

**Board Members Comments/Suggestions**  
**Re: Procurement Incentives**

1. Increase the current \$5M CBE maximum dollar value.
2. Require and include, in bid/proposal, an acknowledgement that certain businesses will hire consultants to provide part of the contracted services.
3. "Pass thru" expenses to other participating businesses should be deducted from the prime's contract and not charge this expense as a penalty against the subconsultant.
4. Provide definition and criteria in the Ordinance which describes businesses that are being procured.
5. Provide clarification for considering IRA or retirement accounts to determining one's "personal wealth."
6. Remove the seating limit requirement for restaurants who apply for a Broward County liquor license. (Currently, a restaurant must have 150 seats or more to apply for a SRX license. Liquor sales, along with food sales, will help small businesses competitively compete with larger businesses).
7. Eliminate irrelevant criteria from bid/proposal documents, such as "willing to meet time and budget requirements" and "workload of firms", because the response is obvious. Replace these phrases with CBE-related incentives to include, but not limited to, tracking prime vendors performance records, and if they always meet or exceed their CBE commitment goal, reward them with points.
8. Award extra points to prime vendors who propose to subcontract more than the project's required minimum CBE goal.
9. Pricing Approach (ITB): Those large contractors who have existing, working relationships with registered small business (years, dollars volume, etc.) and whose bids are within say 5% or 6% of the lowest responsible, responsive bidder get the award outright (at the higher price) or are afforded the opportunity to meet/equal the lowest bid price.
10. Points/Ranking Approach (RFP): This is fairly successful if not more than 25% of the ranking is assigned to pricing.  
If a large contractor's headquarters is domiciled within Broward County, they shall receive a 1-5-point preference. Additionally, if the large contractor agrees to:
  - a. Provide in excess of 25% of contracted work to a registered small business or;
  - b. Provide "in-kind" administrative, training, or professional support (i.e. mentorship) to a registered small business at no cost or;
  - c. If not a requirement already: agrees to hold the small business "harmless" and is willing to correct sub-contractor deficiencies or;

- d. Agrees to first utilize any/all local registered small businesses with headquarters located in the City where the actual project is awarded. Then, preference/ranking points (say from 1-10) shall be assigned to this responsible, responsive bidder.