

LEARN. GROW. CONNECT.

Clayton County Water Authority SLBE Quarterly Newsletter

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Business with CCWA

The second quarter of FY2019 records CCWA's spending with SLBEs at approximately \$2,791,662. This represents 13% 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 FY2019 to \$6.6M.

CCWA is committed to actively seeking to do business with firms that are certified as small local businesses in Clayton County and the surrounding 10 counties. This 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 firms that work with CCWA. We encourage all firms to attend our workshops and information sessions and network with other SLBEs.

Congratulations! Newly Certified SLBEs

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

- Aqua Design Systems, Inc
- All American Markets, Inc dba MOPAC
- CEO Hauling, LLC
- DataMetrix, LLC



Fifth Annual SLBE Networking Mixer A Success!

The annual SLBE Networking Mixer provides an opportunity for the owners of small local businesses to network among their peers, CCWA Board of Directors, and management staff to learn more about CCWA procurement opportunities. The event also provides guests a forum in a casual setting to meet and form relationships with larger firms, preparing both entities for future business opportunities.

CCWA hosted its fifth annual SLBE Networking Mixer on November 14, 2019 at CCWA Headquarters' Marie Barber Community Use Room. The mixer was a HUGE success! Twenty two (22) small local businesses were represented of which 10 are certified SLBEs with CCWA. There were 40 plus attendees at the last SLBE event of 2019.

CCWA Board Member John Chafin attended the event along with CCWA management. Two of our large engineering firms, Hazen and Saywer and Jacobs Engineering along with Clayton County Public Schools also had representatives in attendance.

Catering was provided by Classic Creations, a Clayton County business, located in Jonesboro. A heartfelt thank you goes out to Hazen and Saywer and Jacobs Engineering for sponsoring the catering for the event.

If you missed this one we hope to see you in 2020!



Information Sessions & 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 business located in Clayton County as well as 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. This quarter produced two spotlight speakers, both whom are CCWA certified SLBEs. More information about the speaker and their company is highlighted below.

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

September Spotlight Speaker: Dexter Oliver, Integritas Solutions

Dexter Oliver is one of the managing partners for Integritas Solutions, LLC, a technology solution provider that specializes in designing and implementing intelligent automation solutions using software robots powered by Jidoka. Integritas Solutions provides advisory services, implementation and managed services that are focused on helping organizations successfully plan, implement and optimize their virtual workforce.

Operating out of Atlanta, Georgia for over ten years, some of their clients include Grady Healthcare, Piedmont Healthcare, City of Chicago, KeyBank, Miami Dade and the US House of Representatives to name a few.

You can contact them at 888-272-2614 , via email at hr@integritassolutions.net



October Spotlight Speaker: Michael Joiner, Starr Insurance



Michael Joiner is a Principal of Starr Insurance, an insurance company that specializes in auto, home, life, and business. Founded by Terrell Starr, the insurance agency is a family-owned and operated business that provides a wide range of premier insurance products, dedicated service, and personal attention.

Located in Forest Park, Ga, Starr Insurance has been serving the southside of Atlanta since 1957.

You can contact them at 404-366-5311 , via email at info@starrinsurance.com

Second Quarter Workshop-"Bonds...All the Right Bonding"



CCWA's Small Local Business Enterprise Program takes pride in seeking out business development topics that will not only be of interest, but will also be beneficial to the small business community in Clayton County and the 10 surrounding counties that participate in the SLBE Program.

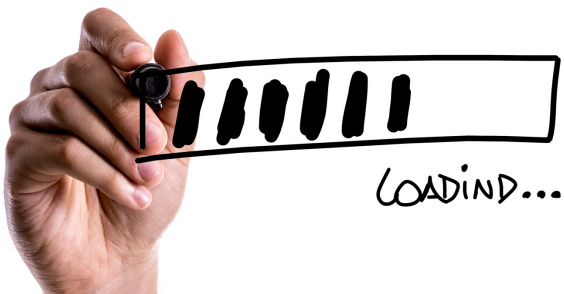
Continuing in our efforts, the second business development workshop of FY2019 was titled "Bonds...All the right bonding". The two-hour workshop held at Clayton County Water Authority's Community Use Room on August 15th, was presented by one of CCWA's certified SLBEs Ms. Dee Moore, Principal Owner of JDMoore Insurance Brokers.

JDMoore Insurance Brokers, LLC., an approved surety agent with the Small Business Administration (SBA), is an independent insurance brokerage firm specializing in business and commercial lines of insurance.

Attendees received information on the basic concepts of bonding including bid bonds, payment bonds, performance bonds, and SBA bonding.

Links to this presentation and other quarterly presentations can be found on our website at www.ccwa.us

COMING SOON



Second Round of the SLBE Spotlight Video Series Coming Soon!

In an increased effort to support and promote our certified SLBEs, CCWA implemented the "SLBE Video Spotlight Series" during fiscal year 2018. The SLBE Video Spotlight series highlights our randomly selected certified SLBEs and feature those businesses in a two to three minute video that highlights the products and/or services provided.

The videos are filmed at locations of the business 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 social media outlets absolutely FREE!

Congratulations to our SLBEs selected to participate in round 2 of the series: **All N One Security Services, Inc.**; **Amy Oraefo, P.C.**; **Blue Cypress Consulting, LLC**; **Brown Electrical Services, LLC**; **Graham & Associates, Inc.**; and **Invictus Consulting**

Filming for the videos ended early October. Be on the lookout for the videos to be released during the second quarter. You can find previous spotlight videos on our website at www.ccwa.us.



Upcoming Procurements

Are you looking for opportunities to potentially do business with CCWA? If the answer is YES, the following Annual Contracts and Projects are set for advertisement:

- Flint River East Outfall Replacement – Phase 1 – release first quarter 2020
- Stormwater Upper Flint/Lake Mirror – Phase 2 – release first quarter 2020
- Grant Road Sewer Upgrade – Phase 2 – release first quarter 2020

For a complete list of our annual contracts visit our website at www.ccwa.us

SLBE Program Information Now Offered In Spanish!

We have good news for the Spanish speaking community in Clayton County! CCWA's SLBE program is now offering information in Spanish. Currently the SLBE animated video as well as all of the program applications are now available on our website in Spanish.

Buenas noticias para nuestra comunidad hispana de Clayton County! El programa de SLBE de CCWA ahora ofrece informacion en Espanol. Actualmente el video sobre SLBE, Asi como todos los formularios de solicitud del programa tambien estan disponibles en Espanol en neastra pagina web.

Connect With Us On Social Media!

Like our page and follow us!



Upcoming Events

Business Development
Workshop
Access to Capital and
Financial Planning

JANUARY 7, 2020
10 A.M. - 12 P.M.

Information Session

FEBRUARY 13
10 A.M. - 12 P.M.

