



In This Issue:

1. Spotlight
2. Professional Development Opportunities
3. Mentor Updates
4. Protege Updates
5. Upcoming Events



1. Spotlight: Allen Carter - Carter Construction

Allen Carter, a former protégé in the Mentor Protégé Program, has demonstrated resounding success with his projects in Clayton County. Carter Construction is finishing a project with Meja Construction and starting two new projects with Clayton County and the City of Smyrna. Additionally, they have two governmental projects pending an award.

President Allen Carter states, "Being a part of the cohort positively impacted my business operationally and externally with other larger General Contractors that have led to contract opportunities."

Carter Construction's success exemplifies the power of mentorship and strategic partnerships in driving business growth.

Welcome to the latest issue of the Clayton County Central Services Mentor Protégé Program newsletter, offering an insightful glimpse into the strides and accomplishments achieved within our mentor-protégé pairs. In this edition of the quarterly newsletter for the Clayton County Central Services Mentor Protégé Program, we are excited to share updates and achievements from Cohort 3, aptly named "Concrete Connections.". From navigating project complexities to forging strategic partnerships, each protégé's journey reflects the program's commitment to fostering growth and collaboration within the local business community. Additionally, we provide insights into the launch of our latest cohort with a focus on construction-related businesses and share details about upcoming events, including the Small Business Brunch, aimed at fostering networking opportunities and community engagement. For more information, you can visit the official program page [here](#).

We are also pleased to introduce the Clayton County Central Services Mentor-Protege Program Podcast! Explore insightful discussions and success stories, which are available for listening [here](#).

2. Professional Development Opportunities

The Mentor Protégé Program is committed to providing our protégés with top-tier professional development opportunities. Recently, our protégés had the privilege of participating in the following virtual trainings, each designed to enhance their skills and knowledge in key areas of business and procurement:

- **Georgia Tech Procurement Assistance Center:** Capabilities Statement--Why You Should Have One/How to Create a Great Elevator Speech (Webinar)
- **Georgia Tech Procurement Assistance Center:** Preparing Successful Bids & Proposals
- **Georgia Tech Procurement Assistance Center:** Procurement Integrity & Ethics 101 for the Government Contractor
- **Georgia Small Business Development Center:** 8-Week StartSmart Training

3. Mentor Updates:

UJAMMA Construction: UJAMMA Construction continues to mentor Michael Joseph Company and Quality Lawn Care. Despite encountering scheduling conflicts, UJAAMA is actively working on identifying areas for development, particularly in business development and interpersonal skills. Protégés are encouraged to sit in on pre-bids to better understand project workings, and job shadowing opportunities are provided to enhance their practical experience.

MEJA Construction: MEJA has guided VLW Group to three new subcontracting opportunities worth \$500,000, improved project delivery speed by 20%, and reduced operational costs by 15%. The mentorship has led to an 85% improvement in team competency and a 30% increase in business revenue, with a 25% growth in their protege's client base since the launch of the cohort. Future plans include workshops on green building techniques, emphasizing innovation and sustainability. This partnership highlights the program's significant impact on growth and excellence in the construction industry.

Costrak Consulting is mentoring Nikrav Corp, and this partnership has been notably positive. Despite the mentor being in Ghana, they have actively assisted Nikrav with price stripping and reviewing solicitation for an asset manager. The protégé plans to visit Costrak's office in New York to further their discussions on goals and negotiations. Nikrav has already secured two contracts outside Clayton County and is exploring potential collaboration on an AMTRAK project. Costrak is assisting his protege in strategizing on finding new opportunities.

The Clayton County Central Services Small Business Social was a resounding success, fostering valuable connections and growth opportunities.



Stay tuned for more success stories, updates, and insights in the next edition of our quarterly newsletter!

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4. Protege Updates:

Michael Joseph Company: Michael Joseph Company has made significant strides in the program. His firm has secured a partnership with UJAAMA Construction for a painter. Addressing all obstacles, they are working diligently on ITB development and attending pre-bid/pre-proposal meetings. Their current projects include the COA – Pac Grant program, daycares, and smaller construction projects, with a keen interest in opportunities with Clayton County. They have suggested virtual training options and better schedule alignment to improve the programs.

Quality Lawn Care: Quality Lawn Care is actively seeking insights into estimating and strategy development for federal-level projects, aiming to improve its project bidding success rate by 15%. To enhance its progress, it recommends regular feedback sessions every 4-6 months, which has already led to a 10% increase in project efficiency and a 20% growth in client inquiries. Quality Lawn Care remains focused on leveraging mentorship for strategic growth and development.

VLW Group LLC: VLW Group LLC reported highly productive conversations with their mentor during their recent check-in, focusing on business strategy development. These discussions have led to improved operational metrics and a clearer path forward. While they have not communicated any new opportunities or bids recently, they are actively preparing for future opportunities and suggest additional development activities coordination for the Mentor Protégé Program.

Nikrav Corp: Nikrav Corp has developed a productive partnership with Costrak Consulting. They have received assistance with price stripping and solicitation review for an asset manager. Planning a visit to their mentor's office in New York, Nikrav has secured two contracts outside Clayton County, including a significant one in Baton Rouge, and is looking at potential collaboration on an AMTRAK project. The early stages of this partnership have been positive, with everything working well so far.

5. Upcoming Events:

We are excited to announce the following upcoming events for the Mentor Protégé Program:

Stay tuned for more details on these events, as we continue to foster growth and development for our protégés.

- **Launch of Cohort 4**
- **Small Business Brunch**
- **Development of Sub-cohorts**
- **SPLOST Supplier Fair**

Conclusion

As we conclude this edition, we extend our gratitude to all participants for their dedication to the Clayton County Central Services Mentor Protégé Program. We eagerly anticipate further achievements and growth in the months ahead!