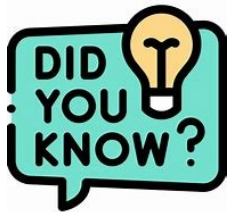




*In This Issue:*

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# March is Procurement Month



March is not just the beginning of spring; it's also a time to celebrate and recognize the indispensable role of procurement professionals worldwide. Procurement Month serves as a platform to acknowledge the dedication, expertise, and contributions of those who work tirelessly behind the scenes to ensure the smooth functioning of supply chains and procurement processes.

Welcome to the latest issue of the Clayton County Central Services Mentor Protégé Program (MPP) 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." Each protégé's journey reflects the program's commitment to fostering growth and collaboration within the local business community, from navigating project complexities to forging strategic partnerships. Additionally, we provide insights into the launch of our latest cohort with a focus on construction-related businesses and share details about upcoming events to foster 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](#).

### 1. Professional Development Opportunities

The Mentor Protégé Program is committed to providing our protégés with top-tier professional development opportunities. We are working towards implementing some new ideas and networking engagements in our future cohorts. By reaching out to firms with an assessment inquiry for feedback. Recently, leadership met with Clayton State University's Small Business Development Center to help develop a set of courses for our protégés. This set of training courses will be tailored to the program's specific needs and offer a plethora of knowledge with insight from previous protégés & Small Local Business Enterprise (SLBE) firms.

MPP participants all have the privilege of participating in virtual training sessions, each designed to enhance their services and expertise in key areas of business and procurement. However, these trainings may vary based on the provider and cohort standings. Here are a few courses offered from our vendors in the last quarter of Cohort #3.

**Georgia Tech Procurement Assistance Center (GTPAC):**

- Cost and Price Proposal Preparation
- Marketing to State & Local Government Agencies

**Georgia Small Business Development Center (SCDC):**

- Finding the Financing fit for your Business

**SCORE Atlanta:**

- Loans, Grants, & other Funding Options for Small Businesses
- Strategies & Tips for Finding a Retail Space for Your Business

# \*MPP Spotlight\*



**Queala Fitzgerald**

of

**Alyn Real Estate Properties,  
LLC**



1441 Woodmont Lane Northwest  
Suite 841, Atlanta, Georgia 30318,  
United States

1-855-701-ALYN (2596)

## 2. Spotlight: Alyn Real Estate Properties, LLC

Queala Fitzgerald, the co-owner and CEO of Alyn Real Estate Properties, LLC, leads the company with co-owner Alvin Lightfoot. Their extensive experience, in-depth knowledge of masonry, and exceptional leadership have been instrumental in ensuring the company's continued growth and operational excellence. Since its inception in August 2020, Alyn Real Estate Properties has established itself as a premier masonry firm specializing in residential & commercial turnkey services, concrete work, and dump truck hauling with a service footprint across Georgia and Alabama. Recognized as the 2022 Most Outstanding Protégé, this company proudly holds several certifications and has achieved significant milestones.

In just four years, they've contracted over \$750,000 in its fourth year and secured over \$2.5 million so far in 2025. Recent projects include the Jefferson City Water Treatment Plant, Jackson Elementary School, Singleton Park, and beginning in January 2025 the City Covington Water Treatment Plant. Under the visionary leadership of Ms. Fitzgerald and the operational expertise of Mr. Lightfoot, Alyn Real Estate Properties continues to uphold its unwavering commitment to quality, reliability, and innovation. This Spotlight shows the successful benefits of the Mentor-Protégé Program and the hard work of its participants.

## 3. Updates for Cohort 3 & Closeout

### PROTÉGÉS

**Michael Joseph Company:** Michael Joseph Company (MJC) has made noteworthy strides in the program. Since the partnership with UJAAMA Construction, they have received opportunities to network & engage with larger firms for exposure. While gaining valuable insight into business projects MJC has completed several bids within the cohort. Most recent activities include being acquired again for a multi-location daycare renovation project and a Sports Rehab facility. MJC suggested that previous Protégé participants come back to speak with newcomers to the program to share their experiences.

**Quality Lawn Care:** Quality Lawn Care (QLC) has been actively making progress, while they have not received a Clayton County project as of yet, they have been working on some exciting federal opportunities. QLC was recently awarded a project in Key West, Florida. The mentor provided a referral which allowed them to make vital connections leading to a successful project completion. Quality Lawn Care remains focused on leveraging mentorship for strategic growth and development. Suggestions included more networking events and referral services.

**NIKRAV Corp:** Nikrav Corp remained committed and productive despite some challenges. Most recent opportunities with their Mentor (Costrack) include an upcoming partnership collaboration on a Cobb County project. NIKRAV has now expanded and opened an office in the state of Ohio. Significant projects include working on a Dayton International Airport project, stewarding great success. This partnership has been positive with requests for smaller contract dollar amounts

**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. They are actively preparing for future opportunities and suggest additional development activities coordination for the Mentor Protégé Program.



**Clayton County Central Services**  
Host

**SMALL BUSINESS SPEED NETWORKING EVENT**

In Recognition of Procurement Month

South Clayton Recreation Center  
1837 McDonough Rd,  
Hampton, GA 30228

March 19, 2025  
10:00 am - 12:00 pm

Speed networking is the business version of speed dating.

In these events, you'll experience a fast-paced, one-on-one opportunity that enables you to meet and interact with multiple entities.

Network & meet one-on-one with Local, County and State entities.  
You'll have up to 3 minutes to introduce your business.

Bring plenty of business cards and capability statements.

Make connections to opportunities and network with industry professionals.



For more information contact us at  
centralserviceslbe@claytoncountyga.gov <https://tinyurl.com/34hh3yx>

**This event requires RSVP. MUST Register to Attend**

For more information, please contact:  
Clayton County Central Services  
Contract Compliance Division: at  
770.472.8109

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**Follow us on social media:**



[@Clayton County CentralServices](https://www.facebook.com/ClaytonCountyCentralServices)



[@ClaytonSLBE](https://twitter.com/ClaytonSLBE)

**MENTORS**

Mentors reported some challenges during the holiday season due to travel obligations and weather, which caused project delays and scheduling conflicts. All firms are currently working on new or ongoing projects, most in collaboration with Protégés acting as subs or other partnerships. Each mentor has contributed and provided pivotal feedback crucial to the program's success.

**UJAAMA Construction**

•Protégé Firm(s): Michael Joseph Company & Quality Lawn Care

**Meja Construction**

•Protégé Firm(s): VLW Group

**Costrak Consulting**

•Protégé Firm: Nikrav Corp

**4. Upcoming Events:**

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

🚧 Procurement Month Kick-Off Celebration	3/4
🚧 Small Business Speed Networking	3/19
🚧 Cohort 3 Closing Ceremony & Small Business Social	4/10
🚧 Launch of Cohort 4	TBD

Stay tuned for more details on these events.

**The deadline to apply for Cohort 4 of The Mentor -Protégé Program is March 31, 2025. We are seeking Construction Services.**

- Haulers
- Roadway Construction
- Construction Management
- HVAC/ROOFING/ELECTRICAL
- Other Related Construction Trades

**Conclusion:**

As we conclude this edition, we thank 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.

**The Quarterly Quote:**

*"Don't watch the clock; do what it does. Keep going." – Sam Levenson*  
*Time can easily slip away if we focus too much on it. Rather than allowing the clock to dictate our progress, we should concentrate on our tasks and continue moving forward. Stagnation often arises from fixating on how long things take instead of the actual work being done. Maintaining a steady pace is more beneficial in the long run.*