

When You Bid More, You Win More!







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Online Resources

Statement of Purpose

Bid More, Win More aims to increase bidding frequency of local small businesses as part of bottoms up economic development. We do this by providing (1) encouragement to submit at least 5 bid proposals per month (2) training on how to prepare bid proposals (3) hands-on coaching to develop bid proposals (4) access to technology resources to accelerate bid frequency (5) advice on removing barriers to bidding more and winning more



Weekly Events

Tuesdays @ 11:30AM Virtual Unsolicited Proposal Clinic

Wednesdays @ 6PM In Person Proposal Clinic

Thursdays @ 11:30AM
Virtual Solicited Proposal Clinic

Fridays @ Noon Virtual Open Coaching

Fridays @ 3:30PM
New to Bid More Onboarding

For event details refer to the weekly Bid More Newsletter

Visit our web app at bidmore.icatt.net



Check out our YouTube channel



Take our Discovery Survey



For further assistance: call or text @ 904-382-5471 or email bidmore@icatt.net.

Bid More Program Offerings







- One on One Coaching
- Open Group Coaching
- Bootcamp Training on Bidding
- Bid More YouTube Channel
- Self-Paced E-Learning
- Web App Online Platform
- Proposal Templates and Samples
- Direct Bidding Assistance
- Virtual Unsolicited Proposal Clinic
- Virtual Solicited Proposal Clinic
- In Person Proposal Clinic
- Model Entrepreneur Program
- Digital Informational Newsletter
- Access to Solicitations (Local, State & Federal)
- Networking for B2B Collaboration
- New to Bid More Onboarding
- Ongoing Discovery/Program Enhancements
- Ongoing Outreach to Increase Participation
- Assistance in Developing Concept Papers

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Check out our YouTube channel



Take our Discovery Survey



The Case for Promoting Bid More as a Brand of Jacksonville

Presented by: Gabe Hamda

Bid More Program @ ICATT Professional Services

bidmore.icatt.net

Email: gabe.hamda@icatt.net

Phone: 904-382-5471

Bid More Win More is a program that encourages participants to significantly increase bid frequency to a minimum of monthly 5 proposals. This is the only program of its kind in the nation and in the world.

Bid More is a recent creation of the EBO Office in response to a stagnant growth of JSEBs and local small businesses beyond Tier 1 level. <u>Dinah Mason</u>, the former Administrator of the EBO Office initiated the program as an estimating and proposal writing training and coaching program. Dinah wisely incubated and guided the program in its early stage of development to ensure it met the needs of the local businesses. <u>Greg Grant</u>, the current Administrative Director of the EBO Office and who pioneered the 3 Tier Business Model took the Bid More program to another level by elevating the program as an economic growth engine and as a tool to accelerate local small businesses beyond Tier 1 level.

The JSEB program has historically been the home of Tier 1 businesses. The EBO Office has recently initiated an innovative 3 Tier Model to structurally transform the trajectory of local small businesses by proactively attracting Tier 2 and Tier 3 businesses into the JSEB program. Thus, in the last 3 months the following mix has been accomplished: 50% Tier 1, 30% Tier 2, 20% Tier 3.

The current investment level in the Bid More program is analogous to a high school football team level white it needs to be at a professional football level. This means the investment must be transformed from its current fractional staffing to dedicated staffing.

Promoting the Bid More Program from its current 1.0 status to 3.0 status of robust professional level will promote Jacksonville as a destination city and accelerate the growth of the local small businesses beyond Tier 1 level.

It is the right time to promote the Bid More program to the desired next stage of strategic investment to achieve the following expected outcomes.

- (1) dedicated robust daily outreach in order to fully engage the local small business community.
- (2) Continuous reinvention and enhancement of program offerings to meet the changing needs of the local small business community.
- (3) Harnessing emerging technologies and AI to individualize the experience. One size does not fit all.
- (4) Serving a digitally challenged community. Approximately 60% of JSEBs are digitally challenged. This segment requires more hands-on and more in person coaching and training assistance.
- (5) transforming the local small business community from occasional and random networkers to creating an ecosystem of interdependent business communities of practice.

Quote: "the road to lack, poverty and being broke is paved with going alone, while the path to winning, prosperity and doing well is paved with collaboration, teaming and sharing" Gabe Hamda

Bid More, if curated and nurtured well, has a potential to become a strategic tool to transform the local small business community beyond Tier 1 level accelerated growth. As we expand and export Bid More beyond the borders of Jacksonville to other local communities around the country (starting with our nation's capital region) and around the world (starting with Jacksonville's sister cities), we expect this will establish Jacksonville as a national and global destination and as a birthplace and the home of the Bid More program.

Introduced by Council Member Arias:

GENERAL

OPPORTUNITY OFFICE TO

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See Exhibit 1

\$61,582.35

SALARIES AND BENEFITS FOR TWO NEW FULL TIME

PROVIDE

PROFESSIONAL

FOR

FUNDING

OPPORTUNITY OFFICE OF THE FINANCE AND

EQUIVALENT POSITIONS WITHIN THE EQUAL BUSINESS

ORDINANCE 2024-

AN ORDINANCE APPROPRIATING \$61,582.35 FROM THE

SERVICES ACCOUNT WITHIN THE EQUAL BUSINESS

FUND OPERATING OTHER

ADMINISTRATION DEPARTMENT THROUGH SEPTEMBER 30,

2024 AND TO PROVIDE FUNDING FOR PAY INCREASES

FOR TWO CURRENT EMPLOYEES; APPROVING AND AUTHORIZING AN INCREASE TO THE EMPLOYEE CAP

WITHIN THE EQUAL BUSINESS OPPORTUNITY OFFICE OF

THE FINANCE AND ADMINISTRATION DEPARTMENT FROM

SIX (6) POSITIONS TO EIGHT (8) POSITIONS TO

ALLOW FOR ONE (1) NEW ADMINISTRATIVE AIDE AND

ONE (1) NEW BUSINESS COMPLIANCE ANALYST;

PROVIDING FOR AN EFFECTIVE DATE.

BE IT ORDAINED by the Council of the City of Jacksonville:

Section 1. Appropriation. For the 2023-2024 fiscal year, within the City's budget, there is hereby appropriated the indicated sum from the account(s) listed in subsection (a) to the account(s) listed in subsection (b):

(The account information is attached hereto as Exhibit 1 and incorporated herein by this reference)

(a) Appropriated from:

(b) Appropriated to:

See Exhibit 1

\$61,582.35

(c) Explanation of Appropriation:

The funding above is an appropriation of \$61,582.35 from the General Fund Operating Other Professional Services account within the Equal Business Opportunity Office of the Finance and Administration Department to provide funding for salaries and benefits for two new full-time equivalent positions and for salary increases for two current employees within the Equal Business Opportunity Office.

Section 2. Purpose. The purpose of the appropriation in Section 1 is to provide funding for one (1) new full-time Administrative Aide position and one (1) new full-time Business Compliance Analyst position within the Equal Business Opportunity Office of the Finance and Administration Department. In addition, a portion of these funds will be used to provide \$2,500 salary increases to two current employees within the Equal Business Opportunity Office. These positions are necessary to meet the growing needs of the Equal Business Opportunity Office.

Employee Cap within the Equal Business Opportunity Office. There is hereby approved an increase to the employee cap for the Equal Business Opportunity Office of the Finance and Administration Department from six (6) positions to eight (8) positions to allow for the addition of a full-time Administrative Aide and a full-time Business Compliance Analyst, as more fully described in the R.C. attached hereto as Exhibit 2 and incorporated herein by this reference. Currently, the Equal Business Opportunity Office utilizes part-time hours to assist with the responsibilities of one of these new positions. These part-time hours are being deleted with the creation of these new

positions as reflected in Exhibit 2.

Section 4. Effective Date. This Ordinance shall become effective upon signature by the Mayor or upon becoming effective without the Mayor's signature.

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Form Approved:

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Office of General Counsel

Legislation Prepared By: Mary E. Staffopoulos

11 GC-#1621716-v2-EBO_Positions-Employee_Cap_Approval_(Arias).docx

City of Jacksonville, Florida Request for Budget Transfer Form

Financ	ce and Administra	Citywide				
	Department or Are	ea Responsible for Contract / Complia	ance / Oversight		Council District(s)	
Reversion of Funds:						
(if applicable)	Fund /	/ Center / Account / Project * / Activity	y / Interfund / Future	Fiscal Yr(s) of carry	over (all-years funds do not require	a carryover)
Section of Code Being Wai	ved (if applicable	a):		_	CIP (yes or no):	No
Justification for Waiver						
Justification for / Description	n of Transfer:					
Appropriates funding from O	Other Professiona	al Services within the Equal Busir	ness Opportunity Office's budget to	1) provide funding for s	salaries and benefits for two	0
additional full time positions	(one of which is	currently a part time position) three	rough 9/30/24 and 2) provide fundir	ng for pay increases for	two current employees (ea	ıch
mployee will receive a sala	iry increase of \$7	2,500). This increases the employ	yee cap within the Equal Business	Opportunity Office from	6 positions to 8 positions.	
Net Amount Appropriated a	and/or Transferr	red: \$	61,582.35		ccount string is titled project but it ho	ouses
				 both projects and grant 	S.	
			CITY COUNCIL			
Requesting Council Mem	ıber:	CM Arias		CM's District:	District 11	_
Requesting Council Memb				_		
***************************************				_		
Prepare	ed By:			Ordinance:		
		OFF	ICE OF THE MAYOR			
□ BUD€	SET ORDINANCE	TRANSFER DIRECTIVE	OF THE MATOR	TD / BT Number:		
	Rec'd. Date Fwd.		Disapproved	1		
Department Head				1		
Mayor's Office				j		
Accounting Division]		
Budget Division]		
Date of Action By Ma	yor:		Approved:			
51.1. 61.4				Date Initiated:		
			<u> </u>	_ FIIOHE NUMBER		
Initiated / Requested By (if o	other than Departm	nent):				

Budget Transfer Line Item Detail

* This element of the account string is titled project but it houses both projects and grants.

Budget Office approval does not confirm: 1) whether or not a grant requires a new 1Cloud grant number 2) the availability of prior-year revenue 3) the available fund balance in a non-all-years fund 4) the use of fund balance appropriations in all-years funds.

Budget Officer Initials

TRANSFER FROM: (Revenue line items in this area are being appropriated and expense line items are being de-appropriated.)

			Total:	\$61,582.35			Ac	Accounting Codes	sopo		
Rev Exp	Fund Title	Activity / Grant / Project Title	Line Item / Account Title	Amount	Fund	Center	Account	Project *	Fund Center Account Project * Activity Interfund Future	Interfund	Future
Exp	Exp General Fund Operating	FAPS Equal Bus Opportunty Office - Financial and Administration	Other Professional Services	\$61,582.35 00111 116103 531090 000000 00000000 00000	00111	116103	531090	000000	00000000	00000	0000000

TRANSFER TO: (Revenue line items in this area are being de-appropriated and expense line items are being appropriated.)

			Total:	\$61,582.35		-	Ac	Accounting Codes	sepo		
Rev Exp	Fund Title	Activity / Grant / Project Title	Line Item / Account Title	Amount	Fund	Center	Account	Center Account Project *	Activity Interfund	Interfund	Future
Exp	Exp General Fund Operating	FAPS Equal Bus Opportunty Office - Financial and Administration	Permanent and Probationary Salaries	\$49,200.00 00111 116103 512010	00111	116103	512010	000000	00000000	000000 000000	0000000
Exp	Exp General Fund Operating	FAPS Equal Bus Opportunty Office - Financial and Administration	Medicare Tax	\$713.40	00111	116103	\$713.40 00111 116103 521020	000000	00000000 0000000	000000 00000	0000000
Exp	Exp General Fund Operating	FAPS Equal Bus Opportunty Office - Financial and Administration	Disability Trust Fund-ER	\$147.60	\$147.60 00111 116103	116103	522070	000000	00000000 000000	00000	0000000
Exp	Exp General Fund Operating	FAPS Equal Bus Opportunty Office - Financial and Administration	GEPP Defined Contribution DC-ER	\$5,756.40 00111 116103 522130	00111	116103	522130	000000	00000000 000000	00000	0000000
Exp	Exp General Fund Operating	FAPS Equal Bus Opportunty Office - Financial and Administration	Group Life Insurance	\$174.17	00111	116103	\$174.17 00111 116103 523030	000000	00000000	00000	0000000
Exp	Exp General Fund Operating	FAPS Equal Bus Opportunty Office - Financial and Administration	Group Hospitalization Insurance	\$5,590.78 00111 116103 523040	00111	116103	523040	000000	0000000 000000 00000000 0000000	00000	0000000

CITY OF JAC	KSONV	ILLE, FLORIDA		RC	#:	RC	24-
		DATE	RECOMMENDE	ED	NO.	T RECOMM	ENDED
DIVIS	ION CH	IEF:	<u> </u>				
DEPARTM	ENT HE	EAD:					
BUDG	ET OFF	ICE:	_				
DEPARTMEN	T: _	Finance and Admi	nistration TO BE	E EFFECTIVE:		Upon App	roval
ACTION	No.	ACTIVITY NO/ DESCRIPTION	TITLE	COD		PAY GRADE	PAY RANGE
Authorize	1	AFPS011EBO	Administrative Aide	B000	5	15.12	33,427.39 - 64,336.18
Authorize	1	AFPS011EBO	Business Compliance Ana	alyst 0408	5	29.11	51,871.44 - 87,334.92
Delete	1040	AFPS011EBO	Part Time Hours				
	ilable w	nding for this change: ithin current appropriation ovided by:	s for this change:	Yes x No	□ (see descript	tion below)
JUSTIFICATIO	ON:						
Adding two full t	ime posi	tions based on the needs to	the Jacksonville Small and Eme	erging Business	Office.		
Reference TD/	'BT _	Council app	proval required? Yes x	No D	ate acti	on required:	
ACTION TAKE	EN BY M	IBRC:	SIGNATUR	ES:			
			Chief Admin	istrative Office	r		
			MAYOR				
AMENDMENT	S: _		Comments:	-			