

What is the VSEB Program?

The government generally uses a process of purchasing goods & services from private businesses call “procurement”. The City of Valdosta uses the same process. The VSEB Program works to increase LOCAL SMALL BUSINESS participation within the City’s procurement process. Here is a standard list of the types of goods and services the City of Valdosta procures:

- Construction related services (Electrical, Plumbing, Framing, etc.)
- Supplies (Building Materials, Office, Uniforms, Vehicles, etc.)
- Professional Services (Accounting, Architecture, Consulting, etc.)
- Contractual Services (Janitorial, Lawn Care, Printing, etc.)



Current Participating Agencies:

- City of Valdosta
- Valdosta/Lowndes County Development Authority
- Central Valdosta Development Authority
- Habitat for Humanity
- Valdosta/Lowndes County Parks & Recreation Authority
- Valdosta/Lowndes County Land Bank Authority



Valdosta Small Emerging Business Program

City of Valdosta
VSEB Program Office
City Hall Annex—Room 200
Neighborhood Development Division
300 N. Lee Street
Valdosta, GA 31601

229-671-3617

<http://www.valdostacity.com/small-emerging-business-program>

City of Valdosta VSEB Program

VALDOSTA
SMALL
EMERGING
BUSINESS

VALDOSTA
A City Without Limits

Dedicated to equipping small local businesses with the necessary tools to effectively compete for government contracts.

Who May Participate

The **VSEB** Program is designed to equip local small businesses within the Valdosta Metropolitan Area (MSA) to effectively compete for City contracts.

- Owner **must be a U.S. citizen** or a lawfully admitted permanent U.S. resident
- Business owner **must reside in Valdosta Metro Area (MSA)** (Brooks, Echols, Lanier, or Lowndes Counties) for past 12 months minimum, **OR business must be headquartered in Valdosta** for the past three years minimum with owner residing in a surrounding county.
- Business owner's **personal net worth must total less than \$750,000.00**, excluding personal residence.
- **3-year Average Sales Revenues must not exceed certain limits** for varied industry types:
 - Construction (\$3 million)
 - Contractual (\$1 million)
 - Products (\$2 million)
 - Professional Services (\$2 million)
- **Applicant must own at least 51% of the business** and must be an independent firm.
- **Business must possess any license required by local, state, or federal law** for its chosen field.
- **Must be a for-profit small business** (sole proprietorships, partnerships, corporations, or any other business or professional entities).



Why Should I Join?

The VSEB Program is **FREE!** Your certification as a Valdosta Small Emerging Business will open multiple doors of opportunity.

Here are some of the outstanding benefits:

- Targeted Vendor List—the City refers to this list when local bidding/quoting opportunities arise.
- Regular Notifications—the City will email you with local bidding/quoting opportunities.
- Continuing Education—the Small Business Development Center, Wiregrass Georgia Technical College, Valdosta State University, and the VSEB Program offer opportunities for trade and business training (like construction management, strategic planning, customer service, accounting, and much more.)
- Marketing and Networking—opportunities to build invaluable business relationships with like or related businesses, promoting your business and yourself to the community.
- Direct Contracting Opportunities
- Future utilization—by all local public entities as the VSEB Program works to expand and market your business to all other local governmental agencies.

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How to Apply

Applications are available at the City of Valdosta's website at:

<http://www.valdostacity.com/small-emerging-business-program>

Applications may also be picked up at the VSEB Program Office at:

**Valdosta City Hall Annex
Neighborhood Development Division
300 N. Lee Street, Room 200**

Pick up an application and take the time to gather the necessary documentation to complete your submission. Then, call to schedule an appointment with the VSEB Program Coordinator, who will assist you in completing your application.

229-671-3617

