



# FBISD SMALL BUSINESS ENTERPRISE PROGRAM - WORKSHOP -

THURSDAY, JANARY 26, 2023



# **PURPOSE OF MEETING**

To discuss potential opportunities within the district, Bond Program 2018 Upcoming Projects, and the Small Business Enterprise Program, which was adopted by the Fort Bend ISD Board of Trustees.

# **AGENDA**

- ❖ FBISD Small Business Enterprise Program Jeanette Boleware, FBISD Small Business Coordinator
- **❖** FBISD Transition Services Debra Wingard, Teacher
- **❖** FBISD Purchasing Doris Emeka-Onyenwe, Assistant Director
- **❖** US SBA Mark Winchester, Deputy District Director
- Certifications/Opportunities:
  - SBE Certification Process Metro Transit Authority, Port Authority, City of Houston
  - Networking Building Relationships
  - Break-out Sessions (Virtual Attendees)

# **SMALL BUSINESS INITIATIVE**







ction A/E Services
mitment Total SBE Commitment



34

- Multiple virtual events held to educate vendors on the process.
- Participation in various small business & chamber events throughout Fort Bend County and surrounding areas.

# DOING BUSINESS WITH FBISD CRITERIA

Vendor Registration - To be eligible as a "Small Business" under the SBEP, a business must adhere to the following criteria:

- Visit the Vendor Registration section in Bonfire (https://fortbendisd.bonfirehub.com/portal/)
- Registration Video Assistance https://support.gobonfire.com/hc/en-us

Certification - To be eligible as a "Small Business" under the SBEP, a business must have one of the following eligible small business certificates/certifications:

- City of Houston SBE, MBE, WBE, PDBE
- Metropolitan Transit Authority of Harris County (METRO) SBE;
- ❖ Port of Houston Authority Enrollment (SBE Certificate); or
- ❖ US Small Business Administration SBA 8A (if authorized by the District for a particular procurement)

Sam.Gov - SAM.gov, an official website of the U.S. government. There is no cost to use this site.

The unique entity identifier - On April 4, 2022, the unique entity identifier used across the federal government changed from the DUNS Number to the Unique Entity ID (generated by SAM.gov).

# **Small Business Enterprise Program Requirements**

- **Small Business Participation Report**
- **Supplier Diversity Questionnaire**
- FBISD Contractor and Subcontractor Participation Form
- **Small Business Commitment Section 8 Instructions**
- Small Business Participation Plan Submission



# FBISD BONFIRE PROCUREMENT PORTAL OPPORTUNITIES

RFP 23-027ED	RFP Medical Plan Administration and Flexible Spending Account (FSA) Administration
RFP 23-016AB	College and Career Planning Platform
RFP 23-024AL	Energy Conservation Consultant Services
01-26-23JB	Small Business Enterprise Program Workshop
RFQ 23-034AR	Delinquent Tax Attorney Services
RFP 23-004KB-03	Fine Arts Consultants and Clinicians (Supplemental)

https://fortbendisd.bonfirehub.com/portal/

# US SBA Mark Winchester Deputy District Director



# Help Americans Achieve the Dream of Small Business Ownership



START • GROW • EXPAND • RECOVER

# **SBA Houston District Office Footprint 32 Counties Around Houston**

**Angelina Austin** Brazoria Brazos Leon Angelina **Burleson Trinity** Madison Jasper Newton **Chambers** Milam Tyler Walker Brazos Colorado San Jacinto Burleson **Fort Bend** Hardin Montgomery Washington Galveston Liberty Waller Grimes Hardin Chambers Colorado Harris **Fort Bend** Houston Wharton Galveston Jasper **Jefferson** Leon

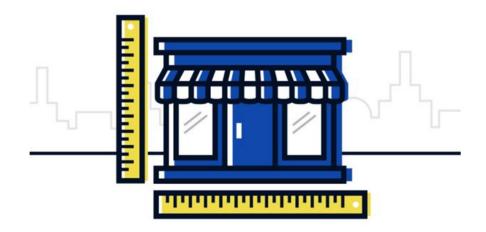
Liberty **Madison** Matagorda Milam **Montgomery** Newton **Orange** Polk Robertson San Jacinto **Trinity** Tyler Walker Waller Washington Wharton

Orange

# What is a 'Small' Business?

# Qualify as a small business: www.sba.gov/size-standards

Size Standards Tool



Do you qualify as a small business for government contracting purposes?

START

- Size standards vary by industry and are generally based on the number of employees or the amount of annual revenues the business has.
- Manufacturing or processing firm with 1,500 employees (refinery, aircraft, oil transportation, airline, delivery service).
- Service firm up to \$47M (oil/gas support, software publishing, radio/TV broadcasting, car rental, trash collection).

# Famous Brands that started with SBA Assistance!



























# How does the SBA Help?

(4 C's of the SBA)

Counseling

Capital

Contracting

Crisis



Free business counseling



SBA guaranteed business loans



Federal government contracting



Home & business disaster loans

# **Counseling - The SBA Resource Partner Network**

Access the right tools at the right time—wherever you are



Approved and funded by the SBA



1,400+ partner offices nationwide



Find local resource partners near you at www.SBA.gov/local-assistance



# **Counseling - The SBA Resource Partner Network**





- Mentorship and advice from volunteer real-world business executives—in-person or virtually
- **Search** mentor profiles
- Free online workshops and webinars



If you're an aspiring entrepreneur or small business owner looking for:

- Free business consulting to get started or grow
- Business Research Assistance
- Low-cost training on crucial topics





If you are an aspiring or current woman small business owner looking for:

- Comprehensive training and counseling on a variety of topics in several languages
- Business advice to level the playing field against unique challenges or obstacles

### 29,000 BUSINESSES TRAINED AND COUNSELED THROUGH SBA RESOURCE PARTNERS

Local SBA Resource Partners include the Texas Gulf Coast Small Business Development Center Network, SCORE Houston, WBEA Women's Business Center, and the Greater Houston Women's Chamber of Commerce Women's Business Center.



### **SBDC NETWORK**

COUNSELED: 5,633 TRAINED: 3,608

# **Counseling Impact FY22**



### **SCORE HOUSTON**

COUNSELED: 5,957 TRAINED: 12,005



### **WBEA WBC**

COUNSELED: 331 TRAINED: 641



### **GHWCC WBC**

COUNSELED: 211 TRAINED: 663

# **SBA Houston Resource Partner Contact Information**

Texas Gulf Coast
Small Business Development
Center (SBDC)
713-752-8444

713-487-6565 www.Houston.score.org WBEA Women's
Business Center (WBC)
713-681-9232

www.wbea-texas.org/wbea-wbc-

Greater Houston Women's Chamber Women's Business Center (WBC) 713-782-3777 SBA Houston Website

www.sba.gov/tx/houston

- Sign up for email updates
  - Webinar Schedule
  - Resource Guide

SBA Houston District Office

713-773-6500

Houston@sba.gov

Twitter: @SBA\_Houston 8701 S. Gessner, Suite 1200

SBA Contacts in your area (if not Houston): www.sba.gov/local-assistance

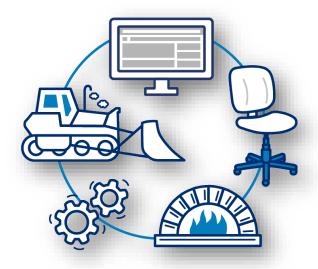
# Capital - Need a Business Loan to Start, Grow, or Expand?



# How Can an SBA-Guaranteed Loan Help You?



- Start or expand your business
- Use for leasehold improvements
- Working capital for operating expenses



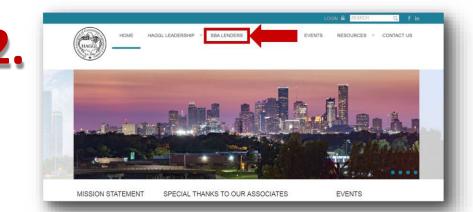
- To purchase or renovate your facility
- Purchase inventory, equipment, or machinery
- Purchase land and building
- Export a product or service from the U.S.

# Capital - 5 Ways to Find an SBA Approved

Lender

1.

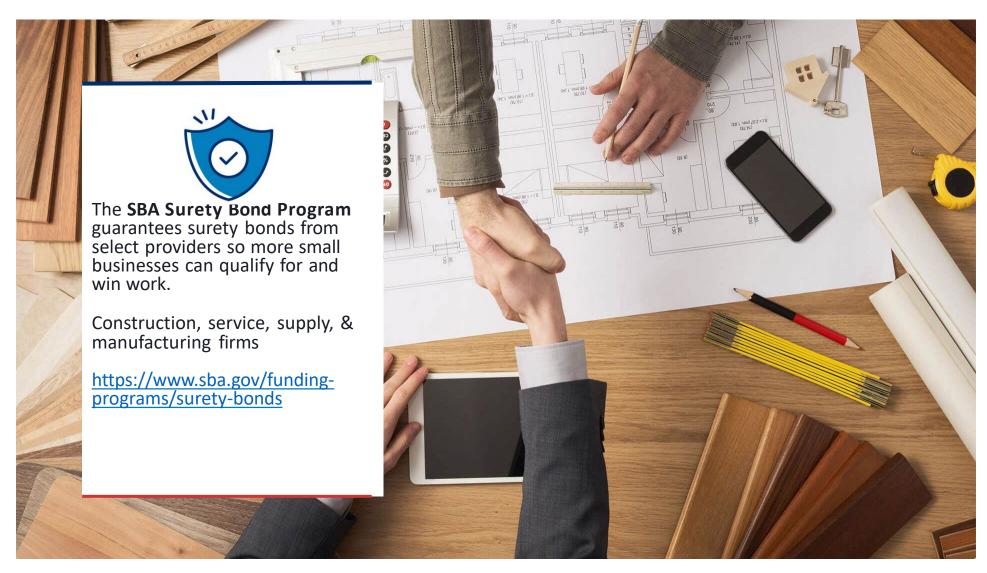






- 1. SBA Houston Website –Lender Activity Reports (SBA Houston District Office Website): This will give you an idea of lenders who are likely to lend in this area as they have in the past.
- 2. The Houston Association of Government Guaranteed Lenders (HAGGL) Member Directory (<u>www.haggl.com</u>)
- **3. Attend a virtual lending event:** Sign up for our Weekly SBA Houston Webinar Schedule to find out when the next lending event will be (<a href="https://bit.ly/3iWQv1y">https://bit.ly/3iWQv1y</a>)
- **4. Work with SBA Resource Partners:** They can help prepare business plan & financials, loan package, perfect your pitch, find a specific lender. (<u>Find local resources by clicking here</u>)
- 5. Use SBA Lender Match (www.sba.gov/lendermatch)

# Need to be Bonded to Bid on a Contract?



# **Capital Impact FY22**

\$1.1 BILLION IN HOUSTON DISTRICT SBA LENDING

**7A LOANS** 

1,039 LOANS FOR \$833 MILLION **504 LOANS** 

100 LOANS FOR \$152 MILLION

**MICROLOANS** 

53 MICROLOANS FOR \$1.3 MILLION **SURETY BONDS** 

180 BONDS FOR \$154 MILLION

# **Fund Innovations with the SBIR-STTR Program**

If you are a technology-focused small business looking to fund research and development or prototyping operations, you may qualify for **federal grants** from 11 federal agencies participating in the SBIR-STTR program.



### **Key areas for funding include:**

- Artificial intelligence
- Nanomaterials
- Clean energy
- Water filtration
- Education technology
- Wearable technology

Learn more and determine if SBIR-STTR is right for you at **SBIR.gov** 

# **Innovation Impact FY22**

### \$136 MILLION IN INNOVATION GRANT FUNDING IN HOUSTON DISTRICT (SBIR/STTR)

These grants (known as SBIR/STTR) fund research and prototyping for technologies of interest to the federal government.

### TOP AGENCY AWARDS BY DOLLARS AND UNITS

### DEPARTMENT OF DEFENSE

\$299,844,555 | 831 Awards

### DEPARTMENT OF HEALTH AND HUMAN SERVICES

\$155,129,239 | 255 Awards

### DEPARTMENT OF ENERGY

\$48,186,660 | 112 Awards

### NATIONAL SCIENCE FOUNDATION

\$29,390,239 | 110 Awards

### NATIONAL AERONAUTICS AND SPACE ADMINISTRATION

\$24,650,587 | 71 Awards

# **Are You Ready to Consider Federal Contracting?**



The world's largest customer, buying all kinds of products & services (over \$700 billion a year)



Federal agencies are required by law to provide contract opportunities to small businesses



Evaluate your readiness & learn more by visiting <a href="mailto:SBA.gov/contracting">SBA.gov/contracting</a>



# **Qualify for Federal Contracts with Certifications**



The SBA works with federal agencies to award at least 23% of all prime government contracting dollars each year to small businesses that are certified with the SBA's contracting programs. Programs include:

8(a) Business
Development
Program

Historically
Underutilized
Business Zones
(HUBZone) Program

Women-Owned Small Business (WOSB) Program

Service-Disabled Veteran-Owned Program

Learn more and determine your eligibility at <a href="mailto:certify.SBA.gov">certify.SBA.gov</a>

# Who Can Help?

If you are looking to expand with government contracting,
PTACs can help:

- Determine if your business is ready for federal contracting
- Help you register in the proper places to get involved in the government marketplace
- See if you're eligible for certifications



# **UH Procurement Technical Assistance Center**

1455 West Loop South, Suite 890 Houston, TX 77002 713-752-8477

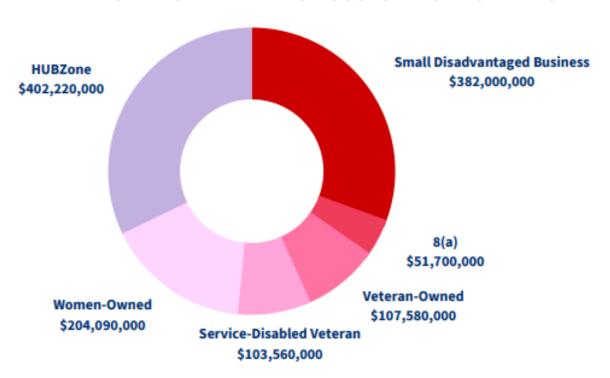
https://www.ptac.uh.edu/

# **Contracting Impact FY22**

### \$1.47 BILLION IN FEDERAL CONTRACTING DOLLARS AWARDED TO HOUSTON DISTRICT FIRMS

The annual goal of the federal government is to award 23% or more of federal contracts to small businesses. This includes goals for SBA's three certification programs: 5% set-aside for Women-Owned Small Businesses, 3% set-aside for HUBZone firms, and a 5% set-aside for small-disadvantaged firms, a designation which includes the 8(a) program. There is also a 3% set-aside goal for Service-Disabled Veteran-Owned Small Businesses (SDVOSB).

### FY22 DOLLARS AWARDED TO HOUSTON DISTRICT FIRMS



# **Crisis - Disasters Happen. Prepare Your Business.**



40% of all businesses that close after a disaster never reopen.\*



Businesses can protect themselves with an up-to-date plan of action.



Prepare your business & learn more by visiting <a href="mailto:SBA.gov/prepare">SBA.gov/prepare</a>



# **Crisis - SBA Disaster Assistance Loans**

Each year, the SBA provides billions of dollars in low-interest, long-term
 disaster loans to help small businesses, homeowners, and renters recover
 from declared disasters.

# Loans may cover:















# **Connect and Stay Informed**

### News and updates

### Sign up for our email alerts

Get updates with free small business tips, online training, and information on upcoming events in our area:



### **Latest updates**

- <u>Join Us to Learn More About SBA!!</u> 

  ☐ (November 1, 2022)
- Follow Us...on LinkedIn!! 

  ☐ (October 31, 2022)
- Do YOU Know the Next Small Business Person of the Year? ☐ (October 31, 2022)
- Events, Webinars, and MORE! 

  ☐ (October 28, 2022)

# **Presenter Contact**

### **Mark Winchester**

Deputy District Director
U.S. Small Business Administration-Houston District Office

Email: Mark.Winchester@sba.gov | Office: 713-773-6508

# **Houston District Office**

Subscribe to our Email Updates at <a href="https://www.sba.gov/tx/houston">www.sba.gov/tx/houston</a>

Phone: 713-773-6500 | Email: houston@sba.gov



# FBISD Transition Services Debra Wingard, Teacher

# FBISD PURCHASING

DORIS EMEKA-ONYENWE, INTERIM MATERIALS MANAGEMENT

ERICA DUPLECHAIN, ASSISTANT DIRECTOR

# **STEP 1-3**

# VENDOR REGISTRATION

LOGIN

# https://fortbendisd.bonfirehub.com/portal/)

Registering in Bonfire
Job Aid
Fort Bend ISD **Step 1**Go to the FBISD website:

https://www.fortbendisd.com/

### Step 2

Click on Departments in the Menu Bar.

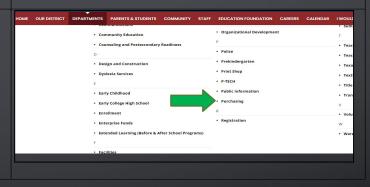
### Step 3

On the *Departments* page, scroll down to the "P" section.

Click on "Purchasing."



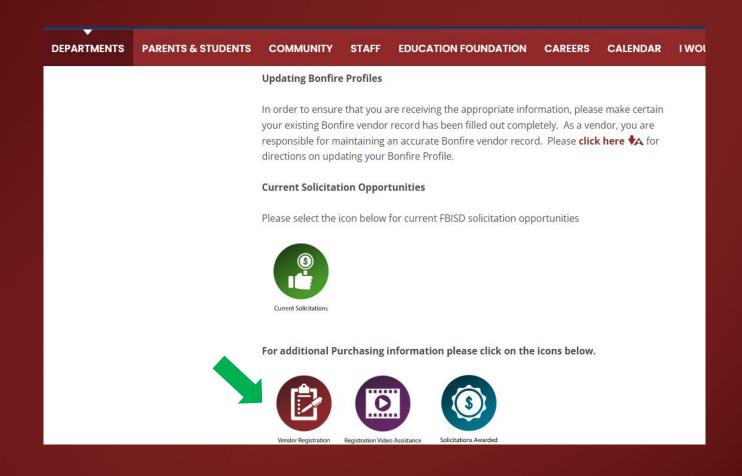




# STEP 4

When you land on the *Purchasing* home page, scroll to the bottom of the page.

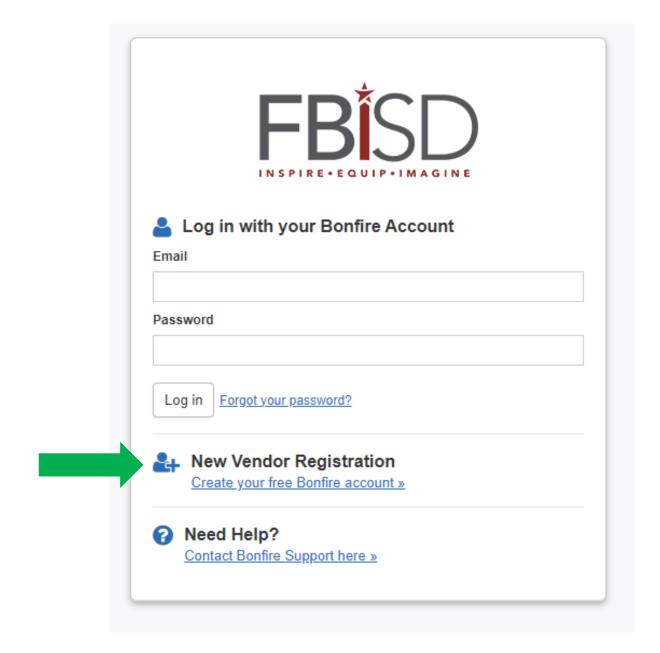
Click on the maroon "Vendor Registration" button.



### STEP 5

This button will take you to Bonfire.

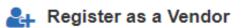
Click on "Create your free Bonfire account."



Step 6
Complete the demographic information, provide a current email address, and enter it again.

**Press "Create Account."** 





**Organization Name** 

The Composer's Hut

First Name

Last Name

Gustav

Mahler

Email

Email (Again)

Direktor@WienStatsoper.au

Direktor@WienStatsoper.au

Create account »

Log in with your Bonfire Account

Show account login screen »

Need Help?

Contact Bonfire Support here »

Step 7
You will receive
this message when
you've created an
account.

Go to your *email* application and look for the Bonfire email.



### Success!

You'll receive an email with further instructions.

Have a question or need help using Bonfire? Email us at <u>Support@GoBonfire.com</u>

« Back to Login Contact tech support »

Step 8
In the Bonfire email,
click on "Complete your
registration."

This will open a new window in your browser to complete your Bonfire registration.



Hello,

You've signed up to be a Bonfire Vendor and need to finish registering

To complete your registration, click below and create your account.

Complete your registration »

Have a question or need help using Bonfire? Email us at <a href="mailto:Support@GoBonfire.com">Support@GoBonfire.com</a>.

Powered by 666 Bonfire

Step 9
In your browser
window, come up
with a password for
Bonfire. Write it
down.

Enter your password the same way twice. Click, "Create Account."

The registration page will appear. Now we're cooking with gas!

# **Create Account** Fort Bend Independent School District First Name: Gustav Last Name: Mahler Email: admin@jamesdrew.net Password (Must contain 10-72 characters): Password (Again): Create Account Powered by Terms of Service Portal Security **666** Bonfire

Step 10
Click on the box next to
"I accept the Privacy
Policy and Vendor and
Submission Portal Terms
of Service."

Then, click on "Save and continue to Step 2: Account Information."

# Registration In addition to creating your account, you need to provide the following information. Please complete all of the steps below. Your account with the email address admin@jamesdrew.net has been confirmed! Step 1: Account Confirmation Bonfire's Privacy Policy and Terms of Service were updated on Sep 8, 2020. Step 2: Account Information I accept the Privacy Policy and Vendor and Submission Portal Terms of Service. Step 3: Documentation Save and continue to Step 2: Account Information » Step 4: Commodity Codes Registration Complete

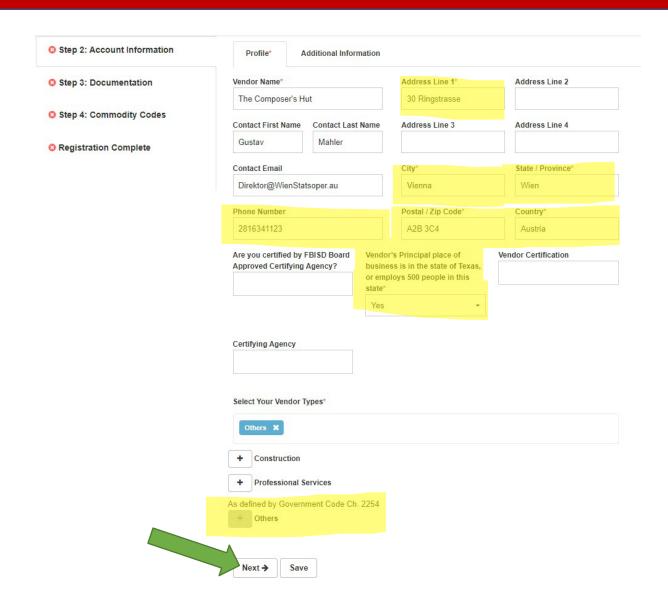
Profile Information: Your Vendor Name, Contact First Name, Contact Last Name, and Contact Email will be populated.

#### You must enter:

- Address Line 1
- City
- State / Province
- Phone Number
- Postal / Zip Code
- Country

Answer YES that your business is in Texas –

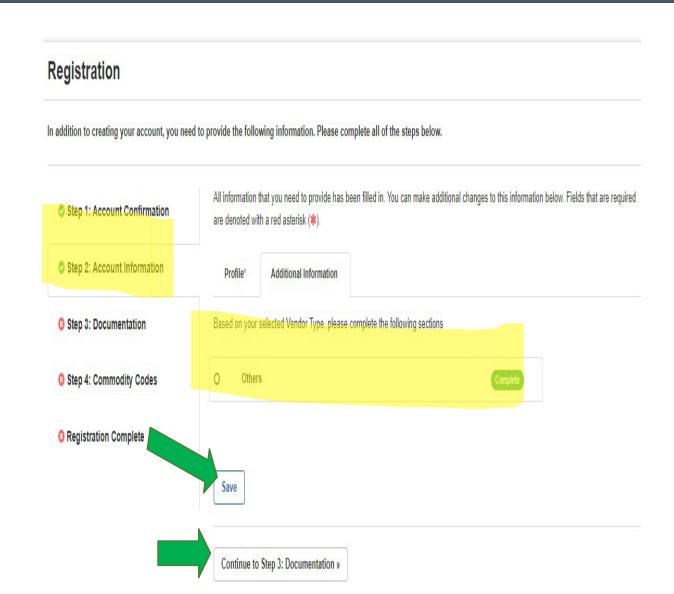
Do not answer any other questions about certification. Click the + sign next to *Others*. Click "Next."



If you've filled out the Profile correctly, next to "Others" in the middle of the page will be a green "Complete" button.

Click "Save." You'll notice that you have a green checkmark next to "Step 2: Account Information" on the menu bar. Now, click on "Continue to Step 3: Documentation." Yay!

We're making progress!!



This is where you need access to that W9 and Supplier Diversity Questionnaire you completed and saved to your desktop (I hope). If you have completed and saved them, you can upload them now.

W9:

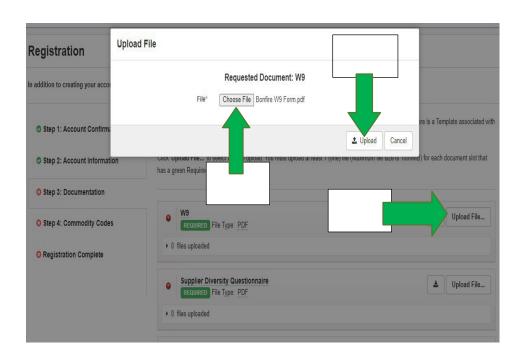
1. Click "Upload File..."

2. Click on "Choose File" and navigate to your electronic W9.

3. Click "Upload."

- Supplier Diversity Questionnaire:4. Click "Upload File..."
- 5. Click on "Choose File" and navigate to your electronic Supplier Diversity Questionnaire.6. Click "Upload."

When you've uploaded both documents, you will have a green checkmark next to each one, as well as the "Step 3: Documentation" menu item.





### 13 b

This is where you will upload FBISD recognized certifications:

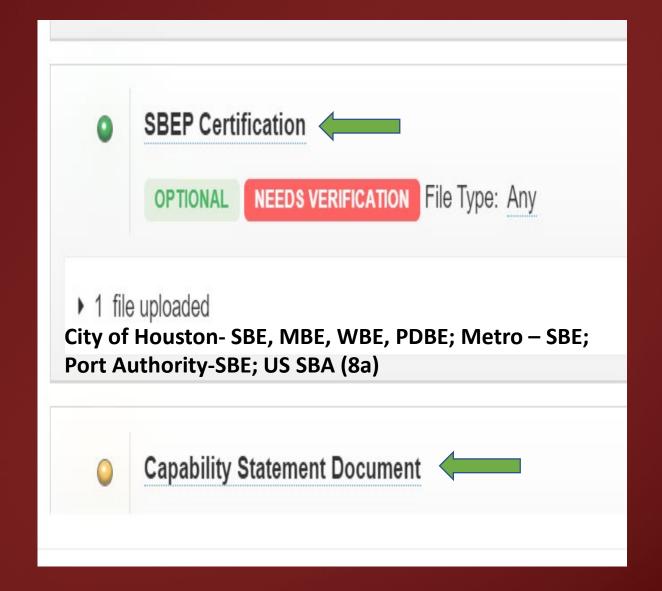
**Certification:** 

Click "Upload File..."Click on "Choose File" and navigate to your certification. Click "Upload."

**Capability Statement:** 

Click "Upload File..."Click on "Choose File" and navigate to your electronic capability statement. Click "Upload."

When you've uploaded both documents, you will have a green checkmark next to each one, as well as the "Step 3: Documentation" menu item.



Click on "Step 4: Commodity Codes" in the menu bar.

You will enter three commodity codes here. Click on the "Code:" box and enter the following code:

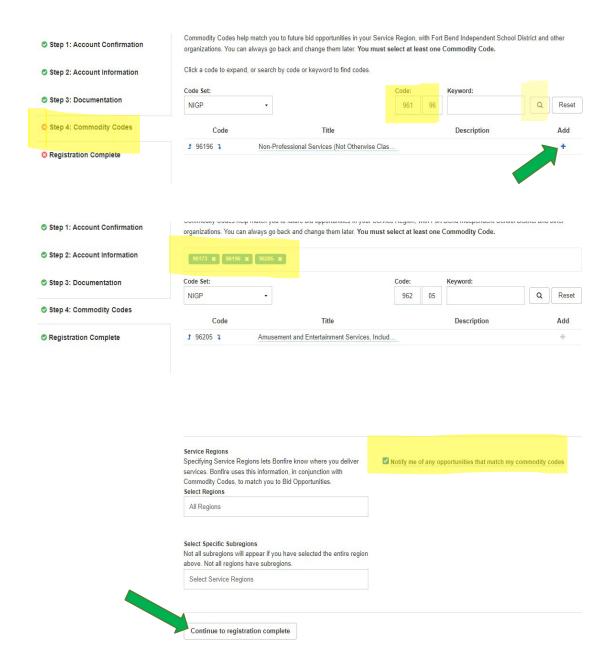
• 961 96

Click the magnifying glass (search) button. It will populate the commodity, "Non-Professional Services (Not Otherwise Classified"). Click the + under "Add" in the last column.

Repeat the above steps with these additional two commodity codes:

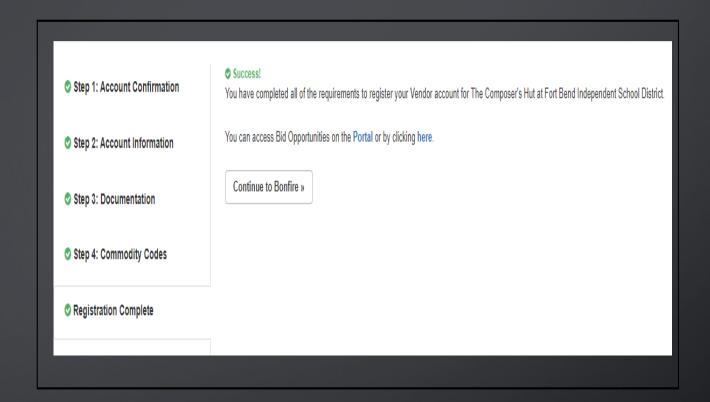
- 961 73
- 962 05

Click on "Notify my of any opportunities that match my commodity codes."



Step 15
Congratulations! You've completed the registration process.

Now, wait for an email when the solicitation opens and complete the solicitation tasks.



#### **DESIGN & CONSTRUCTION - PURCHASING & MATERIALS MANAGEMENT STAFF**

- Carolina Fuzetti, Executive Director–Design & Construction
- ❖ Jeanette Boleware, Small Business Enterprise Program Coordinator
- Doris Emeka-Onyenwe, Interim Director-Materials Management
- Erica Duplechain, Assistant Director
- \* Kathleen Booker, Senior Construction Buyer
- ❖ Antoinette Lewis, Senior Construction Buyer



### FORT BEND ISD

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