

## Delray Beach CRA Program/Project Outputs, Outcomes and Activities

**Organization:** The Center for Technology, Enterprise, Development, Inc.

**Reporting Quarter:** 2<sup>nd</sup> Q FY 2019

**GOAL 1:** To train small business owners who are registered vendors with the city of Delray Beach purchasing on the process of identifying potential contracting opportunities

**GOAL 2:** To support the learning process for small business owners to develop knowledge regarding certifications for small businesses.

**GOAL 3:** To support the learning process for youth in Delray Beach Communities to develop knowledge regarding business ownership and business opportunities.

### 2<sup>nd</sup> Quarter Report

| Key Activities                                                                                                                                    | Outputs                                                                                                                                                                                                                                                    | Outcomes                                                                                                                                                                                                       | Impact(s)                                                                                                                                                                                                                                                                                                                                                                    | 2 <sup>nd</sup> Q FY 2019 Activities, Outputs, Outcomes                                                                                                                                                        |
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| <b>Local Government Contracts/ Training</b><br><br><hr/> <b>Number to be Served:</b><br>45<br><br><hr/> <b>9 months 1st Q FY 19 - 3rd Q FY 19</b> | Will host four workshops covering the following topics with hands on development of:<br>Capability Statements, Definition of Terms Associated with RFP's and Proposals, How to search for opportunities, How to approach Purchasing & Contracting Officers | To support the registration of small businesses in the city purchasing department of Delray Beach. In an effort to identify opportunities and to be approved with the appropriate licensing and registrations. | Small business owners will understand the "process" and complete the necessary paperwork and structure to be considered for contracting opportunities.<br>The number of proposals from small business owners to the City of Delray Beach will increase.<br>The number of small business owners selected to complete contract work for the City of Delray Beach will increase | Marketing initiated for 3 workshops scheduled for the Month of May... 10,17,24<br><ul style="list-style-type: none"> <li>- Definition of terms</li> <li>- RFP/RFQ</li> <li>- Locating Opportunities</li> </ul> |

## 2<sup>nd</sup> Quarter Report

| Key Activities                                                                                                                    | Outputs                                                                                                                                                                                           | Outcomes                                                                                                                                       | Impact(s)                                                                                                                                                                                                                                                                                            | 2 <sup>nd</sup> Q FY 2019 Activities, Outputs, Outcomes                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
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| <b>Small Business Certification</b><br><hr/> <b>Number to be Served:</b><br>12<br><hr/> <b>9 months 1st Q FY 19 - 3rd Q FY 19</b> | Four hands-on workshops on the following topics:<br>Register as a vendor; Delray Beach, Palm Beach County, State of Florida. Certifications including veteran owned, minority owned, woman owned, | Attendees will complete and submit applications to appropriate agencies. Small business owners will become certified and increase credibility. | Small business owners will be registered with agencies with documentation regarding capabilities. Agencies will have a pool of businesses with vetted credentials. Prime contractors will have choices regarding subs and will be able to evaluate potential small business utilization on projects. | Workshop held on Is Your Business Registered "Properly" & "Legally Structured" to Take Advantage of Contracting Opportunities. March 1, 2019<br>11 am – 1 pm<br>TED Center Conference Room – Delray Beach<br><br>Instructor:<br>Attorney Joseph Rosen<br><br>Number of Attendees = 5<br><br>Bump It Up – Workshop April 25, 2019 – Initiated applications for registering as a vendor with State of Florida and Federal Government and initiated application for Certification as Women Owned and Minority Owned.<br><br>Instructors:<br>Victoria Hughes<br>Germaine Pointer<br><br>Number of Attendees = 39 |

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| Key Activities                                                                                                                       | Outputs                                                                                         | Outcomes                                                                                                                                                                    | Impact(s)                                                                                                                                                                                                   | 2 <sup>nd</sup> Q FY 2019 Activities, Outputs, Outcomes                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
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| <b>Youth Entrepreneurship Training</b><br><hr/> <b>Number to be Served:</b><br>20<br><hr/> <b>6 months 1st Q FY 19 - 3rd Q FY 19</b> | Outreach to youth ages 13 -17.<br>- Via Churches<br>- High School<br>- Community Youth Programs | Over six months host 6 workshops focused on types of unique small businesses. Create a small business and allow participants to run/operate each department of the business | Provide knowledge about small businesses. Pair each participant with a small business owner to get hands on experience. Students will broaden the vision of their future in terms of employment opportunity | <b>Held 3 Workshops:</b> <ol style="list-style-type: none"> <li>1. Orientation</li> <li>2. 123's of Starting a Business</li> <li>3. Components of a Business Plan and Establishing Business Credit</li> </ol> 7 Participant Attended<br><br>3 Volunteer Instructors assisted with the Workshops: <ol style="list-style-type: none"> <li>1. Greg Dalmotte, Comerica Bank (Banking Basics)</li> <li>2. Monique "MO" Corker, Comerica Bank (Budgeting &amp; Finance)</li> <li>3. Sandra Fenelon, ASW &amp; Associates (Insurance &amp; Credit Counseling)</li> </ol> |