

## 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
<b>Local Government Contracts/ Training</b>  <hr/> <b>Number to be Served:</b> 45  <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: 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. The number of proposals from small business owners to the City of Delray Beach will increase. 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 <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
<b>Small Business Certification</b> <hr/> <b>Number to be Served:</b> 12 <hr/> <b>9 months 1st Q FY 19 - 3rd Q FY 19</b>	Four hands-on workshops on the following topics: 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 11 am – 1 pm TED Center Conference Room – Delray Beach  Instructor: Attorney Joseph Rosen  Number of Attendees = 5  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.  Instructors: Victoria Hughes Germaine Pointer  Number of Attendees = 39

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

Key Activities	Outputs	Outcomes	Impact(s)	2 <sup>nd</sup> Q FY 2019 Activities, Outputs, Outcomes
<b>Youth Entrepreneurship Training</b> <hr/> <b>Number to be Served:</b> 20 <hr/> <b>6 months 1st Q FY 19 - 3rd Q FY 19</b>	Outreach to youth ages 13 -17. - Via Churches - High School - 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  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>