



When You Bid More, You Win More!



Coaching



Training



Online Resources

Statement of Purpose

Bid More, Win More aims to **increase bidding frequency of local small businesses** as part of bottom 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



Coaching



Training



Online Resources

- 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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The Case for Promoting Bid More as a Brand of Jacksonville

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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. Dinah Mason, 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. Greg Grant, 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 while 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.

1 Introduced by Council Member Arias:
2
3

4 **ORDINANCE 2024-**

5 AN ORDINANCE APPROPRIATING \$61,582.35 FROM THE
6 GENERAL FUND OPERATING OTHER PROFESSIONAL
7 SERVICES ACCOUNT WITHIN THE EQUAL BUSINESS
8 OPPORTUNITY OFFICE TO PROVIDE FUNDING FOR
9 SALARIES AND BENEFITS FOR TWO NEW FULL TIME
10 EQUIVALENT POSITIONS WITHIN THE EQUAL BUSINESS
11 OPPORTUNITY OFFICE OF THE FINANCE AND
12 ADMINISTRATION DEPARTMENT THROUGH SEPTEMBER 30,
13 2024 AND TO PROVIDE FUNDING FOR PAY INCREASES
14 FOR TWO CURRENT EMPLOYEES; APPROVING AND
15 AUTHORIZING AN INCREASE TO THE EMPLOYEE CAP
16 WITHIN THE EQUAL BUSINESS OPPORTUNITY OFFICE OF
17 THE FINANCE AND ADMINISTRATION DEPARTMENT FROM
18 SIX (6) POSITIONS TO EIGHT (8) POSITIONS TO
19 ALLOW FOR ONE (1) NEW ADMINISTRATIVE AIDE AND
20 ONE (1) NEW BUSINESS COMPLIANCE ANALYST;
21 PROVIDING FOR AN EFFECTIVE DATE.
22

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

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

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

30 (a) Appropriated from:

31 See **Exhibit 1**

\$61,582.35

1 (b) Appropriated to:

2 See **Exhibit 1** \$61,582.35

3 (c) Explanation of Appropriation:

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

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

21 **Section 3. Approval and Authorization of Increase to**
22 **Employee Cap within the Equal Business Opportunity Office.** There is
23 hereby approved an increase to the employee cap for the Equal Business
24 Opportunity Office of the Finance and Administration Department from
25 six (6) positions to eight (8) positions to allow for the addition
26 of a full-time Administrative Aide and a full-time Business Compliance
27 Analyst, as more fully described in the R.C. attached hereto as
28 **Exhibit 2** and incorporated herein by this reference. Currently, the
29 Equal Business Opportunity Office utilizes part-time hours to assist
30 with the responsibilities of one of these new positions. These
31 part-time hours are being deleted with the creation of these new

1 positions as reflected in **Exhibit 2**.

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

5

6 Form Approved:

7

8

9 Office of General Counsel

10 Legislation Prepared By: Mary E. Staffopoulos

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

	DATE	RECOMMENDED	NOT RECOMMENDED
DIVISION CHIEF:	_____	_____	_____
DEPARTMENT HEAD:	_____	_____	_____
HR CHIEF:	_____	_____	_____
BUDGET OFFICE:	_____	_____	_____

DEPARTMENT: Finance and Administration TO BE EFFECTIVE: Upon Approval

ACTION	No.	ACTIVITY NO/ DESCRIPTION	TITLE	OCC CODE	PAY GRADE	PAY RANGE
Authorize	1	AFPS011EBO	Administrative Aide	B0005	15.12	33,427.39 - 64,336.18
Authorize	1	AFPS011EBO	Business Compliance Analyst	04085	29.11	51,871.44 - 87,334.92
Delete	1040	AFPS011EBO	Part Time Hours			

FUNDING: Indicate funding for this change:
 Funds are available within current appropriations for this change: Yes No (see description below)
 If NO, funds will be provided by: _____

JUSTIFICATION:
Adding two full time positions based on the needs to the Jacksonville Small and Emerging Business Office.

Reference TD/BT _____ Council approval required? Yes No Date action required: _____

ACTION TAKEN BY MBRC:	SIGNATURES:
	_____ Chief Administrative Officer
	_____ MAYOR
AMENDMENTS: _____	Comments: _____
_____	_____