

Town Hall with Judge Clay Jenkins

November 09, 2021

Dallas County Judge Clay Jenkins



A night-time photograph of the Dallas skyline, featuring several illuminated skyscrapers and the Reunion Tower. The sky is dark, and the city lights create a vibrant contrast.

Office of Small Business Enterprise

Jesse L. Crawford, Director of SBE Program



Who am I?

- A progressive thinker and innovative leader with a proven background in supplier inclusion, supply chain management, strategic sourcing and procurement, entrepreneurship, and community engagement.
- 20+ years of global diversity experience with sustainable results with Fortune 100 Companies, Public Utilities, Government Entities, and Small & Diverse owned businesses.
- Entrepreneurial experience in the fields of Technology, Transportation, Telecommunications, Healthcare, Hospitality and Supply Chain Consulting. Previous employee of Verizon Communications, Dallas/Fort Worth International Airport, GTE, MCI, and Federal Express.
- Passion for "getting difficult things done right" and championing the value of diversity, equity, and inclusion for mutually beneficial outcomes.
- Proud father of two awesome children and a member of Alpha Phi Alpha, Fraternity, Inc..
- Northwood University Graduate (Summa Cum Laude and Magna Cum Laude Honors)



Jesse L. Crawford, Director of SBE Program



Emergency Business Assistance Program

PROGRAM

- Designed to rapidly provide financial assistance to “traditional” small businesses that have been adversely affected by the current pandemic.

MAXIMUM GRANT AMOUNT - \$15,000

TARGET POPULATION

- Small, disadvantaged, and minority-owned businesses with no more than 100 employees
- Businesses that have closed and faced a financial burden due to COVID-19

ELIGIBILITY CRITERIA

- Be officially registered with the State, physically located, and operating within Dallas County (excluding the City of Dallas);
- Be current in the payment of all Dallas County and local taxes;
- Have annual gross income of less than \$1 million;
- Have experienced a loss of at least 25% in income since March 1, 2020 because of the pandemic

<https://www.dallascounty.org/cares-act/business-assist-en.php>



SOUTH DALLAS GOVERNMENT CENTER

A Model for Small Business Enterprise Participation

- \$22 million government center is situated on a 12-acre campus at the corner of West Wheatland Road and Polk Street
- A new 11,000-square-foot Dallas County Sheriff's Training Academy was also designed and constructed on the southern end of the campus.
- Achieved 42% minority and small business participation exceeded Dallas County's aspirational goal of 40%.
 - 100 percent minority finance firm
 - African American-owned design firm and 50 percent minority general contractor joint venture
- The building's construction - Collaboration with the Regional Black Contractors Association and its "Second Chance" program
- The facility's Dispatch Center was designed as an ICC-500 2015 Storm Shelter that can withstand winds of up to 200 MPH and remain operational during severe weather.
- Integration of public art played a prominent role in the government building's socially conscious design.
 - Second-floor gallery features portraits created by local artists of 11 prominent Dallas County judges and constables, plus Supreme Court Justice Thurgood Marshall
 - First floor, a 7-foot by 20-foot mosaic mural titled "Justice For All" by artist Reginald C. Adams has been integrated into the architecture immediately adjacent to the public rotunda.



OVERVIEW OF SMALL BUSINESS ENTERPRISE PROGRAM

MISSION:

- Create a level playing field on which small businesses can compete fairly

OUR GOALS:

- Utilize eligible small businesses to enhance the capacity of small businesses.
- Increase the number of competitively awarded contracts to small businesses.
- Promote the use of small businesses in Dallas County contract and subcontract opportunities.
- Ensure non-discrimination in the award and administration of Dallas County contracts and procurements to SBE's.



OUR PRIMARY FUNCTIONS:

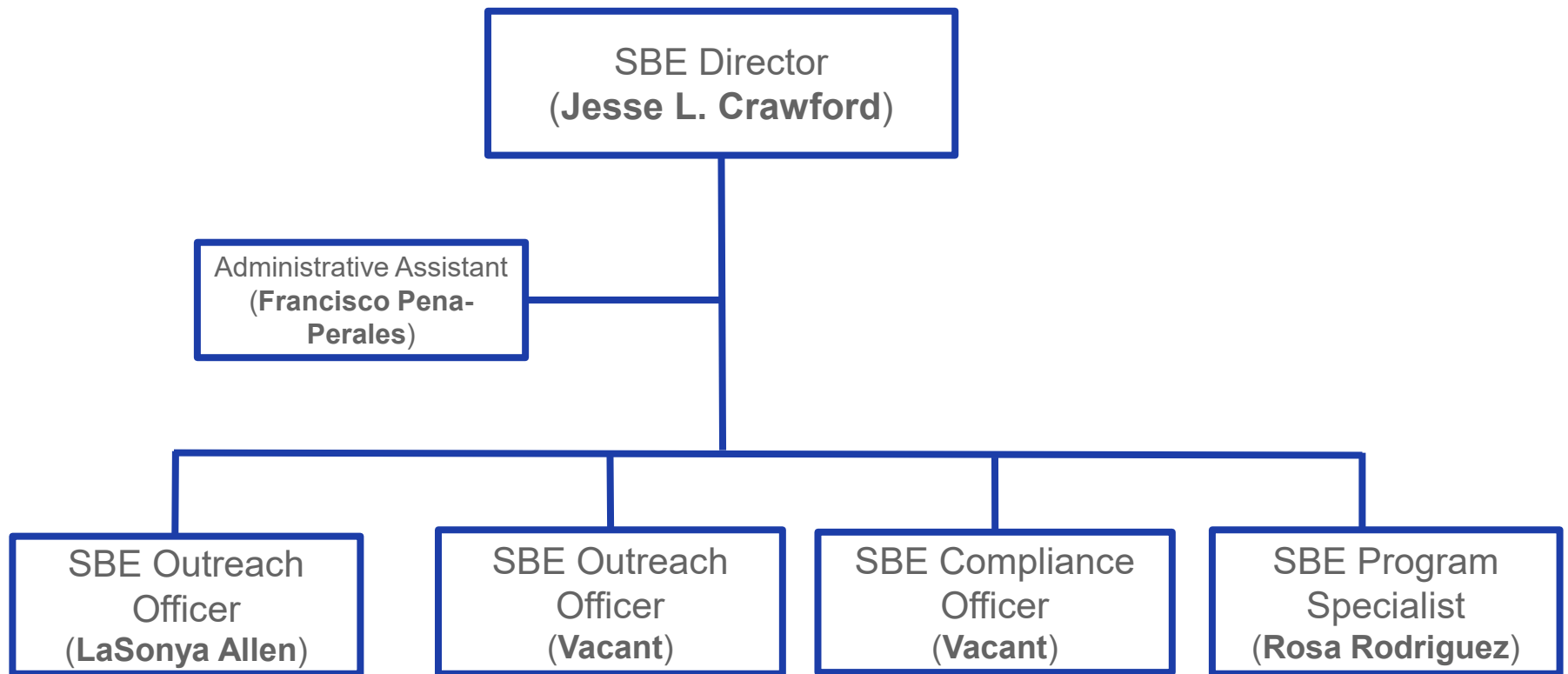
- Serve as Dallas County SBE Liaisons
- Provide Education, Training & Awareness (both internally and externally)
- Promote Vendor SBE Certification
- Monitor and Report on SBE program
- Maintain Diverse Vendor Database
- Conduct Outreach Initiatives /Activities

OUR SUPPORT:

- Commissioner's Court
- Executive Leadership
- Purchasing
- Small Business Advocacy Council
- Certification Advocacy Partners
- Business Community



SBE DEPARTMENT





HOW TO BE RECOGNIZED BY THE COUNTY AS A SBE...

- Firm must be certified by one of following agencies:
 - *Dallas-Fort Worth Minority Supplier Development Council*
 - *North Central Texas Regional Certification Agency*
 - *Women's Business Council-Southwest*



- Firm must have local presence within the Dallas County Metropolitan Statistical Area (MSA)
 - *Dallas County*
 - *Tarrant County*
 - *Denton County*
 - *Collin County*



COMPLIANCE TRACKING SYSTEM (B2Gnow)

- ✓ Mandatory Diversity Compliance Reporting
 - Add all subcontractors

- ✓ Mandatory Electronic Payment Reporting
 - Prime to enter payments to Subcontractors
 - Subcontractors to verify





Visit the Following Link for More SBE Program Information:

**Dallas County SBE Program
500 Elm St., Suite 300
Dallas, Texas 75202
214-653-6021
sbe@dallascounty.org**

<https://www.dallascounty.org/departments/small-business-enterprise/>

A night-time photograph of the Dallas skyline, featuring several illuminated skyscrapers and the Reunion Tower with its glowing sphere. The sky is dark, and the city lights create a vibrant contrast.

HOW TO DO BUSINESS WITH DALLAS COUNTY

Michael Frosch, Purchasing Director



Purchasing Department Mission Statement

Procure goods and services in a manner that promotes business opportunities, inclusion, competition, and transparency to efficiently meet the clients needs while adhering with statutory requirements.

DALLAS COUNTY PURCHASING DEPARTMENT

500 Elm Street, Suite 5500, Dallas, TX 75202
 Telephone: (214) 653-7431 • Fax: (214) 653-7449

Michael Frosch	Purchasing Director	214-653-6500	michael.frosch@dallascounty.org
Consolata Mutuku	Executive Assistant	214-653-6818	consolata.Mutuku@dallascounty.org
Mario Alvarado	Asst. Purchasing Director	214-653-7433	mario.alvarado@dallascounty.org
Kim Gould	Purchasing Manager	214-653-7580	kimberly.gould@dallascounty.org
James Doss	Contracts Specialists	214-653-7437	james.doss@dallascounty.org
Theresa Isenhour	Contract Specialists	214-653-6304	theresa.isenhour@dallacounty.org
Laura Ortiz	Contracts Specialists	214-653-5639	laura.ortiz@dallascounty.org
Nancy Martinez	Contracts Specialists	214-653-6223	nancy.martinez@dallascounty.org
Scott Campbell	Buyer	214-653-7763	scott.campbell@dallascounty.org
Stephen Cordova	Buyer	214-653-7618	stephen.cordova@dallascounty.org
James Gay	Buyer	214-653-7434	james.gay@dallascounty.org
Zavieone Pirtle	Buyer	214-653-7725	zavieone.pirtle@dallascounty.org
Joel Perez	Buyer	214-653-7251	joel.perez@dallascounty.org
Kerry Rhines	Fixed Assets Lead	214-653-7253	kerry.rhines@dallascounty.org
Ronald Babineaux	Fixed Assets	214-653-6688	ronald.babineaux@dallascounty.org
Olivia Thompson	Clerk II	214-653-7431	olivia.thompson@dallascounty.org

WHAT DOES DALLAS COUNTY PROCURE?

Professional services

Legal, Architectural, Engineering, etc.

Goods & Services

Promotional items, IT, translation services, armored car services, grounds maintenance, janitorial goods and services, security, plumbing, HVAC, mechanical parts and services, uniforms, food, temporary staff, vehicles/parts, office supplies, furniture and pest control, etc.

Construction

Job Order Contracting, roofing, new construction, building repair, flooring, refurbishing, etc.

How Does Dallas County Purchase Goods/Services

Dallas County's purchasing methods and processes are governed by local, state and federal purchasing requirements:

- The following are examples of methods the County is required to use:
 - **Solicitation processes**
 - Informal Solicitations
 - Invitation for Bids
 - Request for Proposals
 - Request for Qualifications
 - **Exemptions**
 - Cooperative Agreements
 - Interlocal Agreements
 - Sole Source
 - Emergency Processes

METHODS OF PURCHASING

The County is governed by State of Texas purchasing statutes.

IFQ – Invitation for Quotes

- solicitations less than \$50,000
- Advertising not required
- lowest vendor meeting minimum requirement

IFB – Invitation for Bids

- solicitations greater than \$50,000
- **Two week advertising required**
- lowest bidder meeting minimum requirement
- **Commissioners Court approval required**

METHODS OF PURCHASING CONT.

RFP – Request for Proposals - greater than \$50,000

- Two week advertising required
- Complex purchases with multiple options or solutions to consider
- **Considers other factors in addition to price**
- **Evaluated by Dallas County committee**
- **Negotiations**
- **Highest ranked proposal**
- Commissioners Court approval required

RFQ – Request for Qualifications - greater than \$50,000

- Two week advertising required
- **Professional Services (only)**
- **Two step process based on qualifications**
- Qualified vendor(s)
- Negotiations
- Commissioners Court approval required

TOP 10 THINGS TO CONSIDER WHEN BIDDING

- **Bid security**
- **Award Method**
 - a. by line
 - b. all or nothing
 - c. by group
 - d. best value
- **Read Instructions**
 - a. award
 - b. samples
 - c. qualifications
 - d. minimum requirements
- **Make sure your product, service, delivery will meet specification requirements**
- **Attend pre-bid meeting**
 - a. clarification
 - b. ask questions
 - c. meet your competitors
 - d. opportunities to network
- **Keep up with the solicitation schedule and addenda**
 - a. pre-bid
 - b. closing date
 - c. addenda
- **Correct pricing sheet**
 - a. quantity
 - b. unit of measure
 - c. unit & extended cost
 - d. check the math
- **Bonding requirements**
 - a. amount
 - b. term
 - c. consider the bond & insurance cost
 - d. make sure you meet bonding requirements
- **Complete & return all bid documents required**
- **Make a competitive bid**

Participating in Dallas County Business Opportunities

Dallas County implemented a new public solicitation platform on April 27, 2020 to post all solicitations for goods, services, and construction projects:

BidSync is the County's solicitation platform and allows the County to:

- Post solicitations (business opportunities) online for public access
- Allows for competitive and transparent business practices
- Vendor email notices, daily email alerts, key bid information

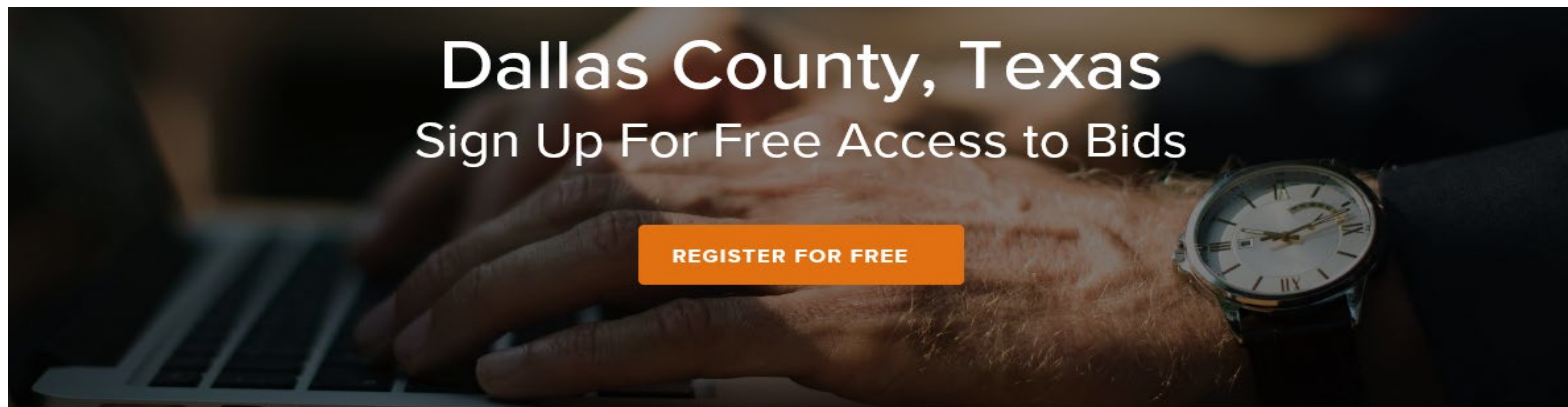
Vendor benefits:

- Use of platform is FREE for Dallas County solicitation
- Access over 100,000 agencies
- Paperless electronic responses to all solicitations
- Easy-to-review Bid summary - bid agency, summary description, important solicitation updates, key dates
- Advanced search tools; geography, agency type, due date

HOW TO REGISTER ON BIDSYNC

Step 1: Visit the following link and click [“Register For Free”](#)

https://prod.bidsync.com/dallas_county_texas



Dallas County, Texas has partnered with BidSync to provide web-based bidding services to their suppliers. To do business with **Dallas County, Texas** you can register for a free BidSync Basic account.

If you are interested in seeing bids from over 100,000 government agencies across the US subscribe to a BidSync Pro Account.

[SHOW ME HOW TO GET MORE BIDS](#)

BIDDING OPPORTUNITIES

Visit the Dallas County Purchasing Department website to view and respond to active solicitations.

<https://www.dallascounty.org/departments/purchasing/currentbids.php>

Bidding Opportunities

Records Building – 500 Elm Street, Suite 5500, Dallas, TX 75202
Telephone: (214) 653-7431 • Fax: (214) 653-7449





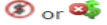
Business Opportunities Solicitations

On April 27, 2020, Dallas County implemented a new public solicitation platform and will be posting all solicitations for goods, services, and construction through BidSync. Vendors seeking to do business with Dallas County will be required to register, https://prod.bidsync.com/dallas_county_texas. By registering, vendors will be able to receive solicitation notices, view open solicitations, and submit their response online to desired business opportunities.

Click here to search **CURRENT** bids

Click here to search **CLOSED** bids

BidSync Icon Descriptions

	Quick Quote
 Sealed Bid	A sealed bid is a bid where all offers placed on the bid are kept hidden until the bid has been awarded. Once the bid has been awarded offer amounts and supplier names will be visible to everyone.
 Addendum	An addendum has been created on the bid. An addendum may result from a change of dates, documents and/or other bid information.
 Change	A change has been made on the bid. To review the changes for this bid, please refer to the Changes section, located at the bottom of the Bid Information page.
 Fee Waived	This icon indicates that this bid has been sponsored by the issuing agency.

search by keyword, title or bid number (click the question icon to see search instructions)

Show results for :

Classifications

NIGP

Administrative, Financial

Bid number	Title	Agency	Location	End date	Bid end	Tab
2004-001	Protective Mask	Dallas County Purchasing	Texas	Apr 28, 2020 5:43:46 PM CDT	Bid has ended	
	Request					

BIDDING OPPORTUNITIES

View and Download Current Formal Business Opportunities

<https://www.dallascountv.org/departments/purchasing/current-business-ops.php>

View and Download Current Formal Business Opportunities

Records Building – 500 Elm Street, Suite 5500, Dallas, TX 75202

Telephone: (214) 653-7431 • Fax: (214) 653-7449

Thank you for your interest in doing business with Dallas County. This page is designed to provide the vending community access (*view and download only*) to Dallas County formal solicitations. By viewing and downloading solicitation documents, vendors can determine whether they want to participate in certain business opportunities without having to login or register to use the County's electronic solicitation platform, BidSync.

Once a vendor determines an interest to participate in the solicitation process, the vendor must use BidSync (https://prod.bidsync.com/dallas_county_texas) during the course of the solicitation process. BidSync contains all solicitation documents, addenda, updates, deadlines, and allows the vendor to submit their solicitation response electronically. Of course, vendors may still submit their sealed solicitation response in hardcopy to the Dallas County Purchasing Department.

For your convenience, you may access, view, and download the following formal business opportunities:

Solicitation Number	Title	Anticipated Closing Date	Buyer Name	Buyer E-mail Address
2021-048-6915 IFB for Purchase Of Inmate Clothing And Other Related Items	IFB for Purchase Of Inmate Clothing And Other Related Items	11/11/2021	Laura Ortiz, Contract Specialist	laura.ortiz@dallascounty.org

HOW TO SUBMIT A QUOTE/BID/PROPOSAL

Once you've created a BidSync account, register in the online helpdesk so you'll have access to helpful materials and resources through the Support portal.

INSTRUCTIONS FOR ELECTRONIC BIDS

Please follow the link for instructions on Electronic Bids:

<https://support.bidsync.com/hc/en-us/articles/360015939772-Responding-to-Bids>

INSTRUCTIONS FOR PAPER BIDS

Please follow the link for instructions on Paper Bids:

<https://support.bidsync.com/hc/en-us/articles/360018392011-Responding-to-Paper-Bids>

Any additional questions or, for immediate assistance, please contact BidSync Vendor Support at 800-990-9339 ext.1010 or email your question to: support@bidsync.com

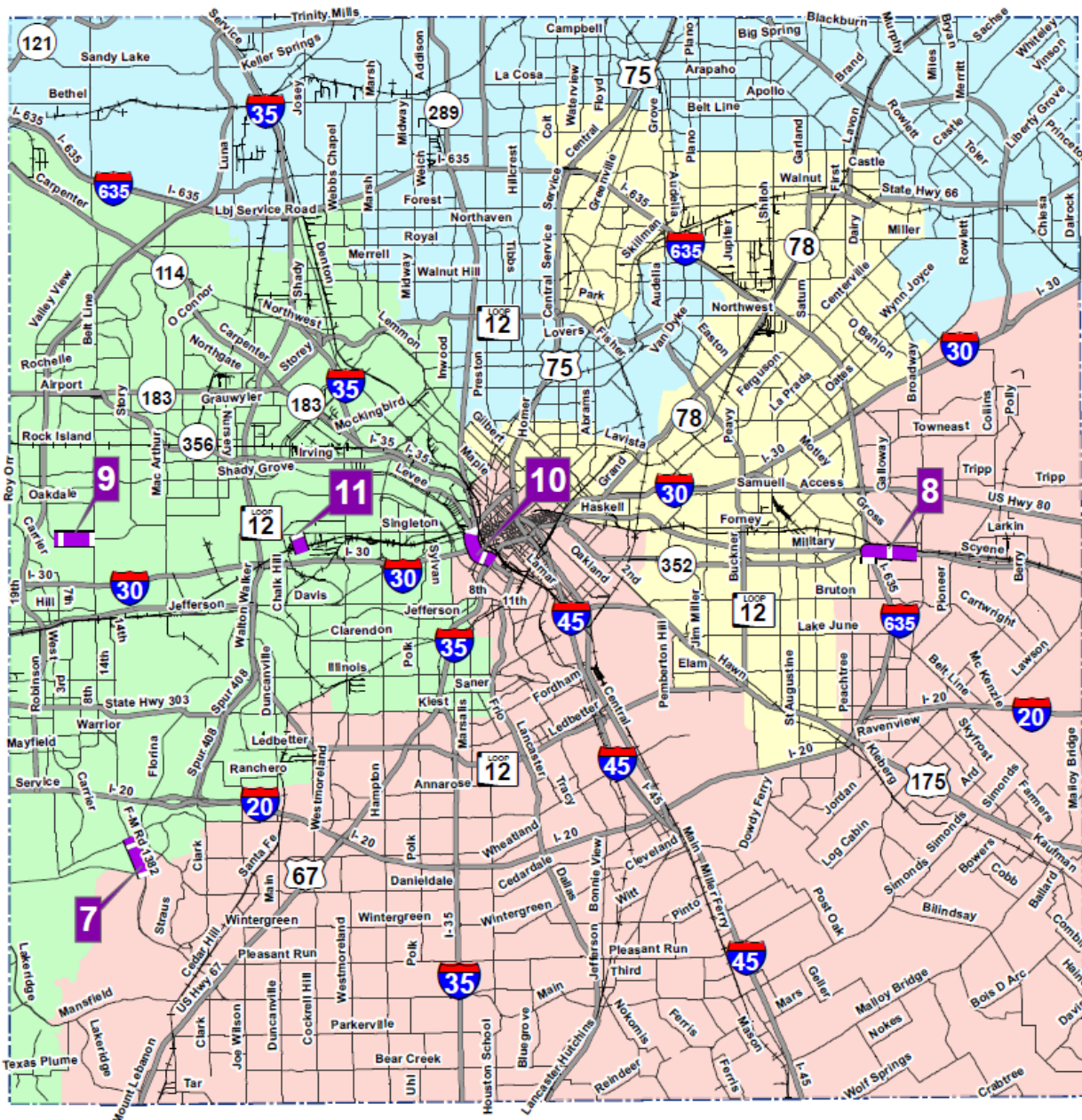
DALLAS COUNTY FORECASTED PROJECTS

Projected Solicitations	Estimated Amount	Term	Anticipated Release
Residential Treatment Services	\$1,999,481	Three years with three one-year renewal options	Out for Solicitation
On-site American Sign Language Interpreting Service and Real-time Captioning Services for the Deaf and Hard of Hearing	\$125,176	Three years with three one-year renewal options	Out for Solicitation
Armed and Unarmed Security Guard Services	\$6,762,685	Three years with three two-year renewal options	Out for Solicitation
Towing Services	\$70,330	Five years with no renewal options	November 2021
Fleet Fuel Card and Program Management	\$2,000,000	Three years with three one-year renewal options	November 2021
Cottrell-Hernandez Building Renovation – PHASE I	\$10,000,000	One-Time	November 2021
George Allen 7 th Floor Renovation – Probate Courts	\$2,000,000	One-Time	November 2021
Temporary Staffing Services	\$8,500,000	Three years with one-year renewal options	January 2022

DALLAS COUNTY FORECASTED PROJECTS – CONT.

Projected Solicitations	Estimated Amount	Term	Anticipated Release
Vehicle Body Damage and Collision Repair Services for Passenger Cars and Light Trucks (up to 1 ton) and Medium and Heavy Duty Trucks	\$50,000	Three years	January-22
Ambulance Service	\$176,000	Three years	January-22

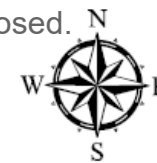
MCIP Project Information



Future MCIP Project Information (Upcoming Bids) Dallas County Led

Num	Project	City	Est Cost	Program Year
★	FM 1382 Bike-Ped Sidepath(40227)- FM 1382 to Mansfield Rd.	Dallas	\$2.0 M	2021
8	Military Parkway Trail(11902/31901)- Galloway to Rodeo Center	Mesquite	\$1.5 M	2021
9	Wildlife Parkway(40810)- SH 161 to Belt Line Rd.	Grand Prairie	\$35.0 M	2021
10	Riverfront Blvd.(30221)- Cadiz St. to UPRR	Dallas	\$65.0 M	2021
11	Cockrell Hill Rd.(30226)- LaReunion Pkwy. To Singleton Blvd.	Dallas	\$10.0 M	2021

★ = project has closed.



***** MAP DISCLAIMERS *****

MAP DISCLAIMER: This map is for reference use only. Data provided are derived from multiple sources with varying levels of accuracy. The Dallas County Transportation/GIS Division disclaims all responsibility for the accuracy or completeness of the data shown.

Map updated by Dallas County PW on 3-22-2021

A nighttime photograph of a city skyline, likely Dallas, Texas, featuring the Reunion Tower and several skyscrapers. The city lights are reflected in a body of water in the foreground. A large, white, bold text overlay is centered across the middle of the image.

HOW TO BECOME A CERTIFIED SBE BUSINESS

Dallas Fort Worth Minority Supplier Development Center

Andrew Nash, Director of Operations

www.dfwmsdc.com, 214-630-0747

Contact - sourcing@dfwmsdc.com – Certification questions

National MBE, Local SBE, State of Texas HUB

Fee Based, starting at \$270.00



Women's Business Council - Southwest

Anita Steele, Executive Director of Certification

www.wbcswsouthwest.org

asteel@wbcswsouthwest.org

817.299.0566 ext 206

WBE, WOSB, HUB and SBE certifications



North Central Texas Regional Certification Agency

Andre McEwing, Board Member

Location: 2261 Brookhollow Plaza Dr. Suite 300, ARLINGTON, TX 76006

Contact Number: 817-640-0606

Apply online: <https://nctrca.mwdbe.com>

For more information: www.nctrca.org

Fees: Application M/S/WBE - \$100; Out of Jurisdiction (NCTRCA 16 Counties) - \$250; ACDBE/DBE FREE



QUESTIONS?

