



# The Vision for Small Businesses in Richland County: Move to Excellence

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# **RICHLAND COUNTY MISSION**

The mission of the government of Richland County, South Carolina, is to provide essential services, efficiently and effectively, in order to improve the quality of life for its citizens. Richland County Government shall be accessible to all and shall provide cordial, responsible assistance and information in a prompt, equitable, and fair manner. This mission shall be achieved with minimal bureaucracy, with integrity, and within the parameters and power set forth in applicable federal, state, and local laws.



# SLBE CERTIFICATION CRITERIA

- Not a broker
- Independently owned and operated
- Not a subsidiary of another business
- Not dominant in its field of operation
- No more than 50 full-time employees
- Substantial presence in Richland County
- Documentation of 3 years average annual gross revenues

Gross Annual Revenue Limits (\$ million)	
Construction Services	7
Architectural Services	3
Professional Services	3
Engineering Services	2.5
Wholesale Operations	2



# SLBE CERTIFICATION PROGRAM: DEMOGRAPHICS

Primary Industry Category	Total Firms	Percent of Total
Construction Services	42	52
Professional Services	20	25
Engineering Services	9	11
Non-Professional Services	5	6
Architectural Services	4	5
Wholesale Operations	1	1
<b>Total</b>	<b>81</b>	

Ethnicity	Total (%)
African American	52 (64)
Caucasian	26 (32)
Asian	2 (3)
Hispanic	1 (1)

Gender	Total (%)
Male	56 (69)
Female	25 (31)



# SLBE CERTIFICATION PROGRAM: CONTRACT PARTICIPATION

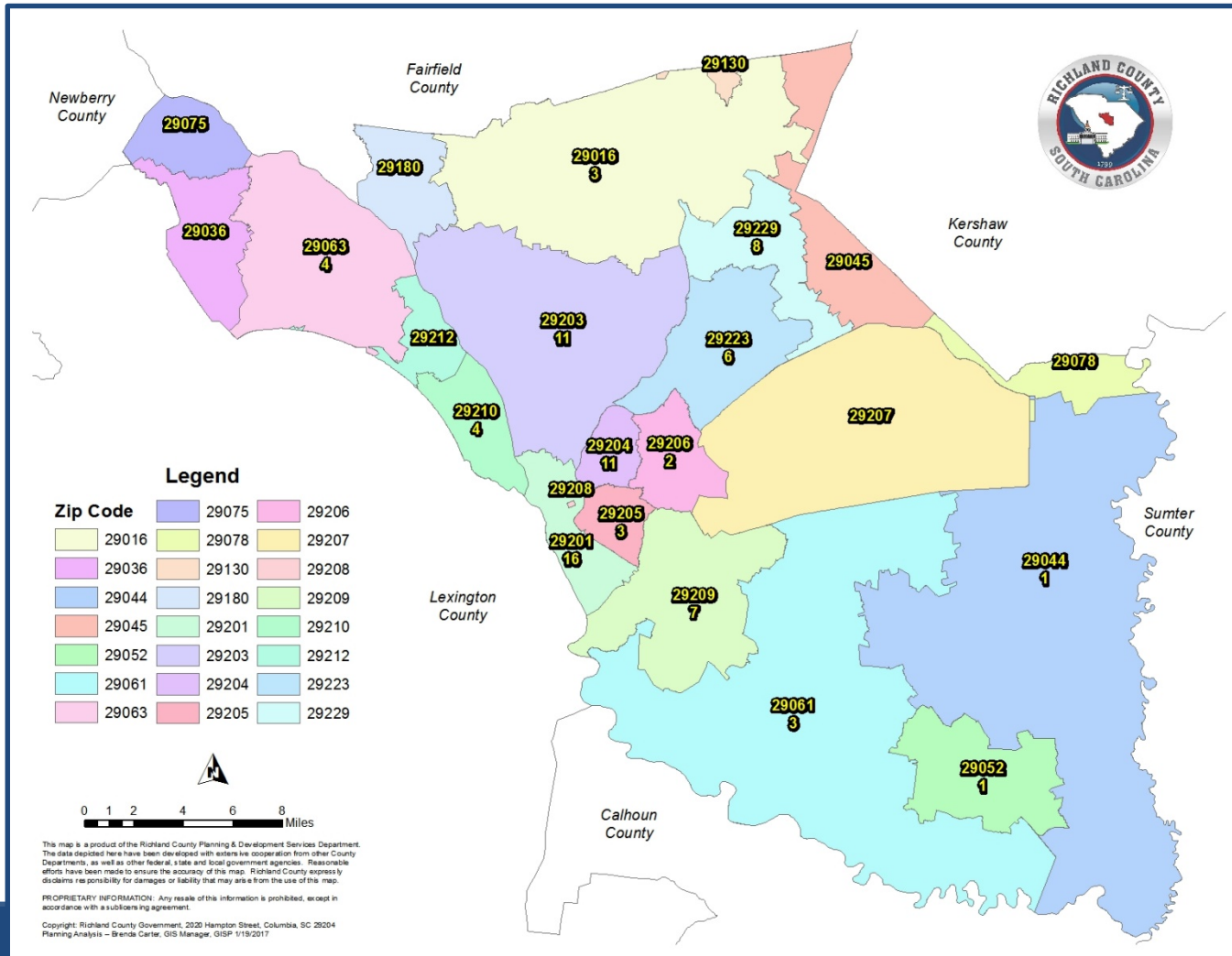
Of **\$67,192,543** payments made on Penny Tax funded projects:

- **\$15,476,236** has been paid to firms that are solely SLBE certified
- **\$2,509,731** has been paid to firms that are solely DBE certified
- **\$5,541,085** was paid to firms that are both SLBE and DBE certified

**\$160,947,040** in Penny Tax Funds; Forty-one (41) contracts/service orders are currently open and are actively monitored for payment and utilization compliance in the B2GNow Compliance Management System.



# SPATIAL DISTRIBUTION OF SMALL BUSINESSES



# TRANSPORTATION PENNY PROGRAM

<i>2016 Construction Delivery</i>	
<b>Project</b>	<b>County funding</b>
Jouster Dirt Road Paving	\$137,903.50
Sidewalk S-1	\$93,670.10
Sidewalk S-2	\$144,264.00
Sidewalk S-4	\$74,775.00
Resurfacing Package H	\$5,606,237.69
Riverbanks Zoo Bridge	\$2,902,915.00
Sidewalk S-5	\$116,677.00
Sidewalk S-3	\$250,431.80
Hardscrabble Rd Widening	\$29,860,000.00
Bluff Rd Phase I Widening	\$5,014,290.86
North Main Widening	\$36,566,896.21
Shop Rd Ext Phase I	\$24,539,282.95
<b>Total:</b>	<b>\$105,307,344.11</b>



# TRANSPORTATION PENNY PROGRAM

<i>2017 Projected Construction</i>	
<b>Project</b>	<b>Estimate</b>
Three Rivers Greenway	\$5,700,000.00
Resurfacing Packages I, J, K, L & M	\$3,794,671.68
Dirt Road Paving Projects	\$10,000,000.00
Sidewalk Projects	\$6,500,000.00
Improvement Project	\$1,200,000.00
SERN Neighborhood Improvement	\$4,300,000.00
Clemson Road Widening	\$15,000,000.00
<b>Total:</b>	<b>\$46,494,671.68</b>





# TRANSPORTATION PENNY PROGRAM

<i>2018 Projected Construction</i>	
<b>Project</b>	<b>Estimate</b>
Bluff Road Phase II Widening	\$20,000,000.00
Atlas Road Widening	\$19,500,000.00
Greene Street Phase II	\$15,500,000.00
Clemson Rd-Sparkleberry Lane Intersection	\$5,250,000.00
Garners Ferry Rd-Harmon Rd Intersection Improvement	\$750,000.00
North Springs-Harrington Rd Intersection Improvement	\$650,000.00
Screaming Eagle-Percival Rd Intersection Improvement	\$1,750,000.00
Decker Boulevard Neighborhood Improvement Project	\$7,400,000.00
County Road Resurfacing	\$4,500,000.00
Dirt Road Paving Projects	\$10,000,000.00
Gills Creek A Greenway	\$1,500,000.00
Sidewalk Projects	\$6,700,000.00
Bikeway Projects	\$2,750,000.00
<b>Total:</b>	<b>\$96,250,000.00</b>



# TRANSPORTATION PENNY PROGRAM

<i>2019 Projected Construction</i>	
<b>Project</b>	<b>Estimate</b>
Pineview Road Widening	\$19,700,000.00
Blythewood Road Widening	\$4,750,000.00
Bull Street-Elmwood Avenue Intersection Improvement	\$2,200,000.00
County Road Resurfacing	\$4,500,000.00
Dirt Road Paving Projects	\$10,000,000.00
Gills Creek B Greenway	\$2,200,000
Sidewalk Projects	\$4,250,000.00
Bikeway Projects	\$3,250,000.00
<b>Total:</b>	<b>\$50,850,000.00</b>



# PENDING CAPITAL IMPROVEMENT PROJECTS

## 1. Council Chambers renovation work

- a. Consists of minor demolition, new finishes, renovated HVAC and electrical
- b. Anticipated solicitation: July 2017

## 2. Magistrate Facilities Design/Build contract

- a. Includes design and construction/renovation of multiple small magistrate facilities
- b. Anticipated solicitation: March 2017

## 3. DSS Facility renovation

- a. Consists of demolition, minor construction, new finishes, new HVAC, new electrical
- b. Anticipated solicitation: August 2017

## 4. Township Auditorium surface parking

- a. Consists of demo, surface parking construction
- b. Anticipated solicitation: November 2017

*Any vendor that works for Richland County must complete a Vendor Application form and a W-9 if they have never done work for Richland County before. Both of these forms can be found on the Procurement website.*



# RICHLAND COUNTY OPEN SOLICITATIONS

Open Solicitations					
Solicitation Number	Type	Title	Start Date	Closing Date & Time	Status
<a href="#">RC-020-B-2017</a>	Request for Bid	Richland County Tree Removal Services	3/1/2017	3/30/2017 2:00:00 PM	Open
<a href="#">RC-021-P-2017</a>	Request for Proposal	Applicant Tracking System	2/13/2017	3/14/2017 3:00:00 PM	Open
<a href="#">RC-026-B-2017</a>	Request for Bid	Security System and Monitoring	2/17/2017	3/23/2017 2:00:00 PM	Open
<a href="#">RC-030-B-2017</a>	Request for Bid	Animal Capture System	2/17/2017	3/16/2017 3:00:00 PM	Open
<a href="#">RC-031-P-2017</a>	Request for Proposal	Manufactured Housing Demo & Replacement	3/3/2017	4/3/2017 2:00:00 PM	Open
<a href="#">RC-032-B-2017</a>	Request for Bid	Rapidly Deployable Wireless Surveillance System	2/28/2017	3/27/2017 2:00:00 PM	Open
<a href="#">RC-036-Q-2017</a>	Request for Qualification	Public Relations Agency	3/3/2017	3/20/2017 3:00:00 PM	Open
<a href="#">RC-PWE-107-1617</a>	Request for Bid	Summit Sidewalk 2017 Project	2/13/2017	3/21/2017 2:00:00 PM	Open

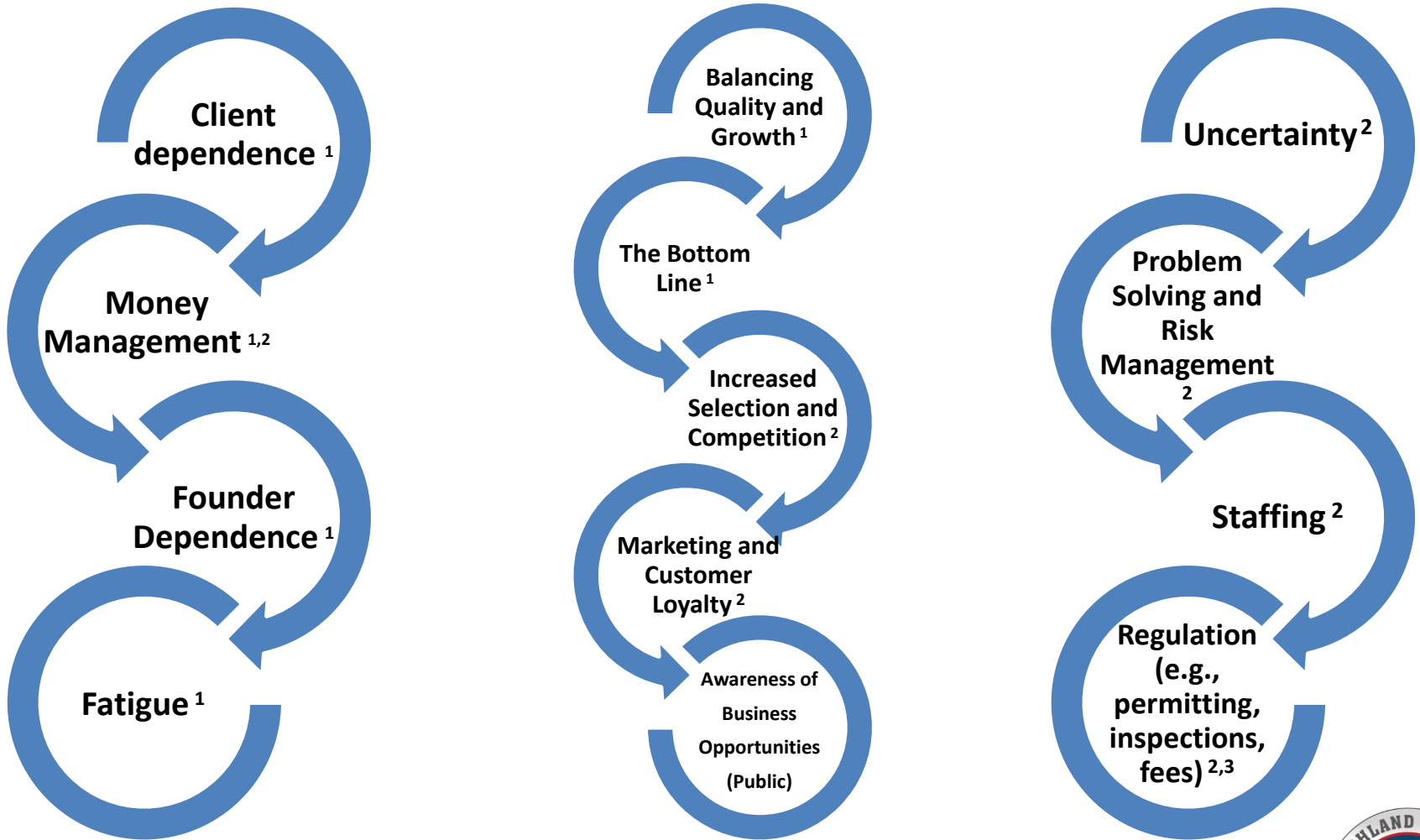


# DISCLAIMER

- Letting schedule serve solely as a guide
- Contract dates are subject to change based on Army Corps of Engineers, City of Columbia, SCDOT plan approvals, permits, or right-of-way acquisitions
- FEMA increases or decreases in flood elevation may delay the process due to required FEMA approval and the associated processing time (rare)



# Challenges Commonly Faced by Small Businesses



<sup>1</sup> <http://www.investopedia.com/articles/pf/12/small-business-challenges.asp>

<sup>2</sup> Forbes (3/4/13). <http://www.forbes.com/sites/cherylsnappconner/2013/03/04/the-8-great-challenges-every-business-faces-and-how-to-master-them-all/#7346a0661eb9>

<sup>3</sup> <http://www.usnews.com/opinion/blogs/economic-intelligence/2012/05/10/how-government-can-unleash-small-business-to-grow-the-economy>



# COMMON CONTRACTOR PITFALLS

- Bonding Capacity
- Properly loading mobilization bid items
- Anticipating retainage
- Understanding SCDOT construction standards



# The Goal for Small Businesses in Richland County

- Assess contracts in each category, annually in March
- Report the number of “jobs” the County will make available to small businesses
- Outline the required skill sets necessary to be competitive in securing posted jobs
- Tailor the discussion to individual small business needs (e.g. diversifying vs. specialization, training, grants)





# The Vision for Small Businesses

- To provide services that incubate new businesses
- To serve as “facilitators of profitability”
- To proactively engage with the small business community
- To provide training
- To produce work that is sustainable
- To ensure a seat at the table for small businesses in the economic development process
- To develop internal metrics to measure the success of our Small Business Program



# For more information or to provide feedback, please contact:

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