

# LEARN. GROW. CONNECT.

Clayton County Water Authority



Volume 1, Issue 2 | 2nd Quarter 2017

## Business with CCWA

The 2nd Quarter of FY2017 shows a slight increase in spending with SLBEs by CCWA at \$2.61M. This represents 26% utilization of the total number of certified firms through the quarter and brings the grand total spent with SLBEs for the first 2 quarters of FY2017 to \$5.2M.

The SLBE Program was established in 2014. The Authority began certifying eligible firms in 2015. There are currently 133 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 is already showing a 20% increase in certified firms from May to November of this year.



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.

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 2nd Quarter to the SLBE program. We are delighted to have you as a part of our program!!

- Aguirre Project Resources, LLC
- Anatek, Inc.
- Brindley Pieters & Associates, Inc.
- Contract Business Interiors, Inc.
- Cornerstone H2O LLC
- DD Sewer Inspection Services, LLC
- DuBose Trucking Services, LLC
- Express Pressure Washing, LLC
- MaKen SKrubs, LLC



**CERTIFIED**

## Welcome! Newly Certified SLBEs Continued

- GC Electrical Solutions, LLC
- Ittstar Consulting, LLC
- Lincoln Trucking, Inc.
- Melrose Investment L.L.C.
- Premier Telecom Services
- Sustainable Water Planning & Engineering, LLC
- The Skylar Firm
- TreeWorks
- True Path Consultants LLC
- WC Equipment Sales, Inc.
- Willmer Engineering, Inc.



## Special Topic Workshops

The 2nd quarter special workshop was titled “RFP Responses & Proposal Writing: *How To Develop A Winning Proposal.*” This workshop was presented by one of our own SLBEs Ms. Heather Fatzinger, President of Full Circle Communications. The informational workshop focused on:



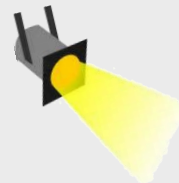
- Pre-proposal tasks: Is this a good idea? The Go/No-Go Process
- Partnering: How do I put together a winning team?

- The most common errors that will deem you “non-responsive”
- What are purchasing agencies looking for in a winning proposal?
- A Step-by-Step guide to organizing the process
- Other proven success strategies

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

Informational Sessions hosted by CCWA focus on the SLBE certification process and how to do business with CCWA. At each session a “*Spotlight Speaker*” is featured. The Spotlight Speaker is given 15 minutes during the presentation time to “spotlight” their business. We try to use certified SLBEs, however; the opportunity is open to all who attend the sessions.

## Spotlight Speaker



The October Spotlight Speaker was **Mrs. Kimberly DuBose, Owner of Dubose Trucking Services, LLC.**

DuBose Trucking Services, LLC provides hauling services such as aggregate, asphalt, dirt, milling materials and more.

You can contact them at (404) 642-2209 or via email at [dubosetruckingservices@gmail.com](mailto:dubosetruckingservices@gmail.com).

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

## Meet Your Procurement and Compliance Team



CCWA's Procurement and Compliance team is responsible for maintaining an open and competitive environment to ensure that all qualified vendors, including SLBEs, are given equal opportunity.

Contract and Procurement Specialists Kathy Bogaert (**right**) and Jenel McMillian (**center**) and Procurement Compliance Coordinator Yolanda Jackson, MBA (**left**), work under the direction of Risk Manager Karen Riser.

Kathy and Jenel handle an average of 32-35 procurements annually. These include all annual contracts, requests for proposals (RFP), requests for bids (RFB), requests for quotes (RFQ), and requests for information (RFI) for goods or services approved by

our Board of Directors totaling more than \$50,000.

Yolanda manages and coordinates our SLBE program. She is responsible for determining eligibility to participate in the SLBE program, the development and implementation of our SLBE Information Sessions, SLBE Business Development Workshop Series and ensures compliance with our SLBE policies and procedures.

For a program that has only offered SLBE incentives for two years, we have made great strides in a short amount of time. All three members of the team attend various other events as part of our outreach efforts, such as vendor fairs in the metro area.

*"Our goal is to continue to streamline the various competitive procurement processes, increase SLBE utilization by staff and increase the number of SLBE certified firms."*

## 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:

- **Close Circuit TV Inspection**  
Expires January 31, 2018
- **Generator Maintenance Service**  
Expires February 28, 2018
- **Chemicals: Water and Wastewater Treatment**  
Expires April 30, 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:

- **SLBE Information Session**  
January 18, 2018  
Riverdale Center  
1710 Church St.  
Riverdale, GA 30296  
10am–12pm
- **SLBE Business Development Workshop**  
*Small Business Contracting Law*  
February 6, 2018  
South Clayton Recreation Center  
1837 McDonough Rd.  
Hampton, GA 30228  
10am-12pm



## Connect With Us On Social Media!

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

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

