

## Join Broward County's Certified Small Business Community

Are you the owner of a small business located in Broward County? Is your firm already certified in a Broward County program and you're interested in further expanding your business opportunities?



*Broward County is eager to help its small businesses succeed.*

If you answered "yes" to either of those questions, then the Broward County **Community Disadvantaged Business Enterprise (CDBE)** program is perfect for you. The CDBE program is designed to help **you**, our Broward County small business owners, increase your potential for success in the County procurement process. Although your firm may be certified through one of our other programs, the goal of the CDBE program is to increase participation of small businesses like yours in County projects as both primary and subcontractors.

The purpose of the CDBE program is to help you reach your full potential and can only be fulfilled if you are part of it. The CDBE program affords business owners a real chance to expand their firm through developing relationships with other local businesses and with Broward County.

The Small Business Development Division is ready to help you become a certified CDBE today. The application process is quick and fairly painless. Simply complete

the application, and affidavit, and submit with the necessary documents. The rest is up to us.

Once your application is approved, you will receive a CDBE certificate, suitable for framing and displaying in your office or showroom.

For more information on the CDBE program and other certification possibilities for your firm, please contact the Small Business Development Division at 954-357-6400 (Voice) / 954-357-6181 (TTY) or visit [www.broward.org/smallbusiness](http://www.broward.org/smallbusiness).

### **BASIC REQUIREMENTS FOR ELIGIBILITY IN THE CDBE PROGRAM:**

- Meets the personal net worth standards not to exceed \$827,250 per owner;
- Has an office in Broward County, in an area zoned for conducting such a business, and has sufficient full-time employees in Broward County to perform the contracted work;
- Is an independent firm; and the applicant **may not** exceed the average annual maximum gross receipts standard, calculated over the previous three (3) years, for the business category in which the firm does most of its work.

### **Categories and gross receipts standards are:**

- **Construction** = \$9,000,000 per year
- **Architecture & Engineering** = \$5,000,000 per year
- **Professional Services** = \$4,000,000 per year
- **Business Services** = \$4,000,000 per year
- **Commodities** = \$5,000,000 per year

## Featured CDBE Firm: Elite Contractor Supply, LLC



*Margaret Kennedy (left), President, and Dan Krueger, VP, represent Elite Contractor Supply.*

**Elite** supplies safety products, building and roadway materials and power / hand tools. The firm also repairs construction power equipment. Located in Pompano Beach, Elite has a retail showroom and a 9,000 sq. ft. warehouse.

**Q. The CDBE program is less than one year old. Have you gotten any subcontracts as a certified firm?**

**A.** Yes, three of them.

**Q. Has there been any benefit to obtaining your CDBE certification?**

**A.** Absolutely! It's opened up a lot of opportunities that normally would not have presented themselves. We go to all of the pre-bid conferences that we can – it gives us the chance to bid as

subcontractors on projects that we may not have gotten a second look at. By being at the pre-bid conference, I can introduce my firm to prime contractors.

**Q. Do you have any advice for new businesses?**

**A.** Yes. Don't be shy. Get out and meet people – it's all about relationships. Be your own best advocate and promote yourself. Also, read the newspapers for bid opportunities and check the

Broward County Purchasing website every Thursday, when new bids come out.

**Q. Would you recommend certification for Broward County firms?**

**A.** Absolutely! We've tried several small business programs offered by different government organizations, but when it comes to an entity protecting their local businesses, Broward County has been the best.

## Five Tips for Broward County Small Business Owners: GETTING CERTIFIED!

Now that you've established a firm in Broward County, do you wonder how you can increase your bottom line? Here are a few tips to help keep your business on the fast track with Broward County:

1. **Visit the Broward County Small Business Development Division—in person or online.** There are three certification programs available that open the door to opportunities for you to participate in Broward County government projects.
2. **Know your capabilities.** Take stock of your firm's merits and challenges; keep them in mind when determining which certifications to pursue. **Bonus Tip:** For all its projects valued over \$250,000, Broward County requires that certified DBE firms complete a portion of the work. For any local small business, getting CDBE certified is definitely worth investigating.
3. **Ask, we can help!** If you're not sure which certification program best suits your firm, we'll help you figure it out. Call us at 954-357-6400, one of our knowledgeable certification team members will assist you.
4. **Organize your financial data.** Make sure your records are in order before you begin the application process.
5. **Be thorough.** Make sure you complete the entire application. Call us if you have any questions or concerns.

**Broward County Small Business Development Division**  
115 S. Andrews Avenue, Suite A-640 • Fort Lauderdale, FL 33301  
954-357-6400 (Voice) • 954-357-6181 (TTY) • [www.broward.org/smallbusiness](http://www.broward.org/smallbusiness)



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If you require auxiliary aids for communication, please call the Small Business Development Division at 954-357-6400 (Voice), or 954-357-6181 (TTY) in advance of your visit.  
This public document was promulgated at a cost of \$8,749.54.00, or \$0.302 per copy, to inform the public about the programs of the Small Business Development Division.  
This publication can be made available in large print, tape cassette, or Braille upon request by contacting our office.