



WEST PALM BEACH

# LET'S TALK PROCUREMENT

A QUARTERLY PUBLICATION FROM THE OFFICE  
OF SMALL MINORITY BUSINESS PROGRAMS



## 18th Annual Palm Beach Partners Business MatchMaker Conference

*HUNDREDS GATHER FOR THIS YEAR'S PROGRAM*

The 18th Annual Palm Beach Partners Business Matchmaker Conference & Expo took place on September 20th, 2024. The Office of Small and Minority Business Programs is grateful to the ten Palm Beach Partners, all events sponsors, and participating vendors for their collaboration and support. The day's festivities included a lively vendor marketplace, where small business owners could connect with established prime contractors and government agencies from across Palm Beach and Broward Counties, a ribbon cutting ceremony, workshops, and a luncheon award ceremony. Over 296 attendees participated in this year's conference. Workshops ranged in topic; from obtaining bonding to forecasts of upcoming business opportunities, giving attendees insights into grants available in Palm Beach County, how to secure bonding for government contracts, and insider advice on how to do business with large contractors and government entities.

The awards ceremony recognized excellence across small and minority businesses and partners. Pirtle Construction Co. received Corporate Partner of the Year Award, for their commitment to uplifting businesses. Integrity Consult Solutions, LLC received Emerging Business of the Year Award. F.I.R.S.T. Team Security Agency LLC received Minority/Women-Owned Business of the Year award. All-Site Construction Inc. received the Small Business Enterprise of the Year Award. Kaufman Lynn Construction was honored with the Advocate of the Year Award for their dedicated work to help bridge the needs of small and minority businesses across industries. We extend our sincere congratulations and gratitude to all nominees and winners for their excellent work and example in the community.

The luncheon ceremony also included Spotlight Videos on inspiring local businesses from across industries. Spotlitged businesses included Alfonso Hernandez Architects, KWA Branding, Oceana Coffee, Song & Associates Architects, Ultimate Image Coach, Trindy, the Mosaic Group and Lebolo Construction.

These businesses were selected for the videos series because of their demonstrated growth through participation in Small & Minority/Women Business Programs throughout Palm Beach County and their inspiring trajectories. Thank you to these business owners for sharing their inspiring stories!

We look forward to seeing you at the next Business Matchmaker Conference that will take place Friday, September 19, 2025.



Top: The Palm Beach Partners cut the ribbon to inaugurate the days festivities.  
Bottom: City of West Palm Beach Mayor Keith A. James gives his welcome.

## WPB X SBA Town Hall

The SBA Town Hall event hosted by the City of West Palm Beach, in collaboration with the Small Business Administration (SBA) took place on August 22, 2024 at the PBA Weyenberg Center. City of West Palm Beach Mayor Keith A. James and Deputy Administrator Allen Thomas of the SBA's Southeast Region hosted the event, participating in a fireside chat with successful business owner, CEO Terriann Mckenzie of Mckenzie's Cleaning, Inc. Ms. McKenzie shared her success story, starting out as a small business herself and participating in city, county, and federal small business programs. Ms. McKenzie is on her way to growing her business to more than 6 figures in revenue. The Town Hall also included a panel on how to receive funding from banks from the banker perspective, with panelists from financial institutions across the city and county sharing their best advice on how to build relationships and secure capital for their businesses.



## WPB UNVEILS A WEBSITE REDESIGN

The City of West Palm Beach Mayor's Office of Communications launched a new, state-of-the-art City website with advanced features and streamlined access to resources on August 15th, 2024. The redesign is focused on user experience, allowing for users to find what they need in two clicks or less. The official launch marks the rollout of the first phase of website redesign. More upgrades to the City's communications technologies are on the way.

Visit the new site at <https://www.wpb.org/Home>.



## Local Business & SPOTLIGHT KINGDOM WEALTH MANAGERS



CEO Dominique Ricketts of KWM.

As a proud City of West Palm Beach certified Minority Business Enterprise (MBE) and Small Business Enterprise (SBE), Kingdom Wealth Managers (KWM) bring certified expertise to the financial management industry. Their certified QuickBooks Online ProAdvisors team is dedicated to delivering top-notch bookkeeping and comprehensive financial solutions tailored for their client's success.

CEO Dominique Ricketts holds a Bachelor of Finance from the University of Connecticut and an MBA from Florida Atlantic University, equipping him with extensive knowledge and expertise in the financial sector. His background fosters strategic decision-making and exceptional leadership within the KWM team. KWM offers a comprehensive range of services, including accounting solutions, payroll management, financial reporting and analysis. Their faith-based approach guides their operations toward integrity, honesty, and a commitment to excellent service.

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