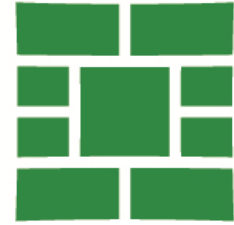


# SAVANNAH

## Office of Business Opportunity



Monthly Newsletter, January 2018

Volume 2, Issue 1

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## Welcome to the Office of Business Opportunity



The Economic Development Department has become the City of Savannah's new Office of Business Opportunity. Housed within the Savannah Entrepreneurial Center, the new Office of Business Opportunity is responsible for administering and coordinating the City's economic and small business development programs to foster a strong local economy, spur business and job growth, and provide for a better quality of life in Savannah. Our primary services include business outreach, managing incentive programs, technical assistance for small businesses, support for government contracting, and commercial revitalization. Our Office is looking forward to 2018 and helping to grow Savannah's dynamic business community.

### We've moved!

Office of Business Opportunity at the Savannah Entrepreneurial Center  
801 East Gwinnett Street, Savannah, Georgia 31401  
Phone: (912) 652-3582

## Meet Our Team of Coordinators



**Administrative  
Coordinator**  
Marija Bumgarner

Marija Bumgarner coordinates business education, technical assistance, and mentorship programs offered by partners throughout the city to help entrepreneurs plan, launch, and grow their business. Marija also manages a new events calendar which will be launching soon.



**Business Development  
Coordinator**  
Carl Biathrow

Carl Biathrow coordinates the development and execution of programs designed to benefit the small and medium-sized business community. He manages the City's business incentive programs and liaises with area economic development organizations to strengthen collaboration and program offerings.



**SBO Program  
Coordinator**  
DeAnni Gibbs

DeAnni Gibbs coordinates the new Savannah Business Opportunity Program (SBO). She leads the operations of the Savannah Business Enterprise (SBE) and Disadvantaged Business Enterprise (DBE) programs. DeAnni also provides technical assistance to businesses interested in the SBO Program.



**Contract Compliance  
Coordinator**  
Andy Adkins

Andy Adkins coordinates the contract compliance and enforcement in support of businesses enrolled in the Savannah Business Opportunity Program. Andy works with general contractors and subcontractors to facilitate communication and provide technical assistance with the certification processes.

## Office Services

The Office of Business Opportunity focuses on programs and activities that are geared toward improving economic opportunities and increasing financial well-being for individuals, families, and small businesses of Savannah.

### Our services include:



Business Incentives



Business Education  
and Events



Access to Capital



Savannah Business  
Opportunity Program



Savannah  
Entrepreneurial Center



Area Maps and Data

...and many more!

## Upcoming Events

### Coming Soon: Business Education and Events

Savannah Entrepreneurial Center  
801 East Gwinnett Street

#### JER Kidpreneur Class

Saturday, January 20, 10:00am  
Bull Street Labs, 2222 Bull Street

#### SCORE: Business Launchpad

Saturday, January 20, 9:00am  
SCORE Office, 111 East Liberty Street

#### Building Buzz for Your Business Workshop

Tuesday, January 30, 9:00am-12:00pm  
SBDC, 513 East Oglethorpe Ave. Ste. M

#### Effective Cash Flow Management

Wednesday, January 31, 11:30am  
SCORE Office, 111 East Liberty Street

#### Tools to Grow Your Business Series

Six Sessions: January 31 to June 21  
SCORE Office, 111 East Liberty Street

## Savannah Business Opportunity Program



The Savannah Business Opportunity (SBO) program is a new City program aimed at increasing utilization of local small businesses in all areas of City procurement. The SBO program helps spur local economic growth and allows small firms to compete at the prime contractor level.

Businesses that meet required revenue and employee thresholds are eligible for certification as Small Business Enterprises (SBEs), allowing them to participate in sheltered City contracts. Additionally, the City has established cumulative annual participation goals to increase subcontracting opportunities for Disadvantaged Business Enterprises (DBEs) certified at the state and federal level.

### The Office of Business Opportunity manages the SBO Program, which includes:

- **SBE Certification** - A formal certification process to determine a firm's ownership and control, number of employees, average annual gross revenue, personal net worth, and a minimum of one year of business operation.
- **DBE Goal Setting** - A cumulative annual goal of participation by DBEs is established for the total dollar value of all eligible City of Savannah contracts, excluding federal and sole-source contracts. The annual goal may be adjusted by Mayor and Council.
- **SBE Reserves** - Contracts below \$100,000 are reserved for qualified SBEs unless two or fewer certified SBEs are registered in the City of Savannah's Supplier Portal to perform the work.
- **Compliance** - Various compliance activities including pre- and post-award meetings, onsite monitoring visits, subcontractor payment tracker, notices of non-compliance, and other enforcement.
- **Other Program Activities and Support** - The City maintains a directory of firms registered and certified as SBEs on the City's website. The City also provides services to support the growth of D/SBEs, including business training, mentorship, bonding assistance, access to capital, and networking events.

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