



# NEWS RELEASE

News from Orange County Public Schools

## **Trade Fair to Help Small, Minority and Women-Owned Businesses Participate in School District's Multi-Million Dollar Building Program and Other Procurement Opportunities**

March 7, 2013 -- The Orange County Public School (OCPS) district embarks on a \$190 million school building program this summer. Want a piece of the action? Come learn how at the March 22 OCPS Trade Fair at Jones High School.

Decision makers from the school district's purchasing office, facilities department and operations areas will be on hand to explain what projects are coming up, what they look for in construction partners and vendors, and to answer your questions. Business owners will have an opportunity to network with architectural/engineering and construction management firms currently working with the district, as well as attend various workshops and a panel discussion with department leaders. The trade fair offers an opportunity for small business owners to present the products and services to trade fair participants and district staff.

"This trade fair gives minority and women business owners and local developing business owners a chance to meet prime contractors, school district purchasing staff, and key stakeholders," said Joycelyn Henson, Senior Administrator for the school district's Office of Business Opportunity. "This is how many of our current vendors got their foot in the door and began their business relationship with OCPS."

OCPS policy encourages prime construction contractors to subcontract 23 percent of their school district contracts to minority or woman owned business enterprises (MWBEs) and 10 percent to local developing businesses (LDBs). The school district expects architectural and engineering (AE) contractors to achieve a 15 percent MWBE participation and 10 percent LDB participation. Having a pool of qualified MWBE and LDB firms to work with helps prime contractors meet that expectation.

The district also is aggressively seeking local developing businesses and vendors who provide non-professional goods and services to participate in the district's procurement opportunities. Non-professional goods and services refer to items and services not related to construction, architecture, or engineering services. The district's MWBE expectation for these type purchases is 12 percent and 10 percent for LDB participation.

"It's all about purchasing from local small and diverse businesses. It just makes good business sense to invest in our own community," said Harold Robinson, Business Opportunity Specialist.

The Trade Fair will be held:

- 9 a.m. - noon

- Friday, March 22, 2013
- Jones High School  
801 South Rio Grande Avenue; Orlando, FL 32805

Informative break-out sessions include:

- How to do business with OCPS
- Cost estimating
- Business financing
- Small business partnering with primes
- Value of BIM & requirements for LEED certification
- Minority, women, and small business certification
- Digital curriculum in Orange County schools
- OCPS vendor ethics

To register, log on to [OCPS OBO Trade Fair Registration](#) . Come to the event for lots of information, food, and door prizes. For questions, please call (407) 317-3739.

###

The School Board of Orange County, Florida, does not discriminate in admission or access to, or treatment or employment in its programs and activities, on the basis of race, color, religion, age, sex, national origin, marital status, disability, genetic information, sexual orientation, gender identity or expression, or any other reason prohibited by law. The following individuals at the Ronald Blocker Educational Leadership Center, 445 W. Amelia Street, Orlando, Florida 32801, attend to compliance matters: ADA Coordinator & Equal Employment Opportunity (EEO) Supervisor: Carianne Reggio; Section 504 Coordinator: Latonia Green; Title IX Coordinator: Gary Preisser. (407.317.3200)