

The types of services contracted by PBCWUD include:

Design Services

- Surveying
- Underground utility locates including soft digs and ground-penetrating radar
- Site planning and zoning
- Civil design, including pipelines and wastewater lift stations
- Hydrogeological design for wells
- Mechanical design of piping and pumps
- Electrical and instrumentation design
- Master planning and studies
- Cost estimating and scheduling
- Engineering services during construction

Water Utilities Department, continued

Construction of Treatment Plants

- Site civil work consisting of excavation, fill, paving, drainage and piping
- Well drilling and rehabilitation
- Buildings including architectural, structural, concrete, roofs, HVAC, drywall and electrical
- Treatment units and process equipment
- Mechanical pumps and piping
- Electrical and Instrumentation
- Painting

Construction of Pipelines

- Installation of pipelines by trench excavation
- Installation of pipelines without excavation, directional drilling
- Lining gravity sewer pipelines and laterals
- Wastewater lift stations including electrical and instrumentation
- Concrete and asphalt paving
- Restoration of sod
- Plumbing



Upcoming Projects

Wastewater Gravity Lines and Manhole Rehabilitation Continuing Construction Contract: A two-year contract with a one-year renewal with work authorizations to be issued to rehabilitate gravity wastewater pipes and manholes including bypass pumping, pumps, concrete restoration and coating, point repairs and lining of gravity wastewater pipes. \$8M construction estimate with advertisement in September of 2018.

Pipeline Continuing Construction Contract: A two-year contract with a one-year renewal option with work authorizations to be issued to install new water mains, wastewater force mains and reclaimed water mains including restoration. \$10M construction estimate with advertisement in January of 2019.

Wynnewood Acres Water Main Replacement: Construction of approximately 9,000 feet of water main with fire hydrants and water services and abandon the existing water mains. \$1.4M construction estimate with advertisement in October of 2018.

24" Reclaimed Water Main under the Florida Turnpike: Directional drill a 24" HDPE reclaim water main under the Florida Turnpike approximately 2 miles south of Boynton Beach Boulevard. \$1.4M construction estimate with advertisement in November of 2018.

Utility Master Plan CCNA: Professional Engineering Services for a comprehensive water, wastewater and reclaimed water master plan for PBCWUD. Estimated advertisement in October of 2018.



What's Happening

During the months of October and November, the Office of Small Business Assistance (OSBA) will be hosting several certification workshops throughout Palm Beach County to assist small, minority and woman-owned businesses become **certified with Palm Beach County on-site for FREE**. The workshops will address what documents are necessary to accompany your application and provide on-site certification to firms that attend with **ALL** required documentation.

<u>DATE</u>	<u>TIME</u>	<u>EVENT</u>
October 30	5:00 pm - 8:00 pm	OSBA Presents "PRIMETIME" with Lebolo Construction Management, Inc. Vista Center Zoning Chambers 2300 N. Jog Road, West Palm Beach
November 1	5:30 pm - 8:30 pm	OSBA Certification Workshop - Required Documents West County Senior Center 2916 State Road 15, Belle Glade
November 3	10:00 am - 3:00 pm	OSBA Certification Workshop Required Documents and On-Site Certification Four Points, 50 S. Military Trail, Suite 2N123, West Palm Beach
November 5	5:30 pm - 8:30 pm	OSBA Certification Workshop Required Documents and On-Site Certification South County Civic Center 16700 Jog Road, Delray Beach
November 10	10:00 am - 3:00 pm	OSBA Certification Workshop Required Documents and On-Site Certification Riviera Beach Marina Village Event Center 190 E. 13th Street, Riviera Beach
November 13	5:30 pm - 8:30 pm	OSBA Certification Workshop Required Documents and On-Site Certification West County Senior Center 2916 State Road 15, Belle Glade
November 15	5:30 pm - 9:00 pm	OSBA Certification Workshop Required Documents and On-Site Certification Four Points, 50 S. Military Trail, Suite 2N123, West Palm Beach

TOP 10 BID MISTAKES

Where did I go wrong?

Here are the top 10 ways that vendors and contractors go wrong when submitting bids or proposals to the County. Many of these bid mistakes will prevent the County from considering your bid or proposal:

1. BIDDER DOESN'T UNDERSTAND THE REQUIREMENTS

You should thoroughly read the bid documents (or request for proposal) prior to submitting a bid or proposal. The last thing that you want to happen is to be awarded a contract and then later realize that there are requirements that you did not plan for or price in your bid or proposal, such as security requirements, parking, badging, bonds, insurance, etc. All contract requirements need to be factored into your bid/proposal price.

2. FAILURE TO ATTEND A MANDATORY PRE-BID OR SITE INSPECTION

If your company fails to attend a mandatory pre-bid conference or site inspection, your bid or proposal will be considered non-responsive.

3. FAILURE TO SIGN THE BID/ PROPOSAL RESPONSE FORM

You must sign your bid or proposal, including all applicable amendments or addendums. If your company fails to sign the bid or proposal, it will be considered non-responsive.

4. FAILURE TO USE THE COUNTY-PROVIDED FORMS

Responses must be submitted on the County response form provided in the bid documents.

5. LATE BIDS OR PROPOSALS

You must submit your bid or proposal by the submission date/time. If your bid or proposal is late, it will be considered non-responsive.

6. UNREALISTICALLY LOW BID

Do not bid low just to get a County contract. If you can't honor your pricing for the term of the contract and have to withdraw from the contract, the County will terminate your contract, and your company may be suspended from doing business with the County for up to two (2) years.

7. CONDITIONAL OFFERS

Do not submit a conditioned offer. If you have questions about the requirements or the contract terms and conditions, these must be submitted in writing to the County with sufficient time to permit a response by the County prior to the submission date/time.

8. MISSING DOCUMENTATION

Make sure you submit all required documentation along with your bid/proposal packet. These items include, but are not limited to, bid bonds, satisfactory references, applicable licenses and/or certifications, etc.

9. MISSING DOCUMENTATION TO SUPPORT SBE OR LOCAL PREFERENCE

If your company is requesting an SBE or Local Preference, the required documentation proving eligibility for the preference must be provided in your bid or response packet.

10. UNSATISFACTORY REFERENCES

When providing references, ensure that all references have been contacted ahead of time and have agreed to provide a reference for your company. If unsatisfactory references are provided, your company might be considered not responsible.

(Continued on page 10)



Top 10 Bid Mistakes, continued from page 9

TOP 10 BID MISTAKES CONTINUED

Definitions:

Responsive – A bid or proposal that conforms in all material respects to the solicitation requirements at time of submission:

- Submitted timely.
- All documents requested were signed and returned, including amendments/addendums.
- All information requested was submitted (e.g., information and descriptive literature, bid bonds, qualifications and experience, insurance, references, etc.)

Responsible – The Vendor or Contractor has the capacity to fully perform the contract requirements:

- Satisfactory references (references must be for the goods and/or services specified in the solicitation).

- Equipment and/or facilities available to perform the work.

- Applicable licenses and/or certifications, etc.

- Written evidence from the manufacturer, if not the bidder, stating that the bidder is an authorized dealer/distributor/reseller of the manufacturer.

Mandatory Pre-bid Conference/Site Inspection – The County may require all bidders to attend a mandatory pre-bid conference or site inspection at which valuable information will be presented about the goods or services being purchased or the about the project being bid.

Conditioned Offer – Any condition, qualification, provision, comment, or correspondence transmitted with a bid submission which in any way modifies, takes exception to, or is inconsistent with

the specifications, requirements, terms, conditions or provisions of the solicitation.

SBE Preference – In order to receive an SBE preference, bidders must be certified as an SBE by the County's Office of Small Business Assistance (OSBA) for the goods or services being solicited.

Local Preference – In order to receive a local preference, bidders must have a permanent place of business in Palm Beach County prior to the issuance of the solicitation and complete the Certification of Business Location form. A Palm Beach County Local Business Tax Receipt, in the goods and/or services the solicitation is for, is also necessary.

Matchmaker, continued from page 5

Closing out the conference was the Spotlight on Vendor Awards. This year, the winners and categories were:

- Corporate Partner of the Year
 - Kaufman Lynn Construction, Inc.
- Minority/Woman-Owned Business of the Year
 - Montage Diversity Consultants, LLC
- Small Business Enterprise Business of the Year
 - Asset Builders, LLC d/b/a Messam Construction
- Disadvantaged Business Enterprise of the Year
 - Cooper Construction Management & Consulting, Inc.
- Advocate of the Year
 - The Center for Technology, Education & Development, Inc.

The Twelfth Annual Conference was a big success due to the support and partnership of the Palm Beach Partners and the Sponsors. The Conference was hosted by the Palm Beach Partners consisting of:

- Palm Beach County
 - Office of Small Business Assistance
 - Palm Tran
 - Palm Beach International Airport
- School District of Palm Beach County
- City of West Palm Beach
- City of Riviera Beach
- City of Lake Worth
- Solid Waste Authority
- The Center for Technology, Education and Development, Inc.
- Paragon Florida.

If you are a small business and did not attend the 2018 Business Matchmaker Conference & Expo, don't miss out on the 2019 Business Matchmaker Conference & Expo! **SAVE THE DATE - September 20, 2019.**

Welcome Small Business Enterprises!

SBE Firms Certified or Recertified between July 1 and September 30, 2018

<p>A & Associates Staffing, Inc. Evelyn Looney 561-815-9410 evelyn@aaworkforce.com</p>	<p>S/M/WBE* Black</p>	<ul style="list-style-type: none"> • Employment Agency Services, Hiring of Temporary Personnel
<p>Air, Water & Soil Engineering, Inc. Curtis L. Dokken 561-282-8434 curt@awseng.com</p>	<p>SBE*</p>	<ul style="list-style-type: none"> • Contaminated Groundwater Services, Including Discharge Pipe Installation • Contaminated Soil Services • Environmental Services (Not Otherwise Classified) • Lead and Asbestos Inspection Services • Remediation Services, Environmental, Including Rehabilitation Services Hazardous Waste and Mold Remediation • Site Assessment, Environmental • Soil Pollution Services • Soil, Soil Vapor, And Groundwater Sampling and Analysis Including Disposal
<p>Alpha Hydraulics, LLC Sara Rodriguez 561-355-0318 service@alphahydraulicsllc.com</p>	<p>S/MBE* Hispanic</p>	<ul style="list-style-type: none"> • Hydraulics (Pump, Hydraulic Motor, Valves, Gauges, Etc.) Maintenance and Repair • Hydraulic Tools Maintenance and Repair • Welding Services, Agricultural, Heavy Industrial and Similar Equipment (Not Otherwise Classified)
<p>AMJ IRRIGATION SERVICES, INC Agustin Azanza 561-855-8215 amjservices@hotmail.com</p>	<p>SBE*</p>	<ul style="list-style-type: none"> • Irrigation System Construction • Irrigation Systems Installation, Maintenance and Repair
<p>BDS Catering & Productions, LLC Boris Seymore 561-543-9787 info@bdscaters.com</p>	<p>S/MBE* Black</p>	<ul style="list-style-type: none"> • Food Service Consulting • Decorating Services for Holidays, Parties or Events
<p>BG Lawn Care Services, LLC Guillermo Ruiz 561-450-9652 guirui123@gmail.com</p>	<p>S/MBE* Hispanic</p>	<ul style="list-style-type: none"> • Landscaping Consulting • Grounds and Roadside Maintenance: Mowing, Edging, Plant, Not Tree Trimming, etc. • Landscaping, Including Design, Fertilizing, Planting, etc., Not Grounds Maintenance or Tree Trimming Services
<p>Bergowe, Inc., d/b/a/ Omex of South Florida Rodney Gower 561-742-9333 rodneyg@msn.com</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Janitorial and Custodial Services
<p>Big Dog Express of South Florida, Inc. Emilio Perez 561-924-9250 tuiwarehouse@yahoo.com</p>	<p>M/WBE* Hispanic</p>	<ul style="list-style-type: none"> • Debris/Recycling Material Hauling Services
<p>Binary Technologies, Inc. Luis Romero 954-242-0107 lromero@binarytech01.com</p>	<p>S/MBE* Hispanic</p>	<ul style="list-style-type: none"> • Computer Systems Design and Related Services • Computer Software Consulting • Application, Infrastructure, Hosting and Cloud Computing Services, Vendor Hosted and Internally Hosted • Programming Services, Computer, Including Mobile Device Applications • Software Maintenance and Support Services • Systems and Executive Software, Microcomputer • Testing of Systems Infrastructure, Components or Software, IT Services
<p>Brown & Brown Electric, Inc. Hermine Brown 561-478-5457 Hermine.Brown@brownandbrownelectric.com</p>	<p>S/MBE* Black</p>	<ul style="list-style-type: none"> • Electrical Maintenance and Repair Services • Electrical



<p>Bus One, LLC Denise Albritton 561-758-7377 denise@bus-one.com</p>	<p>S/M/WBE* Black</p>	<ul style="list-style-type: none"> • Coach, Transit, Mini, Conventional • Coach, Transit, Mini, Handicapped • Coach, Transit, Single Door, under 35 feet • Coach, Transit, Touring, Conventional • Coach, Transit, Touring, Custom
<p>Coastal Waste & Recycling of Palm Beach County, LLC Brendon J. Pantano 561-465-6544 bpantano@coastalwasteinc.com</p>	<p>SBE*</p>	<ul style="list-style-type: none"> • Trash/Garbage Removal and Disposal Services • Recycling Services • Waste Management Services
<p>DCOTA Contracting, Inc. Anand Poonai 561-718-6565 dcotageneral@gmail.com</p>	<p>S/MBE* Asian</p>	<ul style="list-style-type: none"> • Masonry, Concrete and Stucco Maintenance, Finishing, and Repair Services Including Inside Concrete Sawing and Grouting Work • Roofing, Gutters, and Downspouts Maintenance and Repair Services • Construction Management Services
<p>Disaster Solutions, LLC Scott Lewis 561-389-9667 scott@disastersolutions.cc</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Data Processing Software, Microcomputer • Disaster Relief Services • Disaster Preparedness/Emergency Planning Services
<p>DLI Incorporated Lloyd Lacy 561-586-1118 dlacy@dliincorporated.com</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Carpentry Services, To include installation, renovation and restoration • Wood, Includes Architectural Woodwork
<p>Edens Construction Co. Joshua Crawford 561-996-6822 jbrown@edensconstruction.com</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Construction, General: Backfill Services, Digging, Ditching, Road Grading, Rock Stabilization, etc. • Improvements, Road and Intersection • Construction, Utility and Underground Projects • Maintenance and Repair, Utility and Underground Projects • Paving, Asphalt, Parking Lot • Paving and Resurfacing, Street, Major and Residential
<p>Energy Efficient Electric, Inc. Keith R. Eason 561-655-7211 patti@energyeff.com</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Wiring and Other Electrical Maintenance and Repair Services • Electrical
<p>Excelsa Gardens, Inc. Susan Friedrich 561-790-3789 excelsainc@aol.com</p>	<p>S/WBE</p>	<ul style="list-style-type: none"> • Groundcovers and Vines • Shrubbery, Flowering • Trees, Ornamental and Shade • Tropicals
<p>Fastrac Electric Corp. Leo Bly 561-743-8055 bonnie@fastracelectric.com</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Wiring and Other Electrical Maintenance and Repair Services • Electrical
<p>Giglio Group, Inc. d/b/a United Professional Engineering Carmelo Giglio 561-582-1733 carmelo@gigliogroupinc.com</p>	<p>SBE*</p>	<ul style="list-style-type: none"> • Inspecting, General/Engineering • Inspecting, Structural Engineering • Structural Engineering
<p>Glasgow Equipment Services, Inc. Peter Ward 561-842-7236 pete@glasgowequipment.com</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Filters, Air Gauges and Valves, Pressure Regulators, Shock Mounts, etc. • Lifters and Stackers, Hydraulic and Powered • Tank Installation, Removal, Disposal and Related Services (Including Septic and Underground Type)
<p>Himmel Construction James Himmel 561-791-1901 estimating@himmelconstruction.com</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Excavation Services • Construction, Utility and Underground Projects • Roofing and Siding • Construction Management Services • Arborist Services • Grading (Of Parking Lots, etc. - Not Road Building)

<p>Hitech Coatings Inc. Dave Harvey 561-662-6421 sprayliner@gmail.com</p>	SBE*	<ul style="list-style-type: none"> • Truck Bed Liners • Coatings, Protective (For Masonry Including Concrete Floor) • Protective (For Metal) • Coatings, Protective (For Wood) • Coatings, Special, Abrasion and Chemical Resistant • Concrete Coatings • Coatings, Protective, Polyurethane, etc. • Coatings, Protective, High Performance, Polyureas and Polyas • Coatings, Masonry (For Brick, Cinder Block, Concrete, etc.) • Coatings, Protective, Polyurethane, etc., Environmentally Certified Products
<p>Holistic Secured Operations, Inc. Hector Sanchez 561-215-0742 hsanchez@hsops.com</p>	S/M/WBE* Hispanic	<ul style="list-style-type: none"> • Business Consulting • Education and Training, Consulting • Security/Safety Consulting • Instructor-led, Classroom Training, Technical • Vocational Training, All Types (Including Vocational Rehabilitation and Technical Education) • Training and Instruction Services (For Clients, Not Staff) • Safety Training and Awareness Services, including Highway Safety, Boating, Seat Belt, CPR and AED Training
<p>Jeff H. Iravani, Incorporated Ashlee Brown 561-575-6030 jhi@bellsouth.net</p>	SBE*	<ul style="list-style-type: none"> • Civil Engineering • Highways; Streets; Airport Pay-Parking Lots-Engineering • Waste Water Treatment Engineering • Water Supply, Treatment, and Distribution Engineering
<p>JMorton Planning & Landscape Architecture, Inc. Jennifer Morton 561-371-9384 jmorton@jmortonla.com</p>	S/WBE	<ul style="list-style-type: none"> • Landscape Architecture • Land Development and Planning, Architectural Services
<p>J. Rawn Enterprises, Inc. John Rawn 561-478-7445 jack@jrawnenterprises.com</p>	SBE*	<ul style="list-style-type: none"> • Clearing and Grubbing Services • Carpentry • Concrete • Grading (Of Parking Lots, etc. – Not Road Building)
<p>KVL Media Group, LLC Kevin Lawson 407-272-9374 kevin@kvlmedia.com</p>	S/MBE* Black	<ul style="list-style-type: none"> • Photography Services, Not Including Aerial Photography • Film and Slide Processing, Duplicating and Touch Up Services • Video Media Duplicating and Production Services (including CD Roms, tapes, etc.) • Marketing Consulting • Marketing Services
<p>Leonard Graham Inc. d/b/a LGI Construction Leonard Graham 954-326-8061 lginconstruction@gmail.com</p>	S/MBE* Black	<ul style="list-style-type: none"> • Painting, Maintenance and Repair Services, Including Caulking • Construction, Concrete, Pour-In-Place, Form, Place, Finish • Flooring • Painting and Wallpapering • Construction Management Services
<p>Michael Redd & Associates, P.A. Michael Redd 561-863-2500 design@reddplan.com</p>	SBE*	<ul style="list-style-type: none"> • Landscape Architecture
<p>Miller Land Planning, Inc. Bradley Miller 561-736-8838 debi@mlpc.net</p>	SBE*	<ul style="list-style-type: none"> • Zoning, Land Use Study Services



<p>NMS Management Services, Inc. Elaine Taule 561-967-8884 etaule@nms123.com</p>	S/WBE*	<ul style="list-style-type: none"> • 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
<p>North County Plumbing, Inc. Anthon Argusa 561-625-9414 northcountyplumbing@hotmail.com</p>	SBE*	<ul style="list-style-type: none"> • Plumbing Fixtures and Parts • Plumbing Trim: Faucets, Fittings, etc. • Water Filtration, Conditioning, and Purification Equipment for the Office and Home • Water Heaters, Residential • Water Heaters, Commercial • Kitchen and Bathroom Fixture Repair (Not Plumbing): Bathtubs, Sinks, Cabinets, Countertops, etc. • Plumbing • Plumbing Equipment and Fixtures Maintenance and Repair
<p>Parallax Productions, Inc. Michael Kintzel 561-842-7788 parallaxpro@aol.com</p>	SBE*	<ul style="list-style-type: none"> • Video Production Services
<p>Pro Plumbing Contractors, Inc.. Grant Proby 561-723-8746 GProby1@gmail.com</p>	S/MBE Black	<ul style="list-style-type: none"> • Plumbing Maintenance and Repair Services: Pressure Tapping Services, Pipe Freezes, Toilets, etc. • Plumbing
<p>Proshell Construction Services, Inc. Julien Beauregard 561-684-4959 julien@proshellconstruction.com</p>	SBE	<ul style="list-style-type: none"> • Repair Services, Concrete, Including Removal and Replace • Masonry
<p>PSI Technologies, Inc. Eric Doverspike 305-491-4313 eric@psi-techinc.com</p>	SBE*	<ul style="list-style-type: none"> • Motors and Parts, Fractional H.P. Electric, Including Remanufactured • Motors and Engines, Industrial, All Types, Not Automotive, Lawn or Marine, Including Parts and Accessories • Recycled Pumping Equipment, Including Parts and Accessories • Sewage and Sludge Pumps, Submersible • Sewage and Sludge Pumps, Surface Mounted • Pumps. Sump (Submersible and Non-Submersible) • Motor Rewinding and Repairs, Electric • Pumps and Pump Accessories Maintenance and Repair • Water Supply and Sewage Treatment Equipment Maintenance and Repair
<p>PVM Electric, LLC Martin Minter 561-357-1066 mminter@pvmelectric.com</p>	SBE	<ul style="list-style-type: none"> • Electrical • Electrical Systems Testing Services • Cable Testing Services, Electronic and Electrical
<p>RKW Media Robin Williams 561-543-6880 rwilliams@rkwmedia.com</p>	S/M/WBE* Black	<ul style="list-style-type: none"> • Design Services • Development Services, Web Page • Web Page Design, Maintenance and Management Services • Social Media Management Services • Marketing Services, Including Distribution, Public Opinion Survey, Research, Sales Promotions, etc. • Graphic Design Services for Printing

<p>Seacoast Embroidery, Inc. dba Seacoast Uniforms Dawn Mason 561-439-8005 dawn@seacoastuniforms.com</p>	<p>S/WBE</p>	<ul style="list-style-type: none"> • Fabric Designs (Silk Screen, Etc.) • Badges, Buttons, Emblems, & ID Cards (Celluloid and Plastic) • Badges & Emblems, Uniform (metal) • Uniforms, Professional (Hospital) • Silk Screened and Embroidered Clothing and Apparel • Uniforms, Blended Fabric • Uniforms, Cotton • Uniforms, Synthetic Fabric • Uniforms, Wool and Woolen Blends • Emblems, Braids, Buttons, And Patches (For Caps And Uniforms) (Including Chevrons, Epaulettes And Shoulder Boards) • Sewing, Embroidery, Embossing, and Alteration Services
<p>Slattery & Associates Architect & Planners, Inc. Robert Halula 561-392-3848 bobh@slatteryarchitects.com</p>	<p>SBE*</p>	<ul style="list-style-type: none"> • Architectural Services, Professional • Models of Layouts and Buildings to Scale, Architectural Services • Buildings, Architectural Design Services • Graphic Design Services, Architectural • Planning, Urban, Community, Regional, Area wide and State • Planning, Site (Installation and Project)
<p>Sports Turf One, Inc. Burdell Haverland 561-369-7994 scotth@sportsturfone.com</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Sod, Grass • Irrigation System Construction • Landscaping Consulting • Irrigation Systems Installation, Maintenance and Repair • Grounds and Roadside Maintenance: Mowing, Edging, Plant, Not Tree Trimming, etc.
<p>SRI CONSULTANTS INC. Shirish Rajpathak 561-372-1290 richard@sriconsultants.net</p>	<p>S/MBE* Asian</p>	<ul style="list-style-type: none"> • Architectural Services, Non-Licensed (Not Otherwise Classified) • Design Services • Drafting Services • Engineering Services, Non-Licensed (Not Otherwise Classified), Including Consulting • Testing Services • Civil Engineering • Concrete Engineering • Inspecting, Structural Engineering • Roofing Engineering • Structural Engineering • Concrete Testing Services
<p>Total Solution Contractors, Inc. Ryan Dobson 561-318-4080 admin@totalsolutioncontractors.com</p>	<p>S/MBE* Black</p>	<ul style="list-style-type: none"> • Masonry, Concrete and Stucco Maintenance, Finishing, and Repair Services Including Inside Concrete Sawing and Grouting Work • Wall and Ceiling Maintenance, Repair and Replacement Services, Including Drywalling • Concrete • Stucco • Construction Management Services
<p>Tropic Fire Protection, Inc. Edward T. Smith 561-739-6570 Tropicfirepro@aol.com</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Fireproofing Services, Spray-On Type • Firestop Systems (Includes installation and fireproofing)
<p>via planning, inc. Thuha Nguyen 954-560-5251 Thuha.nguyen@viaplanning.com</p>	<p>S/M/WBE Asian</p>	<ul style="list-style-type: none"> • Urban Planning Consulting • Traffic Consulting • Transportation Consulting • Traffic and Transportation Engineering • Traffic Studies and Analysis Services

Index

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



Resources for Your Business

AGENCY	SERVICES PROVIDED	PHONE	WEBSITE
Center For Enterprise Opportunity (CEO) Formerly Business Loan Fund Of The Palm Beaches	Entrepreneurial institute program that provides easy access to in-house general and specific subject matter experts at low or no cost to the business customer. Areas of expertise include, but are not limited to, accounting, business management, business development, relationship marketing, branding, customer service, business structuring and strategy.	561.478.2337	www.ceoventures.org
Florida Department Of Business And Professional Regulation (DBPR)	Licensing and regulating businesses and professionals in the State of Florida, such as cosmetologists, veterinarians, real estate agents and pari-mutuel wagering facilities.	850.487.1395	www.Myfloridalicense.com/dbpr
Florida Department Of Agriculture And Consumer Services	Licensing for security firms, plant/agriculture industry, food industry, etc.	800.435.7352	www.freshfromflorida.com
Florida Department Of Revenue	General tax administration and property tax oversight.	800.352.3671	www.Dor.myflorida.com
Global Business Development Center	Business coaching and workshops, leadership sales and service training, virtual office and administrative services	561.894.4500	www.globalbusinessdevelopmentcenter.com
Paragon FL	Paragon services include, but are not limited to, financial assistance, tools, support and advocacy for businesses from underserved communities.	561.282.1888	www.paragonfl.org
PBC Consumer Affairs	Investigate, negotiate, and mediate consumer complaints against businesses with a goal of avoiding any future conflicts and misunderstandings. We protect consumers and businesses from unlawful, deceptive and unfair trade practices by the enforcement of existing ordinance laws and regulations.	561.712.6600	www.pbcgov.com/publicsafety/consumeraffairs
PBC Engineering and Public Works	Roadside Vendor Permits, Certificates of Competency for Specialty Trades, Contractor Certification, etc.	561.233.5000	www.pbcgov.com/engineering
PBC Department Of Economic Sustainability	Bonds, Grants, Loans, Taxes, Program Coordination, etc.	561.233.3600	www.pbcgov.com/des
PBC Tax Collector	Business Tax Receipts (Previously named Occupational License).	561.355.2264	www.pbctax.com
SCORE	Small business advice, business mentoring, resource tools, templates, etc.	561.833.1672	www.score.org
Small Business Development Center (SBDC) at Florida Atlantic University	Assist small businesses with financial, marketing, production, organization, engineering and technical problems and feasibility studies. Special SBDC programs and economic development activities include international trade assistance, technical assistance, procurement assistance, venture capital formation and rural development.	954.762.5235	https://sbdc.fau.edu
TED Center	Technical support, information technology, real estate development, training, business networking and access to funding.	561.265.3790	www.tedcenter.org

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



SMALL BUSINESS IS BIG BUSINESS

www.pbcgov.com/osba



Palm Beach County
 Board of County Commissioners

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asmith1@pbcgov.org

Angie Whitaker, Small Business Development Specialist II
 Voice: 561-616-6849, Fax: 561-616-6850
awhitake@pbcgov.org

OSBA SUMMER INTERN, JAZZ DICKERSON



OSBA was fortunate to have Ms. Jazz Dickerson as an intern this summer. Jazz is currently a sophomore at Howard University in Washington, D. C., where she is majoring in Nursing with a minor in Business Administration. She is an active member of the Howard University NAACP Chapter, Pre-Dental Society, Student Ambassadors, Volunteers-R-Us, and the Florida Club among others. After graduation, she would like to become a travel nurse and eventually attend dental school to become an orthodontist. Jazz is full of ambition and talent who wants to own several businesses and help others through a non-profit organization for teen mothers.

Jazz was raised in West Palm Beach and attended Palm Beach Gardens High School, where she graduated with honors. While in high school, Jazz participated in the Black Student Union, student government, Future Business Leaders of America, student council and Girls with Ambition.

When asked about her summer, she thanked "Ms. Tonya Davis Johnson for this awesome opportunity, and I will forever appreciate this experience!" We wish Jazz continued success in pursuing her goals.