

OSBO
Manager's Report

November 22

2017

Monthly Report



RICHLAND COUNTY OFFICE OF SMALL BUSINESS OPPORTUNITY

1. Executive Summary:

This report is submitted pursuant to Ordinance (s) 049-13HR and 058-16HR to ensure that the OSBO team provides support to the County to ensure that the SLBE community has equal opportunity to participate in County contracts for all six (6) Industry Categories.

Primary Industry Category					
Construction Services	Professional Services	Non-Professional Services	Engineering Services	Architectural Services	Wholesale Operations

2. Purpose and Problem Statement

Purpose:

1. Ongoing Ordinance Management
2. Improve Methodology
3. New Methodology

Contemporary Problem Statement:

1. Some certified firms have never been awarded a contract
2. Incentives need to be established to encourage enrollment and re-certification

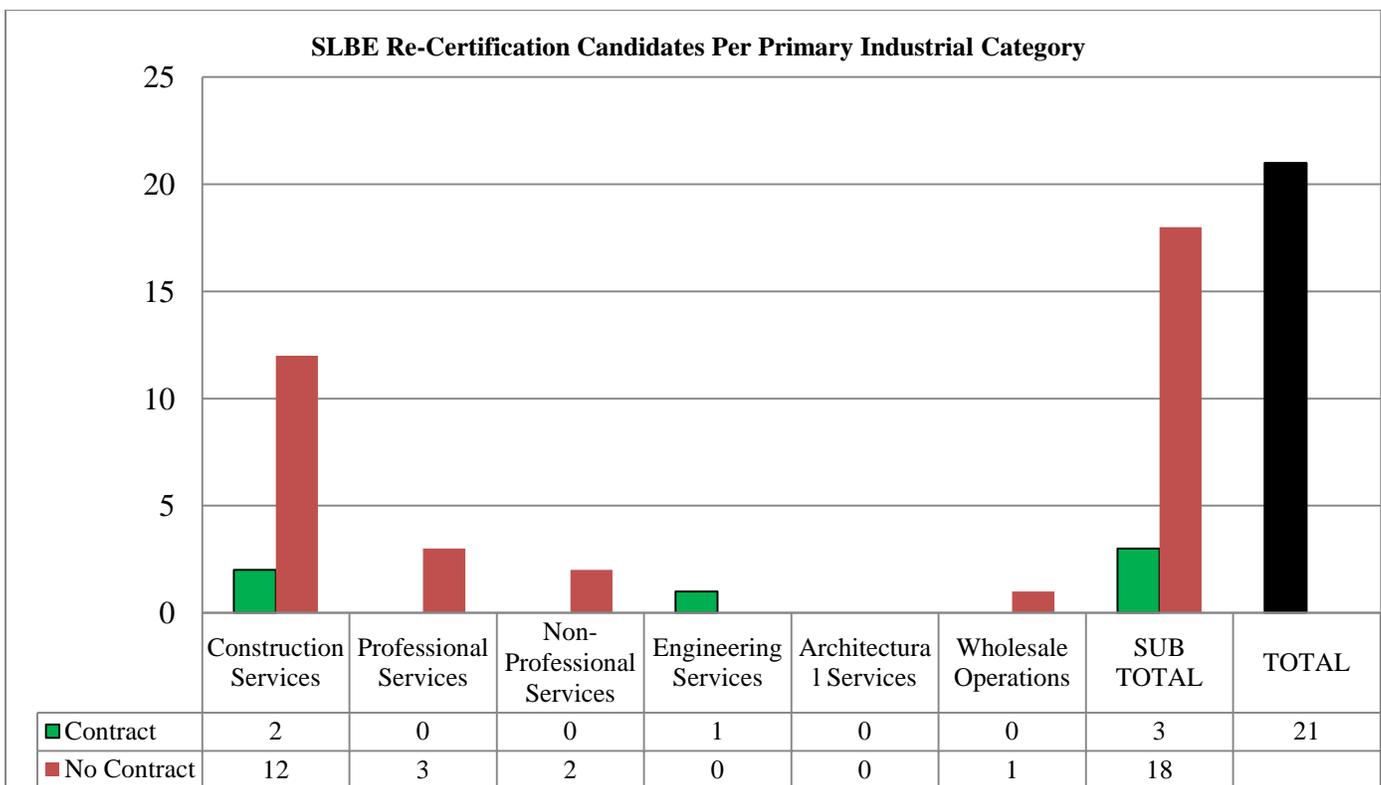
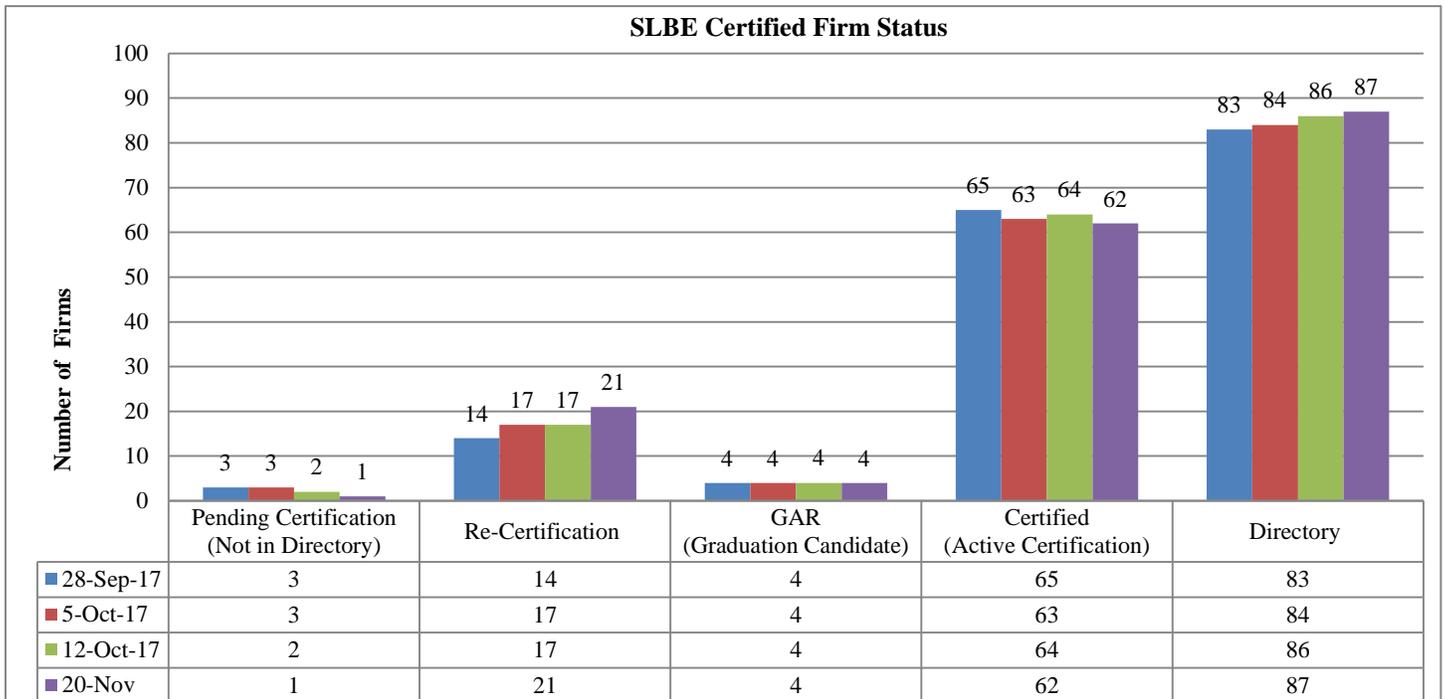
3. Office of the Small Business Opportunity Cross Functional Team

Team Matrix		
Name	Department	Title
Angela McCallum	OSBO	Manager
Mary Spence	OSBO	Certification & Compliance
Michelle Rosenthal	OSBO	Business Development Coordinator
Jennifer Wladischkin	Procurement	Assistant Director of Procurement
Yolanda Davis	Procurement	Contract Specialist
Tony Edwards	Transportation	Acting Director of Transportation
Rogers Sears	Transportation	Pre-construction Manager
Shawn Salley	Transportation	Construction Manager



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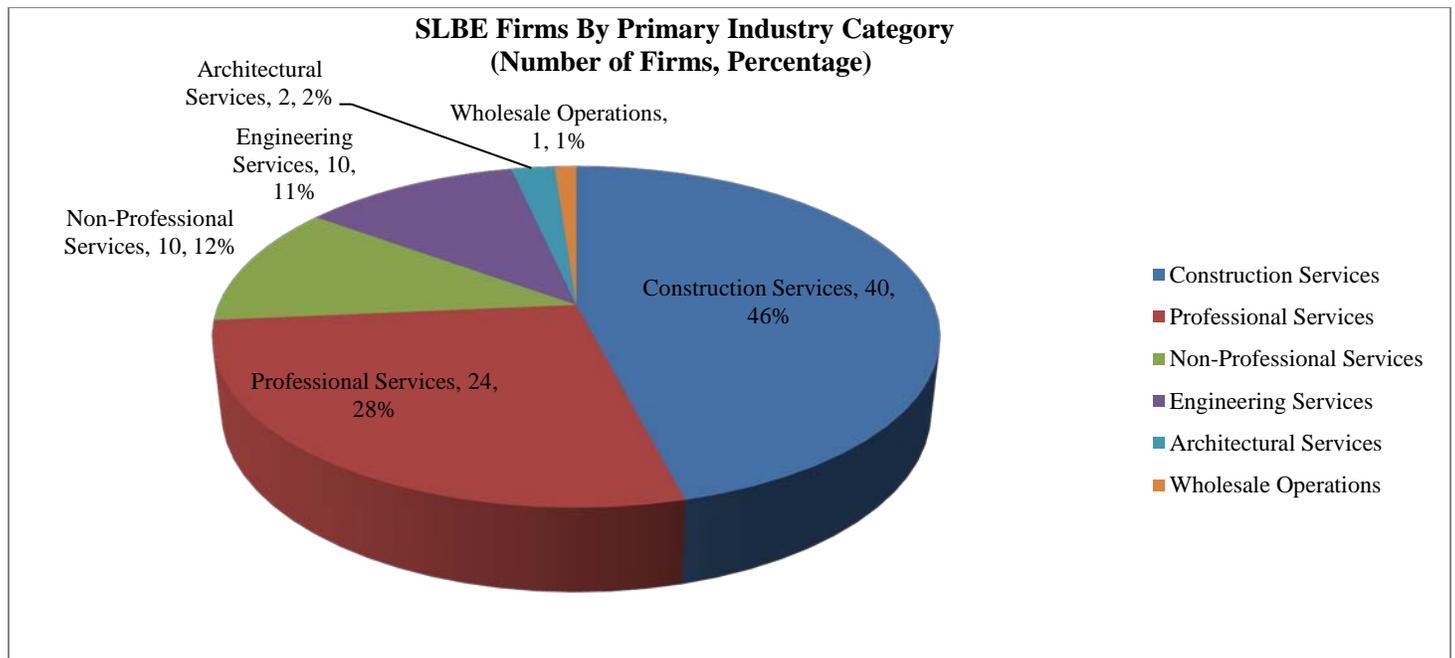
4. Analysis:



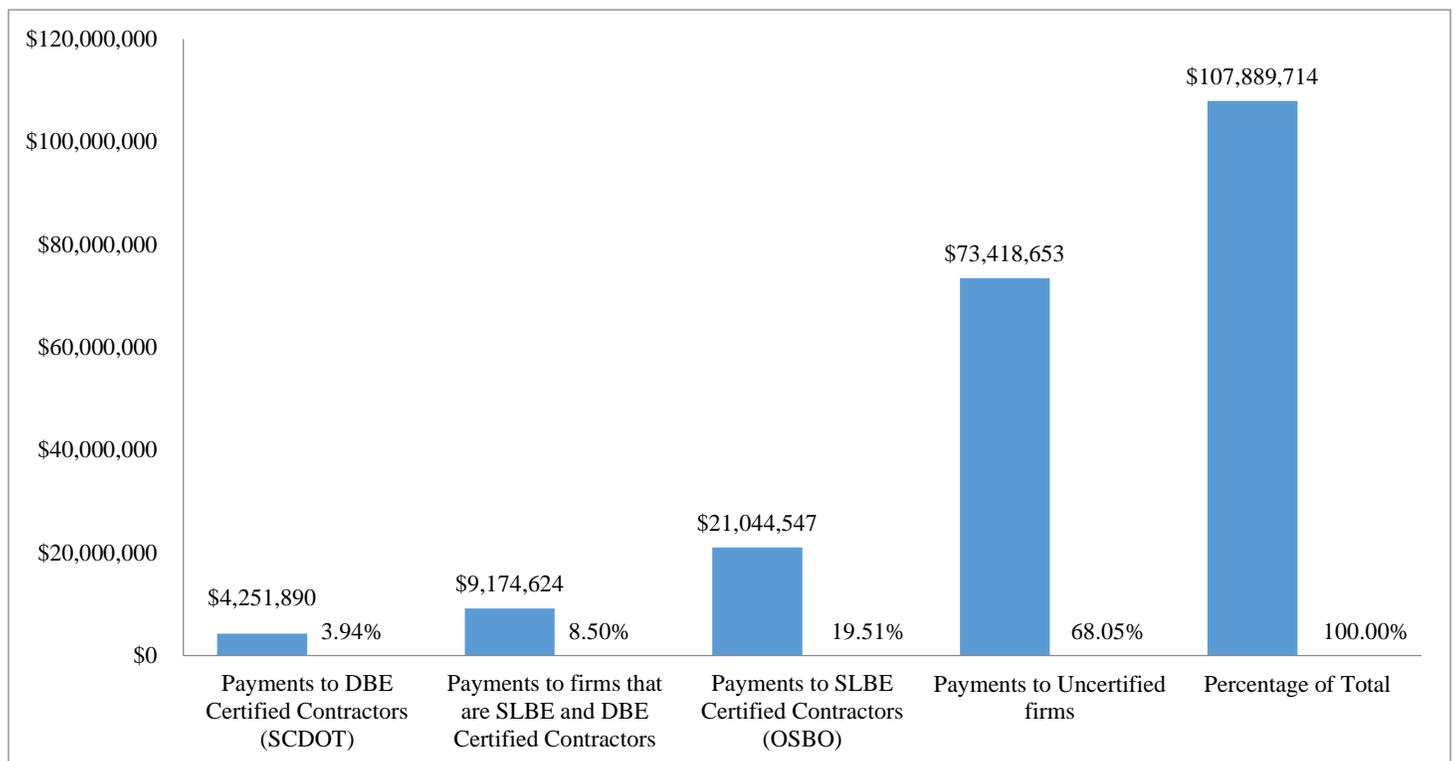


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SLBE Certification Program Overview



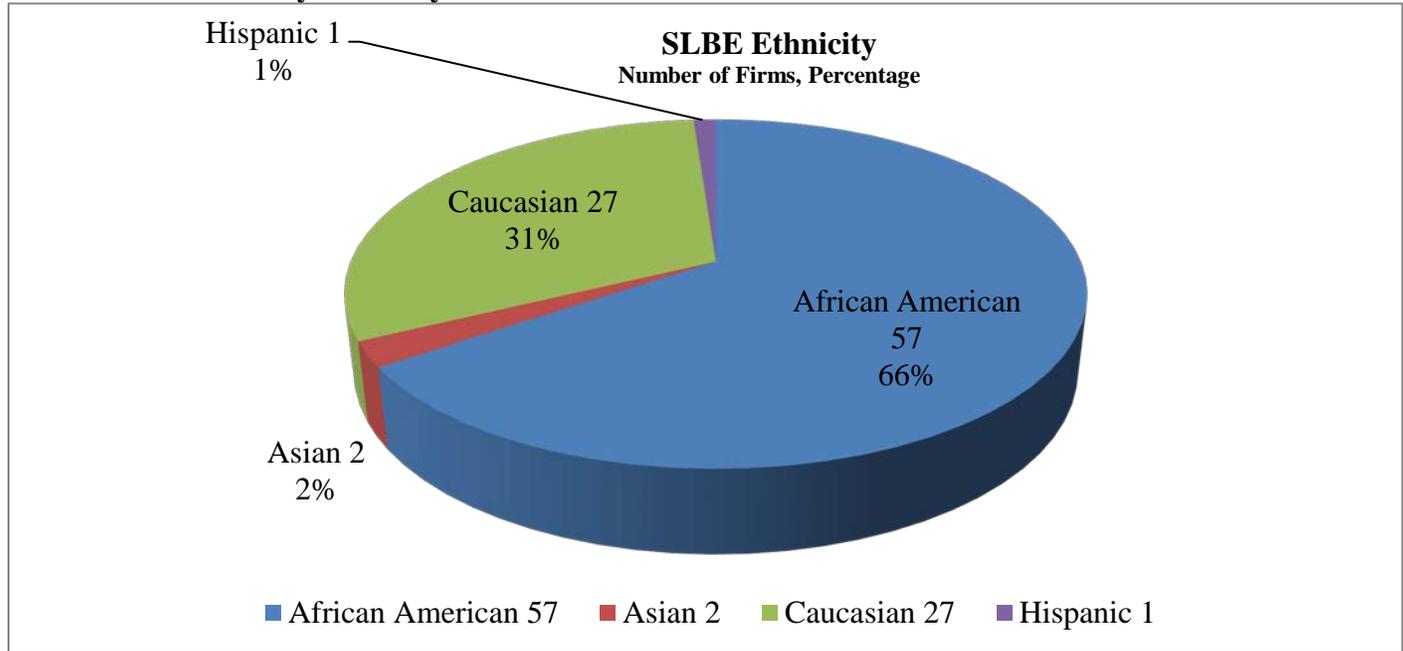
Contract Participation: January 1, 2012-November 20, 2017



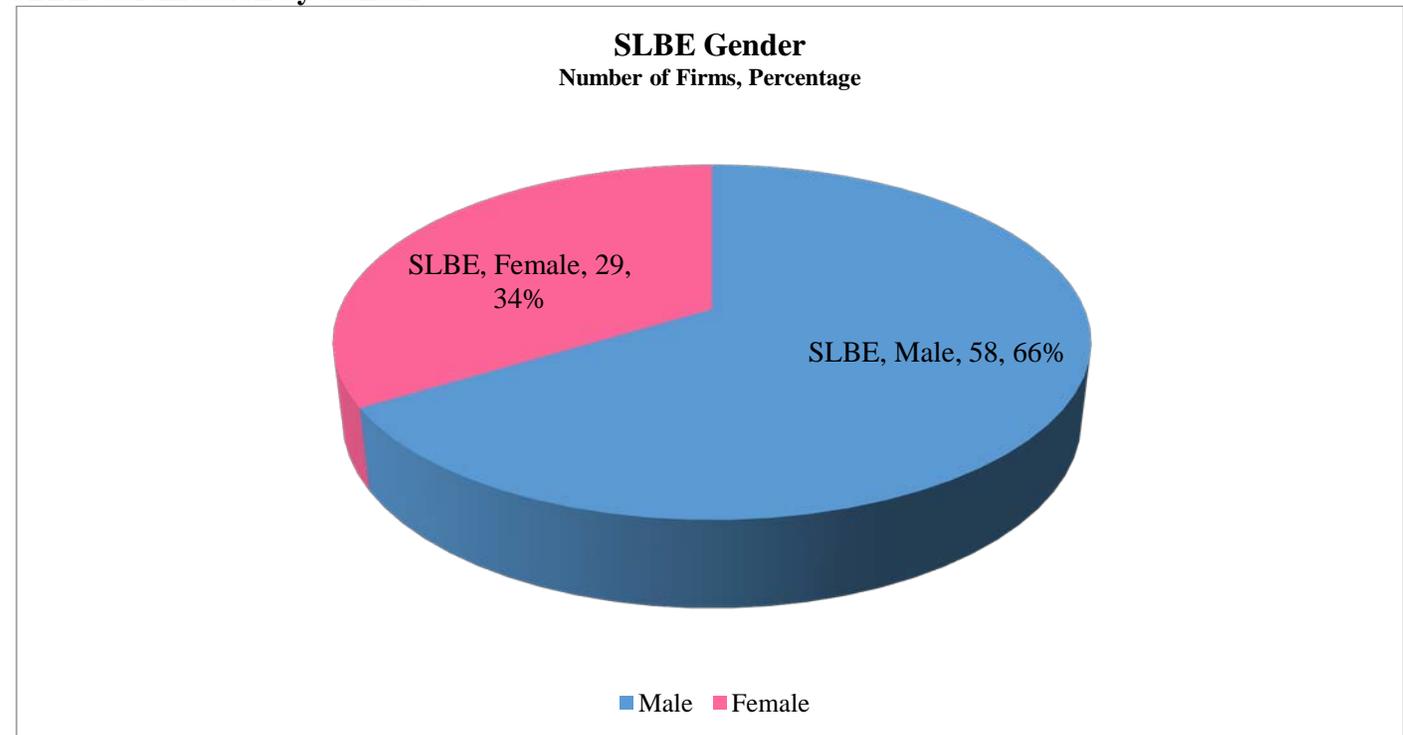


RICHLAND COUNTY OFFICE OF SMALL BUSINESS OPPORTUNITY

SLBE Certification by Ethnicity



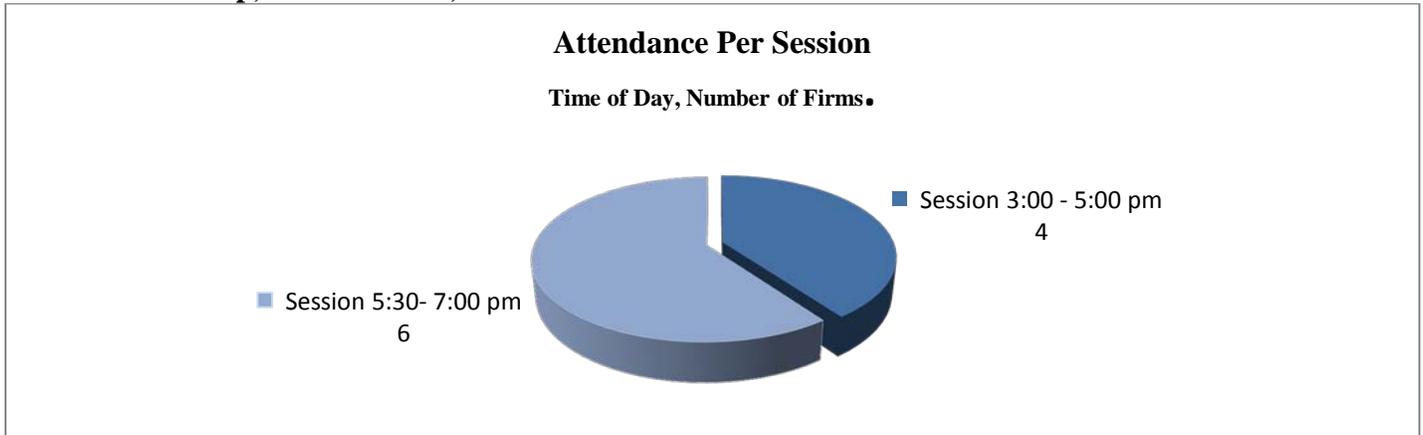
SLBE Certification by Gender





RICHLAND COUNTY OFFICE OF SMALL BUSINESS OPPORTUNITY

OSBO Workshop, November 15, 2017



5. Manager's Assessment resulted in the following Action:

- a. Hired Business Development Coordinator
- b. OSBO Workshop for SLBE Community
 - i. Hosted Open Forum for Six Industry Categories
 - Provided an overview of the Ordinance
 - Conducted a survey (SLBE needs assessment)
 - SLBEs selected Wednesday for preferred workshop day (5:00 - 7:00pm)
 - ii. Session Take Away
 - Voice of the customer, "OSBO team must understand all six (6) industry categories needs, which consist of both operational and functional"
 - Prioritized the list of customer's needs
 - Next Workshop, December 13, 2017 at 5:00 pm
 - Subject (Tentative): Sheltered Market
- c. Define Goal Setting Pay Items and Descriptions per NAICS Code
 - i. Next Step, Consult with B2GNOW Engineer
 - Establish best practice of NAICS codes structure to more accurately capture capabilities of B2GNOW software resulting in simulating specific project requirements
- d. OSBO Website Redesign
 - i. Completed Training for Web Publisher, Content Management System, Revision 9.1
 - ii. Established weekly meeting with Web Publisher representative