



# **Annual Report 2012**

**Submitted to  
The Board of Supervisors  
Fairfax County  
Virginia**

**July 30, 2013**

## Expanded Mission/Vision Statement

The mission of the Fairfax County Small Business Commission (SBC) is to advise the Fairfax County Board of Supervisors on issues of concern to the Fairfax County small business community, to promote and develop small business, and to assist minority-owned and emerging businesses, within the County. In general, it aims to assist and help businesses succeed and establish themselves as Vendor for Fairfax County and other government entities (federal, state and local).

The SBC's year began with the election of a new Chairman and Vice-Chairman. In early 2012, three new commissioners were also appointed, thus filling out all available openings. These new commissioners are: Suchada (Sue) Langley (At Large); Gerarda Culipher (Springfield District), and Michael Doherty (Braddock District). By late 2012, Commissioner Lillian Vogl was also appointed, At Large. Each commissioner either owns a small business or works for a small business, or organization which provides professional, or other services to small businesses. They are familiar with small business issues within the County, and are willing to share both their time and expertise. As a result, the commissioners provide a visible, on-going connection between the County and the small business community. Although the SBC operates without a budget, staffing is provided by Fairfax County Department of Purchasing and Supply Management (DPSM).

The SBC's goals for 2012 were to: 1) act on the SBC's revised/expanded mission to broaden activities to assist businesses; 2) foster cooperation among other agencies, commissions, and organizations within the County and the Commonwealth in an effort to develop and promote small business; and 3) provide direction and assistance to small businesses, enabling them to reach appropriate authorities within the County.

In our discussions with business leaders, we have been reminded that owners find Fairfax County to be more business friendly than anywhere else in the region. Business leaders continue to see areas for minor improvement, but also see the consistent, positive branding effort from County leaders and organizations to ensure our reputation as one of the best places to start technology and related industry companies. While the overall SWaM (Small, Women-own and Minority) purchasing goals are excellent, some components have room for improvement. With the addition of the Ombuds Committee ("OC), the SBC is now properly positioned to render advice on some of these issues. The OC seeks to assist, clarify, and resolve issues arising between businesses and the County government. We wish to thank the entire Board of Supervisors and County staff who helped with the transformation 2012 implementation, and hope for a larger impact in 2013 and beyond.

The Fourth Annual Vendor Forum was held in collaboration with DPSM, enabling the SBC to assist the small business community in making quality connections with various government agencies and representatives, and in growing their individual businesses. The Commission would again like to commend those in DSPM who have made these important achievements possible, especially Cathy Muse, Michael Estelle, and Steve Pierson.

After expanding our charter’s mission, the SBC is now able to deal with new issues and provide extensive assistance to the small business community. This Annual Report reviews the SBC’s past activities, discusses possible future events and activities, and re-enforces the commitment and dedication of the SBC and all its Commissioners.

Respectfully submitted,

*Koorosh Cyrus Sobhani*

*John D. Pellegrin*

Koorosh Cyrus Sobhani, Esq.  
Chairman

John D. Pellegrin, Esq.  
Vice Chairman

### OVERVIEW

The Small Business Commission was created in 1994 to recognize and acknowledge the value of small business to the health and prosperity of Fairfax County. The SBC’s initial function was solely to advise the County government and assist small businesses so as to facilitate vendor purchasing activities. The mission of the SBC was expanded in recent years, which culminated in a revision of its By-Laws by the Board of Supervisors in 2010 to include the promotion of small businesses development in the County, as opposed to mere interaction between small businesses and County government purchasing agencies, as a goal.

The SBC was established by the Board of Supervisors with 12 members appointed by individual Supervisors for each of the nine Magisterial Districts, with three At-Large seats appointed by the Board of Supervisor’s (BOS) Chair. The SBC is supported by members of the Department of Purchasing and Supply Management (DPSM) with Michael Estelle, Supplier Diversity Coordinator, as main staff liaison. The SBC meets monthly, with all meetings open to the public. Minutes are prepared by the DPSM staff and published on the SBC website (<http://www.fairfaxcounty.gov/dpsm/osb/sbc/smsbc.htm>). Commissioners are not compensated, volunteering their time and expertise in support of the mission of the SBC. Members represent varied small and minority business and professional organizations, as well as recognized leaders in the small and minority business community.

<b>Seat Name</b>	<b>Member Name</b>	<b>Appointed by</b>	<b>Term Expires</b>	<b>Committee (s)</b>
At-Large #1	Mr. John D. Pellegrin, Esq.	Chairman Bulova	12/21/2012	Vice-Chairman, Legislative & Policy, Ombuds
At-Large #2	Ms. Suchada Langley	Supervisor Hudgins	12/31/2014	Economic Advisor Council
At-Large #3	Mrs. Margaret McCollough Schottler	Chairman Bulova	12/31/2012	Legislative & Policy, Communications, Ombuds
Braddock	Mr. Michael Doherty	Supervisor Cook	12/31/2014	Strategic Planning, Emergency Management

Dranesville	Mr. Koorosh Cyrus Sobhani, Esq.	Supervisor Foust	12/31/2014	Chairman, Legislative & Policy, Vendor Comments, Ombuds
Hunter Mill	Ms. Beatrice Malone	Supervisor Hudgins	12/31/2014	Vendor Forum
Lee	Ms. Kelly Pride Hebron, Esq.	Supervisor McKay	12/31/2014	Education & Outreach, Vendor Forum
Mason	Ms. Elizabeth Novak	Supervisor Gross	12/31/2014	Vendor Forum, Education & Outreach
Mount Vernon	Ms. Katy Fike	Supervisor Hyland	12/31/2014	Vendor Comments Board
Providence	Joe Brooks	Supervisor Smyth	12/31/2014	Communications
Springfield	Ms. Gerarda Culipher, Esq.	Supervisor Herrity	12/31/2014	Strategic Planning, Education and Outreach
Sully	Mr. Marvin Powell	Supervisor Frey	12/31/2014	Vendor Forum, Education & Outreach

**2012 COMMISSIONERS:**

Biographies of Commissioners

**Katy Fike**

*Marketing & Administration, McEneaney Commercial Real Estate*

*Activities:*

Fairfax County Small Business Commission, Mount Vernon District Representative, (1999-Present)

Mount Vernon-Lee Chamber of Commerce, (1998-Present), three terms as Board Member, President (2008), Chair (2009), and Secretary (2013)

Southeast Fairfax Development Corp. Board (2009)

Imagine Alexandria (2009-Present)

## **Kelly Hebron, Esq.**

### *Attorney*

Kelly Hebron received her Law Degree and Master's Degree in Public Policy from the Catholic University of America, and a Bachelor's degree in Economics from the University of Maryland. As a former lobbyist, she has a deep understanding of the legal challenges that are faced by businesses of all sizes. Since her admission to the Bar, the cornerstone of Ms. Hebron's practice has involved government and regulatory matters, and guiding companies through business endeavors. Professional seminars and bar association events enable her to stay abreast of significant legal changes and developments.

Ms. Hebron is a past Adjunct Professor of Law at the University of District Columbia – David A. Clarke School of Law. She is the author of the published articles "*Pitfalls to Avoid in Government Contracting*" and "*Letters of Intent – Are They Necessary?*"

Ms. Hebron is a regular speaker for community organizations and small business groups, including the Maryland Small Business Development Centers, the Women Entrepreneurs of Baltimore, and the Northern Virginia Women Business Center, on legal issues facing growing businesses. She has been featured in the "The Daily Record" and has served as a guest speaker on the local radio program "Insight" on WHUR 96.3 FM radio, discussing legal issues faced by businesses.

In addition to her legal practice, Ms. Hebron understands the need to stay in touch with her community. She is a graduate of Leadership Fairfax, past member of the Fairfax County Community Criminal Justice Board, and volunteers with Girls Scout Troop #1303.

## **Beatrice Malone**

### *Management Consultant*

Appointed by Supervisor Catherine Hudgins, Beatrice "Bea" Malone has represented the Hunter Mill District on the Small Business Commission since 2005.

She is President and CEO of Ann-Renee Associates, a management consulting firm specializing in training and conference management in the international arena. Ms. Malone has traveled nationally and worldwide providing training and technical assistance to small businesses and nonprofit organizations. She is also a sought-after speaker at national conferences and training sessions.

Ms. Malone is active in the Greater Reston Chamber of Commerce and produces a weekly cable television show that hosts business and community leaders within Fairfax County. She has also served as an adjunct professor at the University of Maryland/University College in its School of Business and Management Technology.

## **Elizabeth Novak**

### *Waste Management*

Elizabeth “Libby” Novak was appointed in 2005 as Mason District Commissioner on the Small Business Commission, Fairfax County, Virginia, by Mason District Supervisor, Ms. Penelope Gross.

Since 1994, Libby has been the owner and Chief Executive Officer of Environmental Waste Specialists, Inc. (EWSI), located in Chantilly. EWSI deals exclusively with the transportation and disposal of asbestos, recycling services, and hazardous, universal, special waste.

Mrs. Novak is a member of the DC Metropolitan Subcontractors Association, Environmental Information Association, Environmental Assessment Association, the Virginia Association of Hazardous Materials Response Specialists, the U.S. Women’s Chamber of Commerce, Annandale Chamber of Commerce, and Dulles Regional Chamber of Commerce. Additionally, she holds numerous environmental and hazardous waste certifications.

Environmental Waste Specialists, Inc. was selected as “Top 100 WBE/MBE” and nominated by the DC Metropolitan Subcontractor Association as “Outstanding Capital Vendor of the Year.”

## **John D. Pellegrin, Esq., Vice-Chair**

### *Attorney*

John Pellegrin, At Large Commissioner, works with the SBC’s Legislative Committee and Chairs the Ombuds Committee. He specializes in business matters, advising new and established companies. He has an extensive practice in the fields of Intellectual Property, government contracting, international, communications, litigation, agency/media representation, and wills/trusts/estates. Mr. Pellegrin is the principal at the Law Offices of John D. Pellegrin, P.C. He has written numerous articles and appeared before many industry groups.

Mr. Pellegrin is a member of the Bars of the U.S. Supreme Court, Virginia, DC, and New York. He holds degrees from Georgetown and Fordham Universities and has achieved an AV (highest) rating from Martindale Hubbell, the international directory of practicing attorneys.

Mr. Pellegrin is also active in the community, and serves on various Boards and committees, including the Greater Springfield Chamber of Commerce (Past President and Board member), Economic Development and Government Contracting Committees, MVLE, Inc., the West Springfield Rotary Club, and NEW (Networking Executive Women). He has held or currently holds leadership positions in several community, business, and professional organizations, including Past President, Springfield Golf & Country Club. He has achieved the rank of *Eagle Scout*. He also regularly volunteers in the

Incubator Program of the Community Business Partnership/Women's Business Center, the Women's Business Expo, and has taught in the Fairfax County Adult Education program.

Mr. Pellegrin and his law firm were honored with the *Corporate Citizen of the Year Award* and he, with both the *Membership Award* and *Prism Award* by The Greater Springfield Chamber of Commerce, as well as a *Volunteer Fairfax Benchmark 500 Award*.

## **Marvin Powell**

### *Consultant*

- Business Development Director at Task Technologies
- Advisory Board Member at National Association of Minority Government Contractors (NAMGC)
- CEO and Founder at Coach Powell Training and Development (CPT&D)
- Member at INOVA Gift and Estate Planning Council
- Chairman, Fairfax County Small Business Commission
- Member, Vice-President at Northern Virginia Business Alliance
- Chairman at Centreville Community Foundation
- Ambassador at Business Networking International
- Go Small Biz Consultant at Go Small Biz

**Education:** Kent State University BA, Economics, Sociology, Pan-African Studies

CPT&D was formed to take advantage of our many years of service and commitment to the small business community both in financial services and through various boards and committees.

Fairfax County Lord Fairfax Community Service Award - 2006

Herndon Dulles Chamber of Commerce - Community Leader of the Year 2004

## **Margaret Schottler**

### *Small Business Entrepreneur & Owner*

Margaret Schottler serves as an At-Large Commissioner, working with the Legislative & Policy and the Ombuds Committees.

Margaret owns *The Italian Gourmet* in Vienna, with her husband, Jeremy. The *Italian Gourmet* is a deli, gourmet food shop and catering company and has been a Vienna staple since 1974. The Schottler's recently opened a second small business in Vienna, *Molly's Yogurt*. *Molly's Yogurt* offers frozen yogurt, gelato and sorbet.

Margaret has a B.A. in English Literature from Wake Forest University. She and Jeremy have two small children, and are active in their community. In 2006, The *Italian Gourmet* was nominated for the Town/Business Liaison Committee Community Service Award for involvement in the Vienna community.

## **Koorosh Cyrus Sobhani, Esq., Chair**

### *Attorney*

Commissioner Koorosh Cyrus Sobhani has been a Commissioner for the Dranesville District since 2008. He has been serving as the Chair of the SBC since January of 2012, and sits on the Legislative, Policy, and Executive Committees of the SBC. He is a full-time partner with the law firm of Dain, Walker, Sobhani, & Nicoli, P.L.L.C. He has extensive experience in the areas of business, corporate, and civil matters, as well as immigration, real estate, contracts, criminal, and personal injury issues.

Mr. Sobhani graduated with high honors from George Mason University and obtained his law degree from the University of Arkansas at Little Rock, School of Law in 1994. He has served as Chair of the Iranian-Americans Democratic Council and as a Director of Dulles Area Democrats. He has written and published the monthly newsletter for the SBC to inform and educate small business owners about various legislation affecting small businesses in Fairfax County and throughout our region. He has written and published articles about U.S.-Iran foreign relations, constitutional and individual rights, and crime and society in America. Mr. Sobhani volunteers with the JDRF and the M.S. societies, and publishes works as both a consumer and a small business advocate. He also volunteers in a variety of community outreach programs every year, including election-related efforts.

## **Commissioners' SBC-Related Activities**

The number of hours Commissioners donate to the mission of the Small Business Commission is difficult to calculate, but it is extensive. Commissioners have admirably represented the SBC through their numerous activities both with and on behalf of the SBC, as well as the many varied organizations, boards, and community organizations, they belong to and actively serve on. More specifically, they have:

- Sponsored and organized the Vendor Forum (“Doorway to Opportunities”), aimed at connecting small business owners with various municipalities and government resources, offering referral information and assistance in navigating related County services and the DSPM.
- Added more names and addresses of small businesses to the Fairfax County Vendor ListServe.
- Maintained a presence on LinkedIn, a networking site for business professionals.
- Attended/exhibited at expos, such as the Women’s Business Forum & Expo, Virginia Business Opportunity Fair, promoting awareness of the SBC and its goals.
- Invited members of the business community to address the SBC, assisting in the dissemination of information on their goods and/or services to a larger community and educating them about the SBC.
- Assisted the Fairfax County Health Department in disseminating information on Small Business Disaster Plans, especially as related to pandemics.



- During regularly scheduled meetings and via email distribution, each member of the SBC shared information on activities, procurement opportunities, and small business assistance to benefit all serving commissioners.
- Participated in various networking and workshop opportunities to inform and educate Fairfax County small business owners of the SBC's functions.
- Introduced various procurement and engagement opportunities for small/minority-owned businesses and presented workshops on issues including: networking, marketing, tax shelters, healthcare benefits.
- Promoted the Virginia government website, eVA.
- Maintained SBC's literature as translated into other languages.
- Representation in virtually all Chambers of Commerce in Fairfax County.
- Advised the Board of Supervisors in matters relating to and affecting small business issues in the County, including:
  - i. Business Advisory Council in the Braddock District.
  - ii. Matters concerning small business as related to the Fairfax County Government.
  - iii. Speaker and Table Leader for the Women's Business Conference.
  - iv. Hosting business and community leaders in Fairfax County on "Everyday Heroes" (a weekly cable TV show)

During 2012, Commissioners also represented SBC at:

Executive Women's Roundtable  
 Community Business Partnership  
 Women's Business Conference (Speaker and table leader)  
 BRAC Committee Co-Chair  
 MVLE, Inc.  
 West Springfield Rotary Club  
 Virginia Department of Minority Business Enterprise (DMBE) conference at the Northern Virginia Community College  
 Women Entrepreneur's EXPO, hosted a table discussion on the SBC and "How to Do Business with Fairfax County."  
 Construction Management Roundtable held at Westwood College, Annandale Campus  
 Fairfax County Economic Development Authority as the Small Business Commission partner at the "Procurement Academy" series of workshops.  
 Fairfax County Office of Emergency Management – Pre-Disaster Recovery Planning for community partners.  
 Virginia Small Business Summit (Fall, 2011) at George Mason University

Commissioners donated goods for the 2012 Vendor Forum. Margaret Schottler's company, *The Italian Gourmet*, provided sandwiches, and other Commissioners donated miscellaneous items to the Vendor Forum.

## Number of Establishments by Employment Size

Although Fairfax County small businesses are not as impacted as those in many other areas of the country, small businesses as whole are facing increasing challenges in a struggling economy. Small businesses form a major economic base in Fairfax County. To be precise, some Magisterial Districts consist solely of small businesses or post-secondary schools, and do not have major corporations located therein. As a result, small business issues and concerns are important to all County districts and it is crucial to consider the impact of small business policies and regulations on their growth and survival.

Number of Business Establishments in Fairfax County Based on U.S. Census Bureau County Business Patterns:\*

Year	Total	1-4	5-9	10-19	20-49	50-99	100-249	250-499	500-999	1000+
1998	24,581	13,043	4,504	3,186	2,187	868	548	156	63	26
2008	28,656	15,612	4,775	3,642	2,598	1,050	660	190	77	52

In the above-mentioned U.S. Census study, 96.5% of Fairfax County businesses have less than 100 employees. From 1998 to 2008, the amount of businesses with fewer than 100 employees, increased by 16.6%.

These statistics indicate the value of small businesses to the economy of the County. Further study should be undertaken to correlate the economic contribution of small businesses to the County, as well as the value of small business services (i.e., dry cleaners, movie theatres, service industries, etc.) that support both the population and the larger businesses in the County.

The Fairfax County Economic Development Authority Business Demographics indicates that there are 88,189 non-employer establishments (a business with no paid employees - 2007).\*\*

\* <http://censtats.cendud.gov/cgi-bin/cbpnaic/cbpsect.pl>

\*\* FCDEA – Doing Business in Fairfax County

## EDUCATION & OUTREACH COMMITTEE

The Fairfax County Small Business Commission was created by the Board of Supervisors to advise and assist the Board of Supervisors, County Executive, and the County Purchasing Agent, on any matters that will enhance the success of small, women, minority, and emerging small businesses.

The Education and Outreach Committee’s mission is to help small businesses obtain contracts within Fairfax County. This is accomplished through various efforts, including providing information, training, and other educational resources to small businesses, thus enabling them to develop their growth potential and to achieve success. More specifically, this is accomplished by the following methods:

- Partnership with the Fairfax County Purchasing and Supply Management’s Supplier Diversity Program through promotion of monthly seminars on how to do business with Fairfax County. The Small Business Commission continues to emphasize participation in The Annual Vendor Forum.
- Partnership with the Fairfax County Economic Development Authority “Procurement Academy,” emphasizing strategies for success and providing essential elements needed to function in today’s procurement arena.
- Introducing opportunities to small businesses by allowing access to networks of local government and state agencies, and related resources, in order to help small businesses in their competitive bidding and procurement efforts. In addition to introducing eVA and various vendor registration sites, the Committee emphasizes the importance and availability of electronic and on-line bidding for securing business contracts.
- Promoting classes and/or seminars addressing immediate small business needs, such as networking strategy, marketing, human resources, and customer service. It also implements a mentorship and training program, and works with leaders of various ethnic and faith-based communities, and organizations, in order to better market the SBC’s services and resources.
- Partnership with various Chambers of Commerce throughout the area – offering seminars and presentations at monthly meetings.
- Founding member of the Community Business Partnership and participation in the Women’s Entrepreneur Expo.

In the coming months, we will strive to build on our successes, by periodically reexamining our mission and vision. Our vision and purpose is to continue to provide invaluable assistance and guidance to the many organizations working to promote, aid, and assist small businesses within our County.

### **OMBUDS COMMITTEE**

With the expansion of the FCSBC’s Mission Statement to include as part of the Commission’s Purpose “...to study, report and make recommendations on issues of concern to small business in Fairfax County,” the SBC established an Ombuds Committee (OC) within the Commission in 2011. The OC functions as a focal point for informational purposes for small businesses in dealing with local County and state government regulations.

The OC interfaces, through the SBC, with various County agencies and Board members, in order to bring to the Board’s attention to concerns and suggestions for improved regulation and regulatory processes vis-à-vis small businesses. The goal is to insure transparency and fairness in County government agencies’ dealing with small businesses. We want to

encourage establishment and growth of small businesses in the County, thereby increasing the tax base-revenues. The OC does not duplicate the efforts of existing agencies; rather it facilitates the communications between small businesses and County government by allowing them to address procurement, contracting, bidding and communication issues. Roundtables in connection with the annual Vendors Forum may be one vehicle for the OC to ascertain small business concerns.

No funding or formal establishment of a County-wide Ombuds program is contemplated. Input from various existing organizations has been helpful, including the Virginia Department of Business Assistance and the U.S. Small Business Administration.

The Ombuds Committee did not handle any particular lengthy matter this past year, although individual SBC Commissioners were instrumental in assisting various Fairfax County businesses and agencies in helping identify problem-solving solutions to issues confronting them. Such included discrimination, issues, professional communication matters, and additional signage for the Laurel Hills Golf Course, the County's pre-eminent daily fee course. Laurel Hills will be hosting a major amateur tournament in July, 2013 and it again addressed the issue of adequate road signage for visitors to the area. Additional details describing the OC overview and tentative Procedures & Process Guidelines are available.

## **STRATEGIC PLANNING COMMITTEE**

### **Strategic Planning Committee Vision Statement**

*To become Fairfax County Small Business Commission's primary planning and goal-setting resource.*

### **Strategic Planning Committee Mission Statement**

*The Strategic Planning Committee identifies the emerging needs of the County's small, women-owned and minority-owned business community, and reports back to the Small Business Commission as to what training, technical assistance, outreach, advocacy, and other resources, are needed to ensure that these businesses succeed and thrive in Fairfax County.*

### **Why a Strategic Planning Committee?**

During program year 2011, the Fairfax County Small Business Commission (SBC) elected to create a Strategic Planning Committee to advise and assist the SBC members in identifying short and long-term goals, and to become the SBC's primary planning and goal-setting resource. Specifically, the Strategic Planning Committee will:

- Forge a more powerful strategic vision by expanding its role and building on momentum from past and future events;

- Ensure that the Commission moves forward and becomes more visible to the small business community, Fairfax County agencies, and the Board of Supervisors; and
- Encourage a stronger relationship between the Commission, small businesses or organizations, and county agencies.

### **COMMUNICATIONS COMMITTEE**

The Communications Committee (CC) worked with the Fairfax County Office of Public Affairs to update the SBC webpage: [www.fairfaxcounty.gov/sbc](http://www.fairfaxcounty.gov/sbc). The website includes current documents compiled by the Commissioners and/or the SBC itself. A monthly small business newsletter with relevant articles for small businesses is also available.

The CC plans to continue working on the SBC webpage, and to establish links to and from other County sites, as an additional resource for small businesses. The CC will also reach out to media outlets in order to raise awareness of the SBC and its mission to support and assist small businesses within the County and Commonwealth.

### **VENDOR COMMENTS BOARD**

The Vendor Comments Board serves county vendors who seek answers on business matters not readily available to the general community.

The Board welcomes your suggestions, questions and comments. Please direct all messages, suggestions, questions, and/or comments which aim to streamline or improve the County procurement process or generally facilitate the growth of business in Fairfax County, to [sbcfairfax@gmail.com](mailto:sbcfairfax@gmail.com). Messages will be addressed promptly, and after the SBC contacts the appropriate agency(ies), they will respond with information on how the SBC has handled the inquiry. Confidentiality will be maintained.

### **2012 VENDOR FORUM COMMITTEE**

The Fourth Annual Vendor Forum was held on May 24, 2012 at the Government Center and included some seventeen agencies of Fairfax County Government and Schools and over 250 participants. Opening remarks included: welcome by Supervisor John C. Cook, Braddock District Supervisor; followed by Gerald L. Gordon of Fairfax County Economic Development Authority. The event proceeded to include programs and presentations such as “Selling to Fairfax County”, “Marketing for Small Businesses”, Traditional Lending”, “Alternative Financing Strategies” Social Media”, Financial Planning for Small Businesses and other popular programs and educational Forum workshops. Most of the popular programs and workshops were again presented during the afternoon session.

Vendor Forum included:

- The presence of seventeen Agencies of the County, which all represented purchasing offices. They provided information on current, future and general service and product purchasing needs.
- Individual prime contractors to the Fairfax County DPSM.
- For the first time, Fairfax County Schools were also present.
- Through the workshop “Registering with eVA”, participants were able to obtain and initiate registration with eVA, which includes contract listings for Fairfax County.
- Additional concurrent workshops included “Funding Options,” “Legal Issues in Partnering,” “Selling To Fairfax County,” and “Entrepreneur Express.” A networking session was held during lunchtime.
- Networking coaching and training, conducted by Commissioner Marvin Powell  
Social Media, conducted by Lara Coffee, wife of Commissioner Brett Coffee, and an officer in CSCI in Springfield.



	FY2007	FY2008*	FY2009*	FY2010*	FY2011*
TOTAL PROCUREMENT DOLLARS (not including p-cards)	\$555,770,388	\$617,279,394	\$552,518,807	\$564,459,831	\$634,688,689
SMALL BUSINESS DOLLARS AND PERCENTAGE	\$196,491,237 35.4%	\$224,181,580 36.3%	\$227,011,774 41.1%	\$177,804,847 31.5%	\$195,727,070 30.8%
MINORITY BUSINESS DOLLARS AND PERCENTAGE	\$ 31,010,423 5.6%	\$ 30,144,161 4.9%	\$23,834,638 4.3%	\$77,330,997 13.7%	\$87,961,775 13.9%
WOMEN-OWNED BUSINESS DOLLARS AND PERCENTAGE	\$ 22,296,633 4.0%	\$ 26,758,358 4.3%	\$24,828,986 4.5%	\$20,320,554 3.6%	\$24,173,715 3.8%
TOTAL SWaM DOLLARS AND PERCENTAGE	\$249,798,293 44.9%	\$281,084,098 45.5%	\$275,675,399 49.9%	275,456,398 48.8%	\$307,862,560 48.5%

As can be seen from this chart, Fairfax County Purchasing and Supply Management has doubled the amount of Minority Business Dollars that have been spent from 2006 to 2010. Total dollars awarded through SWaM is 48.8%.

\* County and State (eVA) systems

Vendors identify themselves as small, minority or women-owned based on the State definitions.

These statistics are calculated by the Department of Purchasing and Supply Management annually after the close of the fiscal year based on final purchase order and eVA encumbrances for the fiscal year.

#### DEFINITIONS

**Small Business/Organization** – is an independently owned and operated business which, together with affiliates, has 250 or fewer employees or average annual gross receipts of \$10 million or less averaged over the previous three years.

**Minority Business** – is a business concern that is at least **51%** owned by one or more minority individuals or in the case of a corporation, partnership or limited liability company, or other entity, at least **51%** of the equity ownership interest in the corporation, partnership or limited company or other entity is owned by one or more minority individuals and both the management and daily business operations are controlled by one or more minority individuals. Such individuals shall include Asian American, African American, Hispanic American, Native America, Eskimo or Aleut.

**Woman-Owned Business** – A business concern that is at least **51%** owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited company or other entity, at least **51%** of the equity ownership interest is owned by one or more women who are U.S. citizens or legal resident aliens, and both the management and daily business operations are controlled by one or more women who are U.S. citizens or legal resident aliens.



In 2011, the SBC initiated the publication of the *SBC Newsletter*, which provides updates as to legislation which may potentially affect small businesses in Fairfax County and the Commonwealth. The SBC, however, scrupulously avoids any lobbying activity, as such activity falls outside the scope of its charter and mission.

## GOALS FOR 2013

Theme: *Supporting Small Business Through Continuing Challenging Economic Times*

- Build on the work accomplished with the Board of Supervisors, by improving the effectiveness of, and expanding the role of, the Small Business Commission's committees.
- Create a Resource Guide for small businesses in Fairfax County, to serve as a central, neutral repository, which small businesses can access.
- Expand The Annual Vendor Forum to include more participants; County and prime contractor offering potential contracts; educational workshops; one-to-one matchmaking; and recognition/awards for service to the small business community.
- Provide representatives to each Chamber of Commerce which hosts meetings involving business with Fairfax County. Reach out to all Chambers and other organizations in order to advise as to the existence and availability of the SBC to assist their members.
- Establish a Speakers Bureau which provides access to commissioners that are available to speak on the activities of the SBC and/or jointly speak with the staff of DSPM.
- Assist interested Supervisors in creating district forums for discussion of issues which affect small businesses within districts.
- Support the activities of County agencies where adding a component of small business will enhance their mission and their constituents' activities.
- Continue to invite representatives of other Fairfax County commissions and agencies to SBC meetings in an effort to foster cooperation and support of their activities.

**Conclusion:** The SBC wants to be a crucial thread in the fabric of Fairfax County's quality of life. We are committed to a policy of non-discrimination in all County programs, services and activities. The SBC primarily works, through its committees, to assist with, and to bring attention to, items of concern to the small business community and the Board of Supervisors.

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