

Item # 51₍₂₎

ADDITIONAL MATERIAL
Regular Meeting
May 18, 2021

SUBMITTED AT THE REQUEST OF

COMMISSIONER
LAMAR P. FISHER

Commissioner Fisher,

Last year the Commission changed the Local Preference Program to allow 3 of 5 points for Locally "Headquartered" Business to go to National and International Firms that simply had a viable office in Broward County. This certainly encourages those large Firms to open Broward offices, however, it diluted the ability of Graduating CBE Firms to be able to compete with the resources of the large/mega size Firms.

The proposal of a separate preference given for your Local CBE Graduating Firms would greatly assist, first in the difficult transition Firm encounter when losing their CBE Certification by simply being successful in Broward County. Many firms actually slide backwards in growth and opportunities due to graduation, which goes against the intent of our local small business programs. I highly encourage you consider a procurement modification that would be very simple to track and enforce, given that these graduate firms are already in your data base and well known to staff and many of the Prime Contractors/Consultants as well.

My thoughts on this Intermediate Local Business Preference Program:

1. Any graduate CBE Firm would receive an extra 4 points in all procurements of RFQ/RFPs. Similar to how points are allocated for "willingness to meet time and budget" it is a yes or no criteria. I do not believe this should have an expiration timeline. The County should want to support and encourage all CBE Graduate Firms going into the indefinite future. We should be able to celebrate any CBE Firm that continues to grow as a local business in our County. True success stories.
2. Regarding the current County 30% CBE Subconsultant Inclusion Requirement, it could be expanded to allow for any Graduate CBE Firm participation to apply to the overall procurement CBE Goal of the project but at a diminished rate. We recommend, only half (50%) of the Graduated Firm's contract involvement would be applied to the overall CBE contract goal. This would continue to entice larger Firms to continue to utilize the graduating firms that have performed very well over the years, while protecting and expanding the full use of the existing CBE pool of firms.
3. Firms would lose this preference
 - a. If a Firm was sold to a third party large/mega Firm.
 - b. If they no longer maintained a local office and workforce in Broward County.

It has been suggested by some, that given the extensive work program Broward County is bringing forward including the Surtax Program, Enterprise Expansion Zones, and CIP Programs, there will not be enough capacity within our existing CBE certified system to perform. This could hinder the natural growth and development of CBE Firms if they become overly committed beyond their capacity limits. This has been realized through the other programs which eventually hurt many Small Business Firms over the years.

If a preference is created for Graduate CBE Firms, it will create further opportunity for Graduate Firms to win projects as a Prime Consultant. This will enhance the number of local firms available to Prime and encourage CBE Graduate Firms to take the challenge of competing against the large/mega firms that bring extended marketing resources into a procurement process. Most often the local Graduate CBE Firm is equally or even more efficient from a professional or production level and simply have challenges with the procurement process, the marketing strategies and resources of the very large firms.



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