

# LEARN. GROW. CONNECT.

Clayton County Water Authority



Volume 2, Issue 1 | **First Quarter 2018**

## Business with CCWA

The first quarter of FY2018 is off to a great start in spending with SLBEs by CCWA at \$2.96M. This represents 7% utilization of the total number of certified firms through the quarter; however, there was a massive surge in certifications in the fourth quarter of FY2017.

CCWA is committed to and actively seeking to do business with firms that are certified as small local businesses in Clayton County and the surrounding 10 counties which includes Cherokee, Cobb, DeKalb, Douglas, Fayette, Fulton, Gwinnett, Henry, Rockdale, and Spalding.

The SLBE Program was established in 2014. The Authority began certifying



eligible firms in 2015. There are currently 288 certified SLBE firms in the program. As word of CCWA's SLBE program continues to spread, the number of certified firms will increase. The program has already recorded a **84% increase** in certified firms in FY2017 alone.

We believe that we are only as successful as those in the communities we serve, therefore; we are asking you to join us and become a part of our

SLBE program.

We extend a heart felt thank you to firms that work with CCWA. If your firm has not had the opportunity to do business with us, we're looking forward to working with you.

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## Congratulations! Newly Certified SLBEs

CCWA would like to welcome the following companies, certified in the first quarter to the SLBE program. We are delighted to have you as a part of our program!!

- ABC Laser USA, Inc.
- AC Sweepers and Maintenance, Inc.
- Bronner Group
- Brown Financial Group, Inc.
- C & C Consulting & Contracting, Inc.
- Carey Steele Security, LLC
- Construction Works, Inc.
- Cteez Trucking & Equipment, LLC
- Dixie Duct Cleaning



**CERTIFIED**

## Welcome! Newly Certified SLBEs (Continued )

- Draco Solutions, Inc.
- FOX Environmental, LLC
- Freeman Resources, LLC
- Graham Hauling, Inc.
- Head's Plumbing Sales & Service, Inc.
- Johnbull Corp.
- KRG Oil Company
- Lefko Development, Inc., d/b/a Lefko Construction
- Long Engineering, Inc.
- Quality Communications, Inc.
- RoLanka International, Inc.
- SERVPRO of Panthersville
- Southern Petroleum Resources, LLC
- Steeple Enterprises, LLC
- Synergy Development Partners, LLC
- T & T Uniforms South, Inc.
- The Rossum Group, LLC
- The Royster Group, Inc.
- The Whisper Group, LLC
- Twelve & Associates, LLC
- VK Brown Financial Services
- Viswam Bala Enterprises, Inc. d/b/a Fastsigns-40801

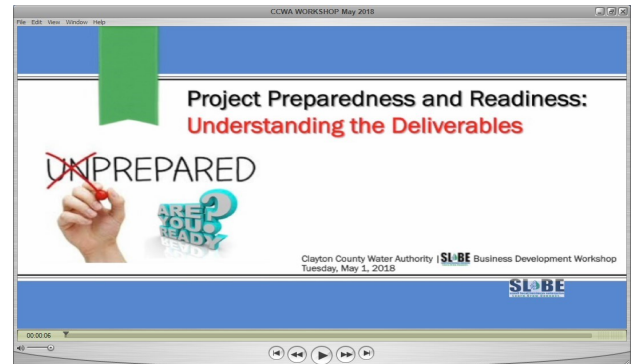


## SLBE Workshop: Project Preparedness & Readiness

The first business development workshop of FY2018 was titled “**Project Preparedness and Readiness: *Understanding the Deliverables.***” The workshop held at the South Clayton Recreation Center on May 1st, was presented by Mr. Albert Smith, President of Unique Consulting, LLC. There were 43 small business owners in attendance for this workshop. The workshop was also the first *lunch-n-learn*, as well as, the first workshop to be videoed and placed on the SLBE page of CCWA’s website. The workshop, which helped business owners understand the performance expectations of winning a bid, focused on:

- Project Preparedness: Is this the right fit?
  - ◆ Self/Corporate examination
  - ◆ Pros and cons of bidding
  - ◆ Overextending
- Evaluating the cost/cost proposal:
  - ◆ Self/Corporate examination
  - ◆ Is my firm capable of providing the deliverables?
  - ◆ Pros and cons of teaming

Links to this presentation and other quarterly presentations can be found on our website [www.ccwa.us](http://www.ccwa.us)



**Click to view the workshop in its entirety.**



## SLBE Video Spotlight Series IS HERE

In an increased effort to support and promote our certified SLBEs, CCWA implemented the “**SLBE Video Spotlight Series**.” The SLBE Video Spotlight series features randomly selected certified SLBEs and in a two to three-minute video that highlights the business.

The videos are filmed on location at the business office of the SLBE. However, home based business owners have the option of filming on location or at CCWA Headquarters. The videos are placed on the SLBE page of CCWA’s website and will run for approximately 30-45 days.

Congratulations to our SLBEs selected to participate in the first group:

**C & C Lovejoy, LLC**

**Chambley Printing, Inc.**

**DAF Concrete, Inc.**

**Messenger Media Group**

**Metro Interior Demolition, LLC**

**Southern Crescent Personnel, Inc.**



**Southern Crescent Personnel, Inc.**

Click on each video to view the spotlighted SLBE firms. **YOU COULD BE NEXT!**



**C & C Lovejoy, LLC**

**Chambley Printing, Inc.**



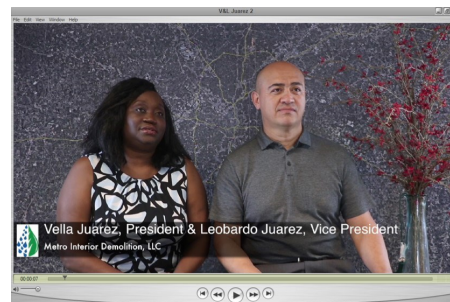
**DAF Concrete, Inc.**



**Messenger Media Group**



**Metro Interior Demolition**





## Information Sessions and Spotlight Speakers

Throughout the year CCWA hosts several Information Sessions which focus on the SLBE certification process and how to do business with CCWA. These information sessions serve as the major outreach activity CCWA uses to reach the small businesses located locally in Clayton County as well as in the 10 surrounding counties included in the SLBE program.



Each session features a "Spotlight Speaker." The Spotlight Speaker is given 15 minutes during the presentation time to "spotlight" their business.

Be sure to leave your business card at the next event to be considered for the next *Spotlight Speaker*.



The June Spotlight Speaker was **Mr. Charlie Pugh, Veterans Representative, LVER, Georgia Department of Labor (GDOL)**

Mr. Pugh works through with small businesses and corporations through GDOL to find employment for veterans.

Congressman John Lewis (L)  
Charlie Pugh (R)

You can contact Mr. Pugh at (678) 284-5675 or via email at [Charlie.pugh@gdol.ga.gov](mailto:Charlie.pugh@gdol.ga.gov). You may also visit the Clayton Regional Career Center at 1630 Phoenix

## Upcoming Procurements & Events

Are you looking for opportunities to potentially do business with CCWA? If the answer is **YES**, the following Annual Contracts are set for advertisement pending expiration of the current contract:

- **Bill Print Services**  
Expires September 30, 2018
- **Cased (Horizontal) Bores**  
Expires October 31, 2018

For a complete list of our annual contracts click [here](#).

Additionally, all current solicitation opportunities may be viewed by clicking [here](#).

Mark your calendar for the following:

- **2018 Small Business Expo**  
September 25, 2018  
Clayton State University  
2000 Clayton State Blvd.  
Morrow, GA 30260  
10 a.m.—2 p.m.
- **SLBE Information Session**  
October 11, 2018  
CCWA Community Use Room  
1600 Battle Creek Rd.  
Morrow, GA 30260  
12 p.m.—2 p.m.



## Connect With Us On Social Media!

We are on Facebook! Like our page and follow us at [www.facebook.com/ccwaslbe](https://www.facebook.com/ccwaslbe) (Public)

You can also follow us on Twitter [@CCWA\\_Biz](#) and on Instagram [@CCWA\\_SLBE\\_Biz](#).

