# How to Do Business with The School District of Osceola County, Florida

2024

**Purchasing Department** 

&

Small Business and Veteran Programs Department



The School District of Osceola County, Florida Every Child, Every Chance, Every Day!

## Purchasing Department Mission Statement



The mission of the Purchasing Department of the School District of Osceola County, Florida, is to provide for the fair and equitable treatment of all persons involved in public purchasing by the District, to maximize the purchasing value of public funds, and to provide safeguards for maintaining a procurement system of quality and integrity.

The Purchasing Department's goals are to assist all schools and departments with their purchasing activities; to provide cost effective, efficient, and competitive procurement of supplies, services, and equipment needed to provide quality educational services to the students of Osceola County; and to administer the Purchasing rules, regulations, and statutes established by the School Board, Department of Education, and the State of Florida.

The Purchasing Department is dedicated to providing the School District with the services necessary to accomplish its operational missions in the most cost effective and efficient manner and to provide fair and equitable treatment of all vendors that wish to sell commodities and services to the School District of Osceola County, Florida.





"Purchasing, Property Records, and Warehouse Services strives to maintain outstanding customer service. We celebrate the skills, talents, and dedication of our team in order to create an atmosphere that recognizes the importance of our customers. We believe it is crucial to serving our students, staff, and community."

## Introductions



- Ed Parker, CPPO, CPPB, Director of Purchasing, Property Records, and Warehouse Services
- Cheryl Hood, Supervisor of Purchasing
- Katrina Ponzini, M.Ed., NIGP-CPP, CPPB, Supervisor of Small Business and Veteran Programs





## Who Should You Contact?

When in doubt, contact the Purchasing Department or the Small Business and Veteran Programs Department!

You will be directed to the appropriate staff member for assistance.



## THE SCHOOL DISTRICT OF OSCEOLA COUNTY, FLORIDA PURCHASING/PROPERTY AND WAREHOUSE DEPARTMENT STAFF RESPONSIBILITIES LIST



Updated 01.24.2024

Highlighter in Yellow are Commodity w/Contracts

	High				
Hours of Operation	BUYER # 2 BUYER #32		BUYER # 78	BUYER # 66	
Purchasing - 8 AM - 4:30 PM	Cheryl Hood	Lisa Keseker	Daniel Munoz	Igneris Lopez	
Property Records - 7 AM - 3PM	Supervisor of Purchasing	FF&E Purchasing Specialist	Senior Buyer	Senior Buyer	
Warehouse - 7 AM - 3:30 PM	407-870-4627 Ext. 65513	407-870-4622 Ext. 65518	407-483-3684 Ext. 65503	407-870-4023 Ext. 65502	
Ed Parker, CPPO, CPPB	Chervl.Hood@osceolaschools.net	Lisa.Kesecker@osceolaschools.net	daniel.munoz@osceolaschools.net	Igneris.Lopez@osceolaschools.net	
Director of Purchasing, Contracts,	Purchasing Department Operations	FF&E Coordinator:		AV Equipment / Supplies / Repair	
Property Records, Warehouse	Purchasing Card Administrator:	Read & Understand BluePrints	Grant Funded Services	Computers / Accessories / Maintenance	
407-870-4620 Ext. 65505	Order all cards	Meet w/staff to determine FF&E needs	Grant Program Evaluators	Computers	
Edward.Parker@osceolaschools.net	Modify when necessay	Provide staff w/specification for orders	Speech Language Pathologist	Computer Peripherals	
Energy Efficiency/Conservation	Monitor all charges	Approves all FF&E orders	Physical Therapist	Computer Maintenance/Service	
Billboards	Purchasing Card Training	Manage delivery of FF&E	Occupational Therapist	Mailing Services: Postal, UPS, Fedex	
Bid Protests	VendorLink Software Administrator	Manage the installation of FF&E	Therapeutic & Consulting Services (BCBA)	Office Supplies & Equipment	
Policies & Procedures	Facilities:	Manages the FF&E Budget	Florida Certified Teachers	Office Machines (ink/toner/postage)	
Cellular Towers	Architect/Engineer	Appliances	Mental Health Services	Copiers	
Contracts: All Contracts	Building Envelop	Audio Enhancement Systems	Healthcare Services (LPN, RN)	ID Machines	
Land Use	Civil Engineer	Flags & Flag Poles	Insurance/Benefits/Medical:	Laminators	
	Construction Manager @ Risk	Furniture	Drug & Alcohol Testing	Mailing Machines	
Cecilia Gonzalez	Geotech/Threshold	Industrial Supplies	Employee Benefits Consulting	Poster Makers	
Secretary III	HVAC Test & Balance	Lockers	Employee Assistance	Printers	
407-870-4625 Ext. 65504	Mechanical/Electrical/Plumbing Engineers	Marker Boards	Insurance Broker	Scanners	
Cecilia.Gonzalez@osceolaschools.net	Survey and Mapping	Moving and Storage Services	Medical Administration Services	Scanning & Testing	
Document Retention - ALL Bids & Contracts	Financial Services - Original Contract	Risers / Portable Stages	Pharmacy Benefits	Smart Boards	
Payroll/Travel	Environmental Service	Shelving	Networks/Security	Software / Webtools (all)	
All special contracts for example:	Impact Fees		Communication Cabling / Hardware	Subscriptions - Electronic (all)	
Virtual Schools	Planning: Contract needs		E-Rate	Wireless Communications	
Charter Schools	Portables		Network Infrastructure	Video / TV Studio	
Access Agreements (Students)	Sheds		Security Systems	Other Duties	
Vandal Watch Agreements	Termites Bid		Telephone Systems & Programming	P.O. Printing Backup	
Finance Amendments	Titles/Tags		Translation Services/Sign Language		
MOU's for HR (Universities)	Utility P.O.'s/Contracts		Tutoring		
Contracts - As assigned	Vehicles		Warehouse Inventory "ONLY" Bids:		
			Copy & Fine Paper Products		
			Custodial Supplies		
Lissett Rodriguez			Furniture		
Contracts Secretary			Lunchroom Supplies		
407-870-4834 Ext. 65519			Office Supplies		
Lissett.Rodriquez@osceolaschools.net					
Manages All Contracts					
Processed through Legal, Board, etc					
Manage the flow					
Department Website Maintenance					
Receives all Contract In-Takes					
Assigns to Apropriate Buyer					
Contract Record Management					
Secretary Backup (Payroll etc)					
	+	+		+	
Contracts Training					

## THE SCHOOL DISTRICT OF OSCEOLA COUNTY, FLORIDA PURCHASING/PROPERTY AND WAREHOUSE DEPARTMENT STAFF RESPONSIBILITIES LIST Updated 01.24.2024



				00.
BUYER # 72	BUYER # 73	BUYER # 74	BUYER #76	
Gladinnette Cabrera Vazquez	Audra "Renee" Rodriguez	Loni Vanbenthuysen	Melanie Lachmiller	Alexandra Castro
Senior Buyer	Senior Buyer	Senior Buyer	Senior Buyer	Buyer I
407-343-8604 Ext. 65511	407-870-4621 Ext. 65517	407-870-4626 Ext. 65507	407-933-9949 Ext. 65501	407-870-4630 Ext. 65500
Gladinnette.CabreraVazquez@osceolaschools.net	Audra.Rodriguez@osceolaschools.net	Loni.Vanbenthuysen@osceolaschools.net	Melanie.Lachmiller@osceolaschools.net	Alexandra.castro@osceolaschools.net
Advertising/Rebranding/Marketing	Art Equipment & Supplies	Auditorium Drapes /Curtains, Stage Rigging	Contractor Srvs (Facilities/Maint)	Bid Openings/Posting/Folder
Athletic Services:	Books/Magazines/Subscriptions (Printed)	Automotive Equipment and Supplies	HVAC Contractors	Board Packet
Athletic Supplies/Equipment	Classroom Supplies & Equipment	Batteries	HVAC Controls Contractors	Contracts - Upload/File
Athletic Game Officials/Sports Camps	Classroom Pre-Printed Promotional Items	Charter Buses	Electrical Contractors	Department Website Maintenance
Gym Floors, New & Refinishing	Health & Medical Supplies & Equipment	Custodial Equipment & Supplies & Repair	Fencing Contractors	Document Retention - Back-up
Track Resurfacing	Music: Instruments / Equip. / Supplies	Fuel	Fire Alarm Contractors	GreenBook Maintenance
Cosmetology	Professional Development/SDOC template	Garbage & Recycling Services & Equip.	Fire Suppression/Backflows	Insurance Certificates
CTE - All including Contracts	Registrations:	Intra & Inter State Field Trips	Locksmith Contractors	Intakes Back-Up
Culinary Arts: Equipment / Supplies	Conferences	LP Gas	Parking Lot Striping Contractors	Mail
Family & Consumer Sciences	Hotel	Lawn Care Services & Equipment/Sod	Plumbing Contractors	Front Desk - Phones
Internships	"Off-Site"	Performing Arts Tech. & Prof. Services	Painting Contractors  Painting Contractors	Trade Bid Quotes Maintenance
Food Service: ALL	Speaker/Lecturers	Back of House Technical Services		Vendor Adds
			Pressure Washing Contractors	
Food Items / Equip / Supplies/Vehicles	Science Equip. & Supplies (Incl. Robotics)	Front of House Event Staffing Services	Reinforcing/Cement/Masonry	VendorLink Maintenance/Information
Kitchen Equipment Parts	Special Events:	Security Personnel	Millworks and Cabinetry Contractors	
Fund Raisers	Carnivals, Graduation Services	Surplus Services	Irrigation Contractors	
Photographers	Homecoming, Proms	Transportation Department Equip & Supplies	Drywall/Framing/Acoustical Ceiling	
Printing Services:	Transportations Contracts:	Transportation Services (Van Rentals)	Roofing Contractors	
Banners & Signs	Home Owners Assoc. Bus Access Contracts	SSEM Services & Equipment:	Sign Contractors	
Embroidery & Screen Printing	Special Needs Bus Services	Door Hardware/Locks	Site Work Contractors	
Promotional Items	Two Way Radios & Repeaters	Fire Alarm Inspections/Monitoring	Contractor Services (IT, IS & IMC):	
Trophies, Plaques & Medals	Other Duties	Fire Alarm Parts	Audio Visual	
Yearbooks	P.O. Printing Backup	Fire Extinguisher/Hoods	Communication Cabling	Michelle Holmes
Student Graduation Services/Items	Vendorlink Software Admin. Backup	Security Hardware Lock & Supplies	Intrusion Detection Systems	Accountant I
Class Rings, Diplomas, etc.		Window Film & Installation	Video Surveillance	407-870-4619 Ext. 65509
Student Planners			Maintenance Services & Equipment:	michelle.holmes@osceolaschools.net
Uniforms:		Other Duties	Aluminum Ramps/Walkways	Department Budgets
Cheerleading / Sports / Work		Purchasing Card Backup	Bleacher Inspections/Repairs	FF&E Budgets
Band / Choir / etc.			Electrical	FF&E P.O.'s
Vending			Elevators	Petty Cash
Vet/Agriculture/FFA Supplies			Emergency Clearing/Removal/Inspect	"Printing" of District POs
			Fencing	Termite Contract Administration
			Floor Coverings - Materials/Install	
			Fencing	
			Floor Coverings - Materials/Install	
			Fire Suppression/Backflows	
			HVAC Supplies & Maintenance	
			Paint	
			Playground Equipment & Installation	
	<u> </u>	<del> </del>	Plumbing	
	<del> </del>	+	Signs	
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# What Does the School District Purchase?

## **Centralized Purchasing Department:**

All **commodities**, services and construction-related services

For the support and operation of all Schools and Departments in the District







### **Quote Limit:**

- Less than \$5,000 requires one (1) written quote
- \$5,000 \$49,999 requires three (3)
   written quotes
- \$50,000 or more requires a formal, competitive sealed solicitation
- If the commodity or service is provided through a term contract (bid), the awarded vendors must be used

## Solicitations (Types of Bids):

- Invitation to Bid (ITB)
- Request for Proposals (RFP)
- Request for Qualifications (RFQ)
- Invitation to Negotiate (ITN)



## Invitation To Bid (ITB)

Also known as competitive sealed bidding, this strategy is often considered to be the preferred methods for acquiring goods, some services, and some construction for public use in which award is made to the lowest **responsive** and **responsible** bidder. The award is based solely on the response to criteria set forth in the ITB. It does not include discussions or negotiations with bidders. A common choice in the public sector, the ITB is perceived to be the most impartial means of awarding public contracts.



# Request for Proposals (RFP)

A competitive procurement method that allows the evaluator to consider factors other than price, such as supplier qualifications, past experience, project approach, innovation, and creativity or value-added services when making the decision to award. The RFP is a complex procurement option. In order for the RFP to be used effectively, all elements of the requirements and specifications must be clearly defined. This provides the supplier with a total understanding of the goods and services, and the associated deliverables and outcomes.



# Requests for Qualifications (RFQ)

Used when the award is based on the qualifications of the supplier. Examples include, but are not limited to, work experience, staffing certifications, JLA compliance, business licensure, financial status.



# Requests for Qualifications (RFQ) - Consultants' Competitive Negotiation Act (CCNA)

This method is often required when contracting for design services such as architectural and engineering services, surveying, mapping, and construction management services in accordance with Florida Statute 287.055. Cost cannot be a factor in the evaluation.



# Invitation to Negotiate (ITN)

A competitive negotiation process that is used when Purchasing deems it is in their best interest to negotiate with offerors to achieve "best value"; a form of source selection that is similar to the RFP process. It is advantageous in procurements where factors other than price are critical, and the ability to negotiate is desired or required.



# Purchasing Timelines for Solicitations Over \$50,000

ITB **RFP RFQ** ITN Request **Request For Invitation To Invitation To** For **Proposal Negotiate** Bid Qualifications 12-14 Weeks 20+ Weeks 12-14 Weeks 6-8 Weeks



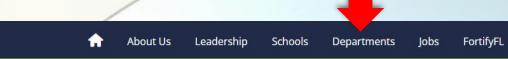
# Where do You Find Quote and Bid Information?

Purchasing Department Website:

https://www.osceolaschools.net

VendorLink:

https://vendorlink.osceola.org









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The School District of Osceola County, Florida

Every Child, Every Chance, Every Day!

DISTRICT HOME

OUR SCHOOLS >



**JOB FAIR** 

8:00 AM - 12:00 PM October 13, 2022

> TRANSPORTATION DEPARTMENT 401 SIMPSON RD. KISSIMMEE, FL 407.518.4540

#### FIND YOUR OPPORTUNITY

- Maintenance
- Transportation
- Janitorial
- School Nutrition

We have a job fair coming up, featuring mulitple district departments! Make sure you apply online at jobs.osceolaschools.net before you come on the 13th!

Click To Apply!

























## The School District of Osceola County, Florida

Every Child, Every Chance, Every Day!





















#### **Departments Directory**

 Administration/Chief of Staff for Teaching, Leading, and Learning

· Alternative Programs

Athletics

В

· Business & Fiscal Services

· Career and Technical Education

· Community Relations

D

· Deputy Superintendent Human Services

G

· Government and Labor Relations

· Grant Development and Management

· Guidance Services

Н

• High School Curriculum & Instruction

· Human Resources and Employment Information

Information and Technology Division

M

· Maintenance Department

· Office of School Improvement and District Accreditation

ABCDEFGHIMNOPRST

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• Professional Development

• Purchasing / Property Records / Warehouse



Records Management

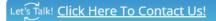
Research, Evaluation & Accountability

· Risk and Benefits Management

S

· Safety, Security and Emergency Management

School Nutrition Services

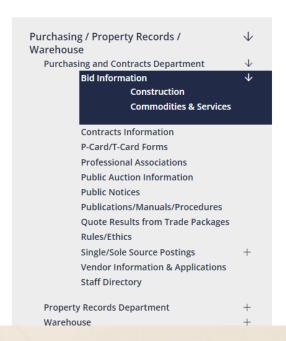








## Purchasing / Property Records / Warehouse

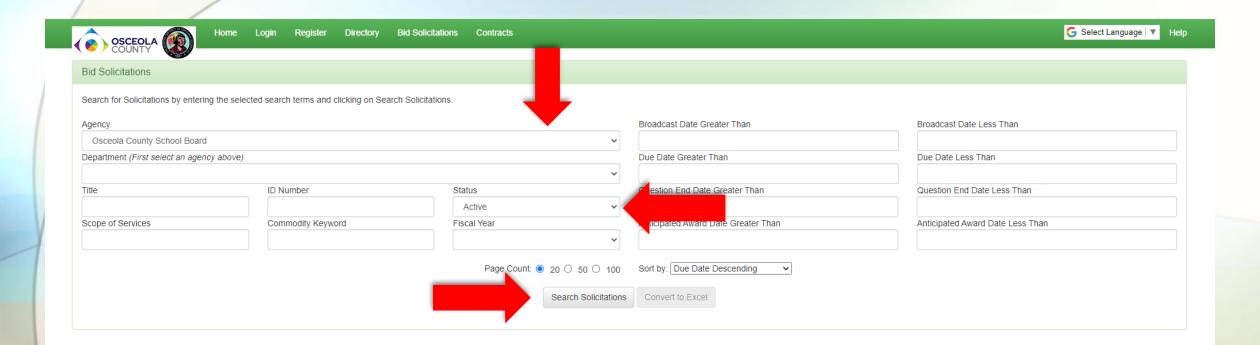


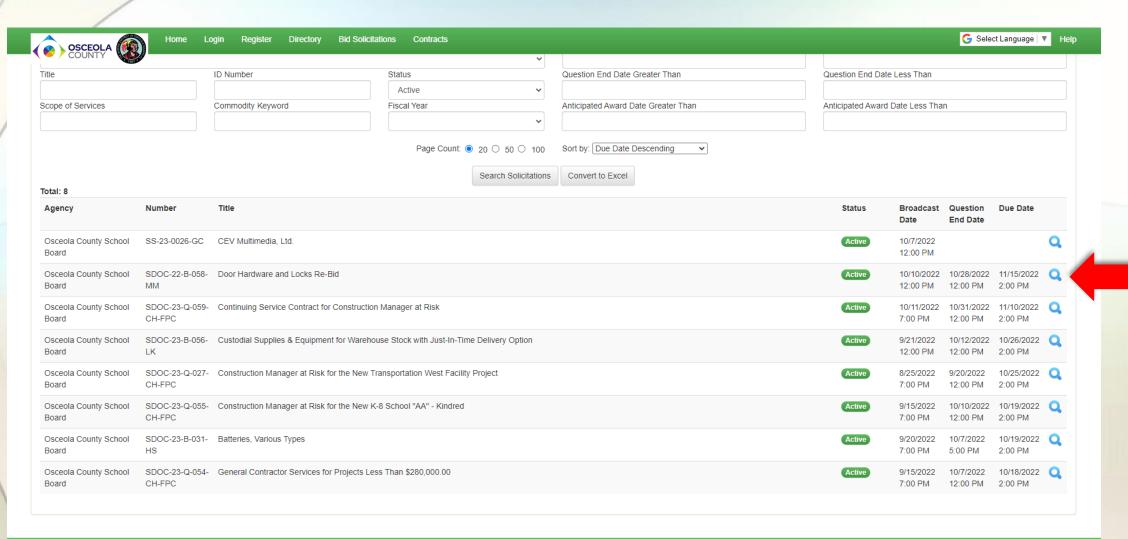
#### **Bid Information**



\* For Construction Project Information, please visit the Facilities Division Web Page for Details





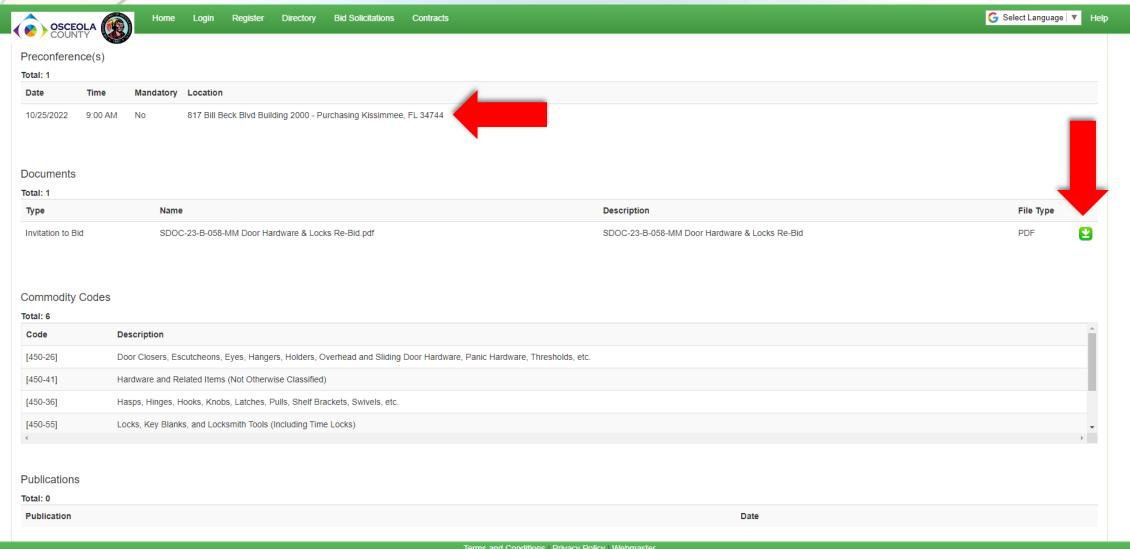


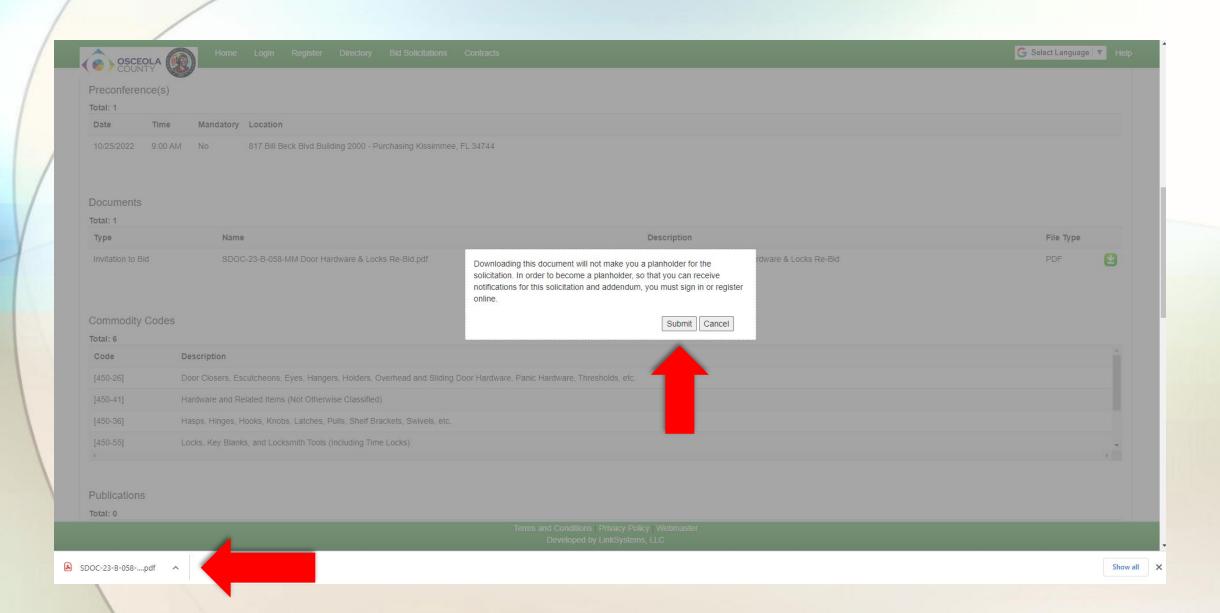
Home Login Register Directory Bid Solicitations Contracts

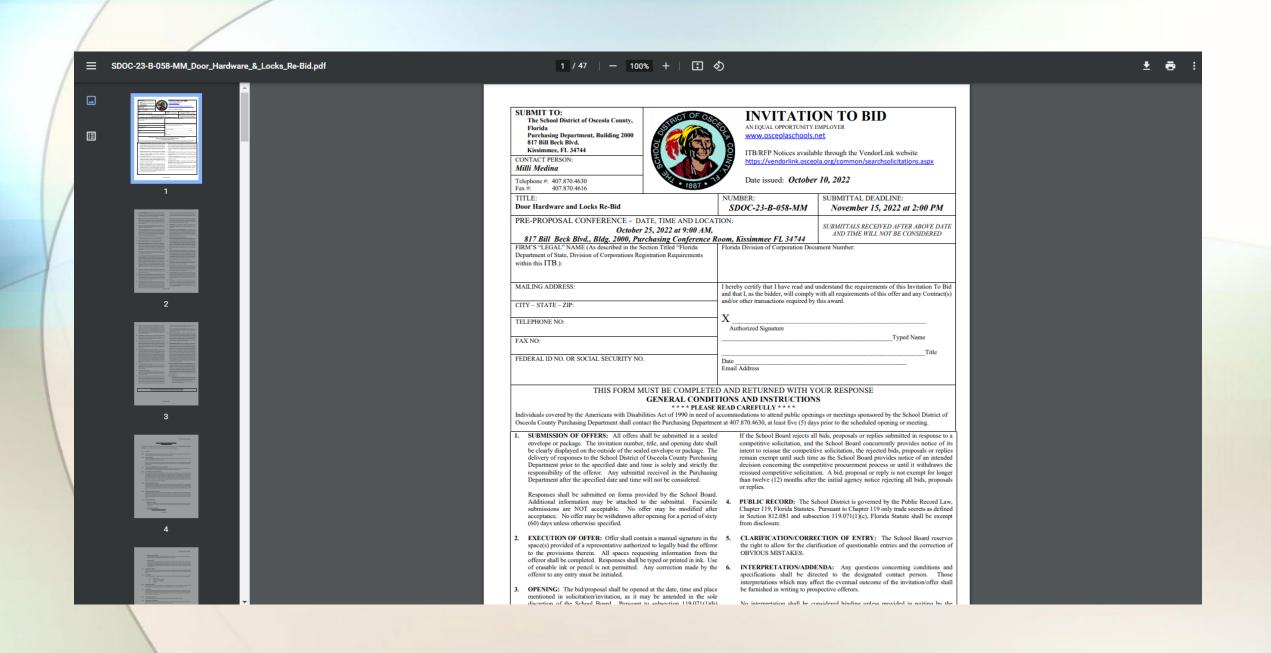


The selected solicitation details are below. Some agencies require their vendors to register before they are allowed to download documents. Click here to register or select the Register Link above. You can click on the Contact's name below to request the solicitation by email. Please include in your email your name, company name, email and phone number.

Agency	Osceola County School Board
Status	Active
Fiscal Year	2023
Primary Contact	Milli Medina
Secondary Contact	Cheryl Hood
Tertiary Contact	
Title	Door Hardware and Locks Re-Bid
Number	SDOC-22-B-058-MM
Туре	Invitation to Bid
Online Quote/Bid	No
Department	Maintenance
Piggyback Solicitation	No
Insurance Required	No
Bid Bond Required	No
Bid Bond Amount	
Performance Bond Required	No
Performance Bond Amount	
Scope of Services	The purpose of this Invitation To Bid (ITB) is to solicit competitive sealed Bids to furnish Door Hardware and Locks for the use of The School Board of Osceola County, Florida (School Board).
Broadcast Date	10/10/2022 12:00 PM
Question End Date	10/28/2022 12:00 PM
Due Date	11/15/2022 2:00 PM
Anticipated Award Date	12/13/2022









# Rules and Regulations that Govern the Purchasing Department

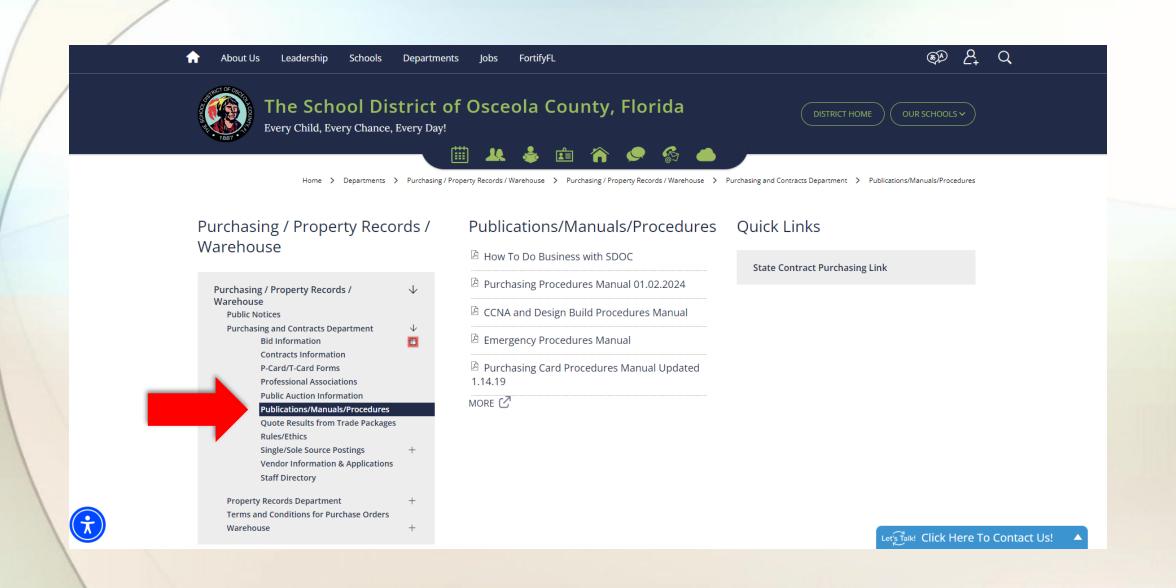


**Florida Statutes** 

**State Board of Education Rules** 

**State Requirements for Educational Facilities** 

**School Board Rules** 





# How Can You be Notified of Upcoming Bids?

VendorLink:

https://vendorlink.osceola.org

#### VendorLink

#### Welcome to the Osceola County VendorLink eProcurement System.

Are you interested in doing business with Osceola County Government or The School District of Osceola County? Do you want to learn about bid opportunities? Do you want access to bid tabulation sheets? Are you curious to know who the current planholders are for a project? Do you simply want to download an executed agreement? If you answered "yes" to any of the previous questions, then Osceola County VendorLink is for you.

VendorLink, the bid notification and information portal hosted by the Osceola County Board of County Commissioners and The School District of Osceola County, provides e-mail notifications of solicitations, as well as, downloads of solicitation documents. The benefit is that all these services are free.

By registering on VendorLink today, you can receive e-mailed notifications of solicitations and addenda when they are advertised and you will be able to download solicitation documents. Simply complete the user information fields and select commodity codes for the goods and/or services your firm provides. When the County or The School District of Osceola County posts a solicitation that matches one of your commodity codes, you will receive an e-mail inviting you to obtain complete details by logging in to the site. Some valuable information available on VendorLink includes:

- . Invitation to Bid and Request for Proposal documents
- . The solicitation's status (broadcast, under evaluation, awarded, etc.)
- · Pre-bid or pre-proposal meeting date and times
- Bid or proposal specifications
- · Bid or proposal due dates and times
- · Addenda outlining changes or clarifications to the original solicitation document
- A list of planholders
- · Tabulation or Evaluation Score Sheets
- · Recommendations for Award
- · Executed Agreements/Contracts

Should you have additional questions, please contact: Osceola County Board of County Commissioners - Procurement Services (407) 742-0900

The School District of Osceola County- Purchasing Department (407) 870-4630

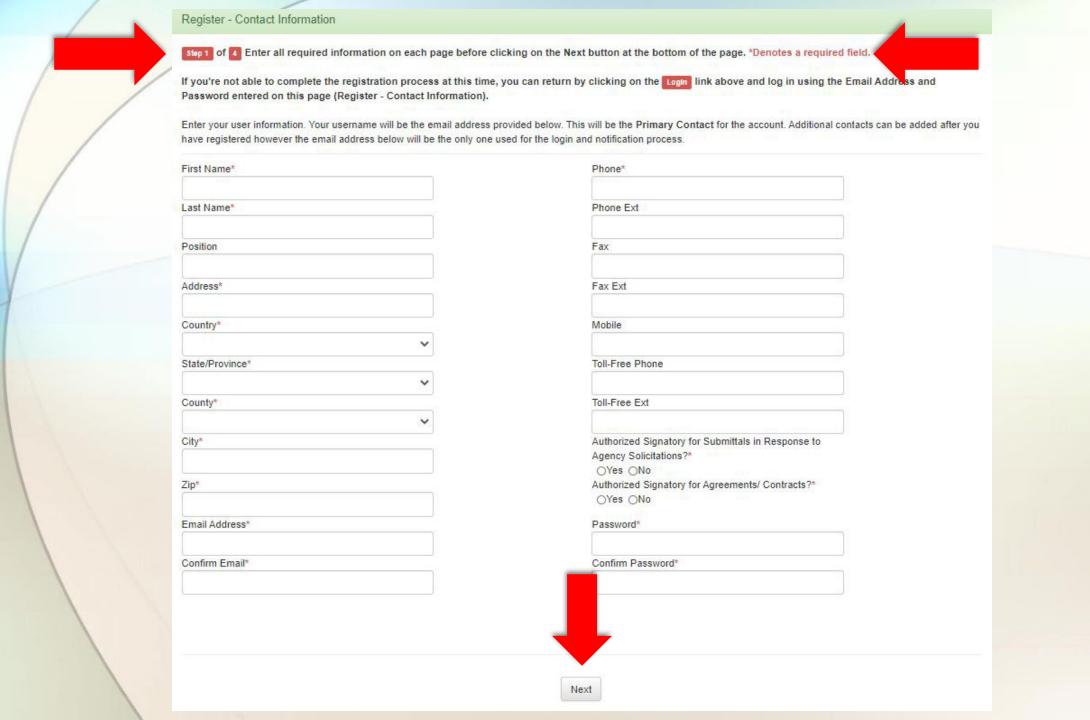
Use the links above to either login to an existing account, register a new account, or reset the password on an existing account.

#### **Database Information**

Number of Agencies: 2

Number of Solicitations: 3177

Number of Vendors: 26791





### Commodity Codes

Notified of ALL solicitations from the agencies this vendor has selected.

NOTE: If checked, this vendor is notified of ALL solicitations, regardless of the commodity codes selected below.

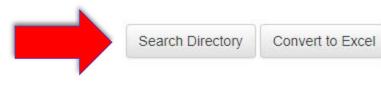
Commodity Code	Commodity Description	<u></u>
958-26	Construction Management Services	
912-35	Construction, Tennis/Sports Court	
913-61	Construction, Vertical, Concrete, Pour-In-Place, Form/Place/Finish	
909-10	Airport Facility Construction	•
4		<b>→</b>

## Directory

Search the Vendor Directory by entering the selected search terms and clicking on Search Directory. If a Certification Type or Local Vendor is selected, it will only display vendors which have submitted the required paperwork and have been approved by your agency.

Name of Business Entity or Individual	First Name	Last Name	City
Art			
Country	State	County	Zip
~	~	~	

#### Advanced Search



#### Total: 6

Name of Business Entity or Individual	Last Name	First Name	Location	Phone Number	SLVMP	1
Carter Electric, Inc.	Carter	Douglas	Apopka, FL	(407) 814-2677	Reset Password	Q
Charles Perry Partners, Inc.	Ellrod	Louise	tampa, FL	(813) 979-9577	Reset Password	Q
Hartford South, LLC	Malone	Wes	Orlando, FL	(407) 857-9392	Reset Password	Q
S & S Construction Dale S Stewart INC	Stewart	Dale	Seminole, FL	(407) 947-8780	Reset Password	Q
Smart Building Florida	Aultman	Eric	Tampa, FL	(813) 644-9826	Reset Password	Q
SmartWatt	Sonnier	.lohn	Nashville TN	(518) 406-0393	Reset Password	0

#### Vendor

The selected vendor details are displayed below.

To assist staff in determining Contractor for Construction licenses, please refer to the following sites:

https://www.myfloridalicense.com/wl11.asp

https://www3.dot.state.fl.us/contractorprequalification/public/PrequalifiedVendorSearch.aspx

Return to Directory

#### Vendor

Name of Business Entity or Individual	Carter Electric, Inc.	Tax ID Type	FEIN
Doing Business As (DBA) Name; Registered Fictitious, Trade or Assumed	Carter Electric Inc	Tax ID Number	86-1055584
Address	450 Marshall Lake Drive	Business Entity Type	S Corporation
Country of incorporation or organization	United States	Vendor/Supplier Type	Contractor for Construction
State of incorporation or organization	Florida	Number of Employees	51 - 100
County	Orange	Backup Withholding	Already subject to backup withholding
City	Apopka	Net Income	\$10,000,000+ -> \$20,000,000
Zip	32703	Net Worth	\$10,000,000+ -> \$20,000,000
Date Established	3/30/2003	DUNS Number	78-7507271
Website Address	http://https://www.carter-electric.com/	Accept Direct Deposit?	
VendorLink ID	7073	Accept Credit Card?	
Date Created	9/26/2011 11:17:30 AM	Status Undate Status	Complete Registration



# Purchasing & Facilities Partnership for our Vendors and Community

The District's Facilities Division:

https://www.osceolaschools.net/Domain/137







## Jessica Lunsford Act

### THE SCHOOL DISTRICT OF OSCEOLA COUNTY, FLORIDA

## Vendor Certification No Sex Offenders or Sexual Predators

During the 2005 Legislative Session, House Bill 1877, the Jessica Lunsford Act was passed and was approved by Governor Bush on May 2, 2005, with an effective date of September 1, 2005. Included in this Bill is language that alters the provision of 1012.465, Florida Statutes. The applicable language reads as follows:

"Non-instructional school district employees or contractual personnel who are permitted access on school grounds when students are present, who have direct contact with students or who have access to or control of school funds must meet level 2 screening requirements as described in s. 1012.32. Contractual personnel shall include any vendor, individual, or entity under contract with the school board."

https://www.osceolaschools.net/Page/2070

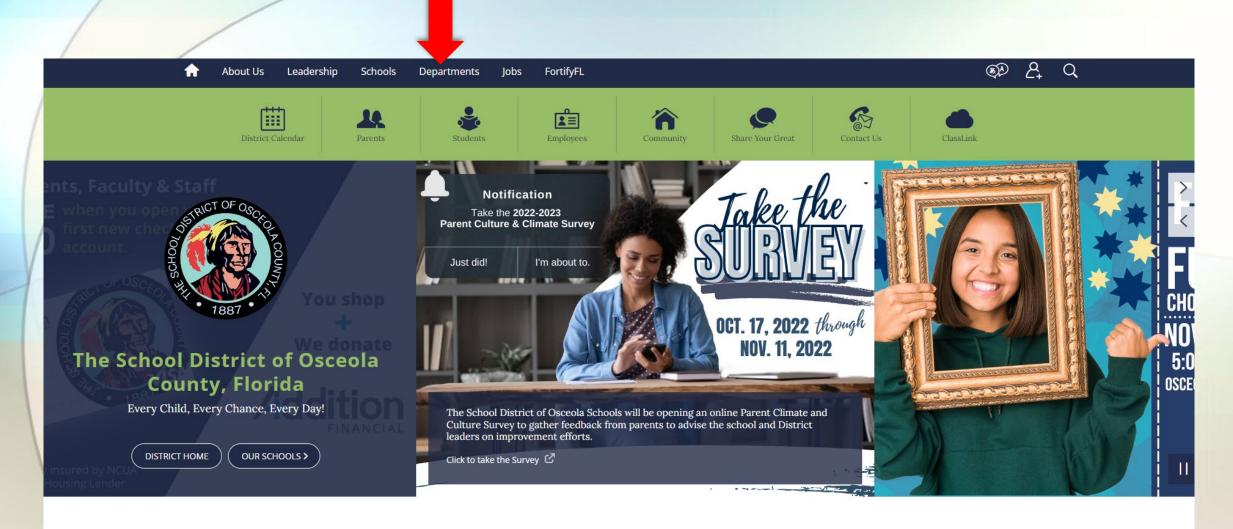




Through implementation, management, and monitoring of the District's Small Business Enterprise (SBE) and Veteran Business Enterprise (VBE) programs, the department seeks to ensure the School District of Osceola County utilizes small and veteran-owned businesses. Our department strives to encourage participation by small and veteran-owned businesses in the District's construction projects, the procurement of goods and services, and professional services activities.

The Small Business and Veteran Programs Department shall facilitate involvement by assisting with certification, notifying vendors of available opportunities, conducting community outreach and vendor education sessions, maintaining a vendor directory, and monitoring compliance.

In support of the District's vision, to work in partnership with families and the community to ensure all learners develop the essential knowledge and skills of successful, future-ready graduates, the Small Business and Veteran Programs Department promotes economic investment in the local community. When the District utilizes small and veteran-owned businesses, it has a positive fiscal impact on the local economy, which benefits the students and families of the School District of Osceola County.





















Home > Departments Directory

#### Departments Directory

· Administration/Chief of Staff for Teaching, Leading, and Learning · Alternative Programs Athletics · Business & Fiscal Services · Career and Technical Education · Community Relations

· Deputy Superintendent Human Services

- · Grant Development and Management · Guidance Services · High School Curriculum & Instruction · Human Resources and Employment Information
- · Information and Technology Division · Maintenance Department · Media and Instructional Technology · Middle School Curriculum & Instruction · Multicultural Education

• Purchasing / Property Records / Warehouse

ABCDEFGHIMNOPRST

- · Research, Evaluation & Accountability
- · Risk and Benefits Management

· Records Management

- · Safety, Security and Emergency Management
- · School Nutrition Services
- · School Operations
- · Small Business and Veteran Programs
- Special Education (Exceptional Student Education)

Let's Talk! Click Here To Contact Us!





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The School Board of Osceola County, Florida (Board) recognizes that small businesses are an essential part of the economy. Small businesses and small business owners provide essential support to the education system operated by the Board. This Small Business Enterprise (SBE) Policy of the Board is designed to promote the development of small businesses and facilitate the availability of firms to compete for upcoming projects of the Board.

## Veteran Business Enterprise Program Policy Statement

The School Board of Osceola County, Florida (Board) recognizes that veteran-owned businesses provide essential support to the education system operated by the Board. This Veteran Business Enterprise (VBE) Policy of the Board is designed to promote the development of businesses owned and operated by veteran individuals as defined herein and to facilitate the availability of firms to compete for upcoming projects of the Board.

For further information on definitions and eligibility requirements, please see School Board Policies 7.701+ and 7.702+.





The School Board of Osceola County, Florida (Board) has two (2) programs intended to economically support small and veteran-owned businesses. Our programs include a Small Business Enterprise (SBE) Program and a Veteran Business Enterprise (VBE) Program. The Board certifies SBEs and accepts Local Developing Business (LDB) certifications from both the Greater Orlando Aviation Authority (GOAA) and Orange County Public Schools (OCPS). The Board also accepts VBE certifications from the United States Department of Veterans Affairs, through the Center for Verification and Evaluation (CVE), the United States Small Business Administration (SBA), and the State of Florida's Department of Management Services Office of Supplier Diversity (OSD).







### Small Business Enterprise (SBE) Certification

The School Board of Osceola County, Florida (Board) certifies Small Business Enterprises (SBEs). Certification eligibility standards are as follows:

- A. The entity pursuing certification as an SBE must be an active operating business that is domiciled in the State of Florida.
- B. Revenue Limitations:
  - Construction and Construction Administrative Services \$7,500,000.00 in annual Gross Revenues averaged over the preceding three (3) years.
  - 2. Construction Professional Services and other Professional Services \$2,000,000.00 in annual Gross Revenues averaged over the preceding three (3) years.
  - 3. Procurement of Goods and Services (not including construction and Professional Services included in sections (1) and (2) immediately above) - \$2,000,000.00 in annual Gross Profit averaged over the preceding three (3) years.
- C. Net Worth Limitation:
  - \$750,000.00, except if the construction delivery method for a construction project is Construction Management (CM) or Construction Management at Risk (CM@R) then the Net Worth Limitation shall be \$1,500,000.00.
- D. Ownership and Control: Individual owners who do not exceed the Net Worth Limitation must own at least 51% of the applicant firm, and they must control and manage the operations of the applicant firm on a daily basis.

Small Business and Veteran Programs / Small Business Enterprise (SBE) Certification (osceolaschools.net)





### **SBE Certification Steps**

To do business with the Board, you must first be registered on VendorLink. In addition, to participate in the Board's SBE Participation Program, you must complete the steps below:

**Step 1:** Go to **VendorLink** and click the Register link at the top.

**Step 2:** Complete ALL sections in their entirety: Contact Information, Company Information, Commodity Codes selection, and Agency selection.

**Step 3:** Go to the My Account link at the top. Click on the Small Business/Local Business/Veteran Owned/Minority Owned Program field, then check the box for Osceola School District "Certified" - Small Business Enterprise.

**Step 4:** Go to the My Account link at the top. Click on the My Agency Requests field to upload all required documentation: Current W-9 Form (dated within the last 30 days), current Business Tax Receipt, completed Small Business Certification Application Supporting Documents Checklist (with all supporting documents as indicated in the Checklist in a single file), completed Small Business Certification Application, and completed Personal Net Worth Statement.

Small Business and Veteran
Programs / Small Business
Enterprise (SBE) Certification
(osceolaschools.net)



## Forms

The School Board of Osceola County, Florida (Board) certifies Small Business Enterprises (SBEs).

The Small Business Certification Application Supporting Documents Checklist (and its supporting documents), Small Business Certification Application, and Personal Net Worth Statement are all required for SBE certification. These required forms are available for download during the certification process in **VendorLink**.

- Small Business Certification Application Supporting Documents Checklist
- Small Business Certification Application
- Personal Net Worth Statement

# Small Business Enterprise (SBE) Registration (based on LDB Certification)



The School Board of Osceola County, Florida (Board) accepts Local Developing Business (LDB) certifications from both the <u>Greater Orlando Aviation Authority (GOAA)</u> and <u>Orange County Public Schools (OCPS)</u>.

The School District does not certify LDBs.

### SBE/LDB Registration Steps

To do business with the Board, you must first be registered on VendorLink. In addition, to participate in the Board's SBE Participation Program (based on LDB Certification), you must complete the steps below:

**Step 1:** Go to **VendorLink** and click the Register link at the top.

**Step 2:** Complete ALL sections in their entirety: Contact Information, Company Information, Commodity Codes selection, and Agency selection.

**Step 3:** Go to the My Account link at the top. Click on the Small Business/Local Business/Veteran Owned/Minority Owned Program field, then check the box for Osceola School District "Accepted" - Small Business Enterprise (based on Local Developing Business Certification).

**Step 4:** Go to the My Account link at the top. Click on the My Agency Requests field to upload all required documentation: Current W-9 Form (dated within the last 30 days), current Business Tax Receipt, and current certification as a LDB from one of the approved agencies.

Small Business and Veteran Programs / Small Business Enterprise (SBE) Registration (based on LDB Cer (osceolaschools.net)

# Veteran Business Enterprise (VBE) Registration

The School Board of Osceola County, Florida (Board) accepts Veteran Business Enterprise (VBE) certifications from the <u>United States Department of Veterans Affairs</u>, through the <u>Center for Verification and Evaluation (CVE</u>), the <u>United States Small Business Administration (SBA</u>), and the <u>State of Florida's Department of Management Services</u>, through the <u>Office of Supplier Diversity (OSD</u>).

The School District does not certify VBEs.

### **VBE Registration Steps**

To do business with the Board, you must first be registered on VendorLink. In addition, to participate in the Board's VBE Participation Program, you must complete the steps below:

**Step 1:** Go to **VendorLink** and click the Register link at the top.

**Step 2:** Complete ALL sections in their entirety: Contact Information, Company Information, Commodity Codes selection, and Agency selection.

**Step 3:** Go to the My Account link at the top. Click on the Small Business/Local Business/Veteran Owned/Minority Owned Program field, then check the box for Osceola School District "Accepted" - Veteran Business Enterprise.

**Step 4:** Go to the My Account link at the top. Click on the My Agency Requests field to upload all required documentation: Current W-9 Form (dated within the last 30 days), current Business Tax Receipt, and current certification as a VBE from one of the approved agencies.

<u>Small Business and Veteran</u> <u>Programs / Veteran Business</u> <u>Enterprise (VBE) Registration</u> <u>(osceolaschools.net)</u>



# Ways that We Can Help You!

- Staff is available for both in-person and virtual meetings.
- Vendor informational material is available on our website or in the office.
- Pre-Bid (preconference) meetings
- Various training opportunities





## Q&A

Should you have additional questions or require more information, please call:

The Purchasing Department (407)870-4630

Small Business and Veteran Programs Department (407)750-9316