Welcome!

Date
February 3, 2022

Time
1000 AM - 1200 PM

Virtual Event
Government Contracting

Topic
OED Resources

Jamila R. Davis
Director
MISSION: To provide resources to the business communities with the purposes of attracting, retaining and expanding employment opportunities for County residents. We strive to stimulate the local economy and expand the local sales and property tax base, while maintaining a positive balance between growth, social equity and the economy.

Program Areas…

➢ Business Attraction  
➢ Existing Industry  
➢ Small Business Concierge  
➢ Small Business Lending and Credit Coaching  
➢ Business Diversity and Inclusion  

Website: oed.mecknc.gov
Small Business Concierge Program

The Program provides FREE expert assistance in supporting the entrepreneurs of Mecklenburg County with the highest standard of customer service that will foster growth and vitality to the business community.

The program is a One-Stop shop that navigates the business/entrepreneurial resources available across the County and State.

❖ Entrepreneurs seeking to start or grow their business can receive customized guidance and advice on a variety of business topics
  ✓ How to Start a Business in NC
  ✓ Business Development/Feasibility Analysis
  ✓ Military/Veteran Business Services
  ✓ Relocating your Business
  ✓ Training your Workforce
  ✓ Creating a Business Plan/Strategic Plan
  ✓ Marketing Plans
  ✓ Taxes and Recordkeeping
  ✓ Market Research
  ✓ …plus, much more

Business Lending & Credit Coaching

The Program stimulates business investment, creates and retain jobs, and provide increased opportunities for small businesses to obtain the capital they need to be successful.

The program objectives and services may include, but are not limited to the following:
✓ Prepare small businesses to access capital by assessing current creditworthiness
✓ Help businesses develop action plans to remediate credit challenges
✓ Leverage resources with several technical assistance providers as well as financial institutions
✓ Work with business owners to fine tune business plans and financial projections
✓ Prepare small businesses to access capital by assessing current creditworthiness
✓ Implement and monitor third-party small business loan fund
✓ Assist business owners and entrepreneurs to find financing that fits their needs and aligns with the financial institution’s lending objectives
✓ Assist businesses with the County’s Small Business Loan Program (up to $75,000 - MeckLending Program Website)

Mark.Stewart@mecknc.gov | Program Website

Fred.Atiemo@mecknc.gov | Program Website
Business Diversity & Inclusion (BDI) Program

MISSION

Increase Participation of Minority, Women, and Small Business Enterprises in Mecklenburg County Business Opportunities Through Outreach, Training, and Partnerships

The Program assist businesses through various support efforts:

- Outreach Events and Networking
- Support and Navigation through MWSBE Certifications, Vendor Registrations, and Doing Business with Mecklenburg County
- Informationals for Purchasing, Procurement, Bidding, and Contracting
- Advocacy and Mediation (dispute resolution)
- Capacity Building/Supportive Services
  - One-on-one /Group Sessions
  - Trainings and Workshops
  - Information, Referrals, and Resource Sharing
- Vendor/Supplier Diversity
- Project/Program Compliance and Monitoring
Projects-at-a-Glance **Website**

**Forecasting – Upcoming Projects**

Welcome to SnapShot: Projects At A Glance. Mecklenburg County’s listing of upcoming contract opportunities.

In an effort to keep the public/business community informed of upcoming opportunities, we will update this tool to provide preliminary information and advance notice. Please note this list is not exhaustive of every project.

*Disclaimer: Information subject to change without notice – Quarterly updates are anticipated, frequency may vary.*

To view current projects for bidding, visit:  
www.meckprocure.com | www.nps.state.nc.us/IPS/CepBids.aspx (search Mecklenburg County)

<table>
<thead>
<tr>
<th>Parks</th>
<th>Greenways/Streams</th>
<th>New Build/Renovations</th>
<th>Maintenance/Repairs</th>
<th>A&amp;E - Design Services</th>
<th>Professional Services/Technology/Other Services/Goods</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Mecklenburg County - SnapShot: Projects At A Glance**

Maintenance & Repair Construction Projects

Welcome to SnapShot: Projects At A Glance. Mecklenburg County’s listing of upcoming contract opportunities.

In an effort to keep the public/business community informed of upcoming opportunities, we will update this tool to provide preliminary information and advance notice. Please note this list is not exhaustive of every project.

To view current projects for bidding, visit: www.meckprocure.com | www.nps.state.nc.us/IPS/CepBids.aspx (search Mecklenburg County)

Additional resources: www.mecknc.gov/oed/BDI/Website/resources.aspx

If interested in a specific upcoming project, attach your capability statement to an email and send to BID@mecknc.gov. with subject PAAG: the name of the project and in the body of the email supply additional information. For AFM Projects - CO ATNKS@mecklenburgcountync.gov

---

<table>
<thead>
<tr>
<th>Project Type</th>
<th>Lead Department</th>
<th>Project Name</th>
<th>Brief Project Description</th>
<th>Some Scope of Work/Trade</th>
<th>Estimated Value</th>
<th>Incl. Federal Funds</th>
<th>Anticipated Posting Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction - Maintenance/Repair</td>
<td>AAM - Asset and Facility Management</td>
<td>Meck 5G Structural Stabilization</td>
<td>Structural Stabilization and Wall Repair</td>
<td>Helical Pier Installation, Masonry Repairing, Sheetrock Repair, and Painting</td>
<td>$100,000 - $500,000</td>
<td>No</td>
<td>2023 (Jan-Mar)</td>
</tr>
<tr>
<td>Construction - Maintenance/Repair</td>
<td>AAM - Asset and Facility Management</td>
<td>WTVT Caldwell R5 - Generator Replacement</td>
<td>Generator Replacement</td>
<td>Electrical</td>
<td>$499,000 - $100,000</td>
<td>No</td>
<td>2023 (Jan-Mar)</td>
</tr>
<tr>
<td>Construction - Maintenance/Repair</td>
<td>AAM - Asset and Facility Management</td>
<td>Spratt F - Generator Replacement</td>
<td>Generator Replacement</td>
<td>Electrical</td>
<td>$499,000 - $500,000</td>
<td>No</td>
<td>2023 (Jan-Mar)</td>
</tr>
<tr>
<td>Construction - Maintenance/Repair</td>
<td>AAM - Asset and Facility Management</td>
<td>McDowell Parking Deck, Seal Coat 5th Floor and Painting</td>
<td>Seal Coat 5th Floor and Parking Deck</td>
<td>Painting and High Performance Coating</td>
<td>$499,000 - $100,000</td>
<td>No</td>
<td>2023 (Jan-Mar)</td>
</tr>
<tr>
<td>Construction - Maintenance/Repair</td>
<td>AAM - Asset and Facility Management</td>
<td>Amary James Recreation Center New Gym HVAC</td>
<td>Install new HVAC in Gym</td>
<td>HVAC, Electrical</td>
<td>$499,000 - $100,000</td>
<td>No</td>
<td>2023 (Jan-Mar)</td>
</tr>
<tr>
<td>Construction - Maintenance/Repair</td>
<td>AAM - Asset and Facility Management</td>
<td>Cornelius Library Exterior Lighting Replacement</td>
<td>Exterior Lighting Replacement</td>
<td>Electrical, Concrete</td>
<td>$100,000 - $500,000</td>
<td>No</td>
<td>2023 (Apr-Jun)</td>
</tr>
</tbody>
</table>

Disclaimer: Information subject to change without notice. Quarterly updates are anticipated - frequency may vary.
Capability Statement

➢ Contact Information
➢ Company Overview/Data
➢ Past Performance
➢ Core Competencies
➢ Differentiators
➢ Codes / Certifications /Licenses
Benefits of Certifications

➢ Increased visibility and business exposure
➢ Access to working capital loan resources
➢ Award Recognition and Celebration opportunities
➢ Participate in programs focused on MWSBEs
➢ Free workshops, seminars, and training programs
➢ Networking events and opportunities
➢ Access to Mentorship/Protégé programs
➢ Notification and access to contracting and subcontracting opportunities
➢ Projects that include goals for certified firm utilization
➢ Listed in public vendor/supplier databases
➢ Incentives from the Charlotte Business Inclusion Program
➢ Access to supportive services with diversity professionals
2022 CROWNS OF ENTERPRISE AWARDS NOMINATIONS NOW OPEN

The Crowns of Enterprise Awards recognize and honor minority-owned businesses, women-owned businesses and small businesses that demonstrate exemplary leadership and sound business strategies. The awards committee encourages community members to nominate a person or business for recognition. Self-nominations are welcomed.

Visit charlotte.crowns-of-enterprise or mecknc.gov/BDI to submit a nomination.

Nominations close on Feb. 25, 2022.

Winners will be announced at the Crowns of Enterprise Awards ceremony on May 12, 2022.

INSPIRE • INNOVATE • GROW

Get Up and Grow
Take your business to the next level - apply today

Presented in partnership with Mecklenburg County, Get Up and Grow is an exclusive program designed to provide training, resources, and counseling to existing businesses seeking breakout growth beyond $125,000 to $400,000 in annual sales.

Learn how to align tactical skills with a strategic vision and develop a customized growth plan for your business.

Work with a team of experts with specialization in:
- Marketing
- Management
- Human resources
- Financial analysis
- Business law
- Government contracting
- Entrepreneurship

Eligibility requirements
- Participants must be the owner and/or CEO of the company
- The business must be located in Mecklenburg County
- The business has been in operation for at least two years
- The business has at least two employees
- Annual sales range from $125K to $400K
- Attendees must have a strong commitment to grow the business and actively attend program sessions

The time to move for Get Up and Grow!

cpec.edu/grow-your-business | 704-339-6756
Competitive Advantage & Networking

- Pre-bid Meetings/Conferences/Site Visits/Bid-Openings
- Meet With Diversity/Inclusion Professionals
- Meet with Mecklenburg County’s Small Business Team/Business Resource Providers
- Meet With Departments / Project Managers
- Participate In Networking Events (Meet & Greets, Etc.)
- Associations/Chambers/Groups/Meetups, etc.
- Strengthen Proposal-Bid Writing / Presentation / Interviewing
- Strengthen Your Project And Financial Management
- Navigate Prequalification documents/resources
- Participate in Capacity Building Programs
- Know your Differentiators and Competitive Advantage
- Source Talent/Collaboration/Subcontracting/Partnerships
- Separate Working In AND On Your Business
- Document References And Testimonials
- Take Pictures of Visual Projects When You Can
- Ask Questions (remember, a closed mouth does not get fed)
- Ask For Feedback (don’t take it personal – take it professional)
- + more….
Next Steps

- **Complete**: Complete your vendor registration with Mecklenburg County and the State of NC [www.meckprocure.com | www.ips.state.nc.us] (…and others) *Receive notifications to learn about bid opportunities when advertised*

- **Verify**: Verify that your business is eligible for MWSDBE Certifications and GET CERTIFIED

- **Build**: When forming project teams create an outreach strategy, seek and build a connection, and increase MWSDBE participation

- **Visit**: Regularly visit the forecasting and solicitation websites like NCIPS, MeckProcure, Mecklenburg County’s Projects-at-a-Glance, City of Charlotte’s Early Bird, etc.

- **Schedule**: Schedule an introduction or check-in meeting with Mecklenburg County’s Office of Economic Development / BDI Program

- **Begin**: Begin working on your capability statement and schedule a meeting for review/feedback BDI@mecknc.gov

- **Engage**: Diversity Professionals; Networking Events; Programs/Workshops; Award Ceremonies; Chambers/Associations; Industry/Trade Groups; Contractors (Prime/Sub); Business Opportunities; etc.

- **Continue**: Continue to Engage: Build Relationships; Seek Opportunities; Strengthen Capacity; Share Your Resources

Contact Us!
Email: BDI@mecknc.gov
Website: oed.mecknc.gov/BDI
Telephone: 980.314.2945
Schedule a Meeting:
- introduction meeting
- follow-up/touch point meeting