

Meet Charles County



LOCAL ADVANTAGES...REGIONAL ASSETS

Overview

Small Local Business Enterprise (SLBE) Program

Presented by:

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Purchasing Division
Department of Fiscal and Administrative Services

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Purpose of the SLBE Program

- **Promote the purchasing of goods and services from qualified small local business enterprises (SLBE) located in Charles County, Maryland**
- **Create a positive impact on the growth and prosperity of SLBE firms and the economy of Charles County through increased use of SLBE businesses by Charles County Government (CCG)**
- **Promote the development and encouragement of SLBE and minority owned business participation in the CCG procurement process**

Major Milestones

- **Participated in numerous vendor outreach events and speaking engagements**
- **Established contact with over 75 organizations**
- **Reached out to over 1,500 small, local and minority owned businesses of which 114 have registered with the SLBE program and 85 are in the pending status**
- **Provided technical assistance to over 300 small, local, and minority-owned businesses**
- **Conducted three (3) SLBE certification seminars**

Business Eligibility

- **Be a for-profit business, independently owned, and not a broker or subsidiary**
- **Be a certified participant in the State of Maryland's Small Business Reserve Program**
- **Have its headquarters located in Charles County; or**
- **Have 25% percent of its full-time equivalent employees residing in Charles County; or,**
- **Have a satellite office in Charles County that generates at least 25% percent of the company's annual gross sales**

Certification Process

- **Be** certified in the Maryland Small Business Reserve (SBR) Program
- **Application** – Submit complete SLBE application and required documentation of local status
- **Investigation** – Purchasing reviews documentation, verifies applicant status, conducts a site visit

Certification Process

- **Certification** – Purchasing approves the application and sends a certification letter to the applicant
- **Promotion** – A SLBE directory of all certified SLBE businesses is available to all CCG department staff for use when procuring commodities and services
- **Annual Recertification** – Purchasing verifies the SLBE firm has renewed certification with the SBR Program and is in good standing with the State of Maryland

SLBE Preferences

- **Competitive procurement opportunities valued under \$25,000**
 - **10% Preference**
- **Competitive procurement opportunities valued \$25,000 - \$500,000**
 - **Invitation to Bid (ITB) 5% preference based on documented SLBE firm participation**
 - **Request for Proposals (RFP) Up to ten points (10) added to the proposal score, based on documented SLBE firm participation**

Commodity Purchases

- Building materials
- Grounds Maintenance equipment
- Heavy Construction equipment
- Industrial chemicals
- IT Hardware and software
- Office supplies and furniture
- Recreation equipment
- Safety supplies and equipment
- Vehicles

Services Utilized

- Architectural and engineering
- Construction
- Consulting
- Electrical, painting, concrete, hauling/moving, landscaping, etc.
- Information technology
- Insurance
- Printing
- Real estate appraisal and consulting

SLBE Awards

Total Dollars Spent:

\$5.8 Million

Total # of SLBE Firms Used:

38

Total # of SLBE Usages:

3,123

SLBE Demographics

55% Male Owned

45% Women Owned

66% Minority Owned

34% Non-Minority Owned

SLBE Locations

42% Waldorf

20% La Plata

14% White Plains

16% Remainder of the County

**8% Headquartered Outside of Charles County, but hire
25% of their full-time staff from Charles County, MD**

Recent Outreach

- **July 31, 2014, Southern Maryland Regional Entrepreneurship and Procurement Expo**
- **Aug. 7, 2014, Chamber of Commerce Mixer**
- **Sept. 11, 2014, Maryland Hispanic Chamber of Commerce and the Southern Maryland Black Chamber of Commerce**

Recent Outreach

- **Sept. 19, 2014, Prince George's County Public School Construction Matchmaking Event**
- **Oct. 2, 2014, Center for Women Business 4th Annual Mentoring Session and Networking Reception**
- **Oct. 20, 2014, Minority Enterprise Development Week – Promoting Supplier Diversity**

Partners and Stakeholders

- **Charles County Chamber of Commerce**
- **Charles County Government Department of Economic Development**
- **College of Southern Maryland Corporation and Community Training Institute**
- **College of Southern Maryland Continuing Education and Workforce Development**
- **Governor's Office of Minority Affairs**
- **Maryland Department of General Services (SBR Program)**
- **Maryland Department of Transportation – Office Minority Business Enterprise Development (MBE Certification)**

Partners and Stakeholders

- **Maryland Procurement Technical Assistance Program (PTAP)**
- **Maryland Small Business & Technology Development Center (SBTDC), Southern Region**
- **Maryland Technology Development Corporation (TEDCO) Southern Region**
- **Prince George's County Office of Central Services**
- **Southern Maryland Electric Cooperative – Supplier Diversity Program**
- **State of Maryland Department of Assessments and Taxation**
- **The Southern Maryland Black Chamber of Commerce**
- **Tri-County Council for Southern Maryland**

Organization Contacts

- **Anne Arundel County Office of Central Services – Minority Business Program**
- **Baltimore County Purchasing Division – Minority Business Program**
- **Calvert County Chamber of Commerce**
- **Charles County Public Schools**
- **Charles County Public Library**
- **Howard County Government – Office of Purchasing**
- **Maryland Hispanic Chamber of Commerce**
- **Maryland State Conference NAACP**
- **Prince George’s County Public Schools – Purchasing Office**
- **The Baltimore County Public Schools – Office of Purchasing**

Resource Organizations

- **Black Enterprise Magazine**
- **Maryland Casino Business Investment Fund**
- **Maryland Commission for Women**
- **Maryland Department of Business & Economic Development**
- **Maryland Department of Labor, Licensing and Regulation**
- **Maryland/District of Columbia Minority Supplier Development Council**
- **Maryland Live! Casino**
- **Metropolitan Washington Airports Authority**
- **MGM Resorts International**
- **Montgomery County Local Small Business Reserve Program (LSBRP)**

Resource Organizations

- **Washington Metropolitan Area Transit Authority**
- **Prince George's County Center for Minority Business Development**
- **Prince George's County Economic Development Corporation**
- **Rockville Economic Development, Inc.**
- **Service Disabled Veteran Association**
- **St. Mary's County Government – Department of Economic & Community Development**
- **The Minority Business & Consumer Resource Directory**
- **University of Maryland Department of Procurement and Supply**
- **U.S. Census Bureau**
- **U.S. Department of Education**
- **Women Presidents' Education Organization**

Future Vision

Increase the Number of SLBE Firms

Expand SLBE Participation in CCG Procurement

Create an Interactive SLBE Database

Annual SLBE Mentoring and Resource Seminars

Increase Supplier Diversity

Challenge SLBEs to Support Other SLBEs

Thank You

Presented by:

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Purchasing Programs Outreach Administrator**

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Charles County Commissioners



Equal Opportunity County

Charles County Government

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CHARLES COUNTY
— ECONOMIC DEVELOPMENT —

www.MeetCharlesCounty.com

Mission Statement - The mission of Charles County Government is to provide our citizens the highest quality service possible in a timely, efficient and courteous manner. To achieve this goal, our government must be operated in an open and accessible atmosphere, be based on comprehensive long- and short-term planning and have an appropriate managerial organization tempered by fiscal responsibility. We support and encourage efforts to grow a diverse workplace.

Vision Statement - Charles County is a place where all people thrive and businesses grow and prosper; where the preservation of our heritage and environment is paramount; where government services to its citizens are provided at the highest level of excellence; and where the quality of life is the best in the nation.

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To Charles County Government

www.CharlesCountyMD.gov

