

# LEARN. GROW. CONNECT.

Clayton County Water Authority



Volume 1, Issue 4 | **Fourth Quarter 2017**

## Business with CCWA

As fiscal year 2017 comes to an end, the fourth quarter shows a slight increase (over the third quarter) in spending with SLBEs by CCWA at \$2.62 million. This represents 14 percent utilization of the total number of certified firms through the end of the fiscal year and brings the **grand total spent with SLBEs for fiscal year 2017 to \$10.3 million.**

There are currently 255 certified SLBE firms in the program. As word of CCWA's SLBE program continues to spread, the number of certified firms is on the rise. The program had a record 38 percent increase in certified firms in the fourth quarter. March recorded a 22 percent increase in certified firms for one month making it the largest monthly increase in

program history beating the previous largest month (January) by 8 percent. 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 heartfelt thank you to all of the firms that had the opportunity to work with us this fiscal year. If your firm did not have an opportunity to do business with us, we're looking forward to working with you.

**FISCAL YEAR-END**

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## Congratulations! Newly Certified SLBEs

With the Board of Directors approval to accept the Disadvantaged Business Enterprise (DBE) certification from the Georgia Department of Transportation (GDOT) as an acceptable certification for the provisional certification, SLBE certifications increased 31 percent during the last two months of the fourth quarter.

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

- **2M Design Consultants, Inc.**
- **AA & B Human Capital Services**
- **AC & DC Power Technologies,**



## Welcome! Newly Certified SLBEs (Continued)

- A Good Enterprise, LLC
- Advanced Aviation Analytics, LLC
- AFX Logistics, LLC
- Amy Wright, Inc. d/b/a Agency Sourcing Solutions
- ARS Mechanical, LLC
- Athena Construction Group, Inc.
- Atlanta Petroleum & Commodities Trading, LLC
- B & J Plumbing and Repair
- B.E. Miller General Construction Company
- Benkel Consulting Services, LLC
- C & S Concepts
- Capital City Community Services, LLC
- Carolyn's Hauling, Inc.
- CJ-Hearne Construction Co., Inc.
- CJN Consulting, Inc.
- CLARK Company, Inc.
- Consultancy by Kingfisher, Inc.
- Contente Consulting, Inc.
- Creative Juice, LLC
- Crescent View Engineering, LLC
- D & D Electric Co., Inc.
- D & L Contractors, LLC
- Decon, LLC
- Delta Alarm Company, LLC
- Dream Team, Inc
- DW & Associates
- Excellere Construction, LLC
- F & S Mechanical and Plumbing Services, Inc.
- Faultless Business Center, Inc.
- FlenTek Solutions, Inc.
- Frank Joseph Trucking, LLC
- Golden Professional Realty Group, LLC
- GPI Financial Services
- Hardy Transportation Services, Inc.
- Herbert Development Enterprises, Inc.
- Hubbard Jr Enterprise LLC
- Insight Resource Services
- Integritas Solutions, LLC
- Intellispring Technologies, Inc.
- J6 Management Consulting, LLC
- JA&E Veterans Support Center
- Jeremiah's Choice, LLC
- JNX Partners, LLC
- JW Affinity IT, LLC
- K2R Legacy Group, LLC
- K.L. Scott & Associates, LLC
- K Conney Tax Services
- Legwork Plumbing & Solutions, Inc.
- Leverette Consulting Group, LLC
- L Heard Business & Nonprofit Development, LLC
- Lineage Partners, LLC
- LNKE Technologies, Inc.
- Materials Managers and Engineers, Inc.
- Melissa L George & Associates, LLC
- Messiah For Life CPR, LLC
- Metro-Atl Trucking, Inc.
- Metro Interior Demolition, LLC
- Midstate Industrial, Inc.
- MiJoy Industrial Services, Inc.
- Moonshower's , Inc.
- Moralston Home & Business Solutions
- Neil Engineering, Inc.
- Penco Electrical Contractors, Inc.
- Planners for Environmental Quality d/b/a PEQ, Inc.
- PMI Solutions, LLC
- Pont Engineering, Inc.

## The List Keeps Growing!

- Professional Technology Integration, Inc.
- Raw Plumbing & HVAC Services, LLC
- RL Commercial Systems, LLC
- Scott's Trucking & Hauling, LLC
- Smartegies, LLC
- Smith Real Estate Services, Inc.
- Solutions A.E., Inc.
- T. Lorraine, LLC
- The Collaborative, Inc.
- The Kiosk and Display Company
- TKI Logistics, LLC
- Traffic Troopers, Inc.
- Trinita Consulting, LLC
- U Guard It, Inc.
- Universal Supply & Services, Inc.
- VLW Group, LLC



October 2017 SLBE Information Session



January 2018 SLBE Information Session



March 2018 SLBE Information Session



## SLBE Contracting Law: Understanding Your Contract

The fourth quarter produced two business development workshops. The first workshop titled “**Small Business Contracting Law: Understanding Your Contract**” was held on February 6, 2018 at the South Clayton Recreation Center. There were 25 small business owners in attendance. The workshop was presented by one of our own certified SLBEs Ms. Amy Oraefo, Esq., President of Amy Oraefo, P.C. The informational workshop focused on:

- Establishing the proper entity: Protecting your brand
- Basic concepts of an effective contract including:
  - ◆ Understanding the contract terms
  - ◆ Understanding the service performance requirements
  - ◆ Understanding compensation under the contract terms
  - ◆ Understanding the contract indemnification clauses

Also, stopping by to pay us a visit was District 3 Commissioner Felicia Franklin Warner. It's always a pleasure when we have the support of our county officials.

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



Amy Oraefo, Esq. (L), Commissioner Felicia Franklin Warner (C), and Yolanda Jackson (R)

## March Is National Procurement Month

Did you know March is National Procurement Month? According to NIGP, The Institute for Public Purchasing, this month is a time to celebrate with pride the role of the public procurement profession. Procurement professionals deserve this acknowledgement, playing vital roles not just in the public sector but within organizations across virtually all industries. However, the procurement field has not always been thought of as a strategic function. When taking a look through the history books, it is clear that procurement's organizational role continues to evolve.

### History of Procurement

In the mid-1960s procurement took on a managerial role, on a wide-scale. The concept of material management became the focus during this period. Procurement professionals emphasized competitive bidding, with price becoming the determining factor for most contracts. An increase in trained professionals during this time period helped procurement on its way to regaining departmental status.

The 1980s saw a significant increase in supplier competition. This gave organizations the luxury of putting more focus on supplier quality and dependability. Supplier management became an important factor in procurement and remains so today. By the late 1990s, the role of procurement had begun its transition into strategic sourcing. Procurement officials looked at supplier as partners and long-term contracts were encouraged. This was the beginning of procurement's modern day evolution.

### Procurement Today

Today, procurement professionals are instrumental to the success of organizations. They're responsible for an umbrella of initiatives from the development of a solicitation to the evalua-

tion of and working with qualified suppliers, and everything in between. Ultimately, procurement is having a significant impact on an organization's bottom line – solidifying its spot at the management roundtable. In the 1960s a CPO (Chief Procurement Officer) was unheard of; today, more and more procurement heads are helping their organization develop and reach strategic and operational goals.

New technologies continue to evolve procurement. E-procurement solutions, like SourceSuite, are creating a more efficient approach to strategic sourcing. With

the shift towards strategic sourcing, e-procurement bid and vendor management software save the organization time so that it can focus on organization initiatives and supplier relationships. SourceSuite's cloud-based bid and supplier management platforms configure to meet the purchasing needs of virtually any organization. Currently, SourceSuite streamlines the purchasing process for over 900 buying organizations across the country.

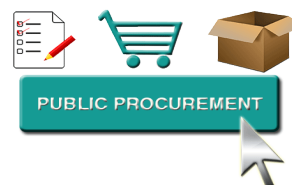


**Governor Nathan Deal  
Proclaims Procurement Month**

Though procurement has a long history, its role as a strategic part of the organizational structure is still relatively new. Procurement's quick evolution through the last 30 years can be credited to many of the professionals we are celebrating this month. In the years to come, it can be expected that the procurement function will only continue to develop and expand its ability to directly impact successful organizations.

We pause to celebrate our procurement specialists and the hard work they do each day to improve the procurement process here at CCWA.

**Karen Riser, Kathy Bogaert,  
Yolanda Jackson and Trey  
Judson, WE SALUTE YOU!!**





## SLBE Accurate Pricing: Understanding the Deliverables

The second workshop titled “**Accurate and Competitive Pricing: How To Price It Right**” was also held at the South Clayton Recreation Center on April 17, 2018 . There were 35 small business owners in attendance for this workshop. This workshop was presented by Ms. Carol Phelps of MH Miles Company, P.C. and our own Procurement Compliance Coordinator, Yolanda Jackson. The workshop focused on:

- Self/Corporate Assessment
- Evaluating the cost/cost proposal:
  - ◆ Understanding the service requirements
  - ◆ Understanding the pricing terms
  - ◆ Understanding previous price points
  - ◆ Understanding the benefits of debriefing

Attendees also had the opportunity to review an actual RFB to understand the importance of thoroughly reading through the entire RFB or RFP.

We hope to see you at the next business development workshop on August 16, 2018!

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



A great turnout for the Accurate and Competitive Pricing workshop. Thirty-Five (35) small business owners were in attendance.

## 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 March Spotlight Speaker was **Ms. Labrescia Dawson, CEO of Dawson's Realty & Mortgages, Inc.**

Dawson's Realty & Mortgages, Inc. provides real estate, appraisals, marketing, administrative and janitorial consulting services.

You can contact them at (678) 558-7822, via email at [labresciadawson@yahoo.com](mailto:labresciadawson@yahoo.com).

## Upcoming Procurements & Events

Are you looking for opportunities to potentially do business with CCWA? If the answer is **YES**, the following solicitation is set for advertisement :

**Shamrock, Blalock & Hooper Reservoirs—Water Quality Improvements RFB—This projects will have SLBE participation on the construction phase.**

Pre-Bid Meeting: Tuesday, June 5, 2018 at 2 p.m.

Bid Opening: Thursday, June 28, 2018 at 2 p.m.

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**  
June 14, 2018  
CCWA Community Use Room  
1600 Battle Creek Rd.  
Morrow, GA 30260  
10 a.m.—12 p.m.
- **SLBE Business Development Workshop**  
*Small Business and Risk Management*  
August 16, 2018  
South Clayton Recreation Center  
1837 McDonough Rd.  
Hampton, GA 30228  
10 a.m.—12 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](#).



## SLBE Program Video & Video Spotlight Series

CCWA's SLBE program proudly introduces its new animated video which provides a quick overview of the SLBE program requirements. This video captures the essence of the SLBE program in a one minute animated video. If you are interested in a quick overview of the SLBE program then this video is for you. Please visit our SLBE page on our website at [www.ccwa.us](http://www.ccwa.us) to take a look at the new addition to our growing SLBE program.



Click [here](#) to watch the video.



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

The videos will be 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 will be 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.



Videos can be found on our website [www.ccwa.us](http://www.ccwa.us)