



# The Enterprise

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The Mission of the Office of Equal Business Opportunity (OEBO) is to ensure that all local small businesses have an equitable opportunity to participate in the County's procurement process. Our purpose is to work with all County departments to provide support and technical assistance while promoting the economic growth, expansion and increased productivity of all small, minority and women owned business enterprises in accordance with the established ordinance, policies and procedures.

The OEBO aims to continually assist local S/M/WBEs to further improve their business capacity by increasing their presence within the Palm Beach County vendor pool through increased certifications within various commodity types. The OEBO has found that there is a significant deficit between the amount of certified S/M/WBE vendors providing goods/services within specific commodity areas and the demand of departments within Palm Beach County.

In order to remedy this deficiency, the OEBO will be providing information designed to inform the vendor community and the public of the current commodity codes that Palm Beach County uses to solicit contracts that currently lack sufficient S/M/WBE participation resulting in waivers of Affirmative Procurement Initiatives (APIs) being granted. While the County is not required to do so, we believe providing this information will foster full and open competition among all available vendors registered with Palm Beach County and encourage S/M/WBE vendors to pursue certification for the commodities where deficits are present.

The approved Waiver Lists will be posted every month on our website under Opportunities: <http://discover.pbcgov.org/oebo/Pages/Waiver-List.aspx>



## Palm Beach County Parks and Recreation Department

The Palm Beach County Parks and Recreation Department is committed to increasing opportunities for small, minority and women business owners. The Department works closely with the Office of Equal Business Opportunity to ensure as many qualified vendors as possible are fulfilling its purchasing needs. Recognized at the state and national levels for excellence in park and recreation management, the department operates more than 110 parks and recreational facilities and provides organized recreational programs and services for people of all ages and abilities. Understanding the department's mission and services will assist you in determining if you or someone you know are able to provide the Department with goods and services.



### Background

Parks and Recreation employs 590 permanent positions and has a general operating budget of about \$78 million. Their mission is to provide opportunities for healthy, happy living through award-winning parks, inclusive experiences and environmental stewardship. The department offers the widest possible range of leisure opportunities serving millions of park visitors each year. Services include:

- public safety;
- grounds maintenance;
- recreation programs;
- specialized facilities that include;
  - aquatic centers
  - community centers
  - nature centers
  - golf courses
  - fishing piers
  - equestrian centers
  - amphitheaters
  - athletic fields and courts
  - boating facilities
  - beaches
  - historical and cultural museums.



The department's core values focus on: a culture of teamwork by showing respect, trust, tolerance, fairness and a positive attitude toward co-workers in a diverse working environment; excellent customer service by meeting the needs of our community with healthy, happy living experiences through leadership, training, resource allocation, innovation and customer focus; demonstrating a high level of integrity and pride through open, honest and respectful communication with customers and co-workers, and providing quality recreational opportunities; and being fiscally responsible and accountable by providing sound fiscal policies and procedures, measuring and validating performance, and being good stewards of our resources.

## Opportunities

With the passage of the One Penny Sales tax, the Parks and Recreation Department was allocated approximately \$125 million that is being used to finance the renewal and replacement of many park amenities. Sales Tax projects moving forward this year include:

- Lake Lytal Pool replacement project;
- various park playground replacements;
- park pathway and parking lot repairs;
- athletic field renovations;
- sports lighting replacement;
- septic system replacements.



In addition to capital construction projects, in FY 2018 the Parks and Recreation Department spent over \$25 million in operating expenses. Items purchased include:

- \$850,000 in contractual services for grounds maintenance, janitorial services, and pest control;
- \$600,000 for recreational instructors;
- \$4.8 million in other contractual services including golf course management and maintenance contracts;
- \$350,000 in general operating supplies;
- \$175,000 in recreation supplies;
- \$200,000 in food and beverage resale items;
- \$175,000 in uniforms;
- \$82,000 in power and hand held tools;
- \$400,000 on insecticides and pesticides.

The Palm Beach County Parks and Recreation department wants to work with you. If you provide goods or services in the areas listed above or other park related commodities, please visit the Office of Equal Business Opportunity (OEBO) website at <http://discover.pbcgov.org/oebo> to learn how to become a certified vendor with Palm Beach County. For more information about Parks and Recreation Department purchasing opportunities, please visit <https://pbcvssp.co.palm-beach.fl.us/webapp/vssp/AltSelfService>. To learn about our parks, programs and services, please visit [www.pbcparcs.com](http://www.pbcparcs.com).

## Meet Veronica Vidal, Custom Cleaning and Management Services, Equal Business Opportunity Advisory Committee Member, Seat 2



Veronica Vidal is the Founder and CEO of Custom Cleaning and Management Services (CCMS), a Cleaning Contractor this year celebrating 15 years of doing business in South Florida, headquartered in Palm Beach County.

Immigrating from Argentina, she arrived in 2001 with a bachelor's degree in architecture and master's in Stage Design and Critic of Visual Arts, carrying her passion of creating and transforming space. With this skillset, Veronica has lead CCMS' growth and development from a small residential cleaning service to a full service enterprise including multiple commercial accounts, construction cleaning on small to large iconic projects with national general contractors, solar panel cleaning, high-rise solutions and ULTIMATE PREVENTION® sanitation solutions. Currently the company is working on the addition of robotics for its

operations as part of her tireless efforts searching for differentiation and innovation.

As a persistent entrepreneur, Ms. Vidal explained that part of the success resides in taking full advantage of the free training, education and certifications provided by incubator agencies for small businesses as well as certifications with various cities, counties, school boards and other federal agencies.

As the results of Ms. Vidal's forward thinking and positioning with colleagues as well as in the business communities, she has been granted distinguished opportunities with education in the areas of Leadership and Business Strategies at the Jim Moran Institute (Florida State University), Latino Entrepreneur Scaling Strategies (Stanford University), 10K Small Businesses (Goldman Sachs Foundation) and engaging new opportunities for 2020 with the Strategy and Negotiation Skills program at Harvard University.

Ms. Vidal currently serves on the Business Partnership Council for Palm Beach State College and the board of directors for the Puerto Rican Hispanic Chamber of Commerce, where she was recently appointed to be its representative in Washington, DC, for the small business legislature summit . She also serves on the board of directors for Florida Hispanic American Chamber of Commerce and the board of directors for the National Association of Women in Construction - Chapter Greater Palm Beach.

Veronica states that her mission is to help strengthen the participation of Hispanic and women-owned businesses in the community. She believes that providing education along with real and meaningful opportunities are key for expanding the footprint of these businesses that will enhance the process of building bright, prosperous and advancements in the communities.

Based on her beliefs, she is a proud Advisory Committee Member Seat # 2 "Certified Hispanic Business Owner " - for the Office of Equal Opportunity in Palm Beach County supporting its office mission to promote a discrimination-free quality of life for Palm Beach County residents through educating and advocating a policy of nondiscrimination and enforcing local, state and federal civil rights laws.

## 2019 Business MatchMaker Conference and Expo

History was made last month at the 2019 Business MatchMaker Conference and Expo. This was the first time the title sponsor of the conference was a Palm Beach County small business, **Robling Architecture Construction, Inc.** The other historical event was our Mistress of Ceremony AND Key Note Speaker, **Ms. Kitty Lundan**, a local motivational speaker and song writer. She reminded us to “Mind Your Business.”



The Palm Beach Partners hosted its 13th Annual Business MatchMaker Conference and Expo on September 20 at the Kravis Center for the Performing Arts and included over 300

attendees and 35 corporate sponsors. The Expo included several workshops on upcoming business opportunities for small business and how lending institutions evaluate companies applying for funding.

Over 20 public and private organizations participated in PowerTalks, where SBEs were able to meet with procurement decision makers. During the 15 minute appointment, SBEs were able to introduce their company and services and learn about contracting opportunities.



The afternoon ended with the Spotlight on Vendors Awards:

- Corporate Partner of the Year - The Morganti Group, Inc.
- Minority/Women Business Enterprise (M/WBE) of the Year - Top Shelf Events, LLC d/b/a Top Shelf Gourmet
- Small Business Enterprise (SBE) of the Year - RGD & Associates, Inc. d/b/a RGD Consulting Engineer
- Disadvantaged Business Enterprise (DBE) of the Year - All-Site Construction, Inc.
- Advocate of the Year - Valley Bank



The **Office of Equal Business Opportunity** was proud to receive the **Regional Resource Partner of the Year**.



# KVLMEDIA

PHOTOGRAPHY, VIDEO, & MARKETING



KVLmedia is a digital marketing agency focusing on photography and video to help small businesses and non-profit organizations get more attention to increase their bottom line. KVLmedia is a Palm Beach County Certified Minority Owned Small Business.

Creative entrepreneur and budding media mogul, Kevin Lawson, founded KVLmedia to fulfill the need for people and brands to tell their stories through photo, video & marketing. He obtained a bachelor's degree in marketing from The University of Central Florida and a master's degree from Full Sail University. After living in Orlando for several years, Kevin decided to return to his hometown to build his business and support the community around him, but not before spending a year traveling the world. In 2018, he opened a photography/video studio in West Palm Beach.

Through his experience, he designed a four-step plan that has helped businesses create brand awareness called the **I.D.E.A. Blueprint**. He recognized that businesses needed more than pretty pictures and good looking video to get more clients and increase their revenue.

This process develops an **IDENTITY** report that outlines why a company is unique, the benefits of its product/service, and the target market. Next, a **DISTRIBUTION** strategy that connect the brand with an audience via social media, print, and in person networking. Then, they focus on storytelling by entertaining, empowering, and educating the viewers with **ENGAGING** content. Finally, they spell out an **ACQUISITION** strategy to help brands gain and maintain customers and get the best return on their investment.

Under the KVLmedia umbrella, he has established several other brands:

- **KVLmedia Studio** is a place for local photographers, filmmakers, and entrepreneurs to produce exceptional visual content.
- KVLmedia's signature service is **Headshot Happy Hour**, where they've provided quality headshots to 100s of local professionals, entrepreneurs and government agency employees.
- **Model Crashers** matches influencers with brands to grow their business across social media platforms.

KVLmedia appreciates the Office of Equal Business Opportunity staff for being overwhelmingly helpful and resourceful. The best part has been the community of entrepreneurs and small business owners that OEBO brings together.

# What's Happening

<u>DATE</u>	<u>TIME</u>	<u>EVENT</u>
Oct. 8	1:00 p	SBA Webinar: Avoid Being Suspended and Debarred from Working with the Federal Government, <a href="https://www.links.govdelivery.com">Register [links.govdelivery.com]</a>
Oct. 9	11:00 a - Noon	SBE Webinar: Financial Management for Small Business <a href="https://www.eventbrite.com/e/webinar-financial-management-for-small-business-tickets-73457099161">https://www.eventbrite.com/e/webinar-financial-management-for-small-business-tickets-73457099161</a>
Oct. 10	8:00 a - Noon	A Time for Education and Engagement School District of Palm Beach County - Hispanic Heritage Month Fulton-Holland Educational Services Center 3300 Forest Hill Blvd., West Palm Beach
Oct. 23	5:15 p - 7:30 p	PrimeTime with Song + Associates Vista Zoning Chambers 2300 N. Jog Street, West Palm Beach
Nov. 7	3:00 p - 6:00 p	A Tour of Procurement and Purchasing Departments in Palm Beach County School District of Palm Beach County - Tour de Palm Beach Fulton-Holland Educational Services Center 3300 Forest Hill Blvd., West Palm Beach
Nov. 25	Noon - 1:00 p	Making Sense of Investing, Financial Literacy for Small Businesses School District of Palm Beach County - Lunch & Learn Fulton-Holland Educational Services Center 3300 Forest Hill Blvd., West Palm Beach



## ***Construction Management Development Program***

**Solid Waste Authority Equal Business Opportunity Office, FDOT and CEI**

**invite you to attend a Live-Four Day Business Development Training Course!**

**Small/Minority/Women and Disadvantaged Business Enterprises will receive FDOT Assistance with:**

**State Certification - DBE Bid Matching - Business Development**

**Training - Bonding - Financing - Marketing and More!**

Dates:	Time:	Location:
Oct. 3, 2019	9:00 am - 4:30 pm	Solid Waste Authority's (SWA)
Oct. 10, 2019	9:00 am - 4:30 pm	Lantana Transfer Station Multi-Purpose Building
Oct. 17, 2019	9:00 am - 4:30 pm	6250 High Ridge Road
Oct. 24, 2019	9:00 am - 4:30 pm	Lantana, FL 33462

Register Now!! (Seating is Limited) <https://cmdp-bgp.com/enrollment-form-lantana>



## Information Systems Services

**Information Systems Services (ISS)** serves as the primary information technology (IT) support agency for most of the departments reporting to the Board of County Commissioners, as well as the independently elected constitutional officers of Palm Beach County. ISS is also a growing service provider to non-County agencies (government, education, health care and nonprofit) in the areas of network connectivity, internet service, data center colocation, hosting services, and document scanning. Internet access to County information, services, and systems have expanded the Department's customer base to include not only County employees, business partners, taxpayers, and citizens, but also the public at large.

Palm Beach County Information Systems Services (ISS) serves as an important partner in the promotion of Small, Minority and Women-Owned Business Enterprise (S/M/WBE) participation in county government business. Below are some of the services which ISS provides that helps the OEBO accomplish its mission.

### 1. Application Services

- a. Partners with the EBO Office in acquiring, through purchase or in-house development, specialized software applications that support the business operations.
- b. Provide maintenance and support of the award-winning EBO public website.
- c. Develop vital business outreach surveys.
- d. Develop and support the department essential software applications for the EBO Office.
- e. EBO Vendor Portal and Administration System for online vendor S/M/WBE certification, renewal, and participation compliance.
- f. Vendor Search Directory for searching EBO certified vendors and their commodities/services.
- g. CINEMA for scanning, indexing, storing and retrieving of OEBO documents in digitized form.

### 2. Network Services

- a. Assures cost-effective, high-speed, stable network and communications environment interconnecting the EBO Office with other Palm Beach County agencies, constitutional offices, other local and state government agencies, and the public.
- b. Maintains converged voice and data networks via Voice over IP (VoIP) solutions to deliver modern communications functions and control costs.

### 3. Platform Services

- a. Maintains critical OEBO enterprise systems that include application and database hosting, desktop support, data storage and recovery, a comprehensive security program; operation of a 24x7 enterprise-wide help desk, network printing, and providing web access to employees, citizens and business partners.
- b. Provide technical support at periodic EBO outreach events.

### 4. Finance and Administration Services.

- a. Assists with the procurement and warranty servicing of OEBO IT equipment.



## Become Pre-Qualified!!!

Pre-qualification contracts are a great opportunity for new or existing vendors to bid smaller projects in order to become familiar with the County's processes and to establish a solid working relationship with the County!

A pre-qualification contract is a contract that includes minimum qualifications (e.g., references, licenses, experience, etc.) required from the vendor in order for them to become pre-qualified on a contract for goods and/or services where two or more qualified vendors compete for specific projects. The County will add vendors to the pre-qualification contract at any time as long as the vendor meets the minimum qualifications stated in the pre-qualification package. Purchases solicited through a pre-qualification contract are generally under \$100,000.

Palm Beach County's Purchasing and Facilities Development & Operations Departments have an assortment of pre-qualification contracts available for a variety of different services that are utilized by multiple departments within Palm Beach County. Below is a list of some of the pre-qualification contracts available that can be found at <https://pbcvssp.co.palm-beach.fl.us/webapp/vssp/AltSelfService>:

### Goods and/or Services

- Auto Body Repair and Painting Services
- Caulking, Sealing & Patching Services
- Electrical Supplies and Equipment, Purchase Of
- Fuel System Equipment Repair Services
- Lumber, Purchase Of
- Moving Services
- Painting Services
- Pressure Cleaning Services
- Window/Door, Glass, Repair and Replacement Services
- Window and Glass Surface Cleaning Services
- Window Treatments, Repair, Replace and/or Installation Services

### Construction

- Asphalt
- Demolition
- Electrical
- Sportsfield Lighting
- Flooring
- HVAC
- Indoor Air Quality
- Low Voltage
- Minor Construction
- Overhead Doors
- Painting
- Plumbing
- Roofing

*Suggestion: Since there can be many solicitations advertised at one time, an easy way to find the above solicitations is to type a word ("Painting," Pressure Cleaning," etc.) in the Keyword Search tab to locate the solicitation faster with less selections to scroll through.*

Keyword Search :

Go

## Palm Beach County Libraries Small Business Research



**AtoZdatabases** - Online directory providing access to millions of residences and businesses. Detailed business records contain lists of executives, financial information, public filings and even news articles.

*Great for small business information that you cannot find anywhere else. Competitive information, marketing and contact information.*

**Demographics Now** - Demographic data that allows business owners to build business and marketing plans. Can map out areas to look for demographics.

**Foundation Directory Online (FDO)** - *For Nonprofits – Access in Library Only*

Information about philanthropy worldwide. \*Only available at the Main Library, Jupiter Branch, Hagen Ranch Road Branch, and Belle Glade Branch.

**SimplyAnalytics** - SimplyAnalytics is a mapping, analytics, and data visualization application that makes it easy to create interactive maps and reports using thousands of demographic, business, and marketing variables.

**Small Business Resource Center** - Comprehensive resource that covers all major areas of starting and operating a business.

*Database has a “How to” list of the most asked questions by small business owners and/or would-be entrepreneurs.*

### General Business Information Resources

**Gale Business Insights: Essentials** - Business resource that delivers company and industry information, articles, and statistical data.

**Gale Directory Library** - Directories in Print, Gale Directory of Publications and Broadcast Media, and the Encyclopedia of Associations.

**General Business File ASAP** - Business content from a combination of broker research reports, trade publications, newspapers, journals and company directory listings.

How to Start a Small Business  
How to Write a Business Plan  
How to Buy a Business  
How to Sell a Business

How to Finance Your Business  
How to Market or Advertise Your Business  
How to Grow Your Business How to Locate  
and Expand Your Business

**Legal Forms** - Legal forms including State, Federal, Business, Personal, Real Estate, and General Forms, as well as a wide variety of business letters.

**LexisNexis Library Express** - Federal & state court cases; statutes, codes and regulations; company information for 43 million businesses; news coverage including 1200 newspapers, 300 magazines and journals, and broadcast transcripts. Note: Newspaper and business information is accessible outside the library – legal content is available in-library only.

**Ask the Business Librarian** - Business Librarian assists business owners/entrepreneurs – able to guide them through how to access and use library resources.

# Welcome Small/Minority/Women Business Enterprises!

S/M/WBE Firms Certified or Recertified between July 1 and September 30, 2019

1 <sup>st</sup> National Outsourcing Property Maintenance Service I Fred Bertrand 561-723-7954 <a href="mailto:Ffb005@yahoo.com">Ffb005@yahoo.com</a>	S/MBE* Black	<ul style="list-style-type: none"> <li>• Roadside, Grounds, Recreational And Park Area Services</li> <li>• Grounds Maintenance: Mowing, Edging, Plant, Not Tree Trimming, etc.</li> <li>• Landscape Maintenance Services</li> <li>• Mowing Services with Field Tractor</li> <li>• Landscaping, Including Design, Fertilizing, Planting, etc., Not Grounds Maintenance or Tree Trimming Services</li> <li>• Fertilizing Services, Lawn and Grounds</li> <li>• Roadside Maintenance Services, Including Mowing, etc.</li> </ul>
A Quality Bushog Services, Inc. Naomi Pellicone 561-333-7777 <a href="mailto:aqualitybushog@comcast.net">aqualitybushog@comcast.net</a>	SBE	<ul style="list-style-type: none"> <li>• Grounds Maintenance: Mowing, Edging, Plant, Not Tree Trimming, etc.</li> </ul>
All Keyed Up, Inc. Tim Hill 561-364-4255 <a href="mailto:service@allkeyedupinc.com">service@allkeyedupinc.com</a>	SBE*	<ul style="list-style-type: none"> <li>• Mounting Hardware, Automotive: Laptops, GPS, Cameras, Electronic Devices, etc. Automotive</li> <li>• Portable Safe/Money Cart</li> <li>• Safes, Vaults, and Night Depository Boxes, Including Parts and Accessories</li> <li>• Locks, Key Blanks, and Locksmith Tools, Including Time Locks</li> <li>• Locksmith Services</li> </ul>
American Custom Modular, Inc. Michael Moore 561-748-0704 <a href="mailto:Michael@AmericanCustomModular.com">Michael@AmericanCustomModular.com</a>	SBE*	<ul style="list-style-type: none"> <li>• Office Buildings, Modular and Portable</li> </ul>
Betsy Lindsay, Inc. Rene Hankins 561-575-5275 <a href="mailto:rhankins@betsylindsay.com">rhankins@betsylindsay.com</a>	S/WBE	<ul style="list-style-type: none"> <li>• Surveyor Services, Land</li> <li>• Mapping &amp; Geographical Information Systems (GIS) Services</li> </ul>
Clear Vue Laser Eye Center Dr. Monique Barbour 561-432-4141 <a href="mailto:monique.barbour@ymail.com">monique.barbour@ymail.com</a>	S/M/WBE* Black	<ul style="list-style-type: none"> <li>• Cleaners and Wipes, Eye Glass</li> <li>• Eye Glasses Including Sunglasses, Including Frames, Cases, Parts, etc.</li> <li>• Medical Consulting</li> <li>• Optical Equipment Maintenance and Repair</li> <li>• Optician/Optomterical Services (Non-Physician)</li> <li>• Professional Medical Services: Physician, Pharmacists, and All Specialties</li> </ul>
Commercial Cooling Concepts, Inc. Jessica Butkiewicz 561-863-2221 <a href="mailto:commercialcoolin@bellsouth.net">commercialcoolin@bellsouth.net</a>	SBE*	<ul style="list-style-type: none"> <li>• Air Conditioners: Commercial, and Parts and Accessories</li> <li>• Air Conditioning and Heating Systems, Window and Wall Mounted, Ductless, Including Parts and Accessories</li> <li>• Air Conditioning and Heating Central Air Systems, Including Parts and Accessories</li> <li>• HVAC Equipment, Accessories and Supplies</li> <li>• Heating, Air Conditioning, and Ventilation Maintenance, Repair and Installation Services</li> <li>• Duct Work Installation</li> <li>• Heating, Ventilating and Air Conditioning (HVAC)</li> </ul>
Construction Solutions of the Palm Beaches, LLC d/b/a CSI John Azzara 561-337-7793 <a href="mailto:jazzara@csipbc.com">jazzara@csipbc.com</a>	SBE*	<ul style="list-style-type: none"> <li>• Doors and Windows</li> <li>• Finishes: Flooring, Wall and Ceiling, etc.</li> <li>• Carpet/Flooring Installation and/or Removal Services</li> <li>• Flooring</li> <li>• Stucco</li> </ul>



<p>Crain Atlantis Engineering, Inc.          Andrew Capellini          954-917-0411  <a href="mailto:aac@crainatlantis.com">aac@crainatlantis.com</a></p>	<p>SBE*</p>	<ul style="list-style-type: none"> <li>• Architect Services, Professional</li> <li>• Architectural Services, Professional</li> <li>• Buildings - Architectural Design</li> <li>• Design Build Services</li> <li>• General Construction - Architectural</li> <li>• Heating; Ventilating; Air Conditioning - Architectural Services</li> <li>• Designing Services</li> <li>• Design / Bid Contingency</li> <li>• Architectural Consulting</li> <li>• Engineering Consulting</li> <li>• Civil Engineering</li> <li>• Civil Engineering Services, General</li> <li>• Electrical/Mechanical Engineering</li> <li>• Electrical Engineering</li> <li>• Facilities Design Services, Engineering</li> <li>• Inspecting, General/Engineering</li> <li>• Engineering Services, Inspection</li> <li>• Inspecting, Structural/Engineering</li> <li>• Mechanical Engineering</li> <li>• Roofing, Engineering</li> <li>• Structural Engineering</li> <li>• Value Engineering and Value Analysis Services, Professional</li> </ul>
<p>Custom Cleaning and Management Services Corp          d/b/a CCMS          Veronica Vidal          561-746-2700  <a href="mailto:ccservices_corp@MSN.com">ccservices_corp@MSN.com</a></p>	<p>S/M/WBE          Hispanic</p>	<ul style="list-style-type: none"> <li>• Janitorial/Custodial Services</li> </ul>
<p>E &amp; N Construction, Inc.          Estrella Maligsa          561-795-4007  <a href="mailto:enconst@msn.com">enconst@msn.com</a></p>	<p>S/M/WBE          Asian</p>	<ul style="list-style-type: none"> <li>• Clearing and Grubbing Services</li> <li>• Excavation Services</li> <li>• Paving/Resurfacing, Highway and Road</li> <li>• Paving/Resurfacing, Street (Major and Residential)</li> </ul>
<p>Elite Removal Services, Inc.          Griselle Young          561-493-0281  <a href="mailto:eliteremoval@yahoo.com">eliteremoval@yahoo.com</a></p>	<p>S/M/WBE          Hispanic</p>	<ul style="list-style-type: none"> <li>• Removal and Pickup of Dead Bodies</li> </ul>
<p>Erica Thompson d/b/a DeMarcos Lawn Services          Erica Thompson          561-628-9214  <a href="mailto:demarcoslawnservice@gmail.com">demarcoslawnservice@gmail.com</a></p>	<p>S/M/WBE*          Black</p>	<ul style="list-style-type: none"> <li>• Sod, Grass</li> <li>• C.I.P., Landscaping</li> <li>• Landscaping Consulting</li> <li>• Tree and Shrub Removal Services</li> <li>• Grounds Maintenance: Mowing, Edging, Plant, Not Tree Trimming, etc.</li> <li>• Landscaping, Including Design, Fertilizing, Planting, etc., Not Grounds Maintenance or Tree Trimming Services</li> <li>• Tree Trimming and Pruning Services</li> </ul>
<p>Fyrewall, Inc.          Eisherat Butt          561-506-9895  <a href="mailto:fyrewallinc@gmail.com">fyrewallinc@gmail.com</a></p>	<p>S/WBE*</p>	<ul style="list-style-type: none"> <li>• Guard and Security Services</li> </ul>

<p>MAR Green Resources, LLC          Kriss Ramroop          561-791-6298  <a href="mailto:sales@margreenresources.com">sales@margreenresources.com</a></p>	<p>S/MBE*          Asian</p>	<ul style="list-style-type: none"> <li>● Fertilizer Distributors, Dry, Commercial</li> <li>● Phosphates, Inorganic</li> <li>● Sulfates, Inorganic</li> <li>● Surfactants, Anionic: Organic Phosphates, Sulfates, Sulfonates, etc.</li> <li>● Fertilizers and soil conditioners</li> <li>● Additives and Supplements, Fertilizer</li> <li>● Blended or Dry Mix Fertilizer, Commercial</li> <li>● Fertilizer Combined with Fungicide and/or Insecticide</li> <li>● Fertilizer, Tree and Shrub, Spikes, Tablets, etc.</li> <li>● Fertilizers, Liquid, All Types (Except Anhydrous Ammonia)</li> <li>● Pesticides and chemicals: agricultural and industrial</li> <li>● Insecticides and Fungicides, Dry</li> <li>● Liquid Formulation Herbicides</li> <li>● Fertilizer and Soil Conditioner Products</li> </ul>
<p>Metco Services Southeast, LLC          Rosana Santos          561-653-8223  <a href="mailto:rsantos@metcosoutheast.com">rsantos@metcosoutheast.com</a></p>	<p>S/MBE          Asian</p>	<ul style="list-style-type: none"> <li>● Engineering Services, Non-Licensed</li> <li>● Electrical Engineering</li> <li>● Electrical/Mechanical Engineering</li> <li>● Mechanical Engineering</li> <li>● Waste Water Treatment Engineering</li> </ul>
<p>Miami View of South Florida          Kristi Vick          561-272-2223  <a href="mailto:k.vick@multivista.com">k.vick@multivista.com</a></p>	<p>S/WBE</p>	<ul style="list-style-type: none"> <li>● Aerial Photogrammetry Services</li> <li>● Aerial Photography</li> <li>● Photography, Not Including Aerial Photography</li> <li>● Video Recording</li> <li>● Photographic Equipment, Not Including Graphic Arts, Microfilm, and X-Ray, Maintenance and Repair</li> </ul>
<p>Miranda &amp; Sons Environmental, Inc. d/b/a          Miranda Exterminating          Isabel Miranda          561-793-3245  <a href="mailto:FredMiranda@mirandaexterminating.com">FredMiranda@mirandaexterminating.com</a></p>	<p>S/MBE          Hispanic</p>	<ul style="list-style-type: none"> <li>● Pest Control Services: Termite Inspection and Control, Bird Proofing, Animal Trapping, Rodent Control, Exterminating and Fumigation</li> <li>● Pest Control, Other Than Buildings, Including Spraying Trees and Shrubs</li> </ul>
<p>Odums, Inc. d/b/a Odums Potting Soil          P.W. Odums          561-333-7416  <a href="mailto:odumstopsoil@bellsouth.net">odumstopsoil@bellsouth.net</a></p>	<p>S/MBE          Black</p>	<ul style="list-style-type: none"> <li>● Mulch, Wood</li> <li>● Aggregate Base, Stone</li> <li>● Sand and Gravel</li> <li>● Sand, Concrete</li> <li>● Sand, Fill</li> </ul>
<p>Omni Telecommunications, Inc.          Lea Ann Hazi          561-296-9797  <a href="mailto:leaann@telomni.com">leaann@telomni.com</a></p>	<p>SBE</p>	<ul style="list-style-type: none"> <li>● Cabinets for Data, Frames, Runway, Cable Management, Raceway, Wire Mesh or Basket Tray, Interduct, Telecom Closets</li> <li>● Cable, Copper, Cat. 5E, 6, 6E, 7 8 etc., Including Interconnecting Components and Accessories</li> <li>● Cable, Fiber Optic w/Interconnecting Components and Accessories</li> <li>● Communications: Networking, Linking, Fiber Modems, Power Over Ethernet, Wireless</li> <li>● Communication Systems, Integrated, Including Telephone, Clock, Intercom, etc.</li> <li>● Consoles and Racks, Security</li> <li>● Emergency Radio/Telephone Systems, 411, 911 etc., Dispatch</li> <li>● Telecommunication, Internet Protocol, Network Monitoring, Surveillance, Intrusion Detection Systems and Networking Products</li> <li>● Telecommunication Parts and Accessories (Not Otherwise Classified)</li> <li>● Parts and Accessories, Telecommunication (Brand Listed or Equal)</li> <li>● Wire and Cable, Telecommunication (Not Otherwise Classified)</li> <li>● Call Answering Telephone Systems, High Volume</li> <li>● Call Answering Telephone Systems, Low Volume</li> </ul>



<p>Omni Telecommunications, Inc. Lea Ann Hazi 561-296-9797 <a href="mailto:leaann@telomni.com">leaann@telomni.com</a></p>	SBE	<ul style="list-style-type: none"> <li>• Telephone Dialing and Answering Apparatus</li> <li>• Telephone Equipment Parts and Accessories (Not Otherwise Classified)</li> <li>• Telephone Systems, 2-60 Stations</li> <li>• Telephone Systems, Over 60 Stations</li> <li>• Videophone Devices, Equipment and Accessories</li> <li>• Telephone Services, Includes Installation, Moves, Changes, Adds, Programming, Removal, Training, etc., Including Pay Telephones</li> <li>• Wiring Services, Data and Voice</li> <li>• Telecommunications Consulting</li> <li>• Radio, Telecommunications, Telephone Equipment, Including 911 Systems and Facsimile Transceivers, Maintenance and Repair</li> <li>• Cable Construction, Installation and Maintenance, Fiber Optic, Communication, Computer, etc.</li> </ul>
<p>Overland Construction Company, Inc. James David Giles 561-683-3210 <a href="mailto:overlandconst@aol.com">overlandconst@aol.com</a></p>	SBE*	<ul style="list-style-type: none"> <li>• Construction, Sidewalk and Driveway (Includes Pedestrian and Walkways)</li> <li>• Construction, Vertical, Concrete, Pour-In-Place, Form/Place</li> <li>• Construction, Concrete, Pour-In-Place, Form, Place, Finish</li> <li>• Concrete</li> <li>• General Construction: Management, Scheduling, Cost Estimation</li> </ul>
<p>plus 1 PR LLC Holly Finch 561-317-2778 <a href="mailto:hfinch@plus1-pr.com">hfinch@plus1-pr.com</a></p>	S/WBE*	<ul style="list-style-type: none"> <li>• Communications and Media Related Services</li> <li>• Advertising Agency Services</li> <li>• Public Relations Services</li> <li>• Communications Marketing Services</li> <li>• Conference Coordinating and Planning Services</li> <li>• Newspaper and Publication Advertising</li> <li>• Public Information Services, Including Press Releases</li> <li>• Outreach Services</li> <li>• Public Awareness Programs</li> <li>• Consulting Services</li> <li>• Advertising Consulting</li> <li>• Business Consulting, Small</li> <li>• Communications: Public Relations Consulting</li> <li>• Mail Consulting Services</li> </ul>
<p>Ralph Della-Pietra, Inc. Ralph Della-Pietra 561-745-8555 <a href="mailto:ralph@rdpconst.com">ralph@rdpconst.com</a></p>	SBE*	<ul style="list-style-type: none"> <li>• Acoustical Ceilings and Walls: Cleaning, Installation, Resto</li> <li>• Masonry, Concrete, and Stucco Maintenance, Finishing, and Re</li> <li>• Wall and Ceiling Repair and Replacement Including Drywalling</li> <li>• Masonry</li> </ul>
<p>Sea Diversified, Inc. William Sadler 561-243-4920 <a href="mailto:wts@seadiversified.com">wts@seadiversified.com</a></p>	SBE	<ul style="list-style-type: none"> <li>• Engineering Consulting</li> <li>• Mapping Services, Digitized, Cartography</li> <li>• Environmental Engineering</li> <li>• Ocean Engineering Services</li> <li>• Surveyor Services, Land</li> <li>• Marine Survey Services: Sonar Radar, Location/Recovery of Sunken Objects, etc.</li> <li>• Global Positioning Systems Surveying Services</li> <li>• Mapping &amp; Geographical Information Systems (GIS) Services</li> </ul>
<p>Statewide Land Title, Inc. Bill Jackson 561-762-0994 <a href="mailto:bill@SLTI.net">bill@SLTI.net</a></p>	SBE	<ul style="list-style-type: none"> <li>• Escrow and Title Services</li> </ul>
<p>Talbot Painting, Inc. Donald Talbot 561-748-2575 <a href="mailto:tpifl@bellsouth.net">tpifl@bellsouth.net</a></p>	SBE	<ul style="list-style-type: none"> <li>• Adhesives, Epoxy, General Purpose</li> <li>• Painting, Maintenance and Repair Services, Including Caulking</li> <li>• Painting Services</li> <li>• Painting and Wallpapering</li> </ul>

<p>TNT Lawn Executives LLC Matthew Bartholome 561-302-6575 <a href="mailto:tntlawnexecutives@gmail.com">tntlawnexecutives@gmail.com</a></p>	<p>S/MBE* Black</p>	<ul style="list-style-type: none"> <li>• Landscaping Consulting</li> <li>• Grounds Maintenance: Mowing, Edging, Plant, Not Tree Trimming, etc.</li> <li>• Mowing Services with Field Tractor</li> <li>• Landscaping, Including Design, Fertilizing, Planting, etc., Not Grounds Maintenance or Tree Trimming Services</li> <li>• Roadside Maintenance Services, Including Mowing, etc.</li> </ul>
<p>Triumph Marketing, Inc. d/b/a Signarama North Palm Beach Lisa Marder 561-845-7339 <a href="mailto:lisa@sar-npb.com">lisa@sar-npb.com</a></p>	<p>S/WBE*</p>	<ul style="list-style-type: none"> <li>• Decals and Stamps</li> <li>• Decals, Pressure Sensitive Adhesive</li> <li>• Windshield Decals, Not Numbered</li> <li>• Windshield Decals, Numbered</li> <li>• Letters and Numerals, Sign (To Include Logos)</li> <li>• Signs, American Disability Act (ADA)</li> <li>• Signs, Magnetic</li> <li>• Sign Making Services</li> </ul>
<p>Utility Supply Associates, Inc. William Potts 561-493-9900 <a href="mailto:sales@utilitysupplyassociates.com">sales@utilitysupplyassociates.com</a></p>	<p>SBE</p>	<ul style="list-style-type: none"> <li>• Meter Boxes and Concrete Pull Boxes</li> <li>• Boxes, Ground, Reinforced Polymer Concrete</li> <li>• Gaskets, Meter, Paper Fiber</li> <li>• Gaskets, Meter, Rubber Composition</li> <li>• Bolts, T-Head</li> <li>• Pipe, Ductile Iron</li> <li>• Pipe, PVC (Polyvinyl Chloride)</li> <li>• Bends, Ductile Iron, Mech. Joint</li> <li>• Caps, Ductile Iron, Mech. Joint End</li> <li>• Couplings, Brass, Straight</li> <li>• Couplings, Brass, Meter</li> <li>• Glands Follower ,Ductile Iron, Mechanical Joint</li> <li>• Glands, Retainer, Ductile Iron, Mechanical Joint</li> <li>• Saddles, Service, I.P.S.,F.I.P.</li> <li>• Sleeves, Ductile or Gray Iron, Mechanical Joint</li> <li>• Tubing Fittings (Brass, Bronze, and Copper)</li> <li>• Tubing Fittings (Plastic, PVC)</li> <li>• Tees, Ductile Iron, Mechanical Joint</li> <li>• Fittings, Pipe, Ductile Iron, Gaskets</li> <li>• Cement, PVC</li> <li>• Cleaners, for PVC Pipe &amp; Conduit, Clear, In Screw on Cans, Brush</li> <li>• Bolts, Water Pipe, Mechanical Joint Access W/Nut</li> <li>• Clamps, Pipe Repair Full Circle, Stainless Steel, for Asbestos</li> <li>• Clamps, Pipe Repair, Full Circle, Stainless Steel/Cast Iron</li> <li>• Corporation Stops</li> <li>• Curb Stops, Including Parts &amp; Accessories</li> <li>• Valves, Brass and Copper</li> <li>• Valves, Bronze: Angle, Ball, Check, Gate, Globe, etc.</li> <li>• Valves, Iron Body: Angle, Check, Gate, Globe, etc.</li> <li>• Valves, Plastic: Ball, Check, Diaphragm, Globe, etc.</li> <li>• Valves, Air Release</li> <li>• Frames &amp; Cover Sets, Manhole</li> <li>• Meter Boxes, Meter Vaults, and Valve Boxes</li> <li>• Boxes, Valve, Cast Iron &amp; Parts</li> </ul>
<p>Williamson Dacar Associates, Inc. Ted Williamson 727-725-0951 <a href="mailto:wda@williamsondacar.biz">wda@williamsondacar.biz</a></p>	<p>SBE*</p>	<ul style="list-style-type: none"> <li>• Architectural Services, Professional</li> <li>• Structural Engineering</li> </ul>

Index

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

Office of Equal Business  
Opportunity  
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West Palm Beach, FL 33415



[www.pbcgov.com/oebo](http://www.pbcgov.com/oebo)



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Dave Kerner, Vice Mayor  
Hal R. Valeche  
Gregg K. Weiss  
Robert S. Weinroth  
Mary Lou Berger  
Melissa McKinlay

**County Administrator**  
Verdenia C. Baker

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## FINANCIAL ANALYST II, KENISHA JAMES

Kenisha is a United States Army veteran that served our country for over nine years. While in the Army, Kenisha graduated from Strayer University with a bachelor's degree in business administration. She also has an entrepreneurial spirit and owned an Inclusive Child Care Center from 2007 to 2010. After leaving the military and selling the childcare center, she became employed by Palm Beach County as an Economic Sustainability Specialist with the Department of Children and Families; a Financial Specialist with the Department of Housing and Economic Sustainability's Fiscal department; and then joined the Office of Equal Business Opportunity as a Financial Analyst II. Kenisha is committed to working in the public sector as a way of continued service and positively impacting her community.

