

Dear Certified Small Business Enterprise:

In 2010, The Northeast Ohio Regional Sewer District (NEORS) conducted a Disparity Study which provided the basis for the District to place Minority and Woman Business Enterprise subcontracting goals on our projects, in addition to Small Business Enterprise goals. June 1, 2011 will be the launch date for the new **Business Opportunity Program**. Firms that are currently certified in the District's Small Business Enterprise (SBE) program will initially be grandfathered into the new **Business Opportunity Program** until the expiration of each firms' certification period.

The Office of Contract Compliance will review the following eligibility criteria for new firms seeking certification or grandfathered firms seeking re-certification for the new program:

- Location – the firm must be located within the metropolitan statistical areas of Cuyahoga, Lorain, Medina, Summit, Lake, Geauga, Carroll, Trumbull, Stark, and Ashtabula Counties.
- Revenue Eligibility – the firm's gross receipts, averaged over a 5 year period, must not exceed the size standards established by the District.
- Personal net worth – owners of the firm must not have a personal net worth of greater than \$1.3 Million individually.

One of the District's goals for the new **Business Opportunity Program** is to provide business owners with additional tools and resources needed to be successful in doing business with the District. Program components will include:

- The Business Opportunity Exchange – Giving business owners the opportunity to provide input as a Minority -, Woman-, or Small Business Enterprise owners.
- Outreach services - Will include workshops and other programs.
- Community Leaders Briefing – Holding meetings with the community leaders to discuss the Business Opportunity Program.

If you have any questions or you are aware of a firm that is not certified with NEORS please give us a call.

Thank you,



Tiffany Jordan
Contract Compliance Manager
216 881 6600 ext-6640



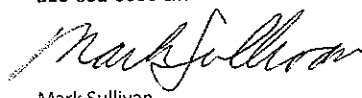
Richard "Buck" Depew
Contract Compliance Officer
216-881-6600 ext-6028



Avis Walker
Contract Compliance Officer
216-881-6600 ext-6027



Terry Bolden
Assistant Compliance Officer
216-881-6600 ext-6628



Mark Sullivan
Prevailing Wage Officer
216-881-6600 ext-6754