

MEMORANDUM

TO: City Council

FROM: Alfred D. Lott, ICMA-CM, CPM
City Manager

SUBJECT: *Status Report* DATE: August 30, 2018

Status Report

1. Small Business Coaching

The Maryland Small Business Development Center (SBDC) is hosting two CEO Coaching Programs this fall at City Hall. These are partially funded by the City's grant to the Maryland SBDC.

CEO Accelerator

36 Total Hours of Training & Consulting Designed for Owners With Revenue Above \$500k
12 Wednesday Mornings October 3 - December 19 (9am-12pm): at Bowie City Hall

Growth Accelerator

18 Total Hours of Training & Consulting Designed for Owners With Revenue Below \$500k
6 Wednesday Mornings (9am-12pm) at Bowie City Hall (Bowie, MD): October 3 - November 7

The program's objectives is to own a fast growing business that:

- Increases profits 61% in 12 months
- Works without you
- Builds equity of \$10 Million+ in 5 Years so you can sell it

Learn SBDC's Strategic Growth System to "Earn More. Work Less!" Attend to gain insights on your current challenges through professionally facilitated, open strategic discussions. Everyone participates. Everyone learns. Each CEO receives support, feedback, strategies, perspective, and accountability with the clear goal of gaining more government contacts to **"build a profitable business that works without the owner, so you can ultimately SELL IT."**

"...ultimately only one reason to create a business of your own, and that is to sell it!"

The E-Myth Revisited: Why Most Small Businesses Don't Work and What to Do About It
Voted the #1 Business Book by Inc. 500 CEOs.

Normal Cost: CEO: \$1,580; Growth: \$790

Partial Scholarship For Selected Maryland Firms

Thanks to Corporate Sponsors

Reduced Cost: CEO: \$500; Growth: \$250

SBDC has limited partial scholarships.

To learn about their proven growth system (white paper) and to apply, go to www.marylandsbdc.org/accelerator or contact the internationally certified coach/facilitator (Russell Teter) directly at rteter@umd.edu or 240-463-8686.

2. Computer Equipment Purchase

The FY19 Budget contains funding in the Information Technology budget to replace staff computers. The City is seeking to purchase 16 laptops, 26 desktops, and 40 monitors. After a careful analysis, it was determined that the City would utilize the State of Maryland Desktop, Laptop, and Tablet 2015 Master Contract (060B5400007) to purchase the equipment. Requests for quotes were sent to the 35 authorized State of Maryland Dell vendors and 11 responses were received. Three responses were eliminated.

Data Networks, Inc.	\$85,754.00
Zones, Inc.	\$86,490.60
USC Canterbury Corporation	\$87,106.00
MVS, Inc.	\$89,178.54
Star Computer Supply	\$89,246.90
DSR, Inc.	\$90,650.00
Bithgroup Technologies, Inc.	\$91,330.12
TSRC Inc.	\$94,120.00
SHI International	Not to specifications
Advanced Technology Solutions	Items missing in bid response
Staples	Not to specifications/items missing

As provided by Section 62 of the City Charter, this will serve as the required seven-day notice of intent to issue a purchase order to Data Networks, Inc., in the amount of \$85,754.00.

3. Prescription Drug Take Back Day

The Bowie Police Department, in conjunction with Maryland Department of the Environment, hosted a successful prescription drug take back day on August 25. There were about 150 residents who brought in unused, unwanted, or expired medications, totaling about 300 lbs. Together we helped enhance Bowie public safety while protecting Maryland's waters.