



Richland County Council
OFFICE OF SMALL BUSINESS OPPORTUNITY AD HOC COMMITTEE
 November 16, 2017 – 3:30 PM
 Administration Conference Room
 2020 Hampton Street, Columbia, SC 29204

Bill Malinowski	Yvonne McBride	Norman Jackson, Chair	Paul Livingston	Jim Manning
District One	District Three	District Eleven	District Four	District Eight

COMMITTEE MEMBERS PRESENT: Norman Jackson, Chair, Bill Malinowski, Yvonne McBride, and Paul Livingston

OTHERS PRESENT: Jamelle Ellis, Angela McCallum, Tony Edwards, Shawn Salley, Roger Sears, and Michelle Onley

CALL TO ORDER – Mr. N. Jackson called the meeting to order at approximately 3:31 p.m.

APPROVAL OF MINUTES

- a. **October 24, 2017** – Mr. Livingston moved, seconded by Ms. McBride, to approve the minutes as distributed.

Mr. Malinowski moved, seconded by Mr. Livingston, to defer approval of the minutes until the next meeting to allow the committee members time to review the minutes. The vote in favor was unanimous.

ADOPTION OF AGENDA – Mr. Livingston moved, seconded by Mr. McBride, to adopt the agenda as published.

Mr. Malinowski inquired as to why there was no backup included in the agenda packet.

The vote in favor was unanimous.

ITEMS FOR DISCUSSION

- a. **Sheltered Market Utilization** – Mr. N. Jackson stated Dennis Corporation had the dirt roads. They are no longer with the County. The five On-Call Teams are doing other things, as well as dirt roads. To expedite some of the projects, if we utilize a sheltered market other SLBEs can participate in that process. It gives them an opportunity to get some projects. If we give them 10 roads each and if they finish we give them 10 more. This will expedite the process instead of having to wait until next year before the On-Call Teams are finished. It is in a part of the ordinance about the sheltered market.

Ms. McBride inquired if the On-Call a part of the sheltered market.

Mr. N. Jackson stated the sheltered market is different from the On-Calls. The SLBEs are not on a team, so we are trying to help the SLBEs. If we use the sheltered market, those that are qualified to do the project could have an opportunity to participate in the project.

Dr. Ellis stated so as a part of the ordinance there are 3 considerations typically to implement the sheltered market program. First, determining whether there are at least 3 SLBEs or emerging SLBEs who are actually qualified or capable of doing the work. Secondly, OSBO, in conjunction with Transportation, would have to determine what the degree of underutilization would be for each of the SLBEs. She further stated her and Ms. McCallum have been doing research to figure out how you determine the degree of underutilization. Thirdly, the extent to which the SLBE and emerging firms the prime contractor utilization goals are being achieved. You have to take into consideration the overarching goal setting as a part of the prime contracts, as well. Based on those considerations, it is staff's recommendation that we develop a schedule or implementation. We have to figure out how, based on those 3 considerations, we can take the SLBEs we have on the list and put together an actual plan for potentially implementing.

Mr. Livingston stated the sheltered market is still a competitive process.

Mr. N. Jackson stated you just have to have a qualified team to compete. He stated the prime was Dennis and he is there no more. There is not a prime anymore.

Dr. Ellis stated for years 1 and 2.

Mr. N. Jackson stated for anyone.

Mr. Edwards stated there is no more design team for the dirt roads.

Dr. Ellis inquired for clarification for years 1 and 2, but for 3 and 4 the OETs...

Mr. Edwards stated that is all we have.

Mr. N. Jackson stated that is why he was talking about the sheltered market. If Dennis is not there and we do not have a prime. We have all these dirt roads. If we utilize the sheltered market that fills in. We have 5 teams. Give them 10 roads each. Whoever finishes give them another 10.

Mr. Malinowski inquired if staff has a copy of the rules and requirements of the sheltered markets.

Dr. Ellis responded in the affirmative.

Mr. Livingston stated there is a definition in the ordinance.

Mr. Malinowski requested a copy of the ordinance.

Dr. Ellis stated she would provide a copy to the committee members.

Mr. Livingston stated also part of your research is looking at the current SLBEs the County has that actually qualify to provide the services.

Ms. McBride inquired if at one point did we not have enough people qualified for the dirt road.

Mr. Edwards requested clarification if Ms. McBride was referring to design or construction.

Ms. McBride stated for clarification there was adequate qualified firms for design.

Mr. Edwards responded in the affirmative. There are not many construction firms.

Ms. McBride inquired if are at the construction phase now.

Mr. Edwards stated we are at design and construction of the dirt roads.

Mr. Livingston inquired where the right-of-way fit into that.

Mr. Edwards stated you have to design a road, acquire the right-of-way, and receive the permission to build the road.

Mr. Livingston inquired if Dennis was doing all of that.

Mr. Edwards stated he was doing design and right-of-way.

Mr. Livingston inquired if we are talking about utilizing the sheltered market for the design and right-of-way or are we talking about for the entire thing.

Mr. N. Jackson stated he is not sure about construction.

Mr. Livingston stated for clarification the primary focus for sheltered market is design and right-of-way.

Mr. N. Jackson stated we could have 2 or 3 SLBEs get together as a team. After staff researches the matter have them bring back options on how it will work best.

Ms. McBride inquired if we have construction projects that are not completed.

Mr. N. Jackson responded in the affirmative.

Mr. Edwards stated there are some that are under construction.

Ms. McBride stated we will have a lot of design, but we will not have anyone to complete the construction.

Mr. N. Jackson stated what we decided in the past, and may still work, for example, you may have in one area 20 roads. It is less expensive if you do the 20 roads in one area one time than doing 3 here and 3 across town. In the bidding process, they can bid packages for different areas. We can design roads and put them on the shelf. They will be shovel ready and we can move forward on doing what needs to be done.

Mr. Malinowski stated it is also good to have them shovel ready because you never know when the Federal government will come along and say for shovel ready projects submit it now.

- b. **Council Motion: The SLBE use the same criterion as Charleston at a max of \$7.5 million to graduate from the program** – Mr. N. Jackson stated there was a discussion about graduating from the program. There is a discussion about the NAICS Code. Some of the people from the industry spoke. Gene Dinkins stated if he gets a \$1 million contract he has to spend \$500,000 on another company to assist him.

Mr. Malinowski stated he gets credited with having received that particular contract, but he really only receives ¼ to ½ of actual work in the contract.

Mr. N. Jackson stated that is why he made the motion to review what Charleston is doing with theirs. Theirs is \$7.5 million, but he did not go into detail on how it was broken down based on the codes. He does not want to have the market where the SLBEs in Richland County graduate and we cannot find anyone else. We will have to go to other counties.

Mr. Malinowski stated he did not know if staff had additional information for other counties, regardless of where they are. Diane Sumpter made a comment regarding how another State did it.

Dr. Ellis stated she wanted to be sure her emails are making it to the committee members because she has a list with DeKalb County, Clayton County, City of Atlanta, Los Angeles, Broward County, and Charleston County, which has a breakdown of the size limits, that has been forwarded to the committee members a couple times. Some of them apply the same size standards across the board and some have different size standards.

Mr. Malinowski inquired as to when the email was sent.

Dr. Ellis stated the first time was September 29. She sent another email on September 30 that included the referendum information that Mr. Manning had requested.

c. New Business

Mr. N. Jackson stated the OSBO Office conducted some training.

Ms. McCallum stated they had a workshop with the SLBE community. Participation was very good. They received good feedback. Based on the recommendations from the October 24th meeting, they used the information to kick-off the workshop. Basically, it was an executive overview. It was an opportunity to list some potential sessions for the future and receive feedback on their needs.

Mr. Malinowski inquired about how many companies participated.

Ms. McCallum stated there were 4 – 5 at one session and 5 – 6 at a later session. The firms seemed to be very excited about the future and the things the OSBO Office laid out before them.

Mr. Livingston requested to be advised of any future training/workshops.

Ms. McBride inquired if these were Richland County firms.

Ms. McCallum stated they were certified firms. An email blast was sent to all of the certified firms.

ADJOURNMENT – The meeting adjourned at approximately 3:55 p.m.