



2019

# Small Local Business

2019

## Enterprise Newsletter



### Grimes Trucking Inc.

Paving the way to success!

Grimes Trucking Inc. is a certified Small Local Business (SLBE) with Clayton County, whose contributions to road construction in the Atlanta Metro area has garnered major success for the small company.

In business since 2005, Mr. Wayne Grimes' experience and joy of being a truck driver resulted in the decision to buy a truck and start a business. Not just any business, Grimes Trucking Inc., provides road construction, asphalt and milling and hauling services. Grimes Trucking increased their fleet over time and have become successful in the Atlanta area, performing road construction projects.

Grimes Trucking's mission is to be the best at what they do. Grimes, states that their motto is "*Just a little bit of faith.*" Mainly because it's dangerous being on the roads daily and Grimes says God has kept them safe day after day, year after year.

Once of the many successful projects is the repaving of Atlanta's Interstate 20. "What made this project a success to me is the fact that our work on the project allowed us to use and provide work to other small business dump truck owners leading them to get direct contracts," stated Grimes. "CW Matthews has been our primary partner for projects, but we have also worked with Baldwin Paving and Vulcan Materials."

Grimes Trucking continues to pave it's way to success. When asked what is the motivation behind their success, Grimes stated, "We like what we do. It's the satisfaction you gain playing a small part in building our great city and state."



#### Compliance Tip

Always read your contracts and have them reviewed by an attorney before signing.

#### Contracting Tip

- Read the entire scope of work and all required documents to be returned with the bid.

#### Upcoming Events

- Business Licensing Workshop 4/10/19  
10:00 am  
South Clayton Rec Center, Hampton
- Mandatory SLBE Workshop 5/10/19  
1:00 pm  
South Clayton Rec Center, Hampton
- ITB/RFP & Insurance Workshop 5/22/19  
2:00 pm  
Carl Rhodenizer Rec Center, Rex

#### Upcoming Bidding Opportunities

- Fueling Center
- Small Business Trade Center
- Archive Records Building

## Central Services Contract Compliance Division Host How to Get Business Certified Workshop

Central Services SLBE Program presented to interested businesses a workshop on how to get certified with Clayton County as a Small Local Business Enterprise, Minority, Women and Business Owned Enterprise, and a Local Vendor. The workshop was held March 6, 2019 at Virginia Gray Recreation Center in Riverdale, GA with 30 attendees.

The purpose of the workshop was to increase knowledge of the programs the County offered, as well as, increase the number of certified firms of which the County can do business with.

The workshop entailed the discussing of the certification process, the application requirements, the vendor registry and discussion of future procurement opportunities. Clayton County Water Authority also presented their Small Local Business Enterprise Program.



### 2019 SLBE No Change Affidavit



An affidavit of no change is a document required to be submitted biennially. SLBEs who certified with the County in 2017 and expire in 2020 will be required to submit the affidavit and their last two 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](mailto:centralservices.slbe@claytoncountyga.gov).

# Clayton County Central Services Celebrate National March Procurement Month

The Central Services Department celebrated March Procurement Month by inviting Clayton County user departments to an Open House where staff had the opportunity to listen to Division Administrators explain their function and how it interacts with their department to purchase items needed.

The Central Services Department extended the invitation to the business community by hosting a Vendor Drop-In. The afternoon consisted of vendors meeting department staff and hearing their function as it relates to vendors in the procurement and contracting process. Vendors were able to network, speak about their individual business and hear about upcoming opportunities in Clayton County.

## Open House



## Vendor Drop-In

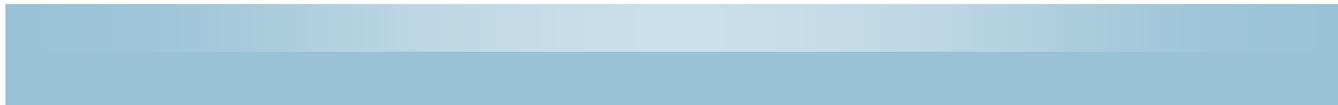


**WE WELCOME OUR NEWLY CERTIFIED FIRMS!!!!**

VENDORS	DESCRIPTION
A.O.T. Inc	Trucking, Hauling
Advanced Engineering & Construction, LLS	Construction Street Lighting, Electrical Supplies
Alliance Strategies Consulting	Environmental Consulting Services
Autaco Development	Construction Services, Concrete
Carey Steele	Security Services
C&C Fence	Construction, Building Service, Building Equipment
HA Office 515, Inc	Interior Design Services, Wood Office Furniture
Infinite Inspections, LLC	Inspection and Examination Services Welding Services, Metal Work, Misc Services
J&I Cordon	Construction
JV Civil Contractors	Consulting Services, Highway Lighting, Engineering Consulting
Kendrick Automotive & Radiator, LLC	Transportation Equipment Manufacturing, Motor Vehicles Supplies, General Auto Repair, Cooling Systems, Radiators, Radiator Heating
L.L. Blue Engineering	Engineering Services, Professional Control Engineering, Electrical Engineering
Melissa L. George & Associates	Benefits Consulting Services, Agencies, Insurance, Investment Advice & Management
O. S. Construction	Construction Management Services, Construction Management
Simplicity Healthcare Management	Home Health Services
South Fulton Landscape	Landscaping
Stella Group Realty	Real Estate Professional, Administrative Management



★★★★★★★★★★★★★★★★  
 ★ **Certified Businesses** ★  
 ★ **to Date** ★  
 ★ **183 SLBEs** ★  
 ★ **118 MWBEs** ★  
 ★ **14 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](mailto:vendors@claytoncountyga.gov).

# Central Services Small Local Business participates in MARTA/WICERS Networking Event

Metro Atlanta Rapid Transit Authority (MARTA) and Women In Construction, Engineering and Related Services (WICERS) partners each year to recognize successful women in these industries. On March 21st, a prelude to the April 23rd –24th conference consisted of a networking event for area procurement agencies to exhibit. Central Services Contract Compliance staff was on hand to promote the Small Local Business Program to a crowd of about 125 attendees.





# BUSINESS Tips

## 7 Tips From Successful Small Business Owners

1. Build a Support Network
2. Be Very Specific With Your Goals
3. Delegate Whenever Possible
4. Keep Your Overhead Low
5. Find Your Best Niche—and Stick With It
6. Keep Your Day Job Just a Little Longer
7. Avoid Distractions at All Costs

### The Hartford– SmallBiz Ahead

Published: April 7, 2016

Updated: March 11, 2019

Stay connected with program updates!



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