



The Enterprise

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On January 23, 2018, the Board of County Commissioners accepted the Palm Beach County Disparity Study completed by Mason Tillman Associates, Ltd. The study reviewed the County's contracting practices between January 1, 2009 to December 31, 2013. In summary, the study produced evidence that there is a need for a Minority and Woman-Owned Business Enterprise (M/WBE) program in addition to the Small Business Program (SBE). This is an opportunity to strengthen and expand the SBE program and implement a narrowly tailored M/WBE program to address the specific area in which disparity was identified.



OSBA Director

Tonya Davis Johnson

At this time, the county is reviewing options available to modify the SBE ordinance and program, create an M/WBE ordinance and program and identify potential opportunities for S/M/WBE firms.

As we proceed with the implementation of the new programs, we will be hosting several trainings and workshops to discuss the changes and new procedures. Thank you for participating in the process and providing comments on the draft report.

Finally, on April 10, 2018, the Board of County Commissioners declared April 30 through May 4, Small Business Week in Palm Beach County. The Office of Small Business Assistance will be celebrating Small Business Week and hope to see you at the various events we have planned for you. A list of events is on page 5, "What's Happening."



SBE SPOTLIGHT: NZ CONSULTANTS

NZ Consultants (NZC) is a South Florida-based consulting firm providing land use planning and design services to public and private sector clients. Mrs. Nilsa Zacarias, AICP, started NZC in 2009. Mrs. Zacarias is originally from Paraguay, South America, and was awarded a Fulbright Scholarship to pursue a master's degree in Community and Regional Planning at Iowa State University in 1992. In 2016, Mrs. Zacarias served as president of the Palm Beach County Planning Congress.

NZ Consultants is honored to be a certified Palm Beach County S/M/W Business Enterprise since November 2009. Over the last nine (9) years, NZC has grown to a successful and established company because of its dedicated and specialized consulting team. The NZC team consists of professional urban planners with years of experience and in-depth knowledge of land use planning including local codes and Florida Statutes.

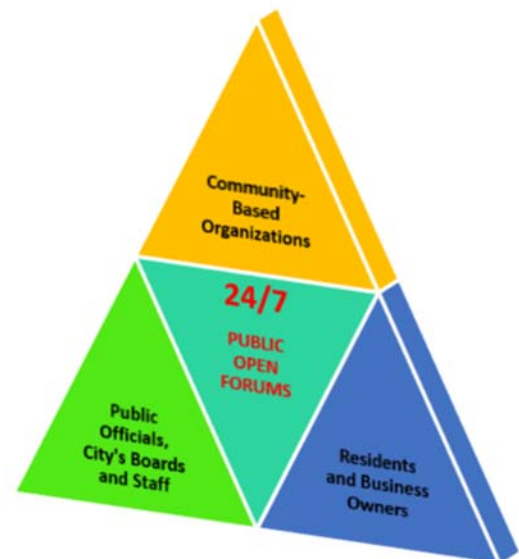


NZ Consultants have no doubt that being a certified small business with Palm Beach County has contributed to our professional credentials and the company's success. The professionalism and customer oriented focus of the *Small Business Assistance* staff facilitate the certification process.

SBA staff provides close follow up throughout the application process, assuring efficient and timely certification. They take the time to review the application and understand the applicant's business. Small business owners like NZC value this Palm Beach County service. Enhancing our credentials and differentiating our services, the certification contributes to our efforts to be marketable and successful.

NZ Consultants (NZC) specializes in providing outstanding planning services to local governments and private sector clients focusing on the following areas:

- **LONG RANGE PLANNING**
- **COMMUNITY and NEIGHBORHOOD INVOLVEMENT**
- **CURRENT PLANNING**
- **GRAPHICS and GIS**



Facilities Development & Operations Department



Building Successful **BUSINESS RELATIONSHIPS** with Palm Beach County

The Facilities Development & Operations Department (FDO) of Palm Beach County is happy to introduce their newest addition to the Business Operations Division, **Amanda Ray**. In her new role, Amanda will assist vendors with:

- Registering with Palm Beach County;
- Navigating the organizational structure of Palm Beach County;
- Understanding how to do business with Palm Beach County;
- Receiving timely payment.

She will also provide one-on-one orientations to new vendors in order to educate them on all of the opportunities Palm Beach County has to offer. She is available to provide assistance with industry’s most frequently asked questions and/or concerns. Together, we can provide a win-win for everyone!

FDO purchases a wide variety of construction and non-construction goods and services, since FDO is responsible for the siting, land acquisition, designing, constructing, managing, and providing audio visual, radio and security services to over 700 County facilities and for the County’s fleet of 3,000 vehicles and other required equipment.

DISCOVER HOW YOU CAN DO BUSINESS with the County’s FDO Department by contacting Amanda Ray today.

There is no better time to become a registered vendor with Palm Beach County than now!

CONTACT AMANDA FOR INFORMATION ABOUT:

<p>REGISTERING AS A VENDOR</p> <ul style="list-style-type: none"> • Overview of the County Construction Departments and the Purchasing Department. Types of Construction and Non-Construction goods and services needed by the County. • Vendor Self Service (VSS) registration. • Assistance with registering for all of the commodity codes that your company provides in order to receive email notifications when solicitations are advertised. • Payment Options – Electronic payment or paper check. 	<ul style="list-style-type: none"> • Hard Bid Construction Contracts • Job Ordering Contracting (JOC) • Annual Construction Contracts 	<p>HOW TO BUILD PRIME/ SUBCONTRACTOR RELATIONSHIPS</p> <p>Match prime vendors/contractors with subcontractors in hopes of building long-lasting business relationships, which will promote local and small business participation.</p>
<p>PROCUREMENT METHODS FOR FDO CONSTRUCTION SERVICES</p> <ul style="list-style-type: none"> • A&E Services – Project Specific and Continuing • Construction Management (CM) Services – Project Specific and Continuing 	<p>PROCUREMENT METHODS FOR NON-CONSTRUCTION GOODS AND SERVICES</p> <ul style="list-style-type: none"> • RFQ, IFB, RFS and RFPs for goods and services advertised through the Purchasing Department • Prequalification Contracts advertised through the Purchasing Department 	<p>UPCOMING OPPORTUNITIES</p> <p>FDO has published an Excel spreadsheet of all forecasted projects that will be procured by the Capital Improvement Division (CID) which can be sorted by project type, estimated cost, size, or location; or whatever combination of criteria the contractor/consultant is interested in. The Excel project list is available on http://www.onecountyonepenny.org/workshops.htm</p>
<p>INCENTIVE PROGRAMS AND PREFERENCES</p> <ul style="list-style-type: none"> • Bond Waiver Program • Apprentice Incentive Program • Glades Employee Incentive Program • Small Business Enterprises (SBE) Preference • Local and Glades Preferences 		





Meet E. Ann McNeill, MCO Construction & Services, Inc. Small Business Advisory Board Member, Seat 3



E. Ann McNeill is "the Master Builder, helping YOU to build a stronger and better business and life." Mrs. McNeill has been in the construction industry for over 40 years, holding two general contracting licenses, and is the owner of MCO Construction & Services, Inc., a small company with a large presence. As founder of the National Association of Black Women in Construction, she has served on the OSBA Advisory Board since 2010, where she is now vice chair.

She lives her dedication to advancing young black girls and black women in construction and related industries and provides a unique voice for the support of this underrepresented group.

As a Rotarian, Mrs. McNeill believes that service above self is what drives her active involvement on the OSBA Advisory Board. Mrs. McNeill enjoys writing and speaking about Strategic Life Planning, which is a major part of her life transformational speaking company, Constructively Speaking, Inc.

Internet Resources Available to Vendors

ONE-PENNY SALES SURTAX onecountyonepenny.org/pbc.htm

VENDOR REGISTRATION AND TUTORIAL pbcgov.com/vss

OFFICE OF SMALL BUSINESS ASSISTANCE (OSBA) pbcgov.com/osba

Valuable Contacts

<p>FDO Vendor Outreach Contact Amanda Ray FD&O Procurement and Business Development Manager (561) 233-2014 alray@pbcgov.org</p>	<p>Capital Improvements Division Fernando Del Dago Director FD&O Capital Improvements (561) 233-5276 fdeldago@pbcgov.org</p>	<p>Office of Small Business Assistance (OSBA) Angie Whitaker Small Business Development Specialist (561) 616-6840 awhitake@pbcgov.org</p>
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Email Questions about Vendor Registration to:
pbcvendor@pbcgov.org

Palm Beach County Board of County Commissioners
Facilities Development & Operations
 2633 Vista Parkway | West Palm Beach, FL 33411



What's Happening

<u>DATE</u>	<u>TIME</u>	<u>EVENT</u>
April 30	5:30 pm - 7:30 pm	Small Business Week Kickoff with OSBA,* CWPB, CRB, SDPBC, Solid Waste, TED Center and Score Vista Center Zoning Chambers 2300 N. Jog Road, #1W-47
May 1	11:30 am - 1:00 pm	Lunch-N-Learn - "Where did I go wrong?"* Responding to Bids and Request for Quotes 50 S. Military Trail, Suite 2N-123
May 2	5:30 pm - 7:30 pm	S/M/WBE Presentation* Vista Center Zoning Chambers 2300 N. Jog Road, #1W-47
May 3	5:30 pm - 7:30 pm	Certification 101 with Tonya Davis Johnson, OSBA* Vista Center Zoning Chambers 2300 N. Jog Road, #1W-47
May 4	11:30 am - 1:00 pm	Small Business Bootcamp* - Summary of the Week Competition 50 S. Military Trail, Suite #2N-123
May 10	5:30 pm - 6:30 pm	Prime Time Workshop with PBC Dept. of Engineering and Public Works Vista Center, 2300 N. Jog Road, 1E-58-Sm-ConfRoom
May 11	8:00 am - 12:30 pm	SCORE Presents: "The Power of Women Owned Businesses" Evergrene Country Club, 600 Evergrene Parkway
May 21	2:00 pm - 3:00 pm	OSBA/SBDC Bids and Business Presentation Lantana Branch Library, 4020 Lantana Road
June 18	2:00 pm - 3:00 pm	OSBA/SBDC Bids and Business Presentation Summit Branch Library, 3650 Summit Blvd.
September 21	8:00 am - 6:00 pm	Palm Beach Partners Matchmaker Conference Innovate, Motivate, Focus on Success Kravis Center for the Performing Arts
September 26	2:00 pm - 3:00 pm	OSBA/SBDC Bids and Business Presentation Summit Branch Library, 3650 Summit Blvd.

***INCENTIVE:** First time vendors seeking certification with the Palm Beach County Office of Small Business Assistance attending ALL FIVE SESSIONS may be eligible to have the \$150.00 processing fee waived. Contact OSBA for additional details. **(Previously certified or recertified vendors do not qualify for this incentive.)**



Welcome Small Business Enterprises!

SBE Firms Certified or Recertified between January 1 - March 31, 2018

<p>A to Z Paint Contracting, Inc. Michelle A. McPoyle 561-967-3011 michellemcpoyle@yahoo.com</p>	S/WBE*	<ul style="list-style-type: none"> • Cleaning Services, Steam and Pressure • Painting and Wallpapering • Painting Services • Painting, Maintenance and Repair Services, Including Caulking
<p>A.D.A Engineering, Inc. Ivette O. Argudin 561-227-9114 largudin@adaeng.net</p>	SBE	<ul style="list-style-type: none"> • Civil Engineering • Electrical Engineering Services • Environmental Engineering • Hazardous Waste Engineering Services, Including Remedial Investigations • Highways: Streets; Airport Pay-Parking Lots – Engineering • Mechanical Engineering • Waste Water Treatment Engineering • Water Supply, Treatment, and Distribution Engineering
<p>A-1 Paint Inc. of Palm Beach Brigitte Earl 561-586-4749 a1paint@a1paintinc.com</p>	SBE	<ul style="list-style-type: none"> • Painting and Wallpapering • Painting, Maintenance and Repair Services, Including Caulking
<p>Ace Custom Signs & Window Tinting, Inc. Arzad Mohammed 561-310-4064 sales@acecustomsigns.com</p>	S/MBE Hispanic	<ul style="list-style-type: none"> • Decal Printing • Decal, Pressure Sensitive Adhesive • Digital Printing from an inkjet plotter • Letters and Numerals, Signs, Including Logos • Sign Making and Painting Services • Signage Advertising Type Interior and Exterior • Signs and Posters, Informational (No Smoking, Fire Extinguisher, Etc.) • Signs, Magnetic • Signs, Metal, Not Blanks • Signs, Miscellaneous (Not Otherwise Classified) • Tinting Services, Window
<p>Alfonso Hernandez Architect, LLC Alfonso Hernandez 561-766-1254 Alfonso@aharchitectonline.com</p>	S/MBE Hispanic	<ul style="list-style-type: none"> • Architectural Services, Professional • Interior Design Services (Architectural)
<p>Ayleen Trash Hauling Services, LLC Ayleen Perez 561-615-2979 Lmcy002@aol.com</p>	S/MBE Hispanic	<ul style="list-style-type: none"> • Hauling Services
<p>BDH Consulting Group, LLC Deris Bardelares 561-452-2348 deris@bdhcg.com</p>	S/MBE Hispanic	<ul style="list-style-type: none"> • Civil Engineering • Engineering Services, (Not Otherwise Classified) • General Construction: Management, Scheduling, Cost Estimation Engineering • Strategic Planning and Consulting Services • Surveyor Services, Land

<p>Big Lake Snacks Anita Courson 561-996-4535 scoursonbgwholesale@aol.com</p>	<p>S/WBE</p>	<ul style="list-style-type: none"> • Beverages, Thirst Quenching, with Electrolyte • Boots, Rubber • Candy, Confectionery and Marshmallows, Including After Dinner Mints or Savories • Chips, All Types • Coolers, Non-Electric, Water Fountains • Crackers and Cookies, Packaged • Dressings Condiments, Sauces, and Gravies • Ear Plugs, Including Parts and Accessories • Fruits, Canned, Processed and Preserved (Including Fruit Sauces and Puree) • Gloves, Safety: Electrician’s, Lineman’s, etc. Including Sleeves • Janitorial Equipment and Supplies • Juices • Masks, Filters, and Parts: Dust and Gas • Meat and Meat Products, Canned, Including Meat Substitutes • Nuts, Edible, Including Meat Substitutes • Nuts, Edible, Including Sunflower Seeds • Paper Products: Cups, Doilies, Napkins, Plates, Straws, Facial Tissues (Other Than Hospital) • Pickles, Relishes, and Olives, Including Pickled Foods • Plastic and Styrofoam Products: Cups, Forks, Plastic Coated Dishes, Plastic Food Wrap, Cooking Bags, Sandwich Bags, Spoons, Doilies, etc. • Popcorn • Racks: Dispensing, Food Service • Rainwear: Raincoats, Hats, Slicker Suits, Umbrellas, etc. • Reflective Safety Apparel & Accessories • Seafood, Canned • Shortening and Oil, Vegetable, Cooking Oil, including Shortening Filter Powder • Soft Drinks • Toilet Tissues, Paper Towels and Toilet Seat Covers • Vegetables, Canned, Processed and Preserved, Including Canned Salads, Sauces and Puree • Vests, Safety
<p>Built Solid Construction, LLC Jazmin Roberts 561-723-9595 Jazmin_rbts@yahoo.com</p>	<p>S/M/WBE Black</p>	<ul style="list-style-type: none"> • Carpentry • Carpentry, Maintenance and Repair Services • Door Installation, Metal, Maintenance and Repair Services • Door Installation, Wood, Maintenance and Repair Services • Doors and Windows • Painting, Maintenance and Repair Services, Including Caulking • Remodeling and Alteration Services • Roofing, Gutters, and Downspouts Maintenance and Repair Services • Wall and Ceiling Maintenance, Repair and Replacement Services, Including Drywalling • Window, Metal, Installation, Maintenance and Repair Services • Window, Wood, Installation, Maintenance and Repair Services
<p>C Keys Live Sound and Lighting LLC Chester Campbell 561-704-6184 chester@ckeysnow.com</p>	<p>S/MBE Black</p>	<ul style="list-style-type: none"> • Amusement and Entertainment Services, Including Performing Arts Professionals and DJ Services • Audio Equipment and Accessories, Television (Microphones, Mixers, and Amplifiers) • Audio Media Duplicating Services, Including Cassettes, CD ROMs, Tapes, etc. • Audio Production Services • Audio Recording Services • Entertainment and Hospitality Equipment Rental or Lease • Lighting Systems, Complete • Sound Recording Studios



<p>CMSPLUMBINGCORP Suzie Pierre 561-969-0343 CMSPLUMBING123@comcast.net</p>	<p>S/MBE Black</p>	<ul style="list-style-type: none"> • Kitchen and Bathroom Fixture Repair (Not Plumbing): Bathtubs, Sinks, Cabinets, Countertops, etc. • Plumbing • Plumbing Equipment and Fixtures Maintenance and Repair • Plumbing Maintenance and Repair Services: Pressure Tapping Services, Pipe Freezes, Toilets, etc.
<p>CROCS, LLC John Fernandez 561-792-0737 jimfernandezkma@ATT.net</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Cleaning, Sewer Line • Maintenance and Repair of Sewers • Maintenance and Repair, Pipe Culvert • Video Scanning of Sewers, Water Wells, etc., Electronic
<p>Crowned Public Relations Courtney McKenzie Newell 561-444-8330 courtney@crownedmc.com</p>	<p>S/M/WBE Black</p>	<ul style="list-style-type: none"> • Advertising Consulting • Business Consulting • Communications Marketing Services • Consulting, Communications, Public Relations • Marketing Consulting • Marketing Service, Including Distribution, Public Opinion Surveys, Research, Sales Promotion, etc. • Party, Holiday, and Event Decorating and Planning Services • Social Media Management Services • Web Page Design, Maintenance and Management Services
<p>EW Consultants, Inc. Edward Weinberg 561-623-5475 eweinberg@ewconsultants.com</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Environmental Consulting • Permitting Services, Environmental • Wetland Delineations (Including Assessments)
<p>Frank's Mower Service, Inc. Colleen Auxier 561-689-6896 colleen@lawnmoverHQ.com</p>	<p>S/WBE</p>	<ul style="list-style-type: none"> • Blowers, Law, Power • Chain Saws • Edgers, Trimmers, and Weed Cutters • Engines, Motors, and Parts (for law equipment) • Garden Hand Tools, Including Sickles, Not otherwise classified • Generators, Portable, Engine Driven, Including Fog and Mist types • Generators, Stationary Type, Not Automotive • Lawn Equipment Maintenance and Repair • Lawn Mowers, Power, Heavy Duty Rotary Type, Including Self-propelled Types • Lawn Mowers, Power, Heavy Duty, Reel Type • Lawn Mowers, Power, Light Duty, Reel Type, Yard use • Lawn Mowers, Power, Light Duty, Rotary Type, Yard use • Lawn Mowers, Riding Type, Including Parts & Accessories
<p>Golf Professional Services, Inc. Mary-Lee Cobick 561-644-8445 mary-lee@golfproservices.org</p>	<p>S/WBE</p>	<ul style="list-style-type: none"> • Athletic Clothing • Golfing Equipment • Sports Professional Services
<p>Granata and Associates, Inc. Michael Granata 561-487-1189 mgranata@mgpe.net</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Air Conditioning, Heating and Ventilating Engineering • Mechanical Engineering
<p>Green Building Construction Corporation Mark Burch 561-747-9433 royburch@bellsouth.net</p>	<p>S/MBE Hispanic</p>	<ul style="list-style-type: none"> • Construction Management Services
<p>Gryffin's Talon, LLC dba ARCPPoint Labs of West Palm Beach Christian Mayer 561-420-0010 cmayer@arcpointlabs.com</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Alcohol and Drug Testing Services

<p>HSQ Group, Inc. Antonio Quevedo 561-392-0221 tony@hsggroupinc.com</p>	SBE	<ul style="list-style-type: none"> • Civil Engineering • Mapping and Geographical Information Systems (GIS) Services, Including Cartography and Surveying Services, Not Aerial
<p>JFO GROUP INC Juan Ortega 561-512-7556 Juan.Ortega@ifogroupinc.com</p>	S/MBE Hispanic	<ul style="list-style-type: none"> • Land Development and Planning Engineering • Mechanical Engineering • Structural Engineering • Traffic and Transportation Engineering • Traffic Consulting • Traffic Studies and Analysis Services • Transportation Consulting • Urban Planning Consulting
<p>Jezerinac Group, PLLC Eva Strickland 561-622-8585 EStrickland@jezerinacgroup.com</p>	SBE	<ul style="list-style-type: none"> • Engineering Consulting • Engineering Services, (Not Otherwise Classified) • Inspecting, Structural/Engineering • Structural Engineering
<p>Modernday Lighting Supply, Inc. Guillermo Garcia 561-316-2853 willie@moderndaylighting.com</p>	S/MBE Hispanic	<ul style="list-style-type: none"> • Control Devices, Lighting, Including Photocells, Multiple Relays, Lighting Contractors • Dimmers, Light • Ignition, Starting Aid, High Pressure Sodium, All Types • Lighting Fixtures, Indoor: All Kinds and Parts, Including Lampholders and Recycled Types • Lighting Fixtures, Outdoor: Floodlights, Spotlights, Yard Lights, and all other Weatherproof Fixtures, Except Streetlights, Including Recycled Types • Lighting Units, Emergency, Battery Operated; and Batteries • Lighting, Area, Pole or Standard Mounted, Parking Lots, etc. • Lighting, Solar Powered • Street and Highway Lighting Luminaries, Accessories and Parts
<p>Pinder Troutman Consulting, Inc. Andrea Troutman 561-296-9698 atrouman@pindertroutman.com</p>	S/WBE	<ul style="list-style-type: none"> • Highways; Streets; Airport Pay-Parking Lots-Engineering • Traffic and Transportation Engineering
<p>Poseidon Dredge & Marine, Inc. Karina Quiros 561-296-4991 pdm@pdmarineinc.com</p>	S/MBE Hispanic	<ul style="list-style-type: none"> • Construction Services, General Marine • Dredging Services
<p>PRIORITY TOWING, INC. Aaron Cocuzzo 561-533-5573 Prioritytow7305@bellsouth.net</p>	SBE	<ul style="list-style-type: none"> • Vehicle Towing and Storage
<p>REG Architects, Inc. Rick Gonzalez 561-659-2383 rick@regarchitects.com</p>	S/MBE Hispanic	<ul style="list-style-type: none"> • Architectural Services, Professional • Space Planning, Interior Design
<p>Rangeline Tapping Services, Inc. John Rakoczy 561-798-3224 kenya@rangeline.com</p>	SBE	<ul style="list-style-type: none"> • Construction, Utility and Underground Projects • Excavation Services • Maintenance and Repair, Utility and Underground Projects • Maintenance and Repair, Water System, Main and Service Line



<p>SLB General Contracting, LLC Steven L. Balogh 561-627-1944 linda@slbgeneral.com</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Blankets, Erosion Control • Clearing and Grubbing Services • Construction, General (Backfill Services, Digging, Ditching, Road Grading, Rock Stabilization, etc.) • Crushed Stone (Includes Riprap) • Excavation Services • Fencing and Accessories, Silt • Grading (Of Parking Lots, etc. – Not Road Building) • Hauling Services • Hydroseeding Services • Maintenance and Repair, Pipeline (Includes Removal and Relocation) • Maintenance and Repair, Sidewalk and Driveway (Including Removal) • Matting, Erosion Control
<p>The Airtex Corporation Keith J. Brown 561-683-3446 jbrown@airtexcorp.com</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Heating, Air Conditioning and Ventilation Maintenance, Repair and Installation Services • Sheet Metal, Fabricated, Custom-Made Sheet Metal Items
<p>The Valerin Group, Inc. Angel Streeter Gardner 561-886-8773 valeriec@valerin-group.com</p>	<p>S/WBE</p>	<ul style="list-style-type: none"> • Business Consulting • Communications Marketing Services • Graphic Arts Services (Not Printing) • Mail Consulting • Marketing Consulting • Marketing Services • Public Information Services • Public Relations Consulting • Social Media Management Services • Web Page Design, Maintenance and Management Services
<p>T.W.S. Fabricators, Inc. Thomas R. Gelthaus 954-983-9748 twsfab@aol.com</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Structures, Steel. (Furnishing, Fabricating, Transporting, Erecting & Painting Structural Steel Shapes & Plates, Steel & Iron Casting, Steel Forgings)
<p>Treecycle Land Clearing, Inc. Sean Casey 561-966-6095 scasey@treecycleinc.com</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Clearing and Grubbing Services • Erosion Control Services • Excavation Services • Mulch and Compost Production Services
<p>Whidden Surveying & Mapping, Inc. Thomas E. Whidden 561-790-5515 tom@whiddensurveying.com</p>	<p>SBE</p>	<ul style="list-style-type: none"> • Mapping and Geographical Information Systems (GIS) Services, Including Cartography and Surveying Services, Not Aerial • Surveyor Services, Land

*Index

- SBE = Small Business Enterprise
- WBE = Woman Business Enterprise
- MBE = Minority Business Enterprise



Resources for Your Business

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

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



www.pbcgov.com/osba



Palm Beach County
Board of County Commissioners

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Vicky Cronell, Administrative Secretary
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vcronell@pbcgov.org

Allen Gray, Manager
Voice: 561-616-6842, Fax: 561-616-6850
agray@pbcgov.org

Deirdre Kyle, Small Business Development Specialist I
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Angela D. Smith, Small Business Development Specialist II
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Angie Whitaker, Small Business Development Specialist II
Voice: 561-616-6849, Fax: 561-616-6850
awhitake@pbcgov.org

OSBA TEAM MEMBER, ALLEN GRAY



Providing counseling and support to individuals seeking to build their dreams of becoming successful entrepreneurs has been the full time position for Allen Gray over the last 25 years. As Manager of the Office of Small Business Assistance for Palm Beach County, Mr. Gray works on creating and implementing policies that encourage small business growth and development.

Through the Office of Small Business Assistance, Mr. Gray also provides guidance on business opportunities that exist with Palm Beach County and how business owners can position themselves to take advantage of some of the policies created to encourage local business participation.

Born and raised in Palm Beach County, Mr. Gray has seen the rapidly changing landscape within the County over the last 40 years. A proud alumnus of Oakwood University, where he earned a BA in Business Administration, Mr. Gray returned home to make an impact on his community.