



2019

Small Local Business

2019

Enterprise Newsletter



Lori's Transportation

Small Business...Huge Success!



Lori's Transportation & Excavation, LLC is a certified small local business (SLBE) with Clayton County who is committed to providing quality work at a competitive price. The woman-owned small business provides asphalt milling, patching and permanent paving; concrete restoration including driveways, sidewalks, concrete curb and gutter.

In business since August 2001, the small company was organized in Indiana by founder and president Lori Marxmiller who invested a portion of her employee stock ownership plan in from a previous company and purchased her first dump truck. She eventually expanded her operations to include site restoration (milling, paving, concrete work). In 2005, Marxmiller was invited to bid on a City of Atlanta project for various Indiana Contractors. After attending small business/vendor opportunity events and learning of upcoming projects for the City, she placed her bid and received her first contract to begin work.

To increase her knowledge in bidding, blue print/pan review, project/business management, learning additional services needed by Prime Contractors such as point repairs, by-pass pumping, etc., Marxmiller was accepted into a Mentor-Protégé' Program and took several classes. She has worked on four projects as a Joint Venture partner and has worked the past 13 years in Georgia and the surrounding states and have partnered with major businesses such as Contractor Company, Garney Construction, Archer Western, Kemi Construction and GS Construction.

Many successful projects include 2015 LMIG Patching, Milling, Leveling and Resurfacing; 2016 SPLOST Milling & Resurfacing for Clayton County; Honey Creek Pump Station, Force Main and Gravity Sewer Project; PHASE III - Downtown State Street/S. Central Ave. Phase I, II and III.

Lori's Transportation is also prequalified with GDOT, VDOT and TDOT holding Contractors/Subcontractor Licenses in Tennessee, Virginia and Alabama. Certificated as DBE with GDOT, TDOT, NCDOT, SCDOT, ALDOT, VDOT, INDOT, Fulton County FBE, DeKalb County LSBE and City of Atlanta FBE/SBE.

Marxmiller grows her business by being customer oriented, "My customers are able to reach me 24/7." Lori's Transportation pride in quality work and great customer service continues to make this small company a huge success.

Compliance Tip

Read your agreement and all of the terms and conditions.

Contracting Tip

- Organize your bid by using section headings
- Always number pages

Upcoming Events

- Confidence, Mindset and Leadership for Business
1/16/2019 1pm
Clayton Co. Library HQ
- Clayton County Bid Process Workshop
Date TBD

Upcoming Bidding Opportunities

- Demolition of VIP Complex at Int'l Park
- Fueling Center
- Demolition of Nassau Building at Int'l Park
- Small Business Trade Center

Central Services Contract Compliance Division Host Mandatory Small Local Business Workshop



Through out the year, mandatory small local business workshops are hosted for suppliers who are certified with the County. The purpose of the workshops are to educate suppliers on how to do business with the County, the bidding and contracting process, responsibilities as a prime or subcontractor on a contract and how to get opportunities as a certified supplier.

All certified suppliers are required to attend at least one workshop throughout the year.

2019 SLBE No Change Affidavit



An affidavit of no change is a document required to be submitted biennially. SLBE's who certified with the County in 2017 and expire in 2020 will be required to submit the affidavit and last 2 years gross receipts.

The affidavit can be obtained by visiting the Clayton County website at <https://www.claytoncountyga.gov/government/central-services/small-local-business-enterprise-program> or by request at centralservices.slbe@claytoncountyga.gov.

Clayton County Show on the Road

Chairman Jeffery E. Turner hosted the Show on the Road, a meet and greet networking event sponsored by the Clayton County Board of Commissioners. The event allows for opportunity to learn about resources and services available to Clayton County citizens and network with County leaders. The event was open for participation to Clayton County elected officials, department representatives and Clayton County citizens.



VENDORS	DESCRIPTION
All N One Security	Security Services
Bearings & Power Group, LLC	Electrical Accessories – Alternators – Generators – Ammeters
Brite Star Inc./Advantage Graphics	Sing Manufacturing, Display, Advertising
Dawson Realty & Mortgage	Real Estate – Financial & Consulting Services
DuBose Trucking Services	Trucking/Hauling Services
Frontier Electric, Inc.	Drywall and Insulation Contractors, Electrical
J & I Cordon Electric, LLC	Electrical Services
J Squared Plumbing	Plumbing – Heating & Air Contractors
JV Civil Contractors	Construction Services
KatyLady Building	Maintenance
Leavy Engineering and Building Commissioning, LLC	Design and Commissioned Projects – Facility Assessments
The Cleaning Company, Inc.	Janitorial Services
The Whisper Group, LLC	Construction- Commercial and Institutional Builders – Concrete
Vibha Singla, CPA, P.C.	CPA – Accounting – Book Keeping
Vicious Sound, LLC	Music Systems – Amplifiers – Navigation Systems – Window Tint
VI Training and Consulting Company	Computer System Design – Human Resources Consulting
South Atlantic Masonry	Construction Services – Masonry
Spec Group	Construction Services
Taylor Interiors	Drywall & Insulation – Building Finishing Contractors
The Paint Doctor	Painting – Caulking – Dry Wall
Nu Energy Atlanta Electrical, LLC	Electrical – Lightning – Institutional Wiring – Construction
OS Construction	Construction Services



★★★★★★★★★★★★★★★★
 ★ **Certified Businesses** ★
 ★ **to Date** ★
 ★ **166 SLBEs** ★
 ★ **104 MWBEs** ★
 ★ **13 LVPs** ★
 ★★★★★★★★★★★★★★★★

C-VAP (Clayton Vendor Access Portal) Vendor Self Service

If you haven't registered as a vendor with Clayton County please do so at <https://selfservice.claytoncountyga.gov>.



All suppliers interested in doing business with Clayton County must register in the C-VAP system. For more information contact vendors@claytoncountyga.gov.

Central Services Contract Division Host Invitation to Bid (ITB)/Request for Proposal (RFP) Workshop

The workshop explained the Clayton County's Invitation to Bid and Request for Proposal process to suppliers interested in doing business with the County. Attendees learned the Competitive Procurement method for purchases of materials, supplies, equipment, or services in \$75,000 or more as well as industry terminology commonly used in the process.

Clayton County's bidding opportunities can be found on it's website at:

<https://www.claytoncountyga.gov/government/central-services/general-information-on-bids-and-proposals>.



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How Can Advertising Help Your Business?

Advertising can help grow your business. It attracts new customers and helps you to sell more products and services to existing customers, leading to increased profitability.

The benefits of small business advertising include:

- Increase Foot Traffic
- Introduce New Products
- Get Traffic to Web Page
- Drive Immediate Online Sales
- Stand Out from the Competition
- Boost Content Marketing Impact
- Generate Leads
- Highlight Product Enhancements
- Improve Brand Awareness
- Lift Brand Image
- Grow your email List of Social Following
- Increased exposure to new clients

Submitting a good bid! Recognizing bid strengths and weaknesses?

Document Strengths

- Professional and organized
- Is clear and detailed as appropriate
- Contains thorough project approach addressing all aspects of the bid
- Valid & current references
- The bid contains references for work similar to scope of work

Document Weaknesses

- Bid document is not professional
- Bid document is not organized & tabbed per the Technical Response criteria
- Bid document does not demonstrate vendors understanding of the bid requirements
- Bid document does not provide evidence of sufficient resources (human & financial)
- Bid document does not contain a quality control process/program
- Failure to address performance management
- Training program missing or inadequate
- No backup plan for continuity of services
- Failure to address hiring policy or retention strategy
- Lack of details in project approach
- Experience does not meet the requirements of the bid
- Inspection/maintenance program for equipment incomplete
- Background check process/documentation
- Provide incomplete/outdated references information
- Document contains short answers; lacking specificity
- Vendor repeats scope of work word for word (reflects vendors lack of understanding)
- Proposal fails to address all areas of the solicitation
- Failure to include licenses and permits as required (if required)
- Small Business Enterprise Utilization Plan missing or incomplete

Stay connected with program updates!



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