

**SMALL BUSINESS ENTERPRISE  
GOODS AND SERVICES  
ADVISORY BOARD**

**January 18, 2024**

**Miami-Dade County  
Small Business Enterprise Goods and Services Advisory Board Meeting  
Thursday, January 18, 2024 @10:30 a.m.**

**Board Members**

Stephen P. Clark Center, 111 N.W. 1<sup>st</sup> Street, 19<sup>th</sup> Floor Conference Room

**Public Virtual Meeting Zoom URL:**

<https://miamidade.live/SBE-GoodsServicesBoard>

Webinar ID: 917 5751 5924

**AGENDA**

- I. Welcome/Introductions (5 min)**
- II. Old Business (10 min)**
  - a. Approve - Meeting minutes**
    - i. Goods and Services Advisory Board – May 18, 2023
    - ii. Goods and Services Advisory Board - July 20, 2023
    - iii. Goods and Services Subcommittee– May 16, 2023
    - iv. Goods and Services Subcommittee - June 27,2023
    - v. Goods and Services Subcommittee – July 11, 2023
    - vi. Goods and Services Subcommittee - August 8, 2023
    - vii. Goods and Services Subcommittee - September 5, 2023
    - viii. Goods and Services Subcommittee - September 19, 2023
    - ix. Goods and Services Subcommittee - October 3, 2023
    - x. Goods and Services Subcommittee - October 31, 2023
    - xi. Goods and Services Advisory Board - November 16, 2023
    - xii. Goods and Services Subcommittee - November 21, 2023
    - xiii. Goods and Services Subcommittee - December 12, 2023
- III. Report (20 min)**
  - a. Jackson Health System – Amber Lawhorn**
- IV. Report (10 min)**
  - a. Business Outreach and Education Report – Lawanda Wright (SBD Section Chief)**
  - b. Certification Report – Jeanise Cummings-Labossiere (SBD Section Chief)**
- V. Discussion (10 min)**
  - a. Advisory Board Refresher**
    - i. 2024 SBE Board Meeting Dates
    - ii. Attendance/Quorum
    - iii. Required Trainings
    - iv. Term Limits
    - v. Expectations
- VI. New Business (5 min)**
  - a. Request for future agenda items**

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COUNTY**

**VII. Reasonable opportunity for the public to be heard before County Boards  
(Sec. 2-11.39.3) (3 min)**

**VIII. Adjournment (2 min)**

**NEXT: March 21, 2024**

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# MAY 18, 2023, MEETING MINUTES

**Miami-Dade County**  
**Small Business Enterprise – Goods and Services**  
**Advisory Board Meeting**  
**May 18, 2023, Meeting Minutes**

Start Time: 10:51 AM

End Time: 12:54 PM

9 – Appointed

5 – Quorum

(E)=Excused (U) = Unexcused

<b><u>Members Present (5)</u></b>	<b><u>Members Absent (4)</u></b>
Darryl Holsendolph – Chairman	Carmen Baker (E)
Makeba Gasant	Michaeljohn Anthony Green (E)
John A. Ramirez	Adrian Jimenez (U)
Daniel Ribero	Maria Molina (E)
Jacob Zunamon	

**Staff Present & Online:** Gary Hartfield (SBD Division Director), Rossi Siewnarine (SBD Section Chief), Jeanise Cummings-Labossiere (SBD Section Chief), Lawanda Wright (SBD Section Chief), Carlos Ansuarez (SBD Section Manager), Michou Jean (SBD Section Manager), Alecia Anderson (SBD Section Manager), (SBD), Luis Guardia (SBD), Maria Carballeira (SPD)

**I. Welcome/ Introductions**

Michou Jean (SBD) called the Goods and Services Advisory Board meeting to order at 10:51 am, three (3) members were present.

**II. SBD Section Reports**

**a. Business Outreach & Education – Lawanda Wright (SBD Section Chief)**

- i. Ms. Lawanda Wright presented the report for the period of February 1, 2023, to March 31, 2023. She advised there were 20 prompt payment issues for the period. Ms. Wright noted the issues were from one (1) vendor across multiple county contracts, which the issue had since been resolved.

**b. Certification – Jeanise Cummings-Labossiere (SBD Section Chief)**

- i. Jeanise Cummings-Labossiere presented the report for the reporting period of February 1, 2023, to March 31, 2023.
- ii. She reported that one (1) firm graduated and one (1) firm was denied.
- iii. Pursuant to Mr. Holsendolph’s question as whether there had been a decrease in renewals, Ms. Cummings-Labossiere noted there was a slight decrease.
- iv. In response to Mr. Ramirez’s question whether staff had investigated the reasons behind businesses going out of business or choosing not to recertify, Ms. Cummings-Labossiere explained that the firms were notified, four (4) times, before their certification expired, and staff also reached out to the firms via phone. Mr. Ramirez requested that staff provide a list of the firms that did not recertify by

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district. Mr. Holsendolph pointed out that a similar report was previously requested in the subcommittee meeting.

- v. Ms. Lawanda Wright advised that SBD could not provide a guarantee of certification or contracts to the firms. She emphasized that while SBD could offer support and assistance, ultimately, it was up to the firms themselves to actively pursue certification and maintain it. Ms. Wright highlighted the importance of businesses taking ownership of their certification process and actively engaging in their own success. She pointed out that SBD's role was to aid and assist businesses, but those businesses must take the initiative to help themselves.

Ms. Gassant recommended implementing a quarterly survey for firms enrolled in the program to gather feedback. She noted this would allow for ongoing evaluation and improvement based on the experiences and suggestions of the participating firms. Also, Ms. Makeba suggested establishing a connection with the local business tax office to enhance collaboration and support for Small Business Enterprise (SBE's). She also proposed creating a marketing strategy on the SBD website to provide comprehensive information about the SBE program, by making it more accessible and visible to interested parties. .

**c. Utilization – Rossi Siewnarine (SBD Section Chief)**

- i. Mr. Siewnarine presented the report for the period of February 1, 2023, to March 31, 2023.
- ii. Mr. Holsendolph questioned the percentage of the award that was actually paid throughout the county over the duration of an agreement. He also inquired about the number of departments that have reached their maximum allocation.

Mr. Hartfield explained that the percentage of the award utilized depends on the specific needs of each user department. He noted there was flexibility to reallocate funds from one department to another based on their respective needs.

- iii. Ms. Gassant discussed the importance of ensuring accountability for the spending of user departments. She suggested that this topic be addressed at the upcoming Collective meeting, emphasizing the need to establish mechanisms for tracking and monitoring departmental expenditures.
- iv. Mr. Holsendolph raised concerns about the allocation process, highlighting a discrepancy between the quantities specified in bids made by small business and the actual quantities required by the county for purchases. He emphasized that this mismatch puts small business owners at a disadvantage, as they may have prepared their bids based on specific quantities that were not aligned with the

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County’s purchasing needs. Mr. Hartfield suggested , when businesses were bidding for contracts they should inquire about the County’s purchasing process to better understand the quantity requirements. He stated the business owners should ask questions such as, “How will you be purchasing this product? Will it be in batches of 100 100 in bulk quantities of 1,000,000?” Mr. Hartfield noted by seeking this information, businesses can ensure they prepare accurate bids that align with the County’s purchasing needs, thus avoiding any potential disadvantages. b

- v. Mr. Siewnarine also provided a report containing the proposals that were received and reviewed from January to April.
- vi. Makeba Gassant motioned for a special meeting to dive into the proposal report, Mr. Ramirez seconded the motion. (Motion approved 5-0)

**III. Old Business**

**a. Approve – Meeting Minutes**

- i. Goods and Services Advisory Board – January 18, 2023, Meeting Minutes
- ii. Goods and Services Advisory Board – March 16, 2023, Meeting Minutes
- iii. Goods and Services Subcommittee Minutes – February 7, 2023
- iv. Goods and Services Subcommittee Minutes – February 21, 2023
- v. Goods and Services Subcommittee Minutes – March 21, 2023
- vi. Goods and Services Subcommittee Minutes - April 4, 2023

Mr. Ramirez moved to approve the all the listed minutes; Ms. Gassant seconded this motion. (Motion approved 5-0)

**IV. Requested Reports Discussion**

- a. Post PRA Compliance**
  - i. This audit will be conducted by the Small Business Development Liaisons (SBDL)
- b. Dollars going outside of Miami-Dade County**
  - i. Item Deferred

**V. New Business**

- i. Schedule Special meeting to discuss proposal report.

**VI. Report – Jackson Health System**

- a.** Ms. Amber Lawhorn presented the report for the period of February 1, 2023, to March 31, 2023.
- b.** Mr. Holsendolph raised a query regarding the distinctions among bid waivers, including bid waiver standard, Standardization bid waiver, and sole source bid waiver. Ms. Michelle



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Romano provided an explanation by outlining four types of bid waivers. She noted the first type was the bid waiver standard, which served as a trusted standard. Ms. Romano stated it generally applied to physician preferences for medical-surgical products that have been exempted based on those preferences. She noted the sole source bid waiver pertained to situations where there was only one provider available. .

- c. Mr. Holsendolph inquired about whether a Group Purchasing Organization (GPO) qualified as a bid waiver. Ms. Romana clarified that GPOs were not considered bid waivers because they utilize nationally competed contracts. She stated that it operated more like a piggyback system, where the GPOs leverage the contracts established through a Request for Proposal (RFP) process on a national level. .
- d. Mr. Ramirez inquired about how Jackson attracts small business participation and whether they collaborate with the tax office for advertising purposes. Ms. Lawhorn responded that Jackson utilizes Miami-Dade County Small Business Enterprises (SBEs) for small business owner needs. She explained when they meet with small businesses interested in working with them, they inform the small business owners about the SBE certification program offered by Miami-Dade County. However, Ms. Lawhorn stated that Jackson had not reached out to the tax office for advertising purposes. .
- e. Ms. Gassant inquired whether Jackson submitted contracts to Miami-Dade County for review before soliciting bids, considering their utilization of the Miami-Dade County SBE program. Ms. Lawhorn explained that Architecture & Engineering (A&E) and Construction Contracts undergo review by the County, whereas Goods and Services contracts were reviewed internally. Ms. Gassant questioned why the process differed for Goods and Services. Ms. Lawhorn clarified that it was a decision made by the legislative authorities. Ms. Gassant expressed concern about the low percentage of SBE participation and requested that staff provide the legislative item that Ms. Lawhorn mentioned. .
- f. Mr. Holsendolph inquired about the flexibility to add or remove products on Group Purchasing Organization (GPO) contracts. Ms. Romano explained that each situation varies, but if they were operating under a contract, it was a nationally competed contract, meaning Jackson does not have the authority to make additions or removals. She noted if staff identified an opportunity after the GPO contract, Jackson could choose to issue their own solicitation to address those specific needs.

**VII. Reasonable opportunity for the public to be heard before County Boards (Sec. 2-11.39.3)**

- a. No Speakers

**VIII. Adjournment**

- a. There being no further business to come before the SBE-Good and Services Board, the meeting was adjourned at 12:51 pm.

# JULY 20, 2023, MEETING MINUTES

**Miami-Dade County**  
**Small Business Enterprise – Goods and Services**  
**Advisory Board Meeting**  
**July 20, 2023, Meeting Minutes**

Start Time: 10:44 AM  
 End Time: 12:54 PM

8 – Appointed

5 – Quorum

(E)=Excused (U) = Unexcused

<b><u>Members Present (4)</u></b>	<b><u>Members Absent (4)</u></b>
Darryl Holsendolph – Chairman	Carmen Baker (E)
Makeba Gasant	Michaeljohn Anthony Green (E)
Maria Molina	Adrian Jimenez (U)
John A. Ramirez	Jacob Zunamon (E)

**Staff Present & Online:** Gary Hartfield (SBD Division Director), Rossi Siewnarine (SBD Section Chief), Cynthia France (SBD Section Manager), Lawanda Wright (SBD Section Chief), Carlos Ansuarez (SBD Section Manager), Michou Jean (SBD Section Manager), Alecia Anderson (SBD Section Manager), (SBD), Luis Guardia (SBD), Maria Carballeira (SPD)

**I. Welcome/ Introductions**

Michou Jean (SBD) called the Goods and Services Advisory Board meeting to order at 10:44 am, four (4) members were present. Ms. Jean requested through the chair to deviate from the agenda to allow Ms. Namita Uppal, Director Strategic Procurement (SPD), to provide the board members with information requested based on the board’s directive.

**II. Old Business**

**a. Approve – Meeting Minutes**

- i. Goods and Services Advisory Board – May 18, 2023, Meeting Minutes
- ii. Goods and services Subcommittee– May 16, 2023
- iii. Goods and Services Subcommittee - June 27,2023
  - Item deferred due to lack of quorum

**III. SBD Section Reports**

**a. Business Outreach & Education – Lawanda Wright (SBD Section Chief)**

- i. Ms. Lawanda Wright presented the report for the period of April 1, 2023, to May 31, 2023. She highlighted the occurrence of four payment issues during this period. Ms. Wright stated that these discrepancies occurred due to Purchase Orders (PO), in which the delays in processing were caused by system-related factors.
- ii. Responding to Chairman Darryl Holsendolph’s question regarding the consequences of mishandling Purchase Orders, Ms. Wright explained that when such incidents occur, corrective measures are required to resolve the problem.

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- iii. Ms. Wright reported that a technical training workshop was conducted, with the focus on Goods and Services. She noted this training was specifically tailored for user departments, equipping them with the knowledge of how to implement the Small Business Enterprise (SBE) preference in tiers when the user departments engage in solicitations.
- iv. Ms. Makeba Gassant commended Ms. Wright for including the initiative regarding the user departments. She noted the initiative also ensures that small businesses were adhering to the guidelines and that preferences were applied.
- v. Discussion ensued amongst Ms. Gassant, Mr. Gary Hartfield, Director of Small Business Department (SBD), and Chairman Darryl Holsendolph, regarding SBD inclusion with Strategic Procurements Vendor Academy. Mr. Hartfield emphasized that SBD consistently carries out educational initiatives, as it aligns with their core responsibilities. He underlined that SBD's focus had consistently encompassed small businesses initiatives.
- vi. Mr. Alfonso emphasized the commitment to improving communication with partners/stakeholders and SBD. He aimed to ensure that the gap was bridged and assured that he would respond to the best of his ability.
- vii. Chairman Holsendolph requested that the last line in the report be modified to include “user departments”. He wanted to acknowledge user departments active involvement and noted that it would provide insight into the progress achieved by user departments. Ms. Gassant requested that the departments be identified and included in the report under the implementation of user departments.

**b. Certification – Jeanise Cummings-Labossiere (SBD Section Chief)**

- i. Ms. Cynthia France presented the report for the period of April 1, 2023, to May 31, 2023, on behalf of Ms. Jeanise Cummings-Labossiere (SBD Section Chief).
- ii. Ms. Lawanda Wright pointed out the number of certifications proved to be present on the list. She noted upon reviewing the list there were five firms that were certified in the past and have now since returned. She noted apart from the five firms, all the other firms were entirely new to SBD and conducting business with the county as certified firms.

**c. Utilization – Rossi Siewnarine (SBD Section Chief)**

- i. Mr. Siewnarine presented the report for the period of April 1, 2023, to May 31, 2023.
- ii. Ms. Makeba Gassant requested that staff provide a report to differentiate goods contracts from services contracts.
- iii. Mr. Gary Hartfield, Director of Small Business Development clarified that the limited staffing for report requests was due to historical changes in the

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organization's structure. He noted in the past, there used to be a dedicated data unit with approximately six personnel handling data-related tasks, but they were relocated to the Internal Service Department (ITD). Mr. Hartfield stated some of these processes involve automated data transfer between computers, while others require manual input from the data unit. He noted when staff prepares reports and additional steps are requested, it places a significant burden on the team who make a concerted effort to fulfill these requests. Mr. Hartfield informed the board members' staff could perform the task requested, but it would take time, which involves a detailed process to distinguish between contracts related to goods and contracts related to services.

- iv. Chairman Holsendolph recommended that a pool be created, with 70% dedicated to the sheltered market, encompassing tasks that could be completed at a 75% success rate. He noted the remaining 25% would be reserved for tasks where vendor availability may be uncertain.
- v. Ms. Gassant recommended a section be implemented in centralized location on Integrated Financial Resources Management System (INFORMS) for vendors to upload documentation.

**IV. Report – Jackson Health System**

- i. Ms. Amber Lawhorn presented the report for the period of April 1, 2023, to May 31, 2023.
- ii. Chairman Holsendolph recommended that Ms. Lawhorn capture the data for awards and payments and dividing Goods versus service. Ms. Lawhorn stated that she would advise Mr. Juan Jaramillo to look into how this could be done.

**V. Small Business Development Department Discussion**

- i. Chairman Darryl Holsendolph emphasized the necessity for Small Business Development to function as its own separate department. He mentioned that he plans to hold a meeting with Mayor Levin Cava to review the advancement of SBD's transition into an independent department.
- ii. Ms. Makeba Gassant pointed out that SBD plays a significant role in the initial stages of crafting procurement and solicitations that are being issued. She believed that by doing so, they can have better control over ensuring that local businesses, specifically those in Miami-Dade County, are prioritized.

**VI. Strategic Procurement Department Discussion**

- i. Ms. Jean advised that Good and Services Advisory Board would like an explanation on how procurement was encouraging small and local business participation, as stated in a procurement objective, and what was being implemented to achieve the objective.

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Additionally, Ms. Jean noted the Good and Services Advisory Board would like to also know what was being implemented to achieve the objectives in the department, as it pertained to small businesses.

- ii. Ms. Uppal informed the board members about procurement objectives and initiatives for the inclusion of small businesses. She noted the mayor had adopted the strategic plan of the “four (4) E’s”, environment, economy, equity, and engagement. Ms. Uppal indicated the procurement department mission was based on those “four E’s” which was closely associated with the small and local vendors for equitable engagement, which also involved the community.
- iii. Ms. Uppal indicated that procurement had launched a series of initiatives, such as the vendor academy. She noted the vendor academy exclusively focused on providing workshops and training to the small and local vendors. Ms. Uppal noted that by launching the vendor academy it allowed staff to develop a forum that focused on problem solving. She mentioned that there were several vendor complaints that could be resolved through the online forum, which would be accessible to specific departments.
- iv. Ms. Uppal also noted that procurement was initiating a bid setting process, noting the familiarity with how the county operates, particularly in relation to bidding systems for vendors. She noted in the past, bids were handled through various methods such as email, fax, and hard copies, causing inconvenience for small vendors with limited resources to keep track of opportunities. Ms. Uppal stated that the Procurement Department was working with Mr. Gary Hartfield, Director of Small Business Development, and other departments to include construction bids in the platform.
- v. Ms. Uppal also mentioned the janitorial and landscaping program was successfully approved through collaboration with the county Commissioners and was now in the process of implementation as set asides for small companies. She explained that they were breaking up the contracts into smaller portions where each contract cannot exceed \$5 million.
- vi. Additionally, Ms. Uppal noted there were plans made for a vendor exposition where various cities, including Broward County and Florida International University (FIU), would be invited. She stated that this event aimed to enable vendors to meet key personnel from different areas.
- vii. Lastly, Ms. Uppal noted that she recognized the importance of department-generated needs, a Procurement Academy was launched under the mayor's leadership. She stated the Academy provides training to department personnel, including project managers and engineers, to consider factors like small vendors, worker safety, and environmental concerns while drafting scope of work. Ms. Uppal indicated that the county, with its approximately 30,000 employees, aimed to ensure a fair distribution of work, enhancing opportunities for local businesses. She noted additional initiatives were planned to continue promoting progress and benefiting the community.

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- viii. Chairman Holsendolph voiced his concerns about the recent developments, regarding the lack of time to address certain issues. He conveyed his dissatisfaction that despite the task force's year-long endeavor, nearly 80 percent of their recommendations originated from a subcommittee suggesting that Small Business Development (SBD) should handle the implementation of those recommendations. Chairman Holsendolph highlighted the importance of the recommendations, particularly the Academy, which aims to enable SBD (Small Business Development) to facilitate and to focus on local inclusion within the county's structure. He stated discussions remained as repetitive and redundant, fearing that the alliance being formed may follow a similar pattern to the Group Purchasing Organization (GPO), resulting in further consolidation that disadvantaged small businesses. Chairman Holsendolph raised concerns about the impact on small businesses, due to the overwhelming influence of the major players in the market. He pointed out that the lack of protective measures for Small Business Enterprises (SBEs), was causing a significant portion of spending to leave Dade County. Chairman Holsendolph raised concerns about the strength shifting to other counties due to the prominence of a single platform, and he questioned the involvement of certain entities like Broward County, hospitals etc., which do not contribute fairly. Overall, Chairman Holsendolph believed that the current approach was erasing the existence of small businesses and calls for measures to safeguard and support SBEs, especially considering the prevailing consolidation trends.
- ix. Ms. Makeba Gassant raised concerns about small businesses competing with larger corporations, which displayed a strenuous and cumbersome process. Ms. Gassant suggested creating set-aside pool process that would apply to services such as janitorial and landscaping services, along with goods and services. She noted this would provide an opportunity for firms that possess the capacity to supply these items, while also allowing them to collaborate with small businesses.
- x. Ms. Uppal requested that staff identify or provide categories to assist her in developing a plan for set-aside pulls for small businesses to present to Mayor Levine Cava.

**VII. Requested Documents**

- a. **Sec. 2-8.10. – User Access Program in County Purchases**
  - i. Item Deferred
  
- b. **Sec. 2-1076 Office of the Inspector General**
  - i. Item Deferred

**VIII. New Business**

- i. Invite Strategic Procurement back in the future.

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**IX. Reasonable opportunity for the public to be heard before County Boards (Sec. 2-11.39.3)**

- a. Darryl Holsendolph opened the reasonable opportunity to be heard.
- b. The unidentified constituent stated that the Goods and Services meeting was extremely informative, and he looked forward to attending future G&S meetings.
- c. Chairwoman Daryl Holsendolph closed the reasonable opportunity to be heard, seeing no one else to speak.

**X. Adjournment**

- a. There being no further business to come before the SBE-Good and Services Board, the meeting was adjourned at 12:58 pm.



**MAY 16,2023, SUBCOMMITTEE MEETING  
MINUTES**

**Miami-Dade County**  
**Small Business Enterprise – Goods and Services Subcommittee**  
**Advisory Board Meeting**  
**May 16, 2023 Meeting Minutes**

Start Time: 3:04 PM  
End Time: 3:47 PM

8-Appointed  
5 –Quorum

(E)=Excused (U)=Unexcused

<b>Members Present (6)</b>	<b>Members Absent (2)</b>
Makeba Gassant- Chair	Adrian Jimenez (U)
Michaeljohn Anthony Green	Daniel Ribero (E)
Carmen Baker	
Darryl Holsendolph	
Maria Molina	
John A. Ramirez	

**I. Welcome/Introductions**

- i. Michou Jean (SBD) started the meeting at 3:04 pm. Michou Jean (SBD) welcomed members and allowed everyone to introduce themselves.

**II. Discussion**

**a. Countywide Outreach**

- i. Ms. Makeba Gassant acknowledged the report submitted by staff regarding the participation of Small Business Enterprise (SBE) in the district. She inquired whether the listed firms on the report were firms that were currently under contracts or if the firms were registered firms. She requested the inclusion of an additional column in the report to indicate whether each firm had received payment for a contract within the last 12 months. i Ms. Gassant noted this addition would help identify which firms were actively bidding and which firms were not bidding.
- ii. Mr. Holsendolph requested that the report include a filtering mechanism for firms based on districts. Ms. Gassant indicated that she was currently working on implementing this filter to accurately display the firms according to their respective districts. a that she is working to . Furthermore, she emphasized the importance of including information about the expenditure in the report. .
- iii. Mr. Holsendolph voiced his concerns about the proposed statewide bills related to small business programs focused on diversity, equity, and inclusion. He noted that the county was reacting to these developments instead of taking proactive measures. In response, Mr. Green acknowledged the county’s concerns, stating that a solution has not yet been determined at this stage.
- iv. Ms. Gassant added that from her understanding, there were lobbyists who have been assigned to address the aforementioned issues.
- v. Mr. Rossi Siewnarine joined the meeting seeking clarification on the requested reports. Ms. Gassant thanked Mr. Siewnarine for providing the report. . She requested that she be provided with the actual expenditure of the county listed firms, in order to assess the level of participation on a

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district-by-district, and firm-by firm basis. She emphasized that the report should cover a period of 12 months, going back from the current date.

- vi. Mr. Green pointed out that all districts were uniquely different, therefore there may be variations or discrepancies in the data. Mr. Holsendolph stated by providing this data to the districts it should create a sense of urgency for them to improve their performance. He also raised the question of how the data could be displayed on a dashboard to illustrate the allocation of county expenditures. Furthermore, he emphasized the importance of Government transparency in the process.
- vii. Mr. Siewnarine advised that the department needs to collaborate with Information Technology Department (ITD) to expand the report as requested.

**III. Discuss Future Agenda Items and Information Requests**

- i. Countywide Outreach

**IV. Reasonable opportunity for the public to be heard before County Boards (Sec. 2-11.39.3)**

- i. The reasonable opportunity for the public to be heard was opened, after seeing no one appear to speak, the reasonable opportunity to be heard was closed. .

**V. Adjournment**

- i. There being no further business to come before the SBE Good and Services Subcommittee, the meeting was adjourned at 3:47 p.m.

**JUNE 27, 2023, SUBCOMMITTEE MEETING  
MINUTES**

**Miami-Dade County**  
**Small Business Enterprise – Goods and Services Subcommittee**  
**Advisory Board Meeting**  
**June 27, 2023 Meeting Minutes**

Start Time: 3:07 PM  
End Time: 4:03 PM

8-Appointed  
5 –Quorum

(E)=Excused (U)=Unexcused

<b>Members Present (4)</b>	<b>Members Absent (4)</b>
Makeba Gassant- Chair	Adrian Jimenez (U)
Michaeljohn Anthony Green	Daniel Ribero (E)
Carmen Baker	Maria Molina (E)
Darryl Holsendolph	John A. Ramirez (E)

**I. Welcome/Introductions**

- i. Michou Jean (SBD) started the meeting at 3:07 pm. Michou Jean (SBD) welcomed members and allowed everyone to introduce themselves.

**II. Discussion**

**a. Collective Advisory Board Update**

- i. Ms. Makeba Gassant welcomed members of the subcommittee. She inquired if there were any final recommendations from board to put forward at the Collective Advisory board.
- ii. Mr. Holsendolph expressed the need to increase the percentage of the local allocated funding source for the Small Business Enterprises (SBE’s). He highlighted the significance of Small Business Development (SBD) and how it could benefit other County departments . Mr. Holsendolph suggested that SBD acquire the authority to mandate departments to adhere to the recommendations made by the Advisory boards. He noted SBD does great work but cannot achieve the primary objectives alone.
- iii. Pursuant to Ms. Molina’s question regarding the difference between Procurement and Strategic Procurement Department (SPD), Mr. Holsendolph noted that Strategic Procurement was no longer a part of Internals Services; SPD was now its own departmental entity.
- iv. Discussion ensued amongst the Subcommittee members about reaching out to the Collective advisory board to discuss expanding SBD’s authority in the procurement department. Mr. Holsendolph stated that SBD needs to become a department of their own to achieve equal authority. Members of the subcommittee members would like to discuss expanding SBD’s authority at the upcoming scheduled Goods and Services Advisory Board and the Collective meeting.
- v. Members of the Subcommittee discussed submitting a petition to recognize SBD as a department to allow the SBD Director the authority to advocate and achieve objectives for small businesses.

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- vi. Ms. Molina advised that SPD was created with objectives such as economy, encourages small and local businesses to participate in the county's contracting opportunity, to increase and improve product and service offerings, and to raise business standards. She also stated SBD was created to offer, equity, promote equitable and fair treatment of all suppliers, and conduct the procurement processes in an impartial consistent, reliable manner. Ms. Molina suggested that the director of SPD be invited to the Subcommittee to explain how she was encouraging small and local business participation outlined in the objective. She noted that she would ask the SPD Director what plan was she implementing to achieve the objectives of the small and local businesses.

**III. Discuss Future Agenda Items and Information Requests**

- i. Ms. Makeba Gassant requested that staff provide the current legislation Sec. 2-8.10. - User Access Program in County Purchases (UAP) and Sec. 2-1076 Office of the Inspector General.
- ii. Ms. Gassant recommended composing a letter that effectively conveys the need for immediate action to each district, urging them to take responsibility in enhancing SBE (Small Business Enterprise) participation. She noted the letter should explicitly request a report that includes crucial information, such as the current bidding firms and the certified firms not currently under contract. Ms. Gassant stated this information would enable the districts to assess how they could assist these firms and take the appropriate measures.
- iii. Ms. Gassant recommended composing a letter that effectively conveys the need for immediate action to each district, urging them to take responsibility in enhancing SBE (Small Business Enterprise) participation. She noted the letter should explicitly request a report that includes crucial information, such as the current bidding firms and the certified firms not currently under contract. Ms. Gassant stated this information would enable the districts to assess how they could assist these firms and take the appropriate measures.
- iv. Pursuant to Ms. Gassant's inquiry regarding the start of the Mentor Protégé Program, Ms. Lawanda Wright provided an update to the board. She noted there were four pairs in the program, with their second official meeting held. Ms. Wright shared the names of the current mentor-protégé pairings and highlighted their commitment to the program for one year. Additionally, she mentioned that staff is currently actively seeking mentors and protégés for future pairings.
- v. Mr. Holsendolph questioned the industries captured in the pairings. Ms. Wright advised that all industries are participating.
- vi. In response to Mr. Holsendolph's question regarding whether there would be marketing for the Mentor Protégé Program, Ms. Wright noted a draft would be released through communications department.

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- vii. The board eagerly anticipate the marketing efforts and outcomes of the program.

**IV. New Business**

- i. Small Business Development Department discussion.

**V. Reasonable opportunity for the public to be heard before County Boards (Sec. 2-11.39.3)**

- i. No speakers.

**VI. Adjournment**

- i. There being no further business to come before the Small Business Enterprise – Goods and Services Subcommittee, the meeting adjourned at 4:03 p.m.

**JULY 11, 2023, SUBCOMITTEE MEETING  
MINUTES**



**Miami-Dade County**  
**Small Business Enterprise – Goods and Services Subcommittee**  
**Advisory Board Meeting**  
**July 11, 2023, Meeting Minutes**

Start Time: 3:06 PM  
End Time: 4:016 PM

8-Appointed  
5- Quorum

(E)=Excused (U)=Unexcused

<b>Members Present (5)</b>	<b>Members Absent (3)</b>
Makeba Gassant- Chair	Adrian Jimenez (U)
Michaeljohn Anthony Green	John A. Ramirez (E)
Carmen Baker	Jacob Zunamon (E)
Darryl Holsendolph	
Maria Molina	

**I. Welcome/Introductions**

- i. Ms. Michou Jean (SBD) convened the Goods and Services Subcommittee meeting at 3:06 pm. Ms. Michou Jean (SBD) welcomed members of the subcommittee and allowed everyone to introduce themselves.

**II. Discussion**

**a. Collective Advisory Board Update**

- i. Ms. Makeba Gassant welcomed the subcommittee members and proceeded to discuss the pending items that the subcommittee had previously requested. She noted the board members were eagerly anticipating the discussion of the pending items at the upcoming Goods and Services advisory board.
- ii. Mr. Michaeljohn Anthony Green initiated a discussion about introducing a component in employee evaluations, which would enable Small Business Development to conduct annual reviews of employees involved in the direct decision-making process for procurement contracts.
- iii. Mr. Holsendolph raised the issue of accountability. He recalled a recommendation from the Goods and Services Taskforce, proposing that Department Directors should not be allowed to promote individuals in cases of poor performance.  
He inquired about the current authority overseeing these matters and whose purview it is to manage the approved recommendations. Mr. Green noted that there was no one actively tracking these aspects, but there was an assumption that all actions were carried out in good faith.
- iv. The board members recommended that the code requirement should stipulate a 25% expenditure to Small Business Enterprise (SBE's) . The Board members also recommended that a report be provided and presented to the mayor and the board of county commissioners. This report would include information about the number of contracted individuals, the percentage of allocation(s) awarded to SBE's, whether the 25% target was being achieved, and the extent to which they were close to meeting this goal.

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- v. The Board members recommended that Small Business Development (SBD) be involved with the annual employee review of employees with direct procurement responsibilities. The review process would incorporate an additional question regarding the employee's efforts toward including SBE's. This recommendation would also include a review of the directors of the user departments, with questions that should include whether the departments goals were achieved and whether the directive was actively engaged and supported SBE initiatives.
- vi. Mr. Holsendolph questioned the ability of an SBD employee to maintain objectivity if they lack unawareness of the actions taken by procurement agents. He suggested the implementation of a dashboard that would offer this type of information. Mr. Green recommended that Small Business Development possess this information. Mr. Holsendolph emphasized that employees were not currently providing this information.
- vii. Mr. Rossi Siewnarine advised that the code stipulates a requirement of 10% expenditure with SBE's. He noted this percentage applied across all industries and was not specific to a particular sector. He also stated that the County exceeded the 10% threshold in total, but not within each industry.
- viii. Mr. Siewnarine informed the board members that the county does not have any connection into employee evaluations and any recommendation as such would require further discussion. Mr. Siewnarine stated this was due to the involvement of numerous entities in the evaluation process. He noted that there needs to be a requirement to establish a monitoring mechanism of individuals involved in procurement initiatives.
- ix. Mr. Green stated that he would provide his comments into a document and forward it to Michou for distribution.
- x. Mr. Holsendolph believed that if a department was not meeting the SBE spending requirement, their overall evaluation score should be capped at a certain percentage. Mr. Siewnarine proposed initiating the presentation of departmental reports that included expenditures and goal achievements. He further advised addressing the performance of specific procurement individuals, but cautioned against holding individuals accountable who was not involved with the procurement process.

**III. Discuss Future Agenda Items and Information Requests**

- i. Maria Molina reiterated her request to have Strategic Procurement Department provide an explanation of their methods for promoting participation from small and local entities within their department.
- ii. Ms. Gassant seek clarification on the function of the user access fee that was deducted from every county contract. She requested for legislative information of the establishment that pertained to the User Access Program, as well as any existing documents that outlined the collection and allocation of these fees.

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**IV. New Business**

- i. UAP Legislation

**V. Reasonable opportunity for the public to be heard before County Boards (Sec. 2-11.39.3)**

- i. No speakers.

**VI. Adjournment**

- i. There being no further business to come before the Goods and Services Subcommittee, the meeting was adjourned at 4:16 PM.

**AUGUST 8, 2023, SUBCOMITTEE MEETING  
MINUTES**

**Miami-Dade County**  
**Small Business Enterprise – Goods and Services Subcommittee**  
**Advisory Board Meeting**  
**August 8, 2023, Meeting Minutes**

Start Time: 3:33 PM  
End Time: 4:09 PM

8-Appointed  
5- Quorum

(E)=Excused (U)=Unexcused

<b>Members Present (5)</b>	<b>Members Absent (3)</b>
Makeba Gassant- Chair	Michaeljohn Anthony Green (E)
Carmen Baker	Adrian Jimenez (U)
Darryl Holsendolph	John A. Ramirez (E)
Maria Molina	
Jacob Zunamon	

**I. Welcome/Introductions**

- i. Ms. Michou Jean (SBD) convened the Goods and Services Subcommittee meeting at 3:33 pm. Ms. Michou Jean (SBD) welcomed members of the subcommittee and allowed everyone to introduce themselves.
- ii. Ms. Makeba Gassant welcomed the subcommittee members and proceeded to discuss the pending items that the subcommittee had previously requested. She noted that the board had received the report listing firms according to their zip codes. However, Ms. Makeeba stated they were interested in knowing whether these firms have received payments, as this would indicate their active participation in contracts. She expressed their eagerness to receive this report, as it would assist in their planning for countywide outreach efforts.

**II. Requested Documents**

**a. Section 2-8-10 – User Access Program in County Purchases**

- i. Ms. Makeeba Gassant inquired about the department responsible for overseeing the User Access Program. She would like to extend an invitation to the appropriate personnel who can provide insights into the User Access program and its associated fee.
- ii. Ms. Gassant also expressed in interest in exploring the possibility of reducing the fee for small businesses or finding ways to alleviate it for them.
- iii. Mr. Holsendolph requested for information on the annual revenue generated from the fee, and proposed the idea of allocating a portion of this fee to support small businesses. He clarified that he was not looking to reduce the fee, but rather considering the allocation of a percentage fee to assist small businesses.
- iv. Ms. Gassant also inquired about where the current allocation of the funds generated from the user access fee was going.

**b. Section 2-1076 – Office of the Inspector General**

- i. Item Deferred

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**III. New Business**

- i. Countywide outreach planning
- ii. Develop categories for set aside pools for procurement.
- iii. Reinvite Procurement in the future.
- iv. Small Business Development Department Discussion

**IV. Reasonable opportunity for the public to be heard before County Boards (Sec. 2-11.39.3)**

- i. Ms. Gloria Fonseca questioned the vendor academy conducted by Strategic Procurement Department. Ms. Wright advised that the procurement department conducted two (2) separate academies, one for vendors, and one for departments.
- ii. Ms. Fonseca commented that these academies were intended to enhance education, but she was interested in understanding whether tangible opportunities were being gained as a result.

**V. Adjournment**

- i. The being no further business to come before the Goods and Services Subcommittee, the meeting was adjourned at 4:09 PM.

**SEPTEMBER 5, 2023, SUBCOMITTEE  
MEETING MINUTES**

**Miami-Dade County**  
**Small Business Enterprise – Goods and Services Subcommittee**  
**Advisory Board Meeting**  
**September 5, 2023, Meeting Minutes**

Start Time: 3:02 PM  
End Time: 4:36 PM

9-Appointed  
5- Quorum

(E)=Excused (U)=Unexcused

<b>Members Present (7)</b>	<b>Members Absent (2)</b>
Makeba Gassant- Chair	Michaeljohn Anthony Green(E)
Carmen Baker	Adrian Jimenez (U)
Darryl Holsendolph	
Maria Molina	
John A. Ramirez	
Junior Silva	
Jacob Zunamon	

**I. Welcome/Introductions**

- i. Ms. Michou Jean (SBD) convened the Goods and Services Subcommittee meeting at 3:02 pm. Ms. Michou Jean (SBD) welcomed members of the subcommittee and allowed everyone to introduce themselves.
- ii. Ms. Makeba Gassant welcomed the new subcommittee members.

**II. Discussion**

**a. Commission District Report**

- i. Ms. Makeba Gassant provided an overview of the Commission District report. She noted her intent was to create a list of active Small Business Enterprise (SBE's) defined as vendors who have received payments within the last 12 (twelve) months. Ms. Makeeba stated this initiative aimed to bring together districts for a countywide effort to identify ways to support SBE's such as resources, financing, registration, and other aspects of their operations.
- ii. Mr. Rossi Siewnarine noted that the report had been forwarded to the Information Technology Department (ITD).
- iii. Ms. Gassant recommended creating a brief survey to be distributed to SBE's. The survey would inquire about whether the firms received payments/contact opportunities, and also provide an open section for SBE's to express their resource needs and challenges they may have faced.
- iv. Mr. Siewnarine agreed to develop the survey and collaborate with Section Chief Lawanda Wright .
- v. Ms. Gassant requested that staff prepare a survey template by the next meeting. She noted the survey should be open for two (2) weeks, with two (2) to three (3) reminders sent to the participants.
- vi. Mr. John A. Ramirez inquired about the best approach to gather this information, and Mr. Siewnarine advised that the survey could be supplemental, with primary data source from ITD. The goal of the survey was to identify which districts were receiving business opportunities and which districts required more opportunities. It was noted after reviewing data, Goods and services represented the largest spending category, but the



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number of SBE's participating was disproportionately low, resulting in a disparity. Mr. Rameriz suggested adding a question regarding whether SBE's, through their county contracts, have created jobs and if so, how many. Ms. Gassant concurred that this information would be valuable, as it could help demonstrate to the County Commissioners the economic impact of awarding contracts.

**b. Determine categories for set-aside pools**

- i. Ms. Gassant provided an overview of the categories for set-aside pools, stating that Small Business Enterprises (SBE's) have the capacity to fulfill certain categories, however, the Procurement department was not currently considering these categories for set aside pools. She noted this was an area that should be explored.
- ii. Mr. Holsendolph suggested reviewing existing contracts to assess the spending. He expressed concerns that the request might be seen as unfair, as procurement manages the projects. He felt that the board was seeking to unbundle what had already been bundled.
- iii. Mr. Holsendolph proposed that, in construction contracts, there is 10% of Furniture's, Fixtures, and Equipment (FF&E) budget, the County should allocate 50% of the FF&E percentage to Goods and Services.
- iv. Mr. Alex Alfonso, Assistant Director, Strategic Procurement Department, advised that the Purpose Driven Procurement (PDP) Committees' role was to ensure that contracts were divided in the manner Mr. Holsendolph suggested.
- v. Ms. Maria Molina highlighted the need to involve more Goods and Services firms in contracts related to Architecture and Engineering A&E services. .
- vi. Mr. Alfonso clarified that the bundling of construction contracts was the responsibility of user department, as construction contracts do not go through procurement. He noted this bundling would need to be reevaluated for potential unbundling.
- vii. Ms. Gassant inquired about the process followed when contracts go through the PDP committee, and Mr. Alfonso explained that for any future contracts or awards, there is a panel of members who systematically review contracts and awards by using a checklist to ensure considerations have been met. He stated in cases where concerns arise, the contracts or awards may be returned for further questions, clarification, and occasionally even reconsideration.
- viii. Ms. Ana Rioseco added that the PDP Committee meets weekly to ensure transparency and fair competition, and the Office of Small Business Development is a part of this group.
- ix. Mr. Alfonso recommended having Mr. Jason Smith provide a detailed presentation on the PDP Committee to the board.
- x. Ms. Molina suggested requesting a report from departments that shows the goods they utilize, as a starting point for further discussion.

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- xi. The board requested a report that displayed data on how many SBE's were certified in each commodity code and to identify what codes have the heaviest concentration.
- xii. Ms. Gassant sought clarification on whether the county utilized National Institute of Governmental Purchasing (NIGP) Codes or North American Industry Classification System (NAIC) Codes for solicitations, and if this is consistent countywide.

**c. User Access Program (UAP)**

- i. Ms. Gassant discussed the UAP fee, which currently stands at 2%. She inquired about the possibility of reducing this fee for SBE's or creating a fund to allocate resources to support SBE's. She also questioned the authority overseeing the UAP.
- ii. Mr. Alfonso explained that the UAP fee was mandated by ordinance. He noted it involved deducting a 2% fee from invoices for items purchased through the County, with exceptions. Mr. Alfonso stated this fee generates significant revenue around 14-15 million per year, therefore, any changes to its allocation would require approval from the Board of County Commissioners.

**d. Countywide Outreach Planning**

- i. Item Deferred

**III. New Business**

- i. Countywide outreach planning
- ii. Commission District Report
- iii. Survey results

**IV. Reasonable opportunity for the public to be heard before County Boards (Sec. 2-11.39.3)**

- i. Ms. Makeeba Gassant opened the reasonable opportunity to be heard; seeing no one appearing to speak, the reasonable opportunity to be heard was closed.

**V. Adjournment**

- i. The being no further business to come before the Goods and Services Subcommittee, the meeting was adjourned at 4:36 PM.

SEPTEMBER 19, 2023, SUBCOMITTEE  
MEETING MINUTES

**Miami-Dade County**  
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**Advisory Board Meeting**  
**September 19, 2023, Meeting Minutes**

Start Time: 3:03 PM  
End Time: 4:12 PM

9-Appointed  
5- Quorum

(E)=Excused (U)=Unexcused

<b>Members Present (5)</b>	<b>Members Absent (4)</b>
Makeba Gassant- Chair	Carmen Baker (E)
Michaeljohn Anthony Green	Adrian Jimenez (U)
Darryl Holsendolph	Junior Silva (E)
Maria Molina	Jacob Zunamon (E)
John A. Ramirez	

**I. Welcome/Introductions**

- i. Ms. Michou Jean (Section Manager) convened the Goods and Services Subcommittee meeting at 3:03 pm. Ms. Jean welcomed members of the subcommittee and allowed everyone to introduce themselves.

**II. Discussion**

**a. Purpose Driven Procurement (PDP)**

- i. Ms. Makeba Gassant provided an overview for the meeting and inquired about the updates from Mr. Alex Alfonso, Assistant Director, Strategic Procurement Department regarding a the codes used by the county. Mr. Alfonso confirmed the County utilized National Institute of Governmental Purchasing (NIGP) codes for solicitation.
- ii. Mr. Jason Smith, Equity and Inclusion Officer, Office of the Mayor explained that the PDP initiative spearheaded by the mayor, was aimed to ensure that the county adhered to its values of equity, economy, engagement, and environment. He noted the goal was to enhance transparency and promote opportunities for small and local business contracting in Miami-Dade County. He explained this involved collaborating with various departments, which included the Office of Small business development, Strategic Procurement, Office of resilience, and economic development, to compile a checklist of policies, ordinances, and procedures, adopted by the Board of County Commissioners, in the areas of environment, equity, engagement, and the economy. Mr. Smith stated the checklist had been distributed to all departments and procurement staff, guiding them to consider factors of solicitation, such as “Is this a contract that can be a set aside or can this be de-bundled for the benefit of small businesses.
- iii. Mr. Smith indicated once the draft of solicitation was completed, it would then be submitted to Small Business Development SBD, where SBD applied their goals and measures to the contract. He noted after it is then transmitted to the PDP review group, which meets every Wednesday, led and organized

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by SBD. Mr. Smith highlighted the group engages in discussion about the package and determine whether they agree with the package.

- iv. Ms. Gassant thanked Mr. Smith for the explanation of PDP. She expressed that she favors the establishment of the PDP Group and inquired about the process of incorporating more small businesses within the commodity codes when solicitation drafts were being prepared. She also questioned how they could guarantee that the maximum number of small businesses were provided with the opportunity to submit bids. Mr. Smith conveyed his interest in collaborating with SBD and procurement to explore any potential challenges associated with the use of commodity codes.
- v. Mr. Michael John Anthony Green suggested that the County should proactively promote future spending plans to encourage businesses to align with the County's objectives.
- vi. Mr. Smith concluded by emphasizing the group's purpose, which was to transform a culture that historically did not prioritize small businesses, local business, and environmental considerations. He assured the subcommittee members that the goal was to change the culture for the betterment of everyone.

**b. Goods and Services Subcommittee Survey Template**

- i. Mr. Rossi Siewnarine presented the survey, and Ms. Makeeba Gassant requested that the first question be a dropdown list rather than an open-ended question.
- ii. Mr. Siewnarine noted that he would be meeting with Information Technology Department (ITD) to review the results of the Commission District report that was previously requested.
- iii. Ms. Gassant inquired about the possibility of adding incentives to engage small businesses to participate in the survey. Mr. Siewnarine stated that SBD was working on a newsletter and could potentially acknowledge a small business for participating in the newsletter.

**III. New Business**

- i. Countywide outreach planning
- ii. Commission District Report
- iii. Survey results

**IV. Reasonable opportunity for the public to be heard before County Boards (Sec. 2-11.39.3)**

- i. Ms. Makeeba Gassant opened the reasonable opportunity to be heard; seeing no one appearing to speak, the reasonable opportunity was closed.

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**V. Adjournment**

- i. The being no further business to come before the Goods and Services Subcommittee, the meeting was adjourned at 4:12 PM.

OCTOBER 3, 2023, SUBCOMITTEE MEETING  
MINUTES

**Miami-Dade County**  
**Small Business Enterprise – Goods and Services Subcommittee**  
**Advisory Board Meeting**  
**October 3, 2023, Meeting Minutes**

Start Time: 3:06 PM  
 End Time: 4:43 PM

9-Appointed  
 5- Quorum

(E)=Excused (U)=Unexcused

<b>Members Present (4)</b>	<b>Members Absent (5)</b>
Makeba Gassant- Chair	Michaeljohn Anthony Green(E)
Darryl Holsendolph	Carmen Baker (E)
Maria Molina	Adrian Jimenez (U)
John A. Ramirez	Junior Silva (E)
	Jacob Zunamon (E)

**I. Welcome/Introductions**

- i. Ms. Michou Jean (SBD) convened the Goods and Services Subcommittee meeting at 3:06 pm. Ms. Michou Jean (SBD) welcomed members of the subcommittee and allowed everyone to introduce themselves.
- ii. Ms. Makeba Gassant welcomed the subcommittee members and proceeded to discuss the pending items that the subcommittee had previously requested.

**II. Discussion**

**a. Personal Net worth (PNW)**

- i. Mr. Hartfield advised that the Architectural and Engineering Advisory board put forth a motion that would call for eliminating the Personal Net Worth (PNW). He noted if the PNW cannot be eliminated, they would like it to be doubled or increased no less than the rate of inflation. Ms. Gassant stated that she does not oppose this recommendation. She indicated that given the ongoing inflation, it is reasonable to consider this.
- ii. Mr. Hartfield advised that staff review the number of firms that have graduated due to the PNW in comparison to the three-year average gross receipt. He noted staff would also assess the Consumer Price Index (CPI).
- iii. Mr. Holsendolph agrees with increasing the PNW, but he does not support eliminating it in totality.
- iv. Ms. Molina expressed that not having a limitation on your network allows you to collaborate with business partners. She stated that having a limit on a PNW restricts your company's growth and she was in favor of either eliminating it or increasing the limit. She also recommended reviewing the CPI every three years to ensure that the PNW keeps pace with ongoing inflation.
- v. Mr. Hartfield advised that once staff have analyzed the CPI, staff would begin the process of scheduling a collective meeting to discuss this matter with the other Advisory Boards.



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**b. Office of Small Business Development**

- i. Director Gary T. Hartfield announced on August 31, 2023, the Small Business Development have been renamed, as the Office of Small Business Development. He noted that the Office of Small Business Development operates as a division within the mayor's office, marking a significant move towards its future establishment as a department. He expressed his enthusiasm about the separation from the previous entity, emphasizing that it aligned better with the objectives of aiding Small Business Development in Miami Dade County.
- ii. Mr. Hartfield explained that based upon the timing of the request, the County's budget was already balanced, making it challenging to immediately transition into a standalone department. He assured the board members the commitment to work towards achieving department status in the future.
- iii. Ms. Molina congratulated the Office of Small Business development, stating this transition was a positive step forward.
- iv. Mr. Holsendolph commended Director Hartfield for this small, but significant achievement. He inquired whether the memo had been communicated to all county personnel. Mr. Hartfield indicated that some departments were informed verbally, while the advisory boards received notification through a memo. He informed the that there has not been an official announcement from the Mayor's Office at this moment. Mr. Holsendolph stressed the importance of ensuring that everyone should be informed of this change, suggesting the mayor's office should make an official announcement.
- v. Ms. Gassant congratulated Mr. Hartfield and staff on becoming an office. She added that this is a step in the right direction. She encouraged the staff to continue advocating t and pushing to becoming a department.

**c. Best and Final Offer (BAFO)**

- i. Mr. Gary Hartfield reminded the board that the taskforce had made recommendations to improve small businesses. He noted the taskforce recommended developing a set aside for any project valued at \$250,000 or less with two (2) or more Small Business Enterprises (SBE. Mr. Hartfield stated after reviewing several invitation to quote (ITQ), that in certain categories or pools staff noticed that there was only one SBE. Mr. Hartfield indicated as a result, some projects valued under 250k, were being awarded BAFO instead of being a set aside. He noted the existing ordinance did not specify that the preference for Small Business Enterprise (SBE) should extend to , the BAFO period. Mr. Hartfield stated staff proposed modifying the legislation to provide this clarity. He assured the board members that the legislation would still state that projects valued at \$250,000 or less with two (2) or more firms would remain the same, but in the cases where there was only one SBE in the pool, a bid preference would be introduced. Mr. Hartfield further explained at the time of competing, if the preference results in equal

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pricing and a BAFO was necessary, an additional 10% bid preference would be applied.

- ii. Ms. Gassant pointed out that in a BAFO situation, any SBE, regardless of their tier, should have a better chance against a non-SBE. She proposed applying a 10% bid preference to all SBE's once they enter a BAFO process.
- iii. Mr. Hartfield clarified that if a non-SBE was involved in a BAFO, all SBE's would receive 10% preference. He noted staff would implement this change.

**d. Goods and Services Advisory Board Survey**

- i. Ms. Makeeba Gassant acknowledged that the survey had been distributed. Mr. Siewnarine informed the board members that the survey had been updated to incorporate the Subcommittee's requests. He noted the survey would remain open until October 15, 2023, with reminders sent out three (3) times during this period.
- ii. The survey results would be shared once received.

**e. Grainger and Amazon**

- i. Mr. Hartfield explained that there was a proposition presented by Grainger, expressing their desire to become the sole supplier of their products at Miami Dade county prices and their commitment not to compete with small businesses. Mr. Hartfield expressed his support for the idea, he also suggested that Grainger conduct a presentation to the Small Business Advisory Board to assess the viewpoints of the members and to decide on how to proceed forward with the proposition.
- ii. Ms. Gassant shared her reservations about the proposition but expressed her willingness to listen to the presentation. She was concerned that larger companies could manipulate prices, and selectively choose who they supply, potentially granting them excessive power.
- iii. Mr. Holsendolph shared Ms. Gassant's concerns and had also agreed to hear the presentation.
- iv. Staff would coordinate with Grainger to schedule a date and everyone would be notified.

**III. New Business**

- i. Countywide outreach planning

**IV. Reasonable opportunity for the public to be heard before County Boards (Sec. 2-11.39.3)**

- i. Chairwoman Gassant opened the reasonable opportunity to be heard; hearing no one speak, the reasonable opportunity to be heard was closed.

**V. Adjournment**

- i. The being no further business to come before the Goods and Services Subcommittee, the meeting was adjourned at 4:43 PM.

OCTOBER 31, 2023, SUBCOMMITTEE  
MEETING MINUTES

**Miami-Dade County**  
**Small Business Enterprise – Goods and Services Subcommittee**  
**Advisory Board Meeting**  
**October 31, 2023, Meeting Minutes**

Start Time: 3:11 PM  
End Time: 3:59 PM

9-Appointed  
5- Quorum

(E)=Excused (U)=Unexcused

<b>Members Present (5)</b>	<b>Members Absent (4)</b>
Makeba Gassant- Chair	Michaeljohn Anthony Green(E)
Darryl Holsendolph	Carmen Baker (E)
Maria Molina	Adrian Jimenez (U)
John A. Ramirez	Jacob Zunamon (E)
Junior Silva	

**I. Welcome/Introductions**

- i. Ms. Michou Jean (SBD) convened the Goods and Services Subcommittee meeting at 3:11 pm. Ms. Jean (SBD) welcomed members of the subcommittee and allowed everyone to introduce themselves.

**II. Discussion**

**a. Commission District Report**

- i. Ms. Makeba Gassant advised that the board members receive the requested commission district report.
- ii. Mr. Darryl Holsendolph expressed his dissatisfaction with the numbers in the district report. He urged the board members to thoroughly review the report to provide the best recommendations.
- iii. Mr. Junior Silva indicated as a small business owners time was one of his most valuable commodities. He highlighted the time constraints faced in the bidding process, where the price often changes. Mr. Silva recommended establishing a limit on the number of days a bidding price could be held. Mr. Holsendolph and Ms. Gassant agreed to the recommendation and requested that it be presented at the advisory board meeting.
- iv. Ms. Gassant inquired about the results of the survey, and Mr. Siewnarine stated that the survey had limited participation, but the results would be shared once they were formatted.
- v. Mr. Siewnarine provided an overview of the commission district report results.
- vi. Ms. Gassant expressed her appreciation for the comparison of Small Business Enterprise (SBE) and non-(SBE) spend. She noted that some districts were regressing each year. Additionally, Ms. Gassant inquired whether the data from 2023 could be added to this report. Mr. Siewnarine advised that the report could be continued, but he suggested an annual occurrence due to the substantial manual effort required to compile the report.
- vii. Ms. Gassant suggested that the report be promptly shared to prevent further percentage decreases. She urged the board members to thoroughly review,

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understand and have conversations with their respective districts in an effort to obtain unified support.

- viii. Ms. Gassant would like discussion to take place amongst the board members and their commissioners to present this data. She would also like to invite representatives of the commissioners to attend a meeting for the presentation of this data.
- ix. Ms. Gassant recommended drafting a letter expressing their concerns regarding the Commission District report, she noted that she would be submitting the letter to staff.
- x. Mr. Holsendolph also expressed that he would like to incorporate a website dashboard containing district-by-district information.

**III. New Business**

- i. Countywide outreach planning

**IV. Reasonable opportunity for the public to be heard before County Boards (Sec. 2-11.39.3)**

- i. Chairwoman Gassant opened the reasonable opportunity to be heard; hearing no one speak, the reasonable opportunity to be heard was closed.

**V. Adjournment**

- i. The being no further business to come before the Goods and Services Subcommittee, the meeting was adjourned at 3:59 PM.

**NOVEMBER 16, 2023, MEETING MINUTES**

**Miami-Dade County**  
**Small Business Enterprise – Goods and Services**  
**Advisory Board Meeting**  
**November 16, 2023, Meeting Minutes**

Start Time: 10:39 AM  
End Time: 12:25 PM

9 – Appointed  
5 – Quorum  
(E)=Excused (U) = Unexcused

<b><u>Members Present (4)</u></b>	<b><u>Members Absent (5)</u></b>
Darryl Holsendolph – Chairman	Carmen Baker (U)
Makeba Gasant	Adrian Jimenez (U)
Michaeljohn Anthony Green	Junior Silva (U)
John A. Ramirez	Maria Molina (E)
	Jacob Zunamon (U)

**Staff Present & Online:** Gary T. Hartfield (SBD Director), Rossi Siewnarine (SBD Section Chief), Jeanise Cummings-Labossiere (SBD Section Chief), Lawanda Wright (SBD Section Chief), Carlos Ansuarez (SBD Section Manager), Michou Jean (SBD Section Manager), Alecia Anderson (SBD Section Manager), Luis Guardia (SBD), Maria Carballeira (SPD), Sandra Petithomme (SBD)

**I. Welcome/ Introductions**

Ms. Sandra Petithomme (SBD) called the Goods and Services Advisory Board meeting to order at 10:39 am, four (4) members were present.

**II. Presentation (30 min) – Etta Akoni (Staff Attorney – Miami-Dade County Commission on Ethics & Public Trust)**

- i. Ms. Etta Akoni provided the board members with a PowerPoint presentation entitled “Miami-Dade County Commission on Ethics and Public Trust Advisory Board Ethics Update.”
- ii. She noted that there were concerns raised, prompting the decision to conduct a presentation. Ms. Akoni stated the purpose was to ensure that all SBD board members were informed of the rules that they must follow as board members.
- iii. She emphasized if the board members were uncertain about compliance, they should seek an opinion to be on the side of caution.
- iv. Ms. Akoni provided a brief overview about lobbying. Mr. Holsendolph inquired whether board members were required to register as a lobbyist; given that board members advocate for items on the Board of County Commission (BCC) agendas. He wanted to confirm whether registering as lobbyist was necessary to make public comments on such matters. Ms. Akoni confirmed that board members should register as lobbyists. She explained that while individuals could speak on a matter as personal advocates or dissenters due to its personal impact, registering as a lobbyist was required if speaking on an item directly affecting a contract one was interested in. Additionally, Ms. Akoni clarified that hiring a

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lobbyist was not mandatory; business principals could act as their own lobbyists, and the fee is waived. She noted certified Small Business Enterprise (SBEs) were also exempt from paying the fee.

- v. Mr. Holsendolph requested that this information be provided to SBE's during their certification and recertification process.
- vi. Director Hartfield expressed his gratitude for the presentation and concurred with Mr. Holsendolph suggestion, He noted that he was committed to raising awareness during the certification and recertification of firms. Mr. Hartfield stated that he would discuss this matter with the certification unit to explore how this information could be incorporated.

**III. SBD Section Reports**

**a. Business Outreach & Education – Lawanda Wright (SBD Section Chief)**

- i. Ms. Lawanda Wright presented the report for the period of August 1, 2023, to September 30, 2023.
- ii. Mr. Holsendolph requested a year-by-year comparison of the presented data to assess whether progress was made.
- iii. Ms. Wright reported that two training sessions were conducted for user departments. She noted these sessions aimed to educate staff on soliciting to SBE's and ensure their awareness of the requirements for the SBE program.

**b. Certification – Jeanise Cummings-Labossiere (SBD Section Chief)**

- i. Jeanise Cummings-Labossiere presented the report for the reporting period of August 1, 2023, to September 30, 2023.
- ii. She noted there were no firms that graduated or were denied.
- iii. Mr. Holsendolph requested to include a comparison to show year-over-year progress. He noted this would indicate whether there was an increase in the number of firms obtaining certification.

**c. Utilization – Rossi Siewnarine (SBD Section Chief)**

- i. Mr. Parick Hines presented the report for the period of August 1, 2023, to September 30, 2023, on behalf of Rossi Siewnarine.
- ii. Following Mr. Hines presentation of the report, discrepancies were identified He stated the report would be updated and presented at the next advisory board meeting.

**IV. Old Business**

**a. Approve – Meeting Minutes**

- ii. Goods and Services Advisory Board – May 18, 2023
- iii. Goods and Services Advisory Board - July 20, 2023
- iv. Goods and Services Subcommittee– May 16, 2023



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- v. Goods and Services Subcommittee - June 27, 2023
- vi. Goods and Services Subcommittee – July 11, 2023
- vii. Goods and Services Subcommittee - August 8, 2023
- viii. Goods and Services Subcommittee - September 5, 2023
- ix. Goods and Services Subcommittee - September 19, 2023
- x. Goods and Services Subcommittee - October 3, 2023
- xi. Goods and Services Subcommittee - October 31, 2023

Item deferred due to lack of quorum.

**V. New Business**

- i. Director Hartfield informed the board members that Commissioner Danielle Cohen Higgins was proposing legislation recommending an increase of one million dollars to the Personal Net worth (PNW) requirement. He indicated that he advocated for the PNW to be reevaluated every five (5) years and adjusted according to the consumer price index (CPI). Ms. Gassant agreed with reevaluating the Personal Net worth and increasing it by the CPI.

**VI. Report – Jackson Health System**

- a. Ms. Amber Lawhorn informed the board members that she logged out due to time constraints. She noted the board had a copy of the report and was encouraged to raise any questions that they may have at the next Goods and Services meeting.
- b. Mr. Holsendolph stated the agenda would modify to place w Jackson in the beginning of the agenda.

**VII. Reasonable opportunity for the public to be heard before County Boards (Sec. 2-11.39.3)**

- a. Chairman Darryl Holsendolph opened the reasonable opportunity to be heard; seeing no one come forward to speak, the reasonable opportunity to be heard was closed.
- b.

**VIII. Adjournment**

- a. There being no further business to come before the SBE-Good and Services Board, the meeting was adjourned at 12:25 pm.

NOVEMBER 21, 2023, SUBCOMMITTEE  
MINUTES

**Miami-Dade County**  
**Small Business Enterprise – Goods and Services Subcommittee**  
**Advisory Board Meeting**  
**November 21, 2023, Meeting Minutes**

Start Time: 3:05 PM  
End Time: 4:54 PM

9-Appointed  
5- Quorum

(E)=Excused (U)=Unexcused

<b><u>Members Present (5)</u></b>	<b><u>Members Absent (4)</u></b>
Makeba Gassant- Chair	Adrian Jimenez
Darryl Holsendolph	Junior Silva
John A. Ramirez	Jacob Zunamon
Carmen Baker	Maria Molina
Michaeljohn Anthony Green	

**I. Welcome/Introductions**

- i. Michou Jean (SBD) convened the Goods and Services Subcommittee meeting at 3:05 pm. Ms. Jean (SBD) welcomed members of the subcommittee and proceeded to conduct roll.
- ii. Ms. Makeba Gassant welcomed and thanked everyone and asked all in attendance to introduce themselves. She also announced that a presentation would be conducted by GRAINGER and invited Mr. Darryl Mendez (Grainger District Sale Manager) to present the PowerPoint presentation.

**II. Discussion**

**a. GRAINGER**

After the conclusion of the Grainger PowerPoint presentation, Ms. Lissette Estefan, a representative from Grainger, mentioned that Grainger had developed a small business program tailored to meet the specific needs of Miami-Dade County. She highlighted that Grainger's program was centered around strive 305, focusing on the environment, engagement, economy, and equity.

Mr. Daryl Mendez (Grainger District Sales Manager) stated that Grainger had invested \$1.6 billion dollars with 6,600 small businesses, carrying a diverse range of products across 24 distribution centers. He emphasized Grainger's commitment to supporting small businesses involved manufacturing, and product creation, allowing them access to Grainger's extensive inventory of 1.8 million products without the need for capital investment or increased financial risk. Mr. Mendez underscored the comprehensive support Grainger provides throughout the entire process, emphasizing the goal of supporting local businesses.

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Mr. Eric Halverson, (Grainger Distributor Alliance Manager), highlighted Grainger's 20 year-long Diversity Alliance program. He explained that the program originated in response to specific needs in California, Texas, and New York. Mr. Halverson shared that Grainger collaborates with Federal resellers within the program and has identified five such resellers within Miami-Dade County. He noted Grainger's involvement spans from a product perspective, with the program fostering connections between Miami-Dade County and the identified reseller. He stressed Grainger's interest in partnering with companies in Miami-Dade County that demonstrated diversity and longevity.

Ms. Martha Martinez, (Grainger Representative) mentioned that the company was offering an access contract with a specific limit. She highlighted that the county had a cap of \$250,000, and Grainger's access contract included small businesses, providing them with additional revenue opportunities.

Mr. Darryl Holsendolph expressed concern, stating that Grainger's proposal did not align with what small business advocates. He emphasized that a flat fee of up to 10% for small businesses was insufficient, suggesting that it could be increased to 30%, 40%, or 50%. He raised worries about Grainger becoming an in-house provider, similar to the impact Amazon has had on many small businesses. He proposed reaching out to small businesses participating in the program to gather feedback on its success.

Mr. Holsendolph commented on the effectiveness of the tool, expressing that it would be beneficial if SBE's could operate as independent entities. He illustrated this with an example, explaining they would choose a supplier with the best price, without being bound to a dedicated salesperson. Mr. Holsendolph suggested a commitment to involving more certified SBE's as distributors and engaging local firms as potential suppliers with a Group Purchasing Organization (GPO) framework. He encouraged Grainger to define and implement such a model, expressing his interest in an approach different from the one presented today.

Ms. Carmen Baker questioned how Grainger selected the five Miami-Dade County small businesses and whether there were certified small businesses that could be considered competitors to Grainger. She expressed concerns about the potential for the same businesses consistently securing projects, leading to a lack of diversity in opportunities.

Mr. Halverson explained that Grainger contained 32 distinct product categories. He emphasized that for each reseller, Grainger identified the

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specific types of commodities that they would be accountable for. Mr. Halverson indicated when a Purchase Order (PO) was generated, it would be assigned to the party associated with the relevant commodity.

Ms. Makeba Gassant summarized the main components of Grainger's program, emphasizing the importance of small businesses selling their products and utilizing its distribution network. She raised concerns about the county exclusively requesting Grainger products, suggesting that there were other large corporations to consider. She also inquired about Grainger's commitment to diversity.

Ms. Gassant concurred with Ms. Carmen Baker's viewpoint that having a single company per category may eliminate competitiveness, posing as a disadvantage. She questioned whether Grainger was implementing the distributor alliance program in other locations and if there were any restrictions, or if it was a national program allowing distributors to compete freely. Ms. Gassant underscored the importance of the local community for SBE firms, extending beyond buying.

Ms. Gassant highlighted the core problem lies in the exclusive contract between Grainger and Miami Dade, granting Grainger the authority to raise or lower their prices. She expressed concerns about the substantial disadvantage this would create. Ms. Gassant commended Miami Dade County (MDC) for continuing its open and competitive selection process.

Gary Hartfield, SBD Director, explained that he invited Grainger to the Subcommittee meeting to provide information on Grainger program to the Goods and Services board members. He expressed concerns about Grainger becoming the sole supplier, advocating for a diverse range of distributors to maintain competition. Mr. Hartfield emphasized the uniqueness of the county's program and the importance of keeping dollars local.

Mr. Hartfield emphasized that obtaining the MDC price through Grainger should not lead SBE's to assume an automatic win in the bidding process. He expressed his lack of support for this notion, citing concerns about potential unfair competition arising from this outlook. Mr. Hartfield stressed that this sentiment was not exclusive to Grainger, because he conveyed the same message to entities like Amazon, and Home Depot, that approach their programs with a similar perspective regarding the involvement of small businesses.

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Mr. Hartfield indicated that he does not view the exclusive sale of a single product to local businesses, competing as the sole option in Miami-Dade County, as beneficial. He pointed out that other distributors utilized by small businesses, offer comparable price points and materials. Additionally, Mr. Hartfield suggested that Grainger consider the recommendations of both Mr. Holsendolph and Ms. Gassant's on how to enhance the program.

Ms. Gassant suggested reaching out to the SBD outreach director Gary Hartfield for more information on upcoming SBE events for opportunities to connect with local businesses. She thanked Grainger for their presentation and invited them to attend open board meetings.

The discussion concluded with the acknowledgment that there was much to discuss, particularly regarding the potential impact on local businesses and the need for a more equitable arrangement that benefits both Grainger and small businesses in Miami-Dade County.

**III. Reasonable opportunity for the public to be heard before County Boards (Sec. 2-11.39.3)**

- i. Chairwoman Gassant opened the reasonable opportunity to be heard; hearing no one speak, the reasonable opportunity to be heard was closed.

**IV. Adjournment**

**Michou Jean**

- i. There being no further business to come before the Goods and Services Subcommittee, the meeting was adjourned at 4:54 PM.

**DECEMBER 12, 2023, SUBCOMMITTEE  
MINUTES**

**Miami-Dade County**  
**Small Business Enterprise – Goods and Services Subcommittee**  
**Advisory Board Meeting**  
**December 12, 2023, Meeting Minutes**

Start Time: 3:07 PM  
 End Time: 4:30 PM

9-Appointed  
 5- Quorum

(E)=Excused (U)=Unexcused

<b>Members Present (5)</b>	<b>Members Absent (4)</b>
Makeba Gassant- Chair	Adrian Jimenez
Darryl Holsendolph	Junior Silva
John A. Ramirez	Jacob Zunamon
Carmen Baker	Maria Molina
Michaeljohn Anthony Green	

**I. Welcome/Introductions**

- i. Ms. Sandra Petithomme (SBD) convened the Goods and Services Subcommittee meeting at 3:07 pm. Ms. Petithomme (SBD) welcomed members of the subcommittee and proceeded to conduct roll.
- ii. Ms. Makeba Gassant welcomed the board members and staff to the subcommittee meeting. She urged the staff to remind members about the attendance requirements. Ms. Gassant also informed the board members that staff would not be present at today's (12/12) meeting to discuss the survey. She noted all inquiries regarding the survey would be forwarded to staff to address at the upcoming meeting.

**II. Discussion**

**a. Goods and Services Subcommittee Survey Results**

- i. Ms. Makeba Gassant discussed the results of the survey, highlighting that District 2 contributed the highest number of responses.
- ii. Mr. Holsendolph inquired the total number of survey responses and suggested improving response rates through methods such as utilizing apps that send real-time notifications to mobile phones instead of relying on traditional survey distribution in order to get responses in real time instead of sending out surveys.
- iii. Ms. Gassant referenced the survey and questioned whether all districts had an appointee/representative to the advisory board, and she answered not all districts have appointees, there were currently vacant positions.
- iv. Ms. Gassant highlighted that among the survey respondents, 57% of the firms indicated bidding on contract opportunities in Miami-Dade County in the last 12 months. However, 67% of these firms reported not receiving any payments or contract opportunities in Miami-Dade County within the last 12 months. She emphasizes that this displayed a need for improvement in this particular area.



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- v. Ms. Gassant referred to Question 5 in the survey, which talked about the challenges encountered by businesses when bidding in Miami-Dade County. Ms. Gassant agreed with many of the responses, explaining that opportunities were not frequent and were often geared towards specific vendors. Additionally, she highlighted the extensive time it takes to secure procurement.
- vi. Mr. Darryl Holsendolph pointed out that many Small Business Enterprises (SBE's) lack the necessary Infrastructure to process and complete required documents for obtaining contracts. He raised the question of how to establish a service for those ready to expand beyond the county and suggested creating a list of partners for those willing to pursue growth but uncertain about the process.
- vii. Ms. Gassant instructed staff to identify the source of the feedback that stated Integrated Financial Resources Management System (INFORMS) now required payment. She requested the firm responsible to be contacted and informed that INFORMS does not impose charges.
- viii. Furthermore, she proposed sending an email blast to all firms to ensure widespread awareness that INFORMS was a free service. Mr. Holsendolph added that if there are any requirements for payment it must be from a third party. He emphasized the importance of informing everyone that they can access the county (INFORMS) system directly and free of charge.
- ix. Ms. Gassant requested that the survey results be printed for the upcoming Goods and services Advisory Board meeting.
- x. Ms. Gassant noted from question six (6) that the top resources needed to assist the firms were payment, access to capital, and opportunities.
- xi. She would like to know whether there are any upcoming reviews on prompt payment processing or improvement to the ordinance. She noted the inquiry was due to the respondents indicating that prompt payment remained an issue for them.
- xii. Pursuant to Ms. Gassant's inquiry about the participation in the vendor academy organized by procurement, Ms. Ana Rioseco, Strategic Procurement Department Competition Advocate, reported that it had been successful, mentioning that 30 vendors registered for a scheduled event. She also noted the established academy educates firms navigating the portal, understanding governmental structure, and learning various procurement methods. Ms. Rioseco also informed that the training schedule for January through March have been published.
- xiii. Ms. Gassant also asked about their outreach methods, and Ms. Rioseco mentioned social media and email blasts. Mr. Alex Alphonso, SPD, Assistant Director added television and radio media and local newspaper ads were other methods utilized.

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**b. Grainger Meeting Follow up**

- i. Mr. Darryl Holsendolph gave an overview of the Grainger meeting for those who were not present at the meeting with Grainger.
- ii. Ms. Makeba Gassant questioned whether there were any developments in the negotiation or agreement with Grainger. Mr. Alphonso explained that Grainger had discussions with the county and presented an agreement, noting the county's position on the matter was not within their purview to decide whether vendors could engage in third party agreements with Grainger.
- iii. Ms. Gassant inquired if anyone had additional thoughts and/or opinions regarding the presentations, and no further opinions were expressed.

**III. New Business**

**a. Request for future agenda items**

- i. Ms. Makeba Gassant expressed to the subcommittee members that she wishes to resign from the position as chair for the Goods and Services Subcommittee. She noted a new vote for the chair position should be held at the upcoming advisory board meeting. would like to step down from being the chairwoman.

**IV. Reasonable opportunity for the public to be heard before County Boards (Sec. 2-11.39.3)**

- i. Chairwoman Gassant opened the reasonable opportunity to be heard; hearing no one speak, the reasonable opportunity to be heard was closed.

**V. Adjournment**

- i. There being no further business to come before the Goods and Services Subcommittee, the meeting was adjourned at 4:30 PM.

# JACKSON HEALTH SYSTEM REPORT

**Public Health Trust / Jackson Health System  
Awarded Goods and Services Contracts  
October 1 - November 30, 2023**

Vendor Name	SBE Prime	Ethnicity	Gender	Method of Procurement	Source Contract / Contract Number	Project Number	Solicitation (Description)	PO Number	Current Term of Contract	Contract Value	Date Completed	Department	SBE Measure
Abbott Laboratories	Non-SBE	Shareholder Owned	Shareholder Owned	Bid Waiver		BW-23-23886-RJ	Electro physiology disposable products for the Ensight X Mapping System	PO# 100601081	One Time	\$40,294	11/30/2023	Cath Lab	
Abbott Laboratories	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	LB0976	GPO-23-22857-PR	Chemistry/Immunochemistry standing order	PO# 100569684	7 Years	\$107,113	10/12/2023	Microbiology Dept.	
Abbott Laboratories	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	LC37562	GPO-23-22867-PR	Chemistry/Immunochemistry standing order	PO# 100586816	7 Years	\$47,979	10/31/2023	Microbiology Dept.	
Abbott Laboratories	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	LC37562	GPO-23-22875-PR	Architect Tacro, Srlims and reagents for JMH	PO# 100600368	7 Years	\$49,662	11/27/2023	Microbiology Dept.	
Able Business Services, Inc.	Non-SBE	Black	Male	Request for Quotes		RFQ-23-22860-PR	Landscaping service for Jackson West Medical Center	PO# 400141799	1 Year	\$63,400	10/11/2023	JWMC Engineering Services - Plant Ops	
Able Business Services, Inc.	Non-SBE	Black	Male	Request for Quotes		RFQ-23-22960-LDL	Janitorial services for the JMH Miami Transplant Institute, Plantation office	100422337 SERV	1 Year	\$10,080	10/12/2023	Plantation MTI Clinic	
Above All Septic and Drain	Non-SBE			Bid Waiver		BW-23-23695-CM	Grease trap cleaning	100601953 SERV	1 Year	\$53,200	11/29/2023	Engineering Dept.	
Advanced Software Products Group, Inc.	Non-SBE			Legacy	Legacy	LG 23-23376-AW	19,000 perpetual licenses for Advanced Software	100585404 CAP	Capital Purchase	\$14,200	10/30/2023	Core Business System	
Aesculap	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	MS9561	GPO-23-23798-AC	Containers for trays	PO# 100579004	3 Years	\$46,920	10/6/2023	Main Operating Room	
American Medical Association	Non-SBE			Legacy	Sole Source - Legacy	LG-23-23953-SB	CPT database for 2024	PO# 100582655	1 Year	\$121,770	10/27/2023	Clinical Information Systems	
Americare Renal Center, LLC	Non-SBE	Hispanic	Male	Request for Proposal		RFP 19-17047-CS	Dialysis Treatment Outpatient and Inpatient services renewal	200093690 (JSMC) 300033024 (JNMC) 400021673 (JWMC)	3 Years w/2 OTRs	\$1,432,000	11/7/2023	Hemodialysis Unit	
Arjohuntleigh, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	Bid Waiver		BW-23-23611-SB	Citadel C300 equipment management solutions renewal	PO# 100419981	3 Years	\$320,400	11/16/2023	Biomedical Engineering	
Arjohuntleigh, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	CE3361	GPO-23-23529-KYD	Additional funds to cover past due invoices for the Capital Bed Rental agreement	PO# 100420727	2 Years w/2 OTRs of 1 year each	\$65,000	11/17/2023	JMH Perdue Administration	
Armstrong Relocation Florida, LLC	Non-SBE			GPO	Vizient Contract SV2371	GPO-23-23445-CL	Moving services for River Landing Mezzanine Buildout - CO #1	100583395 CAPS	4 Years	\$1,056	11/22/2023	Facilities, Design and Construction	
Audio Video Technical Services, Inc.	Non-SBE			Request for Quotes	Change Order 1	RFQ 23-23678-CM	Change order no. 1 to increase funds for audio video technical services	200152251 SERV	1 Year	\$315	11/15/2023	JSMC Telehealth	
Audio Video Technical Services, Inc.	Non-SBE			Request for Quotes		RFQ 23-23678-CM	Audio visual technical services	200152251 SERV	1 Year	\$12,396	10/12/2023	Telehealth	
Axonics, Inc.	Non-SBE			Bid Waiver		BW 23-22719-JR	Sacral Neuromodulation System and Bulkamid hydrogel for JWMC and JSMC	As Ordered	3 Years w/2 OTRs	\$2,998,770	10/16/2023	Perioperative Services	
B Braun Medical, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	PH-40083	GPO-23-23033-CA	Purchase of forty (40) IV pumps for JNMC	PO# 300086518	One Time	\$54,800	11/21/2023	JNMC Nursing Dept.	
Beckman Coulter, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	LB0871	GPO-23-22876-PR	Reagents for urine chemistry testing	PO# 100598144	5 Years	\$12,817	11/21/2023	Core Lab	
Berwin, Inc. (dba J. C. White Architectural Interior Products)	Non-SBE	White	Female	GPO	CE3389	GPO-23-23035-CA	Amari recliners for JNMC	300096053 CAPS	One Time	\$37,513	11/30/2023	JNMC Telemetry Dept.	

**Public Health Trust / Jackson Health System  
Awarded Goods and Services Contracts  
October 1 - November 30, 2023**

Vendor Name	SBE Prime	Ethnicity	Gender	Method of Procurement	Source Contract / Contract Number	Project Number	Solicitation (Description)	PO Number	Current Term of Contract	Contract Value	Date Completed	Department	SBE Measure
Berwin, Inc. (dba J. C. White Architectural Interior Products)	Non-SBE	White	Female	GPO	Vizient Contract: CE3389 State of Florida: 56120000-19-ACS	GPO-23-23760-KYD	Furniture for the DTC IR Clinic	PO# 100602587	One Time	\$20,333	11/30/2023	Radiology	
Berwin, Inc. (dba J. C. White Architectural Interior Products)	Non-SBE	White	Female	GPO	CE3375	GPO-23-23964-LDL	NEMSCHOFF replacement furniture covers for the Jackson South Nursing Admin. Dept.	PO# 200152655	One Time	\$21,245	10/4/2023	JSMC Nursing Administration	
Berwin, Inc. (dba J. C. White Architectural Interior Products)	Non-SBE	White	Female	Piggyback	56120000-19-ACS	PB-23-23685-CM	Office furniture for Highland Pavilion 4th floor renovation project	100586988 CAPS	6 months	\$44,115	10/31/2023	Engineering Dept.	
Berwin, Inc. (dba J. C. White Architectural Interior Products)	Non-SBE	White	Female	Piggyback	State of Florida 56120000-19-ACS	PB-23-23688-CM	LTCC interior furniture cabinet renovations	100588909 CAPS	4 Years	\$39,765	11/6/2023	Payroll Services	
Berwin, Inc. (dba J. C. White Architectural Interior Products)	Non-SBE	White	Female	Piggyback	State of Florida 56120000-19-ACS	PB-23-23693-CM	New furniture for the South Wing renovation project	100595035 CAPS	4 Years	\$55,810	11/27/2023	Facilities, Design and Construction	
Berwin, Inc. (dba J. C. White Architectural Interior Products)	Non-SBE	White	Female	Piggyback	State of Florida 56120000-19-ACS	PB-23-24104-SB	JMH Hospital operator seating purchase	PO# 100600506	42 months	\$20,036	11/28/2023	Telecommunications	
Bottom Line Systems, Inc. FirstSource Solutions USA, LLC d/b/a MedAssist Hammel & Kaplan Company, LLC Hollis Cobb Associates, Inc. Med-Metrix, LLC OVAG International USA, Inc. Change Healthcare Solutions, LLC NHI Billing Services, Inc.	Non-SBE			Request for Proposal		RFP 15-13564-MT	Collection agencies for Accounts Receivables and Bad Debt collections- Additional Funding Needs	PO# 100415711 100415713 100415819 100415783 100415714 100415810 100415715 100415716	3 Years w/2 OTRs of 1 Year each	\$1,400,000	10/31/2023	Revenue Cycle Management	
CampusGuard, LLC	Non-SBE			Informal Request for Proposal		I-RFP-20-20329-CS	Consulting services for payment card industry certified qualified security assessor	PO# 100419489	1 Year w/2 OTRs	\$39,410	11/15/2023	Finance Administration	
Canon Financial Services	Non-SBE	Shareholder Owned	Shareholder Owned	Bid Waiver	Change Order 1	BW-20-18304-LS	Lease agreement to purchase two (2) Aquillion Prime SP W10 Fast Whole Body CT Scanners	100585389 CAPS	5 Years	\$52,594	11/21/2023	Radiology CT Scan	
Canon Medical Systems USA, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	XR0671	GPO-22-21230-LS	Service agreement for CT and Vascular Laboratory equipment	100421345 SERV	5 Years	\$477,077	11/14/2023	Biomedical Engineering	

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Vendor Name	SBE Prime	Ethnicity	Gender	Method of Procurement	Source Contract / Contract Number	Project Number	Solicitation (Description)	PO Number	Current Term of Contract	Contract Value	Date Completed	Department	SBE Measure
Cardinal Health 110, LLC	Non-SBE	Shareholder Owned	Shareholder Owned	Request for Proposal		RFP-17-14088-LK	Mod. #7 to add funds for pharmaceutical and specialty pharmaceutical distribution services	8118658-0- SERV (JMG Locations) 8114287-0-SERV (JMH) 8114288-0-SERV (Transplant) 8114304-0-SERV (UCC) 8202147-0-SERV (JNMC) 813000035-0-SERV (JWMC)	5 Years w/2 OTRs of 1 year each	\$2,000,000	10/23/2023	Pharmacy	
Carefusion 2200, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	MS6642	GPO-23-23797-AC	Ortho Neuro Spine tray instruments order for JMH	PO# 100579006	6 Years	\$95,699	10/24/2023	Main Operating Room	
Caret Healthcare Services	Non-SBE	White	Male	Request for Proposal		RFP 18-15694-CS	Mod. No. 2 to the contract for Patient Marketing Contact Center Services	PO# 100416582	1 Year w/2 OTRs	\$65,000	11/15/2023	Communications and Outreach	
CDW Government, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	IT0031	GPO-23-23374-AW	Adobe perpetual licenses	100580616 CAP	10 Years	\$26,279	10/19/2023	Computer Operations	
CDW Government, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	IT0031	GPO-23-23948-SB	RSA 3 Years' License renewal	100580294 SERV	10 Years	\$661,248	10/23/2023	IT Security Dept.	
CDW Government, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	IT0031	GPO-23-23950-SB	Park Place Technologies renewal - to provide replacement hardware	PO# 100579990	10 Years	\$41,066	10/10/2023	System Admin. & Data Ctr. Eng.	
CDW Government, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	IT0031	GPO-23-23951-SB	Pure Storage Evergreen Gold subscription	PO# 100580783	10 Years	\$104,350	10/25/2023	System Admin. & Data Ctr. Eng.	
CDW Government, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	IT0031	GPO-23-24102-SB	Palo Alto firewall renewal	PO# 100598775	1 Year	\$210,930	11/27/2023	IT Security Dept.	
CDW Government, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	IT0031	GPO-23-24105-SB	CITRIX XenApp Platinum renewal	PO# 100600761	10 Years	\$38,800	11/28/2023	System Admin. & Data Ctr. Eng.	
CDW Government, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	IT0031	CAP-23-23598-SB	Radiology Special Procedures work station on wheels	PO# 100589434	10 Years	\$16,376	11/6/2023	Radiology Special Procedures	
CDW Government, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	IT0031	GPO-21-24100-SB	October stock order and chargebacks	PO# 100597884 100597950	10 Years	\$285,962	11/21/2023	Computer Operations	
CDW Government, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	IT0031	GPO-23-23636-IS	Radiologist station and monitors for Breast Health Center Dept.	100584798 SERV	One Time	\$33,855	10/25/2023	Breast Health Center	
CDW Government, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	IT0031	GPO-23-23935-SB	Minor equipment September chargeback	PO# 100566865	10 Years	\$61,041	10/11/2023	Computer Operations	
CDW Government, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	IT0031	GPO-23-23944-SB	Minor equipment July chargebacks and September stock order	PO# 100579036 100580773 100580767	10 Years	\$302,563	10/12/2023	Computer Operations	
CDW Government, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	IT0031	GPO-23-23945-SB	August stock order for IT minor equipment	PO# 100579034	10 Years	\$153,965	10/6/2023	Computer Operations	
CDW Government, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	IT0031	GPO-23-23954-SB	September chargeback order for IT minor equipment	PO# 100582991	10 Years	\$123,213	10/25/2023	Computer Operations	
CDW Government, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	IT0031	GPO-23-23960-SB	Cisco SFP Storage connectivity	PO# 100591718	10 Years	\$56,088	11/9/2023	System Admin. & Data Ctr. Eng.	

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CE Broker, Inc.	Non-SBE			Bid Waiver		BW-21-20405-LG	Real time monitoring and verification of JHS's employees' licenses and certifications	100422711 SERV	1 Year	\$120,000	10/17/2023	Human Resources	
Centrak, Inc.	Non-SBE			Legacy	Legacy	LG-22-22502-IS	Mod. No. 8 for support services for Trust Aware Point Real-Time Location System	8118562-0-SERV	12 Months	\$69,900	11/22/2023	Asset Management Protection	
Cerner Corporation	Non-SBE	Shareholder Owned	Shareholder Owned	Bid Waiver		BW-23-23957-SB	Cerner GetWell subscription service for Central 6, Central 7, and South)	PO# 100593802 100593803 100593804 100595139	33 months	\$252,538	11/16/2023	Clinical Information Systems	
CINTAS Corp. No. 2	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	EC1002	GPO-20-18483-JM	Reusable microfiber garments and related accessories and services	New Pos	3 Years w/2 OTRs	\$362,420	10/16/2023	Environmental Services	
CINTAS Corp. No. 2	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	EC1002	GPO-20-18483-JM	Reusable microfiber garments and related accessories and services	PO# 100581936	3 Years w/2 OTRs	\$2,000	11/20/2023	Environmental Services	
Coakley Mechanical, Inc.	SBE	Black	Male	Request for Quotes		RFQ-22-19169-KG	CO #4 for the boilers replacement at Perdue Medical Center	100403510 CAPS (4113775)	1 Year	\$2,913	10/18/2023	Facilities, Design and Construction	
Cochlear Americas	Non-SBE			Physician Preference Bid Waiver	Physician Preference	BW-23-20806-AC	Cochlear ear implant	PO# 100591110	One Time	\$38,134	11/9/2023	Main Operating Room	
Cochlear Americas	Non-SBE			Physician Preference Bid Waiver	Physician Preference	BW-23-23803-AC	Auditory ear implant for a one time case	PO# 100582405	One Time	\$13,359	10/26/2023	Operating Room	
Comprehensive Care Services	Non-SBE			Bid Waiver		BW-22-21352-JM	CCS Extracorporeal perfusion and related services - CO #1 adding the Florida Electronic Health Records Act to the contract		3 Years w/2 OTRs	\$0	10/4/2023	Perioperative Services	
Conifer Physician Services, Inc.	Non-SBE			Request for Proposal		RFP-15-13537-MB	Call center and centralized scheduling services extension - mod. No. 5	100415729 SERV	3 Years w/2 OTRs of 2 years each	\$5,220,000	11/8/2023	Revenue Cycle Management	
Conmed Corporation	Non-SBE	Shareholder Owned	Shareholder Owned	Sole Source Bid Waiver	Sole Source	BW-23-23837-MS	Purchase of two Airseal systems	300089911 CAP	Capital Purchase	\$60,000	11/28/2023	JNMC Surgery Separate	
Cook Medical, Inc.	Non-SBE	White	Female	Physician Preference Bid Waiver	Physician Preference	BW 21-21317-JM	Zenith Graft purchase agreement	As Ordered	1 Year w/3 OTRs	\$85,684	11/9/2023	Perioperative Services	
Cook, Inc.	Non-SBE			GPO	LC54597	GPO-23-23804-AC	Bill Only implant graft	PO# 100584639	2 Years	\$32,891	10/25/2023	Main Operating Room	
Cross Country Staffing, Inc.	Non-SBE			Bid Waiver		BW 21-20349-CS	Mod. No. 3 for international nurses recruitment services	8118536-SERV	1 Year	\$0	10/23/2023	JMH Central Staffing and HR Talent Acquisition	10.0% Subcontracting Goal
Cross Country Staffing, Inc.	Non-SBE			Request for Proposal		RFP 18-15971-CS	Managed service Provider Mod. No. 13	PO# 8115560 (Nursing) PO# 8115561 (Non-Nursing) 10417393 (Infor)	3 Years w/2 OTRs	\$29,548,716	11/3/2023	HR - Recruitment	10.0% Subcontracting Goal
Decon Environmental & Engineering	Non-SBE	White	Male	Piggyback	MDC Public Schools ITB-21-052-PM	PB 23-22587-HO	Asbestos abatement and mold remediation for SW 4th Floor Dialysis Room	100579033 CAPS	2 Years	\$19,506	10/6/2023	Engineering Services	

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Dell Marketing LP	Non-SBE	Shareholder Owned	Shareholder Owned	Piggyback	MNWNC-108 / 43211500-WSCA-15-ACS	PB-23-23941-SB	Maintenance renewal for Dell's VxRail	PO# 100578091	1 Year	\$89,720	10/25/2023	System Admin. & Data Ctr. Eng.	
Devicor Medical Products, Inc. d/b/a Mammotome	Non-SBE			Bid Waiver		BW-23-22742-JR	Sentimag Localization Platform, including Magtrace and Magseed products	TBD	3 Years	\$459,000	11/29/2023	OR / Breast Center	
Diagnostica Stago, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	LB0891	GPO-23-23962-SB	Service agreement for the STA Compact Max	PO# 200305732	5 Years	\$17,204	11/13/2023	Biomedical Engineering	
Diane Roberts Consulting, LLC	Non-SBE			Bid Waiver		BW-23-23965-LDL	Syntellis software consulting agreement		1 Year	\$17,550	10/12/2023	JMH Financial Planning and Analysis	
DLT Solutions, LLC	Non-SBE			Piggyback		PB 15-13526-CS	Mod. No. 7 to extend the contract for Oracle products, services and solutions	PO# 8111563	180 Days	\$222,418	10/6/2023	IT and HR	
Douglas Orr Plumbing	Non-SBE	Shareholder Owned	Shareholder Owned	Request for Quotes		RFQ 23-22894-CM	Grease trap cleaning	100421639 SERV	1 Year	\$7,998	11/14/2023	Engineering Dept.	
East Coast Transportation of South Florida	SBE	Hispanic	Male	Bid Waiver		BW 23-23355-LM	Non-medical and mental health patients transportation services	PO# 100590625	1 Year w/2 OTRs	\$500,000	11/6/2023	Transportation	
E-Builder, Inc.	Non-SBE			Piggyback	GS-35F-408AA (Legacy Solution)	PB-23-23946-SB	Construction Project management software service - CO #7	PO# 100579044	1 Year	\$202,206	11/8/2023	Core Business System	
EchoNous NA, Inc.	Non-SBE			GPO	XR0914	GPO-23-23224-GB	Echonous bladder scanner for Jackson Main Central 6 Dept.	100577478-0-CAP	3 Years	\$18,800	10/4/2023	Central 6 Dept.	
Edward Don and Company Holdings, LLC.	Non-SBE	White	Male	Request for Quotes		RFQ-23-23436-CL	Electric steamer replacement for LTCC	100578429 CAP	One Time	\$19,248	10/11/2023	LTCC Administration	
Edwards Lifesciences	Non-SBE	Shareholder Owned	Shareholder Owned	Bid Waiver		BW-23-23838-MS	Hemosphere advanced monitoring system	100587308 CAP	Capital Purchase	\$45,275	11/2/2023	Medical Intensive Care	
Emergency Care Research Institute (ECRI)	Non-SBE			Bid Waiver		BW-23-23755-KYD	ECRI Analytics Tool - Clinical Cross Reference Software	PO# 100596260	19 Months	\$186,647	11/17/2023	Value Analysis	
Empire Office, Inc	Non-SBE	White	Male	Piggyback	56120000-19-ACS	PB-23-23683-CM	Interior furniture for River Landing	100583721 CAPS	6 months	\$56,888	10/23/2023	Facilities, Design and Construction	
Eola Power, LLC	Non-SBE			Emergency		EMER-23-23959-SB	Telephony emergency service repair	PO# 100590366	One Time	\$26,200	11/7/2023	Network Support	
Fujifilm Healthcare Americas Corp.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	XR0916	GPO 23-23378-AW	Purchase of an Arietta system for the Main Operating Room	100591152 CAP	3 Years	\$190,956	11/14/2023	Main Operating Room	
Garber Ford, Inc.	Non-SBE			Piggyback	Florida Sheriffs Association FSA23-VEL31.0	PB-23-24138-JOE	Ten passenger van for Behavioral Health Administration	100600502 CAP	One Time	\$48,044	11/27/2023	Behavioral Health Hospital	
GE Medical Systems Information Technologies, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	XR0918	GPO-23-23834-MS	VIR Ultrasound machine and components	100586055 CAP	3 Years	\$50,976	11/6/2023	Radiology Special Procedures	
GE Precision Healthcare, LLC	Non-SBE	Shareholder Owned	Shareholder Owned	Bid Waiver		BW-23-23956-SB	Additional repair costs for the Stress Test machine	PO# 400022009	One Time	\$14,707	11/21/2023	JWMC Echocardiography	
Genserve, LLC	Non-SBE	Shareholder Owned	Shareholder Owned	Invitation to Bid	ITB-22-10265-KG	ITB-23-23467-CW	Replacement of fuel filtration system pump at JSMC	200156076 CAPS	3 Years	\$14,970	10/13/2023	JSMC Plant Operatoins	
Genserve, LLC	Non-SBE	Shareholder Owned	Shareholder Owned	Invitation to Bid	ITB-22-19265-KG	ITB-23-23470-CW	CO#1 Increase to blank for emergency generator repair services for JSMC	200090853 CAPS 4201375 CAPS	3 Years	\$44,742	11/15/2023	JSMC Plant Operatoins	
Getinge USA Sales, LLC	Non-SBE	Shareholder Owned	Shareholder Owned	Bid Waiver		BW-23-23753-KYD	Service agreement for the Getinge Servo 1 and the Mini Compressor machines	PO# 200289043	5 Years	\$57,900	11/22/2023	Biomedical Engineering	



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Globus Medical North America, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	Physician Preference Bid Waiver	Physician Preference	BW 23-23109-JM	Globus Spine purchase agreement	As Ordered	3 Years	\$4,469,742	11/28/2023	Perioperative Services	
Goodwill Industries of South Florida, Inc.	Non-SBE			Request for Proposal		RFP 22-21797-CS	Linen and laundry services Mod. No. 1 to incorporate additional UCCs.	New UCC Pos	5 Years w/2 OTRs of 2 years each	\$27,376	11/14/2023	Environmental Services	20.01% Subcontracting Goal
Haemonetics Corp.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	LC7836	GPO-23-22874-PR	RapidTEG assay reagents	PO# 100595748	1 Year	\$20,844	11/28/2023	Core Lab	
Healthcare Facility Solutions	Non-SBE	Hispanic	Male	Bid Waiver		BW-23-22558-HO	Yearly storage for JNMC's stretchers	300065857-0-SERV	1 Year	\$47,976	10/12/2023	JNMC Plant Maintenance Dept	
Hemocue America, a division of Radiometer America, Inc.	Non-SBE			GPO	LB0981	GPO-23-23831-MS	Purchase of 15 TC monitors, sensors and components	100580441 CAP	5 Years	\$161,129	10/23/2023	Pediatric Administration	
Highland Wireless Services, LLC	Non-SBE			Bid Waiver		BW-23-23441-CL	BDA coverage expansion for the Miami-Dade Corrections relocation to Central Building	100582636 CAPS	One Time	\$18,910	10/25/2023	Facilities, Design and Construction	
Hobart Corporation	Non-SBE			Bid Waiver	Standardization	BW-23-22638-SW	Removal of equipment from Perdue Medical Center's kitchen, place in storage and reinstallation	PO# 100580378	3.5 months	\$21,160	10/19/2023	Perdue Medical Center	
Hologic, Inc.	Non-SBE			Bid Waiver		BW-23-22873-PR	Fluent Myosure instrumcments for JWMC Operating Room	PO# 400169747	1 Year	\$25,976	11/17/2023	JWMC Operating Room	
Huntington Technology Finance	Non-SBE	Shareholder Owned	Shareholder Owned	Bid Waiver		BW-23-23761-KYD	Capital buyout of Linet medical bed frames and related accessories	PO# 100602641	One Time	\$1,114,030	11/30/2023	Biomedical Engineering	
Huntington Technology Finance	Non-SBE	Shareholder Owned	Shareholder Owned	Emergency		EMER-23-23970-LDL	Buyout of lease schedule 017 and payment of month to month rentals	100595081 CAP 100416252 SERV	One Time	\$55,765	11/15/2023	JMH Holtz Center	
Huntington Technology Finance	Non-SBE	Shareholder Owned	Shareholder Owned	GPO		Huntington Master Equipment Lease 5/2014, Sch. 045/Trust tracking #18737	Lease of Olympus Endoscopic equipment for JNMC Surgery Dept.	8303782 SERV	38 months	\$25,406	10/26/2023	JNMC Surgery Separate	
Huntington Technology Finance	Non-SBE	Shareholder Owned	Shareholder Owned	Legacy	Capital Lease Buyout	Legacy-18-15709-JM	Lease buyout of the Omnicell XT cabinets	PO# 200093154	4 Years	\$50,265	11/9/2023	JSMC Pharmacy	
IBI International Logistics, Inc. f/k/a TransValue, Inc.	Non-SBE			Piggyback	FB-01230	PB-20-18792-MR	Armored car services	PO# 100418525	1 Year	\$20,512	10/25/2023	Revenue Cycle Management	
IMG Rebel Advisory, Inc.	Non-SBE	White	Male	Piggyback	RFQ-01244	PB-23-23728-SPA	Jackson Medical Towers redevelopment advisory services	100422648 SSERV (8120876 SERV)	5 Years	\$80,000	11/29/2023	Real Estate Services	
ImmuCor, Inc.	Non-SBE			Bid Waiver		BW-23-23938-SB	Standing order for reagents (panels/red cells)	PO# 100576744	1 Year	\$10,606	10/11/2023	Transfusion Services	
Innovative Incentives	SBE	White	Female	Request for Quotes		RFQ-23-23751-KYD	Maternity discharge bags	PO# 100585912	One Time	\$12,036	10/27/2023	Communications and Outreach	
Intuitive Surgical	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	LC21006	GPO-23-22872-PR	Purchase of six Fenestrated Bipolar Forceps for JWMC	PO# 400169286	5 Years	\$17,640	11/16/2023	JWMC Operating Room	
IPA Corporation	SBE	Hispanic	50% Male / 50% Female	Request for Quotes		RFQ-23-23530-KYD	Discharge maternity bags promotional items	PO# 100578665	One Time	\$13,907	10/13/2023	Communications and Outreach	
IT Program Associates d/b/a Health Care Program Advisors	Non-SBE			Bid Waiver		BW-23-24101-SB	Consulting services for Nursing Informatics Program evaluation	PO# 100422351	1 month	\$60,000	11/28/2023	Cerner Non-Capital Expenses	

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Jackson Heights, NH, LLC d/b/a Unity Health Rehabilitation Center (Primary) Pinecrest Rehabilitation Center (Secondary)	Non-SBE			Request for Proposal		RFP 19-17310-CS	Mod. No. 4A to the agreement for skilled nursing home services, increasing rates for Level I to Level IV and Level VI, and adding Level VIII to XI and its corresponding rates	100418424 SERV	3 Years w/2 OTRs	\$0	11/17/2023	Clinical Resource Management, Early Discharge Programs (EDP) and Physician Services	
Johnson & Johnson Health Care System, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	LC07773	GPO-23-22858-PR	Surgical hemostatic agents tissues glues	PO# 400112465	3 Years	\$13,985	10/4/2023	JWMC Operating Room	
Johnson & Johnson Health Care System, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	LC07773	GPO-23-22870-PR	Surgical hemostatic agents tissues glues	PO# 400168852	3 Years	\$11,654	11/8/2023	JWMC Operating Room	
Joint Commission Resources, Inc.	Non-SBE			Bid Waiver		BW-23-22269-LG	Custom education agreement for Environment of Care and Life Safety Base Camp	100587440 SERV	60 days	\$29,250	10/16/2023	Regulatory Affairs	
Karl Storz Endoscopy America	Non-SBE	Shareholder Owned	Shareholder Owned	Sole Source Bid Waiver	Sole Source	BW 18-15712-MR	On-site endoscopic specialist services agreement	PO# 8113245	2 Years	\$15,300	11/29/2023	Biomedical Engineering	
Kaufman, Hall & Associates, LLC	Non-SBE	Shareholder Owned	Shareholder Owned	Bid Waiver		BW-23-22265-LG	Neonatology market 'right-sizing' analysis and associated key room planning	100577666 SERV	1 Year w/2 OTRs of 1 year ea	\$155,300	10/2/2023	Executive Office	
Leica Microsystems, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	CE3312	GPO-23-23375-AW	Purchase of a Leica M530 OHX	100581618 CAP	5 Years	\$255,718	10/17/2023	Main Operating Room	
LivaNova PLC (dba Sorin Group USA, Inc)	Non-SBE	Shareholder Owned	Shareholder Owned	Bid Waiver		BW-23-23527-KYD	Heater/Cooler 3T repair and parts	PO# 100576583	One Time	\$13,578	10/4/2023	Biomedical Engineering	
LPIT Solutions, Inc. dba TrackCore, Inc.	Non-SBE	White	Male	GPO	IT0281	GPO-23-23219-GB	TrackCore tissue tracking system	100545847-0-SERV (Main) 200104508-0-SERV (South) 300027244-0-SERV (North) 400071920-0-SERV (West)	2 Years	\$117,537	10/10/2023	Main Operating Room	
Lumenis Be, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	Bid Waiver		BW-23-23972-LDL	Laser service repair of the Deep FX Bridge Therapy Micro Scanner at the Trauma Clinic	PO# 100421807	One Time	\$31,100	11/29/2023	JMH Trauma Clinic	
Manatt Health Strategies, LLC	Non-SBE			Bid Waiver		BW-21-20414-LG	Mod. No. 2 to the agreement to change the key personnel in the contract	PO# 100420226	1 Year w/2 OTRs of 1 year ea	\$0	11/29/2023	Office of Compliance	
Masimo Americas, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	MS9142	GPO-23-23034-CA	175 LNC MP4 cables for patient care at JNMC	PO# 300094736	One Time	\$14,875	11/27/2023	Jackson North Medical Center	
MedAssets Performance Management (Vizient Inc.)	Non-SBE	Shareholder Owned	Shareholder Owned	Request for Proposal	Mod. No. 17	RFP No. 10-5140	Group purchasing Organization services - Partners Aggregation Amendment		2 Years and 3 months	\$329,595	10/13/2023	Pharmacy	
Med-Lab Supply Co., Inc.	Non-SBE	Hispanic	Male	Bid Waiver		BW-23-23759-KYD	Replacement of the base cover beam on the ARTIS PHENO unit	PO# 100601069	One Time	\$55,342	11/29/2023	Biomedical Engineering	
Medline Industries, Inc.	Non-SBE	White	Male	GPO	LC17690	GPO-23-22871-PR	Six (6) Amnion Patches for the OR Dept. at JWMC	PO# 400169283	4 Years	\$17,346	11/8/2023	JWMC Operating Room	
Medline Industries, Inc.	Non-SBE	White	Male	GPO	LC7690	GPO-23-22879-PR	Six (6) Amnion Patches for the OR Dept. at JWMC	PO# 400171214	4 Years	\$14,455	11/28/2023	JWMC Operating Room	

**Public Health Trust / Jackson Health System  
Awarded Goods and Services Contracts  
October 1 - November 30, 2023**

Vendor Name	SBE Prime	Ethnicity	Gender	Method of Procurement	Source Contract / Contract Number	Project Number	Solicitation (Description)	PO Number	Current Term of Contract	Contract Value	Date Completed	Department	SBE Measure
MedSleuth, Inc.	Non-SBE			Bid Waiver		BW-23-23102-JM	BREEZE Transplant Application services		2 Years w/3 OTRs	\$0	10/17/2023	Miami Transplant Institute	
MedTox Laboratories, Inc.	Non-SBE			Bid Waiver		BW-15-12147-CS	Drug testing services for PHT and Miami-Dade County employees	100415848 SERV	2 Years	\$200,000	11/28/2023	Physician Services	
Medtronic USA, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	Bid Waiver		BW-23-23802-AC	Five (5) Harmony TPV pumps for cases scheduled on 10/24 and 10/25	PO# 100584078	One Time	\$207,500	10/23/2023	Cath Lab	
Michael Clarke, LLC d/b/a Gravity IT Resources, LLC	Non-SBE	White	Male	Sole Source Bid Waiver	Sole Source	SS-22-21844-LK	Temporary staffing services PSA (IT) - additional funds to pay for outstanding invoices	8119474-0-SERV	1 Year w/2 OTRs of 1 year ea	\$50,000	11/15/2023	Information Technology	
National Recall Alert Center	Non-SBE			Invitation to Bid	Informal Bid (RFQ)	ITB-19-17245-PE	Mod. No. 3 - renewal of comprehensive healthcare product recall warning and alerts services	PO# 100422712	3 Years w/2 OTRs	\$19,980	11/30/2023	JMH Supply Chain/Pharmacy Services; Holtz Children's Hospital; JSMC; JNMC; JWMC	
Natus Medical, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	CE7220	GPO-23-24045-GB	Echo screen for JNMC	300072436-0-CAP	4 Years	\$29,972	10/27/2023	JNMC Physical Therapy	
Norix Group, Inc.	Non-SBE	White	Male	Piggyback	State of Florida 56120000-19-ACS	PB-23-23689-CM	Behavioral Health Phase 5 furniture install	100588930 CAPS	4 Years	\$15,950	11/6/2023	Facilities, Design and Construction	
Nox Medical, LLC	Non-SBE			Bid Waiver		BW-23-23222-GB	Sleep system for the Main PEDI Sleep Study Program	100398234-0-CAP ((9103837-0-CAP)	Capital Purchase	\$71,261	10/4/2023	Pedi Sleep Study Program	
OEC Medical Systems, Inc.	Non-SBE			Bid Waiver		BW-23-23546-LS	Service agreements for four (4) GE/OEC Elite C-Arms at Jackon Memorial Hospital	100422644 SERV	3 Years w/2 OTRs of 2 years each	\$206,130	10/31/2023	Biomedical Engineering	
OEC Medical Systems, Inc.	Non-SBE			Bid Waiver		BW-23-23548-LS	GE/OEC Elite Digital Mobile C-Arm system for Jackson West Operating Room	400168276 CAP	33 months	\$237,686	10/27/2023	JWMC Operating Room	
Office Express Supplies, Inc.	SBE	Hispanic	Male	Request for Quotes		RFQ 22-19252-KG	CO#3 - Additional funding for additional signage for the ACC-W 4th floor renovation	100403910 CAPS	6 months	\$300	10/23/2023	Engineering Dept.	
Olympus America, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	Bid Waiver	Sole Source	BW-23-23519-KYD	for video gastroscope unit	8120839-0-SERV	One Time	\$15,126	11/28/2023	Biomedical Engineering	
OneBlood, Inc.	Non-SBE			Bid Waiver		BW 21-20638-JM	Blood supply transfusion services and inventory management	8304340-SERV (JNMC) 8203158 SERV (JSMC) 813000147 SERV (JWMC) 8118660 SERV (JMH)	3 Years w/2 OTRs	\$0	10/4/2023	Pathology Services Dept.	
Philips North America, LLC	Non-SBE	Shareholder Owned	Shareholder Owned	Bid Waiver		BW-23-23525-KYD	Service agreement for Core Monile Imaging System. Core Integrated Imaging System, IntraSight (5) and SyncVision		1 Year	\$193,000	10/31/2023	Biomedical Engineering	
Philips North America, LLC	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	XR0610	GPO-23-23549-LS	Purchase of an Expression MR400 Patient Monitor and accessories for the JMH MRI Dept.	100587223 CAP	5 Years	\$80,529	10/30/2023	Radiology MRI	

**Public Health Trust / Jackson Health System  
Awarded Goods and Services Contracts  
October 1 - November 30, 2023**

Vendor Name	SBE Prime	Ethnicity	Gender	Method of Procurement	Source Contract / Contract Number	Project Number	Solicitation (Description)	PO Number	Current Term of Contract	Contract Value	Date Completed	Department	SBE Measure
Picture Perfect Art and Frames	SBE	White	Male	Exempt		EXEMPT-23-24139-JOE	Artwork for the River Landing Mezzanine buildout project	100595018 CAPS	One Time	\$18,395	11/22/2023	Facilities, Design and Construction	
Q-Centrix, Inc.	Non-SBE			Bid Waiver		BW 18-16485-JM	Registry abstraction and data management solution services renewal	300032568 (JNMC) 100420881 (JMH) 400021713 (JWMC) 20009337 (JSMC Cath Lab & Stroke) 2000983857 (JSMC Trauma)	1 Year w/3 OTRs	\$1,136,098	10/30/2023	Cardiovascular Services Dept.	
Quest Diagnostics	Non-SBE			GPO	LB0593	GPO-18-15684-AH	Referral lab testing	100416564 SERV (8113981-0-SERV) JMH 200093196 SERV (8202107-0-SERV) JSMC 300032503 SERV (8303166-0-SERV) JNMC 400021746 SERV (813000103-0-SERV) JWMC	76 Months	\$555,000	10/10/2023	General Services (JMH) Laboratory (JSMC) Clinical Lab (JNMC) Laboratory (JWMC)	
RNA Holdings, LLC	Non-SBE	White	Male	Bid Waiver		BW-23-23754-KYD	Contract renewal and adding additional funds to PO for software used by NH Pharmacy for processing and billing prescriptions	PO# 100419926	2 Years	\$85,000	11/21/2023	NH Pharmacy	
Roche Diagnostics	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	LB0142	GPO-23-22859-PR	EBV, CMV PCR reagents	PO# 100570579	6 Years	\$13,262	10/4/2023	Microbiology Dept.	
Roche Diagnostics	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	LB0142	GPO-23-22861-PR	EBV, CMV PCR reagents	PO# 100575990	6 Years	\$32,731	10/12/2023	Microbiology Dept.	
Roche Diagnostics	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	LB0142	GPO-23-22864-PR	EBV, CMV PCR reagents	PO# 100580084 100582715 100582716 100582717 100582718 100581142	6 Years	\$197,918	10/26/2023	Microbiology Dept.	
Roche Diagnostics	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	LB0142	GPO-23-22869-PR	EBV, CMV PCR reagents	PO# 100584104	6 Years	\$10,388	10/31/2023	Core Lab	
Roche Diagnostics	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	LB0142	GPO-23-22880-PR	EBV, CMV PCR reagents	PO# 100600370	6 Years	\$27,277	11/30/2023	Core Lab	
Scanlan International	Non-SBE	White	Male	Physician Preference Bid Waiver	Physician Preference	BW-23-23800-AC	Instrument trays for JMH CSS's Cardiac Transplant	PO# 100580400	One Time	\$61,017	10/13/2023	Main Operating Room	
Security 101 Holdings, LLC	Non-SBE	Shareholder Owned	Shareholder Owned	Standardization Bid Waiver	Standardization	BW-23-23447-CL	Access control and surveillance for 4th and 5th floor for the DTC Phase III Shell	100597619 CA{S	5 Years	\$21,545	11/22/2023	Facilities, Design and Construction	3.5% Subcontracting Goal

**Public Health Trust / Jackson Health System  
Awarded Goods and Services Contracts  
October 1 - November 30, 2023**

Vendor Name	SBE Prime	Ethnicity	Gender	Method of Procurement	Source Contract / Contract Number	Project Number	Solicitation (Description)	PO Number	Current Term of Contract	Contract Value	Date Completed	Department	SBE Measure
Security 101 Holdings, LLC	Non-SBE	Shareholder Owned	Shareholder Owned	Standardization Bid Waiver	Standardization	BW-23-23448-CL	One year renewal for the JHS OnSSI Stay Current for 3,766 cameras	100595129 CAPS	5 Years	\$124,234	11/21/2023	Security Services	3.5% Subcontracting Goal
Security 101 Holdings, LLC	Non-SBE	Shareholder Owned	Shareholder Owned	Standardization Bid Waiver	Standardization	BW-23-22646-SW	Purchase and installation of access control at JMH Central C150	100598377 CAPS	One Time	\$11,464	11/22/2023	Security Services	3.5% Subcontracting Goal
Security 101 Holdings, LLC	Non-SBE	Shareholder Owned	Shareholder Owned	Standardization Bid Waiver	Standardization	BW-23-23469-CW	Installation services for badge reader and security camera at the West Wing IT closet	100582233 CAPS	5 Years	\$50,521	11/22/2023	Facilities, Design and Construction	3.5% Subcontracting Goal
Siemens Medical Solutions USA, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	XR0885	GPO-22-21236-LS	Luminos Lotus Max X-Ray unit - change order no. 1 for an additional bucky wall unit and software	100398017 CAP	3 Years	\$36,047	11/9/2023	CAPO2 - Capital Projects JSMC	
Siemens Medical Solutions USA, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	XR0885	GPO-23-23752-KYD	Arterial spin labeling 3D new install	PO# 100590549	One Time	\$39,966	11/6/2023	Biomedical Engineering	
SodexoMagic, LLC	Non-SBE			Request for Proposal		RFP 15-13008-CS	Hospital nutrition management services - mod. No. 15 - 1 month extension	300032235 SERV (JNMC) 100415558 SERV (JMH) 200092989 SERV (JSMC) 100415567 SERV (JMHBC) 100415567 SERV (JCMHC-CSU IN OPA LOCKA) 100416770-SERV (Perdue) 100415847 SERV (LTCC) 400021659 SERV (JWMC)	3 Years w/2 OTRs of 1 Year each	\$1,666,070	10/3/2023	Various Departments	14.2% Subcontracting Goal
SodexoMagic, LLC	Non-SBE			Request for Proposal		RFP 15-13008-CS	Hospital nutrition management services - mod. No. 16 - 2 months extension	30032235 SERV (JN) 100415558 SERV (JMH) 200092989 SERV (JSMC) 100415567 SERV (BHH) 100415567 SERV (JCMHC) 100416770 SERV (Perdue) 100415847 SERV (LTCC) 400021659 SERV (JWMC)	3 Years w/2 OTRs of 1 Year each	\$3,194,654	11/21/2023	Various Departments	14.2% Subcontracting Goal

**Public Health Trust / Jackson Health System  
Awarded Goods and Services Contracts  
October 1 - November 30, 2023**

Vendor Name	SBE Prime	Ethnicity	Gender	Method of Procurement	Source Contract / Contract Number	Project Number	Solicitation (Description)	PO Number	Current Term of Contract	Contract Value	Date Completed	Department	SBE Measure
Steede Medical	SBE	Black	Male	Bid Waiver	Standardization	BW-23-24044-GB	Recliners	100580693-0-CAP	Capital Purchase	\$99,953	10/17/2023	Surgical Administration	
STERIS Corp.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	CE3102	GPO-23-20807-AC	Trays for JMH OR GI Department	PO# 100595844	One Time	\$15,105	11/17/2023	Operating Room	
Stryker Sales, LLC	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	MS9514	GPO-23-23379-AW	Purchase of a foot pedal for the Sonopet equipment	300082022 CAP	4 Years	\$44,545	11/9/2023	JNMC Surgery Separate	
Symmetry Surgical	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	MS6645	GPO-23-23966-LDL	Instruments and supplies for the JSMC Surgery Dept.	PO# 200189169	One Time	\$10,516	10/12/2023	JSMC Surgery Unit	
Taylor Healthcare	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	BP0171	GPO-23-23638-IS	Yearly blanket PO for visitor labels and related forms for JMH's International Dept.	100594321 SERV	1 Year	\$48,004	11/14/2023	Volunteer Resources	
Telecor, Inc.	Non-SBE	Other	Male	Piggyback	RFP #IT-DMS-2016-01-MDS	PG-26-22862-PR	POC data management and connectivity system for Jackson West Medical Center	PO# 400021914 813000273-0-SERV	1 Year	\$11,454	10/30/2023	JWMC Laboratory Dept.	
Teletacking Technologies, Inc.	Non-SBE	White	Male	Legacy	Legacy	LG-23-23942-SB	Capacity Management Suite subscription and license	PO# 100578249	1 Year	\$484,867	10/6/2023	Core Business System	
The Binding Site, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	LC16053	GPO-23-22863-PR	Optilite cuvettes and reagents	PO# 100582676	1 Year	\$16,514	10/21/2023	Microbiology Dept.	
The Chartis Group	Non-SBE			Bid Waiver		BW-23-22262-LG	Assessment of the Annual Operating Agreement "AOA" with the University of Miami		1 Year w/1 OTR of 1 year	\$400,000	10/19/2023	Executive Office and AOA Administration	
The District Board of Trustees of Miami Dade College, Florida	Non-SBE			Direct Payment		DP-23-21561-DF	Interlocal agreement with MDC to host and collaborate a Pharmacy Technician program	N/A	2 Years w/1 OTR for 2 Years	\$43,308	10/17/2023	Clinical Learning and Development	
Tri-anim Health Services	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	DM0051	GPO-23-23643-IS	Oxygen flowmeter for JMH ICU Unit	PO# 100602590	One Time	\$11,003	11/30/2023	Medical Administration	
Venebio Group, LLC	Non-SBE			Bid Waiver		BW-20-18732-LG	Venebio Opiod Advisor tool	8116849-0-SERV	3 Years	\$612	11/1/2023	Pharmacy	
W.W. Grainger, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	FM0020	GPO-23-23433-CL	Materials for JNMC Fire Door replacements	100522215 CAPS	12 Years	\$475,888	10/16/2023	Engineering Dept.	
W.W. Grainger, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	Vizient FM0020	GPO-23-23471-CW	Purchase of cordless transfer pump Li-Ion battery, outlet strips and ARC flash protection clothing	PO# 100591773	10 Years w/2 OTRs of 1 year each	\$11,332	11/15/2023	Engineering Plant Ops	
W.W. Grainger, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	Vizient FM0020 Q-2055623291	GPO-23-23472-CW	Cushman custom utility vehicle	PO# 100594154	10 Years w/2 OTRs of 1 year each	\$11,467	11/16/2023	Engineering Plant Ops	
W.W. Grainger, Inc.	Non-SBE	Shareholder Owned	Shareholder Owned	GPO	Vizient FM0020	GPO-23-23473-CW	JMMC Engineering Storeroom redesign materials and installation for Inventory Management	100597598 CAPS 100597537 CAPS	10 Years w/2 OTRs of 1 year each	\$63,715	11/21/2023	Engineering Plant Ops	
Werfen USA, LLC	Non-SBE	Shareholder Owned	Shareholder Owned	Bid Waiver		BW-23-23832-MS	Purchase of two (2) VerifyNow System (PRU) machines	100581894 CAP	Capital Purchase	\$19,998	10/19/2023	Radiology Special Procedures	
WrkLab, Inc.	Non-SBE	Hispanic	Male	Piggyback	State of Florida 56120000-19-ACS	PB-23-22905-CM	River Landing Mezzanine Storage Add On - CO 1	100404476 CAPS (4114761)	4 Years	\$9,561	11/16/2023	Facilities, Design and Construction	
WrkLab, Inc.	Non-SBE	Hispanic	Male	Piggyback	5610000-19-PACS	PB-23-23632-IS	South Wing 5 (JMH) Nurses' Station upgrade		One Time	\$14,460	10/4/2023	Medical Administration	

**Public Health Trust / Jackson Health System  
Awarded Goods and Services Contracts  
October 1 - November 30, 2023**

**Awarded Contracts by Procurement Method**

Row Labels	Non-SBE	SBE	Grand Total
Bid Waiver	\$8,974,513.62	\$599,952.70	\$9,574,466.32
Direct Payment	\$43,308.00		\$43,308.00
Emergency	\$81,965.00		\$81,965.00
Exempt		\$18,395.00	\$18,395.00
GPO	\$6,229,966.11		\$6,229,966.11
Informal Request for Proposal	\$39,410.00		\$39,410.00
Invitation to Bid	\$79,692.19		\$79,692.19
Legacy	\$741,002.35		\$741,002.35
Physician Preference Bid Waiver	\$4,667,935.81		\$4,667,935.81
Piggyback	\$950,444.24		\$950,444.24
Request for Proposal	\$44,883,411.45		\$44,883,411.45
Request for Quotes	\$113,437.27	\$29,156.26	\$142,593.53
Sole Source Bid Waiver	\$125,300.00		\$125,300.00
Standardization Bid Waiver	\$207,763.53		\$207,763.53
<b>Grand Total</b>	<b>\$67,138,149.57</b>	<b>\$647,503.96</b>	<b>\$67,785,653.53</b>

Total Spend for Reporting Period	\$67,785,654	
Inaccessible Spend	\$64,560,228	95.24%
Accessible Spend	\$3,225,425	4.76%
		100.00%
SBE Spend for Period	\$647,504	
% of SBE Spend	20.07%	

*Accessible Spend = sufficient capability/availability of SBE vendors to provide the product or service.  
The phrase "accessible spend" is specific to product/service category and unrelated to method of procurement.*

**Awarded Contracts by Procurement Method**

Ethnicity	Non-SBE	SBE	Grand Total
Black	\$73,480.00	\$102,865.96	\$176,345.96
Hispanic	\$1,559,338.73	\$514,207.00	\$2,073,545.73
Other	\$11,454.48		\$11,454.48
Shareholder Owned	\$15,111,861.17		\$15,111,861.17
White	\$1,411,315.84	\$30,431.00	\$1,441,746.84
(blank)	\$48,970,699.35		\$48,970,699.35
<b>Grand Total</b>	<b>\$67,138,149.57</b>	<b>\$647,503.96</b>	<b>\$67,785,653.53</b>

Gender	Non-SBE	SBE	Grand Total
50% Male / 50% Female		\$13,907.00	\$13,907.00
Female	\$324,501.37	\$12,036.00	\$336,537.37
Male	\$2,731,087.68	\$621,560.96	\$3,352,648.64
Shareholder Owned	\$15,111,861.17		\$15,111,861.17
(blank)	\$48,970,699.35		\$48,970,699.35
<b>Grand Total</b>	<b>\$67,138,149.57</b>	<b>\$647,503.96</b>	<b>\$67,785,653.53</b>

*The collection of demographic data is based on voluntary information provided and/or entered by prime vendors.*

**G&S BUSINESS OUTREACH AND EDUCATION  
REPORT**



**Internal Services Department**  
**Small Business Development (SBD)**  
**Small Business Enterprise – Goods & Services**  
**Business Outreach and Education Section**  
**October 1, 2023 to November 30, 2023**

		Total for Period	YTD Total
Activity	Assistance Provided to Small Business Enterprise- Goods & Services Program		
1	Certification Assistance	174	1,012
2	Needs Assessment Meetings (NAMS)	16	87
3	Technical Assistance	114	888
4	Payment Issues	4	38
4.1	Payment Issues Related Dollars	\$820,203	\$3,697,590
5	Prompt Payment Issues	0	22
5.1	Prompt Payment Related Dollars	0	\$521,158
6	Contract Issues (Non-dollar related)	0	13
7	Contact with SBE-Goods & Services Firms (emails highlighting contract opportunities)	3,403	13,225

		Total for Period	YTD Total
Activity	Training, Education and Outreach Activities		
1	Small Business Development (sponsored) Workshops and Forums	2	19
1.1	Number of Attendants	55	595
2	Partnership Workshops & Forums	10	51
2.1	Number of Firms (with whom contact was made)	564	2,104
Activity	Technical Training & Development Workshops		
3	Tier & Preference Training	0	5
3.1	n/a		

# G&S CERTIFICATION REPORT

Certification Type: SBE-GS  
**PERIOD: Oct. 1, 2023 to Nov. 30, 2023**

			Total Amount	African American	Caucasian	Hispanic	Asian	Native American	Other	Female	Male	Total Amount	
	<b>Total Certified SBE-GS as of 11/30/23</b>			1378	264	142	935	24	0	13	415	963	1378
		New	3 year Recert										
<b>1</b>	<b>Approved Applications (New &amp; Recertification)</b>	24	16	40									
<b>2</b>	<b>Graduated</b>			2									
<b>3</b>	<b>Denied</b>			1									

This is a race and gender neutral program. This report is for informational purpose only.

Vendor Search Results

Date: 12/20/2023 10:18:59 AM

New GS Firms 10-1-23 to 11-30-23

Business Name	Certification Type	Certification Action	Certification Status	Certification Date	Renewal Date	Expiration Date	Ethnicity	Gender
1st Accredited Home Care LLC	SBE-G&S	New	Active	11/20/2023	11/30/2026	11/30/2026	Hispanic American	Female
2FIX CORP	SBE-G&S	New	Active	10/24/2023	10/31/2026	10/31/2026	Hispanic American	Male
ADVANCED CONCRETE & PAVERS, INC.	SBE-G&S	New	Active	10/12/2023	10/31/2026	10/31/2026	Hispanic American	Male
Alabao Roofing Services Corp	SBE-G&S	New	Active	11/7/2023	11/30/2026	11/30/2026	Hispanic American	Female
Alpine Engineering and Development Corp.	SBE-G&S	New	Active	10/14/2023	10/31/2026	10/31/2026	Hispanic American	Male
ARC Electrical Services Corp.	SBE-G&S	New	Active	10/4/2023	10/31/2026	10/31/2026	Hispanic American	Male
Blue Sky Construction Group Inc	SBE-G&S	New	Active	11/14/2023	11/30/2026	11/30/2026	Hispanic American	Male
CASANOVA SERVICES GROUP, CORP.	SBE-G&S	New	Active	10/2/2023	10/31/2026	10/31/2026	Hispanic American	Male
DEFCON Restoration Services, LLC	SBE-G&S	New	Active	11/28/2023	11/30/2026	11/30/2026	Black American	Male
Dreams C GROUP LLC	SBE-G&S	New	Active	11/2/2023	11/30/2026	11/30/2026	Hispanic American	Male
E.BUSINESS DEVELOPMENT SERVICES LLC	SBE-G&S	New	Active	10/26/2023	10/31/2026	10/31/2026	Black American	Female
FLORIDA ONE KITCHEN CABINETS INC	SBE-G&S	New	Active	10/5/2023	10/31/2026	10/31/2026	Hispanic American	Male
Floridas Finest Contractors LLC	SBE-G&S	New	Active	10/27/2023	10/31/2026	10/31/2026	Hispanic American	Male
Go Green Electric, LLC	SBE-G&S	New	Active	11/9/2023	11/30/2026	11/30/2026	Hispanic American	Male
Joseph Plumbing, LLC	SBE-G&S	New	Active	11/13/2023	11/30/2026	11/30/2026	Black American	Male
Lawn Keepers of South Florida, Inc.	SBE-G&S	New	Active	11/13/2023	11/13/2026	11/30/2026	Hispanic American	Male
LUMI MAINTENANCE SUPPLY INC.	SBE-G&S	New	Active	10/4/2023	10/31/2026	10/31/2026	Hispanic American	Male
Mare Building Inc	SBE-G&S	New	Active	10/23/2023	10/31/2026	10/31/2026	Hispanic American	Male
Next Level Therapy LLC	SBE-G&S	New	Active	10/31/2023	10/31/2026	10/31/2026	Hispanic American	Female
Omar Contractors, Inc.	SBE-G&S	New	Active	10/5/2023	10/31/2026	10/31/2026	Hispanic American	Male
PennyDiapers USA Inc	SBE-G&S	New	Active	11/15/2023	11/30/2026	11/30/2026	Black American	Male
RSP Engineers, Inc	SBE-G&S	New	Active	11/15/2023	11/30/2026	11/30/2026	Hispanic American	Male
Synergy Wellness Centers Corp.	SBE-G&S	New	Active	10/31/2023	10/31/2026	10/31/2026	Hispanic American	Female
Y. Glez Striping Inc	SBE-G&S	New	Active	11/2/2023	11/30/2026	11/30/2026	Hispanic American	Male

**Goods & Services Advisory Board  
Oct. 1, 2023 to Nov. 30, 2023  
SBE Denied & Graduated Firms**

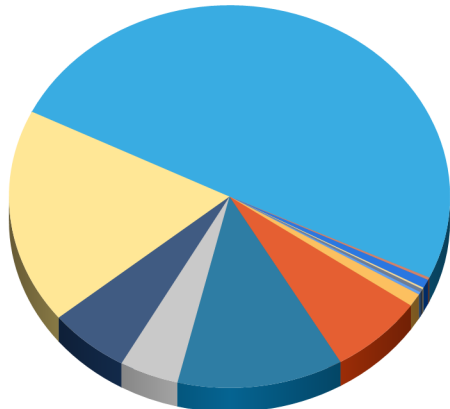
<b>Business Name</b>	<b>Certification Type</b>	<b>Certification Action</b>	<b>Certification Status</b>	<b>Date</b>	<b>Reason</b>	<b>District</b>	<b>Initial Certification Date</b>
INTERNATIONAL DESIGN CARPENTRY CORP.	SBE-G&S	New	Denied	10/4/23	Exceeded PNW	6	N/A
MAXIMUS GLOBAL SERVICES, LLC	SBE-G&S	Recertification	Graduated	10/17/23	Exceeded AGR	12	1/12/2017
RF ENVIRONMENTAL SERVICES, INC DBA MILAN CONSTRUCTION & REAL ESTATE	SBE-G&S	Recertification	Graduated	10/3/23	Exceeded AGR	1	9/21/2017

# Certified Directory - Ethnicity & Gender Summary

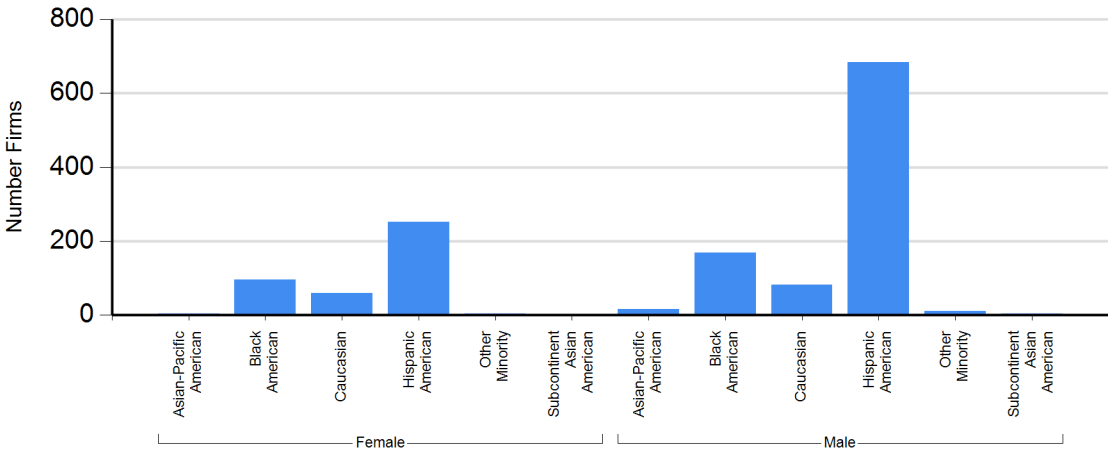
## Ethnicity & Gender Summary

Ethnicity	Gender	Number Firms	Percent of Total
Asian-Pacific American	Female	3	0.22%
Asian-Pacific American	Male	15	1.09%
Black American	Female	96	6.97%
Black American	Male	168	12.19%
Caucasian	Female	60	4.35%
Caucasian	Male	82	5.95%
Hispanic American	Female	251	18.21%
Hispanic American	Male	684	49.64%
Other Minority	Female	3	0.22%
Other Minority	Male	10	0.73%
Subcontinent Asian American	Female	2	0.15%
Subcontinent Asian American	Male	4	0.29%
<b>Total Firms</b>		<b>1378</b>	

# Certified Directory - Ethnicity & Gender Summary



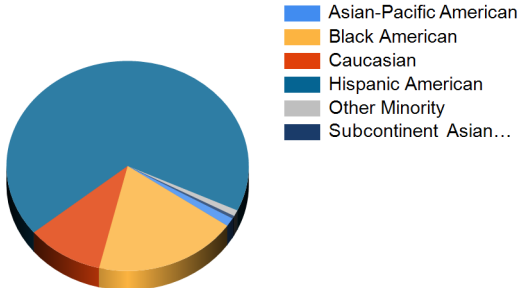
- Asian-Pacific American - Female
- Asian-Pacific American - Male
- Black American - Female
- Black American - Male
- Caucasian - Female
- Caucasian - Male
- Hispanic American - Female
- Hispanic American - Male
- Other Minority - Female
- Other Minority - Male
- Subcontinent Asian American - Female
- Subcontinent Asian American - Male



# Certified Directory - Ethnicity & Gender Summary

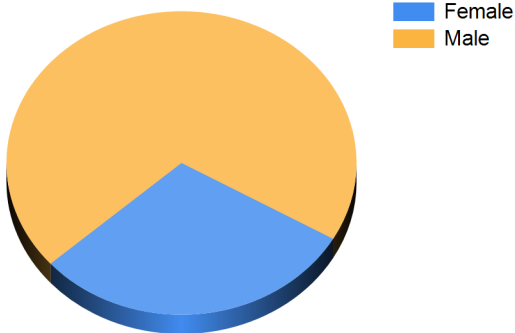
## Ethnicity Summary

Ethnicity	Number Firms	Percent of Total
Asian-Pacific American	18	1.31%
Black American	264	19.16%
Caucasian	142	10.30%
Hispanic American	935	67.85%
Other Minority	13	0.94%
Subcontinent Asian American	6	0.44%
<b>Total Firms</b>	<b>1378</b>	



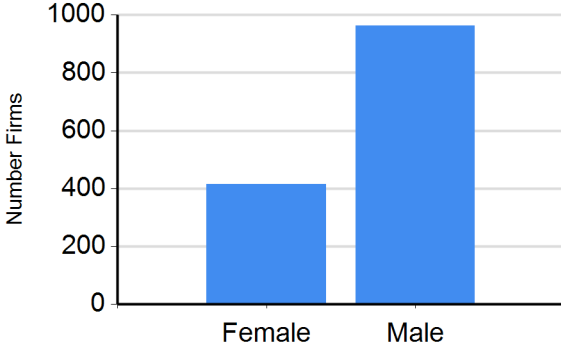
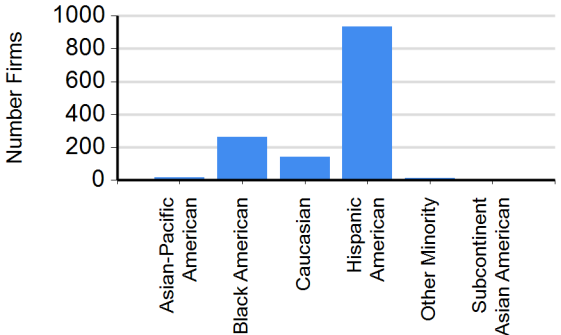
## Gender Summary

Gender	Number Firms	Percent of Total
Female	415	30.12%
Male	963	69.88%
<b>Total Firms</b>	<b>1378</b>	





# Certified Directory - Ethnicity & Gender Summary



**CERTIFICATION REPORT-FISCAL YEAR  
COMPARISON**

Office of Small Business Development  
Small Business Enterprise – Goods & Services  
Certification Section  
Fiscal Year comparison – Number of SBE-G&S Firms Certified  
10/1/2023-11/30/2023

<b>Number of Certified SBE-G&amp;S</b>	<b>Fiscal Year (October 1 – September 30)</b>
1390	FY 2020-2021
1391	FY 2021-2022
1377	FY 2022-2023
	<b>FY 2023-2024</b>

**Note:** *Firms fluctuate due to number of reasons such as not renewing, relocating, or withdrawing their certification, and graduating out of the program due to their success.*

# 2024 SBE BOARD MEETING DATES

OFFICE OF SMALL BUSINESS DEVELOPMENT  
Small Business Enterprise (SBE) Program  
**2024 SBE Advisory Board Meeting Schedule**

**SBE A&E BI-MONTHLY ON THE LAST WEDNESDAY**

January 31, 2024..... 10:30am – 12:00pm  
March 27, 2024 ..... 10:30am – 12:00pm  
May 29, 2024..... 10:30am – 12:00pm  
July 31, 2024 ..... 10:30am – 12:00pm  
September 25, 2024 ... 10:30am – 12:00pm  
November 13, 2024.... 10:30am – 12:00pm

**SBE CONSTRUCTION BI-MONTHLY ON THE 3<sup>RD</sup> MONDAY**

January 22, 2024..... 1:00pm – 3:00pm  
March 18, 2024..... 1:00pm – 3:00pm  
May 20, 2024 ..... 1:00pm – 3:00pm  
July 15, 2024 ..... 1:00pm – 3:00pm  
September 16, 2024 .... 1:00pm – 3:00pm  
November 18, 2024 ..... 1:00pm – 3:00pm

**SBE GOODS & SERVICES BI-MONTHLY ON THE 3<sup>RD</sup> THURSDAY**

January 18, 2024..... 10:30am – 12:00pm  
March 21, 2024..... 10:30am – 12:00pm  
May 16, 2024 ..... 10:30am – 12:00pm  
July 18, 2024 ..... 10:30am – 12:00pm  
September 19, 2024 .... 10:30am – 12:00pm  
November 21, 2024..... 10:30am – 12:00pm

**Board Members – Must Attend In person:** Small Business Development - Stephen P. Clark Center  
111 NW First Street, 19th Floor Main Conference Room, Miami, FL 33128

**Public – Attend In Person or Virtual Meeting:** Register in advance for the Board meeting:

- Construction - [https://miamidade.zoom.us/webinar/register/WN\\_Hbnj11CDQiyOndyQmOGL8Q](https://miamidade.zoom.us/webinar/register/WN_Hbnj11CDQiyOndyQmOGL8Q)
- Goods and Services - [https://miamidade.zoom.us/webinar/register/WN\\_2kweuYcQRQCD4j4MEVju3g](https://miamidade.zoom.us/webinar/register/WN_2kweuYcQRQCD4j4MEVju3g)
- A&E - [https://miamidade.zoom.us/webinar/register/WN\\_4iCGKmXFRr28d61uJ6cnjw](https://miamidade.zoom.us/webinar/register/WN_4iCGKmXFRr28d61uJ6cnjw)

GENERAL INFORMATION AND AGENDAS FOR SBE ADVISORY BOARDS ARE AVAILABLE AT:

[HTTPS://WWW.MIAMIDADE.GOV/SMALLBUSINESS/ADVISORY-BOARDS.ASP](https://www.miamidade.gov/smallbusiness/advisory-boards.asp)

FOR ANY QUESTIONS, PLEASE CONTACT SMALL BUSINESS DEVELOPMENT AT (305) 375-3111 OR SBDMAIL@MIAMIDADE.GOV.



To request materials in accessible format, sign language interpreters, and/or any accommodation to participate in any County-sponsored program or meeting, please contact Michou Jean via email at [Michou.Jean@miamidade.gov](mailto:Michou.Jean@miamidade.gov) or phone at 305-375-3161, five days in advance to initiate your request. TTY users may also call 711 (Florida Relay Service)

# Small Business Development SBE Survey Results

# Small Business Development SBE Survey Results

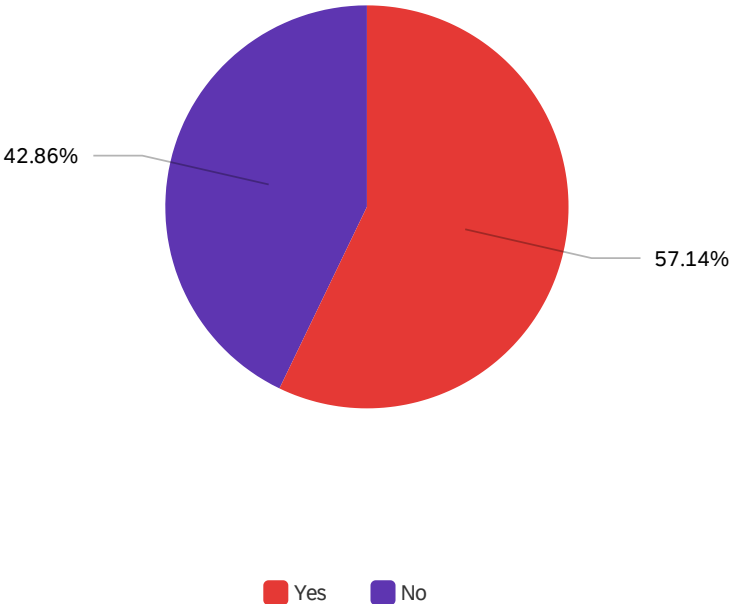
*SBD - SBE Goods & Services Firms Feedback Survey*

January 12, 2024 1:11 PM EST

Q2 - What district is your business located in? (Enter your business address here i...

Data source misconfigured for this visualization.

Q3 - Have you bid on any contract opportunities with Miami-Dade County within the last 12 ...

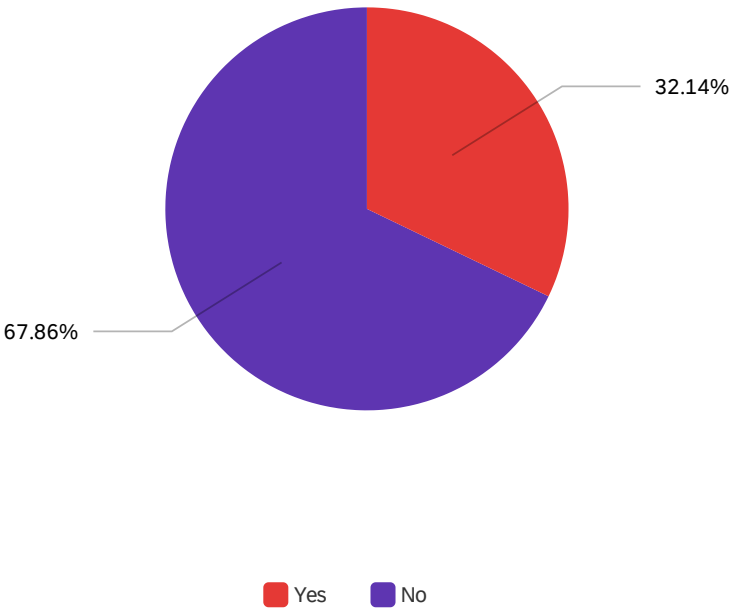


Field	Choice	Count
Yes	57.14%	16
No	42.86%	12
		28

Showing rows 1 - 3 of 3



Q4 - Have you received any payments or contract opportunities with Miami-Dade County wit...



Field	Choice	Count
Yes	32.14%	9
No	67.86%	19
		28

Showing rows 1 - 3 of 3

## Q5 - Please share any recent challenges you have faced as a business.

Please share any recent challenges you have faced as a business.

Please share any recent challenges you have faced as a business. We have encountered several challenges in our efforts to access available funding through grants and loans issued by the US Department of Energy and the US Department of Transportation. These challenges primarily stem from a lack of resources and guidance. One of the most significant obstacles we face is the limited financial and personnel resources needed to successfully execute the applications in this area. These federal agencies often have complex application processes, stringent requirements, and substantial documentation demands. Navigating these requirements involves a significant investment in resources, which can be burdensome for a small business such as ours with limited budget and manpower. In addition, there is a lack of accessible and user-friendly information and guidance available to small businesses. The federal application processes can be complex and difficult to decipher, with a major lack of guidance on eligibility criteria. We have spent a significant amount of time to make headway with pursuing these opportunities, by connecting through the DOE directly and building relationships with their staff and departments to further navigate these grants/loan opportunities. We have had countless meetings with department heads of the DOE and have submitted several grants and have been unsuccessful. At their suggestion, we hired a recommended professional technical/grant writer at our expense, which resulted in a disastrous outcome due to the astonishing lack of quality and negative feedback from the DOE loan office. The level and scope of our technology has been celebrated by the President at the White House, however our success as a small business in continuing to grow at a commercial scale has been hampered due to the inability to secure proper funding for which we fully align.

Lack of knowledge

Bids from MDC / MDAD for G&S are not very frequent and at times geared for specific suppliers in place of any responding bidder

As an SBE, working with a larger Vendor, we attempted to bid on collection services for JHS. I understand there were almost 100 potential competing vendors, and it takes time to adequately review each proposal but taking over one year seems excessive only to find out my firm would not be selected. As a SBE, to staff up to meet challenges takes time and not knowing when or if to staff up for additional business is difficult.

The systems of awards is not consistent. There is a new charge for using INFORMS which places an extra burden on SBE's.....

We don't have any information about county contractor pools for Good & Services and we don't know how to participate

Competition on bids with big companies that have access to several manufactures which do only business with the big companies.

Meeting the minimum requirement of proven work history in such a specific area

Please share any recent challenges you have faced as a business.

July/August/September late payments not within 14 days from WASD

While primarily working on the Private sector our business has seen a great decrease on work

Capital, marketing, employees

Yes, we invest in water conservation and would like guidance to obtain support from the small business administration to expand on this very important initiative for our community.

Proposals are very intricate and voluminous. Also, I work in compliance (certified payroll, SBE engagement and workforce development) and I don't see this work contracted.

I was given misinformation about the bid

Unlicensed contractors doing the work for 1/2 the price and/or landscapers bidding for landscape and irrigation projects with no irrigation license.

The rigorous time that needs to be put in to bid on gov contracts.

None

All meetings should be available remotely!! In order for companies to participate...especially when you're a small business and already drowning from the lack of business

We have submitted within a CRA Pool of consultants and had requested a list of firms that were in the pool. The project was awarded to a firm that was not included in the list and we have requested the score sheets multiple times with no response. We are in another pool with the TPO on a rotating basis and in two years have been placed on one project for less than \$20K. It's a lot of effort to maintain the certifications with very little return. We were able to use the certification for work with FDOT and the fee for this project has been much better.

I am very disappointed with the Miami-Dade County SBE registration and bid process. It took almost a year to be approved. My on-site appointments were canceled several times. I have not seen any profit or opportunities from this process, and I battle to understand why this registration was created in the first place. I accept that maybe the county doesn't have a high need for my services, but I also believe the county knows what it needs and should therefore forfeit this registration requirements for vendors who are in categories that have low opportunities.

Receiving Bids and being notified of bids.

Please share any recent challenges you have faced as a business.

CONTRACT REQUIREMENTS ARE NOT FAIR TO SBE

Non payment from one of your contractors and zero help to resolve from the sbe unit. Very disappointed in the entire process. Cant believe my experience and frustration on how no one would help!

lots of them

## Q6 - What resources do you need to help your business?

What resources do you need to help your business?

we need support from government officials to mandate properties we identify to allow us to retrofit the toilet plumbing with our system at NO COST to cut unnecessary water consumption and reduce water bills. Our commitment could be very useful for all section 8 homes and any government property with flush handle toilets. Our service offers a complementary retrofit to improve functionality of tradition toilets by replacing the toilet plumbing with our system which is guaranteed to stop leaks, use less water and eliminate catastrophic floods.

not sure

information on how to reach buyers in the city. most purchases are not published

Working Capital

Understandable of the process

Training into how to navigate the bidding resources

Technical Assistance

Start up grant for equipment, office, uniforms, supplies, premium for liability bility insurance policy....

Separate landscape from irrigation bids and/or verify irrigation license on contractors doing the work who are not insured nor licensed.

Review of applications and understanding why we were not selected. Understanding what opportunities exist, because there seem to be very few for our field of expertise.

Payment

Opportunity with the county to oversee projects with the above criteria.

NONE

N/A

▲  
What resources do you need to help your business?

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More streamlined means to offer G&S to MDC / MDAD

More marketing to County agencies

More access to bids that allow SBE companies to compete between themselves.

Information regarding qualification contractors pools

In light of the above challenges, we believe that there is a need for more targeted and accessible support for small businesses, including simplified application processes, dedicated resources and mentorship programs. Overcoming these hurdles would empower our business to further develop our innovative technology that directly impacts the increased reliability of critical infrastructure, supply chains, and renewable energy technology to deploy it on a commercial scale across the country.

I want to get a list of bids that apply to my business category. Since registration, I've received invitations to (In-Person) town meetings that are incredibly tone-deaf. Small business owners who NEED access to opportunities like this to stay afloat and grow their businesses rarely have the time to leave their businesses for HOURS in order to attend meetings like this. When I first heard about this during the pandemic, I was ALL IN to support it. I even held TWO registration blitz with the county to gather women business owners to apply on mass for this process. Even with that enthusiasm or maybe because of it, I just feel like it was a waste of time. Not one of the women-owned businesses - including my own - have received any opportunities with the county. It really doesn't feel like that county cares about true small businesses. This process feels like a long list of paperwork to LOOK like you're trying to share opportunities but those opportunities still go to the SAME people as before. Even the time it's taken to fill out this survey is better spent trying to close PAYING business.

Help with bidding on gov contracts.

From my prior experience, an attorney

Better payment terms and to insure payment flow is better.

As I have developed a unique system to improve customer service and collections, I need to get more than just 20 minutes of a committee's time to present my ideas and explain how it will improve customer service and collections for JHS and perhaps other areas of the county that needs collection services. My process and system are unique and to the best of my knowledge no one address collections in the personal manner that my system does.

## Q7 - While participating on Miami-Dade County contracts, have you been able to ...

While participating on Miami-Dade County contracts, have you been able to c...

We have been able to create new jobs, new and stable employments even though we never got a contract from Miami Dade, nether RFP that are related to our NAICS Codes.

No

None

As I have not been selected, I have not created new jobs in Miami Dade County. I have other clients that have resulted in the creation of jobs.

Yes, 1 contract position.

Yes, We are a SBE-Constructor and We have been doing, We are ablo to create more jobs if we can get contracts for good and services, like 3 new jobs

No. Contracts with Miami Dade County has allowed us to stay in business.

Part of what Cason Strategies provides is Design Build Services which includes Commercial Cost Estimating and Scheduling and Permitting. 2 Contractors

I have participated on County contracts as a sub only. We look forward to winning a bid a prime soon.

No

No

I have been able to create new jobs and will continue to create new jobs.

I have been able to expand my business by working with the CRA's by two people.

No

While participating on Miami-Dade County contracts, have you been able to c...

Yes, one.

No. Have not participated. TRANSPARENCY HIGHLY QUESTIONABLE AND SUSPECT.

Nope! But we hope to!

No.

no

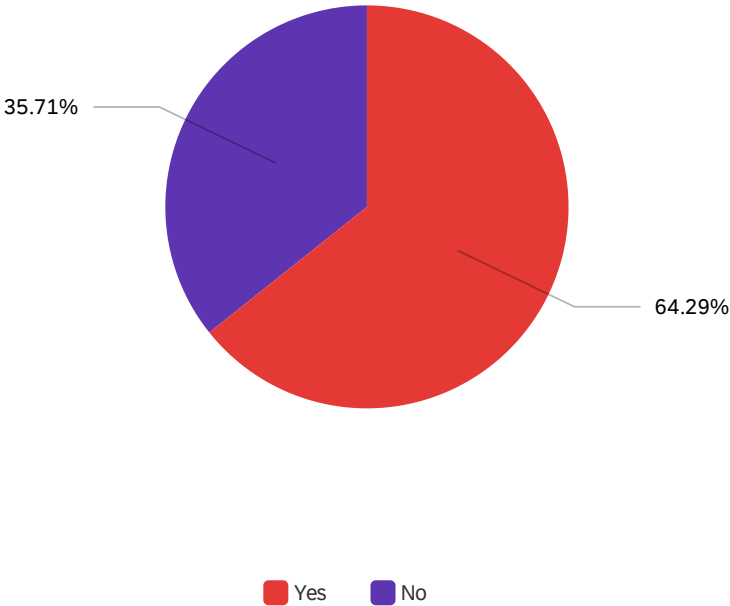
NO

None, almost went broke trying to collect final invoice with some shady actions by the county trying to strong arm me to receive payment.

45



Q8 - Would you like assistance in navigating through the Request for Proposal (RFP) and so...



Field	Choice Count
Yes	64.29% 18
No	35.71% 10
	28

Showing rows 1 - 3 of 3

**End of Report**