

## **CBE Post Graduate Program Comments**

I had two thoughts about that. It might be good to create a sliding scale of graduating firms so that if you exceed the 5 million income, between 5 and 6 million you get 80% of the points, 6 and 7 million 60% , 7 and 8 million 40% , etc so the county still supports local firms. This way ,its not an either /or situation.

Also, the personal income should be reviewed for IRA and retirement funds which can accumulate for small business whose owners are a little older and started saving for retirement earlier. Also, The fact that married people can put money in their wife's name; and it doesn't count as being theirs to meet the requirement is disingenuous and is not appropriate to single people and people who live alternate life styles.

Charles

**Charles Michelson, AIA ACHA LEED AP  
President**

Hello-

My first suggestion is that we not coin this program the CBE Post Graduate Program as the program has been discussed to include small/mid-sized firms who fall into the same criteria as those post CBE firms. For example if we have Broward based companies who have historically not worked with Broward County but maybe the School Board or FDOT or municipal, we should not preclude them from participating in the mid-size firm program. If this program is only for actual post CBE firms it will be very limited to a select few firms who utilized the CBE program to their advantage to reach profits sizable enough to graduate the CBE program. County Mid-Size Business Program or something similar would be better.

Dana

As a CBE in Broward County, Thompson & Associates, Inc. is opposed to the creation of a Post Graduate program. Firms that have graduated from the CBE program have done so as a result of a consistent year after year growth in revenue above \$5,000,000.

\$5,000,000 is sufficient to sustain 25 or more staff members and therefore, the CBE firm that graduated has established themselves to a point where they can chase work on their own without the need for this type of program. There are many examples of this success.

Bottom line is that the creation of any Post Graduate CBE program will take away from the available CBE project goals available for existing CBE's to pursue and therefore will make it more difficult for them to grow their firms.

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THOMPSON & ASSOCIATES