

2024 Recap: Celebrating Small Business Success



CCWA SLBE

January 2025



Here's what has happened in the last year and what's to come!

Welcome to our 2024 Year Recap Newsletter! This year marked a significant milestone for the SLBE Program at the Clayton County Water Authority as we celebrated a decade of impact and partnership.

We extend our heartfelt gratitude to all our community partners, business partners, CCWA stakeholders, and SLBE-certified firms for their support.

In 2024, we hosted a series of well-attended sessions focused on capacity building, covering topics such as business development and growth strategies.

Our SLBE Mixer celebrated the program's 10-year anniversary, featuring hors d'oeuvres, networking opportunities, and an inspiring speech from Valencia Williamson, President and CEO of the Clayton County Chamber of Commerce.

Looking ahead to 2025, we aim to expand SLBE participation by 20% and launch a Business Development Program designed to foster growth and success among our certified firms. We will also continue our collaboration with local agencies such as Clayton County Central Services and the Clayton County Chamber of Commerce to enhance economic development.

Thank you to everyone who made 2024 a remarkable year for the SLBE Program. Here's to another decade of empowering small and local businesses!

We hope you enjoy this newsletter!

Isabel Parrilla

In this newsletter you can expect:

2024 Business Development Workshops

Certifications

Utilization Report

10 Year SLBE Program Recap

SLBE Mixer Highlights

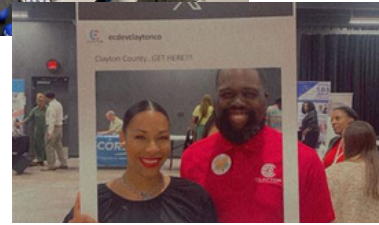
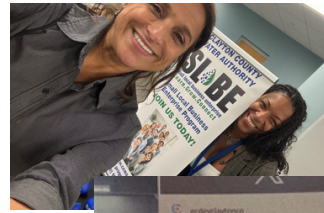
What's to come in 2025

Business Development Seminars



This year, SLBE sponsored impactful seminars to support small business growth!

In February, F. Hill & Associates led the Capability Statement Refresh workshop, showcasing AI's role in business development. In May, Chaos to Confidence: Structuring Your Business for Success & Sustainability provided valuable insights for building strong, sustainable businesses.



CCWA Contracts Awarded to SLBE Firms:

We appreciate our SLBE Firms for actively participating in the competitive solicitation process and earning contract awards!

2024 SLBE Certifications:



In 2024, the SLBE Program proudly certified 41 firms strengthening our commitment to supporting small and local businesses!

- Complete Contract Consulting
- Good Choice X-Pert Tree Service
- All Computer Network & Services
- G-Able Services
- McCann Land Surveyors
- CVM LLC
- IPCOMM
- Davine Solutions
- N & W Systems
- Be Inspired Creative Solutions
- Lerrod
- DMT Transport
- Accession Distribution
- Civil Works
- All Pipeline T.V. & Air Testing
- ME Cubed Engineering
- Trendtech Logistics
- Xtreme Synergy
- Greer Business Solutions
- Kim McNair Productions
- A.S.K Academy & Consulting
- Contessa Construction Services
- Virtual Accounting Group
- Office Design Concepts Georgia
- Alyn Real Estate Properties
- Russell's Transport
- Brown Electrical Services
- 4 Tech Solutions
- Catlin Construction
- C&H Planners
- Kight & Associates
- Affinity Low Voltage
- ARK Global Partners
- Clarkeson Plumbing
- Construction 57 Inc
- RBG Electrical
- The K&E Group USA
- Odyssey Training Solutions
- Slater Infrastructure Group
- TW Brown Contracting
- Con South Inc

- CCTV Inspection: All Pipeline TV & Air Testing, Inc
- Water Meter Installation & Service Renewals: Wet Willie Irrigation
- Miscellaneous Concrete Work: DAF Concrete
- Pellet Purchasing Services: Erth Prodcuts
- General Pipework: PM&E: Don Hall Construction
- General Pipework SW, PM&E, Water Meter Installation & Service Renewals: Jewel of the South
- Tree Removal Services: Treeworks Services Inc
- Tree Removal Services: Good Choice X-Pert Tree Service, LLC
- Subcontractor on SSES Contract: DD Sewer & Inspection Services
- Subcontractor on Jonesboro Repump Station Contract: Llama Coating

CCWA's Decade of SLBE Engagement

Prime Contractor Spending Overview

CCWA SLBE Firm as Prime	Dollars Spent
Hall Construction ,Inc.	\$ 46,501,398.76
DAF Concrete Inc	\$ 28,720,231.95
Erth Products, LLC	\$ 5,962,295.28
All Pipeline TV	\$ 4,227,813.88
R2T, Inc.	\$ 3,553,953.74
The Corbett Group, LLC	\$ 3,234,071.27
Lakeshore Engineering LLC	\$ 3,111,333.54
Treeworks Services Inc.	\$ 2,581,849.18
Allsouth Environmental Services Inc.	\$ 2,125,281.73
Benchmark Management, LLC	\$ 964,951.29
Blue Cypress Consulting, LLC	\$ 882,742.85
Jewel of The South, Inc.	\$ 838,011.72
Civil Works	\$ 674,739.69
Sustainable Water Planning & Engineering	\$ 603,977.15
Engineering Strategies Inc.	\$ 534,763.48
People Plus Solutions	\$ 465,607.32
Wet Willie Irrigation	\$ 458,990.00
Southern Crescent Personnel, Inc	\$ 425,240.19
T&T Uniforms South, Inc	\$ 381,018.50
Chambley Printing, Inc.	\$ 372,389.53
Invictus Consulting LLC	\$ 365,832.77
Turpin, Inc.	\$ 364,104.84
Web Electrical Contracting Services	\$ 345,237.69
Cornerstone H2O, LLC	\$ 329,994.43
Construction 57 Incorporated	\$ 279,461.20
Good Success Company Inc.	\$ 237,624.99
ZBS & Associates LLC	\$ 237,347.77
Metals & Materials Engineers LLC	\$ 217,322.30
Yortech Solutions, Inc.	\$ 182,488.60
McCann Land Surveyors LLC	\$ 181,200.00
The Renee Group, Inc.	\$ 160,237.92
RCM Restoration Services, LLC	\$ 137,945.63
McCall Enterprises, Inc.	\$ 98,817.00
Contessa Construction Services	\$ 98,000.00
First Infinity Construction, Inc.	\$ 91,990.00
Seiler & Associates, Inc.	\$ 91,000.00

CCWA SLBE Firm as Prime	Dollars Spent
WC Equipment Sales, Inc.	\$ 89,258.00
McKnight Roofing Inc	\$ 70,296.00
Consultancy by Kingfisher, Inc	\$ 70,216.29
Power House Termite and Pest Control Inc	\$ 59,790.00
David Shapiro Enterprises, Inc.	\$ 51,715.00
IPCOMM	\$ 47,011.77
GC Electrical Solutions, LLC.	\$ 39,808.52
Full Circle Communications, Inc.	\$ 37,850.00
Patterson Promotional Products, Inc	\$ 30,748.55
Red Bridge Consulting Inc.	\$ 28,600.00
CTEEZ Trucking & Equipment LLC	\$ 26,224.08
Odyssey Training Solutions, LLC	\$ 25,328.00
Liamas Coatings, Inc.	\$ 24,568.40
Waste Water Industrial Solutions LLC	\$ 24,285.28
Ascension Technical Consultants Inc	\$ 24,220.00
EGSci Consulting Inc.	\$ 23,450.00
MySupplies	\$ 21,515.01
Keyficiencies Inc.	\$ 19,800.00
IB Environmental LLC	\$ 8,795.00
D. Jones Productions, LLC	\$ 8,750.00
D&D Electric Company, Inc	\$ 6,460.00
A Better Idea Promotional Products LLC	\$ 4,798.37
America's Choice Portable Toilets, Inc.	\$ 3,708.00
Wright's Hydroseeding, Inc.	\$ 3,250.00
S.T. English Construction Company	\$ 2,200.00
Contract Business Interiors, Inc.	\$ 1,590.00
Fowl Play AtI LLC	\$ 1,300.00
Be Inspired Creations	\$ 991.00
Brown Electric Services, LLC	\$ 977.00
Kim McNair Productions LLC	\$ 850.00
CIA Media Group LLC	\$ 500.00
Liberty Signs & Graphics, Inc.	\$ 480.00
The Collaborative Firm, LLC	\$ 425.00
F.M. Shelton, Inc	\$ 207.12

10 - Year Total Spent on SLBEs as Primes \$ 110,799,232.58

Annual SLBE Mixer Highlights



Program Highlight

CCWA proudly hosted the 10th Annual SLBE Mixer, celebrating a decade of fostering partnerships that empower small and local businesses while driving economic growth. The event welcomed community partners, SLBEs, prospective SLBEs, and CCWA leadership for an inspiring evening of networking and reflection on the SLBE Program's remarkable journey.

At the heart of the evening was Waves of Growth, a visual showcase presented on a retractable banner, highlighting the achievements of the SLBE Program and its certified firms over the past 10 years. This compelling display underscored the program's enduring impact on the local economy.



A major highlight of the event was the debut of the SLBE Anniversary Video, featuring testimonials from five CCWA staff members who shared heartfelt reflections on the vital role SLBE firms have played in CCWA's success. These stories celebrated the contributions of small businesses to CCWA's mission and the broader community.

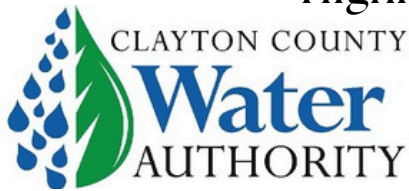
The mixer also showcased the power of collaboration, with enthusiastic support from Team One CCWA leadership and contributions from key partners, including the Clayton County Chamber of Commerce, the Office of Economic Development, Clayton County Central Services, and engineering firms Jacobs, HDR, and R2T.

Attendee feedback captured the evening's impact:

- "Very enjoyable video."
– Queala Fitzgerald, Alyn Real Estate Properties LLC
- "Isabel, thank you for the recognition. My son was ecstatic about the high regards mentioned at the Mixer!" – Antonio Sanchez, DAF Concrete

As we mark 10 years of SLBE success, we celebrate the partnerships that have been cultivated and look forward to continuing this legacy of growth and collaboration in the years to come. Here's to the next decade of success!

Highlighting Key Success over the Past Decade:



- 2014
 - Program Kickoff: CCWA proudly launched the SLBE Program, bringing 33 small businesses into the fold, with outreach extending to Clayton, DeKalb, and Atlanta communities.
 - First Certifications: Established foundational partnerships with certified SLBE businesses, supporting local economic growth.
- 2015
 - Educational Expansion: Hosted regular workshops, including "Specifics of Bidding," attended by businesses eager to enhance bid readiness RCM Restoration Services completed its first major project, setting a standard for other vendors entering the SLBE Program
 - Increased SLBE bid pool to \$30 million.
- 2016
 - Strengthened partnerships with local leaders to advocate for small business growth.
- 2017
 - Continuous Support: CCWA reinforced its commitment to local businesses through targeted outreach and guidance sessions
- 2018
 - Record Growth: SLBE-certified firms grew by 31%, as CCWA expanded its support to more businesses across multiple counties
 - Focused Training: Business development workshops on risk management provided critical insights for SLBEs
- 2019
 - Financial Milestone: CCWA reported \$12.5 million in SLBE spending, representing a 13% utilization of certified firms
 - Expansion: Grew to 329 certified firms, increasing local economic value.
- 2020
 - Supporting Local Contractors: Woolpert, a prime contractor for CCWA, engaged SLBE firm DD Sewer as part of the Sewer Systems Evaluation Survey Contract awarded in 2020. Woolpert's utilization of DD Sewer reached 23% of the contract's total, aligning closely with CCWA's SLBE goal of 25% and contributing \$696,648.73 to local business growth out of the \$3,068,543.62 contract total.
- 2021
 - Significant growth in SLBE utilization, supporting infrastructure projects.
- 2022
 - Graduation of Lakeshore Engineering: Lakeshore Engineering exemplified the potential of CCWA's SLBE Program by evolving from an SLBE-certified firm to a prime contractor. Through consistent competitive bidding and project success, Lakeshore exceeded the small business revenue threshold. Key projects included the Smith HSPS and the WPP Chemical Feed System Storage Replacement. This growth story highlights how the SLBE Program fosters advancement for small businesses
- 2023
 - Reached \$13.8 million in SLBE spending, with 31% certified firm utilization.
 - Supporting Business Development: Hosted the "Are you Bonded & Insured?" workshop in April, where Jessica Reno of Nielson Bonds shared insights, connecting SLBEs like Allen Carter of Carter Construction with critical bonding resources which allowed them to increase his company's bonding capacity.
- 2024
 - Growth and Commitment to Local Business: CCWA hosted workshops on topics like "Goal Setting" and "Follow Up," aiming to equip SLBE-certified firms with skills for lasting success.

What's to Come 2025



Networking & Business Development Opportunities in 2025

The SLBE Program is proud to announce an exciting lineup of Business Development Workshops and the launch of a Business Development Mentorship Program in 2025!

These initiatives are designed to empower small and local businesses with the tools, knowledge, and resources needed to thrive in a competitive market.

Upcoming Business Development Workshops

- "Back to Basics: Strengthening Your Business Fundamentals"
- "Understanding Progressive Design-Build Solicitations"

Business Development Mentorship Program (Pilot):

Embryonic Beginnings: Pivoting to Unlock New Growth Horizon

In addition to the workshops, we're thrilled to introduce a mentorship program designed to pair SLBE-certified firms with experienced professionals who can provide guidance and insight tailored to their unique challenges. This program will focus on:

- Enhancing leadership and strategic decision-making skills.
- Navigating complex procurement processes and contracts.
- Providing ongoing support and actionable feedback to foster business growth.

Be on the lookout for details in the coming months. Whether you're just starting or looking to take your business to the next level, these opportunities will help you pivot, grow, and succeed in 2025 and beyond.

Save the Date: SLBE Networking Brunch

Join us this summer for the Networking Brunch, where SLBE firms, CCWA executives, prime contractors, and community partners will come together to foster connections and explore new opportunities.

Stay tuned for more details, and get ready to connect, collaborate, and grow with us!





Thank you for being a part of our journey!




We appreciate you taking the time to explore our newsletter. Stay connected with us on social media for updates, resources, and opportunities to grow your business. If you need assistance, don't hesitate to reach out - we're here to help!

Before you go, click the heartfelt gratitude from they reflect on the made over the last



video link to hear our Leadership staff as incredible journey you've 10 years.

We look forward to 2025!

CCWA SLBE PROGRAM	770-960-5880 CCWA_SLBE_PROGRAM@CCWA.US
  	1600 Battle Creek Rd Morrow, GA 30260