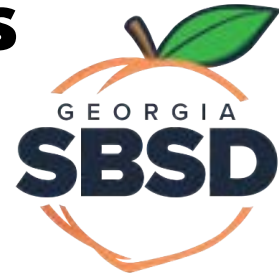


Small Business and Supplier Diversity



Quarterly Progress Report

April - December 2024

Table of Contents



OVERVIEW 01

KEY PARTNERS 02

SBSD NINE RECOMMENDATIONS 03

ONGOING STRATEGIC INITIATIVES 24

APPENDIX 27

SBSD SNAPSHOTS 29

OVERVIEW

GOVERNOR BRIAN P. KEMP'S EXECUTIVE ORDER

On July 13, 2022, Governor Brian P. Kemp issued [Executive Order 07.13.22.01](#), affirming the state of Georgia's commitment to helping small businesses expand and create jobs. The Executive Order charged the Department of Administrative Services, the state agency responsible for administering state procurement, with several responsibilities, including identifying challenges and obstacles small businesses face when participating in the state procurement process. The Executive Order further directed the Department to issue a report with recommendations to make the state procurement process more easily accessible to small businesses.

DEPARTMENT'S REPORT & NINE RECOMMENDATIONS

The Department initiated a series of actions, including engaging in dialogue with the small business community and key small business development partners in its report. The Department sought feedback on challenges and obstacles small businesses face when participating in the state procurement process, identifying three primary obstacles: (1) satisfying state requirements, (2) bid opportunity identification, and (3) readiness to bid. Initial findings include implementing nine recommendations to make the state procurement process easier to access, as further described in the [October 2022 Report](#).

IMPLEMENTATION PLAN & PROGRESS REPORTS

In the [Implementation Plan](#) published on March 31, 2023, the Department outlines key activities and related timeframes to complete the nine recommendations. Progress will be shared through the publication of quarterly reports. To view previous reports, see Appendix.

KEY PARTNERS



- Georgia Department of Economic Development
- Small business community and chambers of commerce
- University of Georgia Small Business Development Center Multicultural Business Division
- Federal, state, local government, and small business development partners

GOAL

Make the state procurement process easier to access for small businesses.

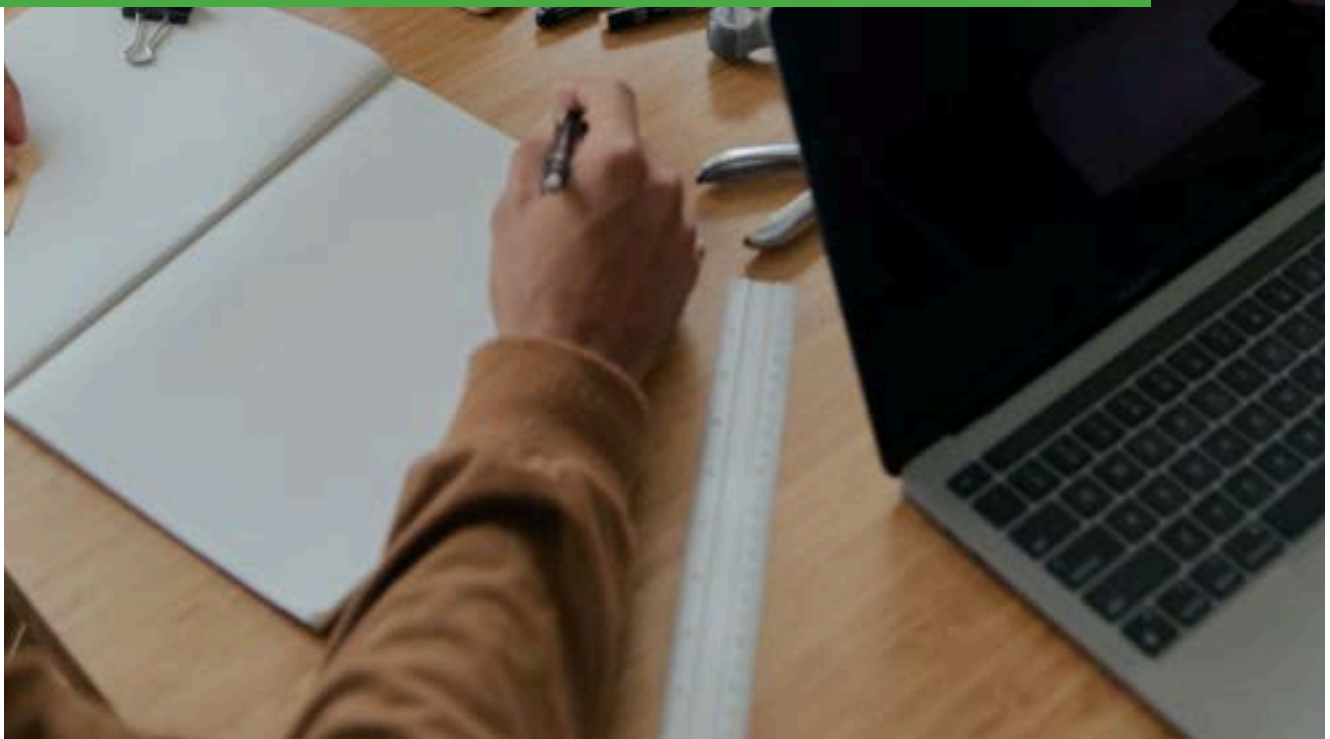


FOCUS

Minority, Women, and Veteran-owned businesses



SBSD Nine Recommendations





#1 Designate Small Business Liaisons

To facilitate communication and partnership at the agency level, the Department recommends that each state agency, college, and university, subject to the Department's procurement authority, designate an existing staff member to serve as the small business liaison.

Status: Complete and ongoing

Designate Small Business Liaisons

Activities During Reporting Period:

- Collaboration with Small Business Liaisons continued during the reporting period as they serve as the first line of communications with the suppliers regarding contracting opportunities that exist with their agencies.
- Small Business Liaison Collaboration Meeting was held June 20, 2024, to provide updates on the program and obtain feedback from liaisons.
- Suppliers have had the opportunity to connect with liaisons with several agencies including the Georgia Department of Education and the Georgia Department of Corrections through email referrals.
- Department staff continues to share their information with business owners during training sessions, as well as via email communications.
- The Department maintains Small Business Liaison representative names and contact information through its [website](#). The list has continuously been updated to ensure that the information or representatives are current.

Estimated Duration: Complete as of December 2023 and ongoing.



Small Business Liaisons

State staff members were designated to facilitate communication and partnership with small businesses throughout the state



2 Expand Minority Business Enterprise Certification

The Department recommends expanding eligibility for the state's Minority Business Enterprise (MBE) certification program, expanding certification options, increasing promotion of the MBE program, and, through legislation, expanding small and diverse business certifications to include women and veteran-owned businesses.

Status: Complete and ongoing

Expand Minority Business Enterprise Certification

Activities During Reporting Period:

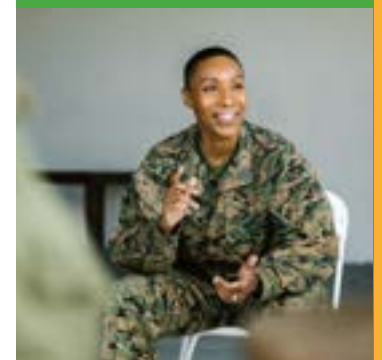
Implemented on January 1, 2024, in response to House Bill 128 signed into law by Governor Brian P. Kemp on April 24, 2023, the new Georgia Business Certification Program is offering certification to minority-owned, women-owned and veteran-owned businesses. The following activities were undertaken during the reporting period:

- The Department conducted a Virtual Informational Session for business owners interested in learning about how to get certified with the state on May 14, 2024, with more than 50 attendees.
- The Department continued to work with the technical solution company, CPI Solutions, to further refine, troubleshoot, and build reporting structures for metrics to support the certification program, improve the user experience, and increase functionality, such as:
 - The ability to run reports based on the different certification categories, as well as segmenting the data using various criterion.
- The Department developed a new public database on the Georgia Procurement Registry to enable prime contractors, procurement professionals and the public access to information on certified companies. This allows prime contractors to search and easily locate certified businesses for subcontracting opportunities.



Certification

Expanding
eligibility to benefit
more small
businesses



Expand Minority Business Enterprise Certification (Contd.)

Activities During Reporting Period:

- Promoting the new business certification program to suppliers, ensuring that communications and information sharing were seamless, was pivotal during this period and enabled the use of our website, social platforms, as well as virtual and in-person.
- The Department developed a communication plan to address the recertification of Minority Business Enterprise (MBE) certified companies that received their certification through the Department's legacy certification process:
 - Email blasts were sent to legacy businesses notifying them of the new certification process and inviting them to reapply for certification.
 - Message posted on the Georgia Procurement Registry to maximize public awareness.
 - Announcement published to the Department's Minority Business Certification website to reflect this change in process.
- Clean-up activity of historical data was done during this period to aid in the communication process to legacy MBE certified businesses.
- The Department staff participated in a roundtable discussion on July 2, 2024, hosted by the Cherokee Economic Development where attendees were provided with information on how to get certified with the state.
- One of our certifying organizations, The United States Pan Asian American Chamber of Commerce, hosted its annual Business Summit on August 8, 2024, that was attended by the Department's staff.
- The Small Business and Supplier Diversity Manager attended a Small Business Advisory Group meeting held on August 12, 2024, hosted by the Georgia Department of Revenue (DOR). This meeting offered an opportunity for DOR to collaborate with small business advocates and organizations focused on helping small businesses and to discuss tax incentives also beneficial to business owners.

Expand Minority Business Enterprise Certification (Contd.)

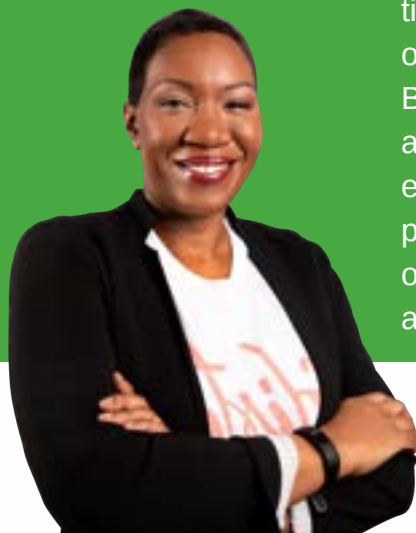
Activities During Reporting Period:

- Virtual Informational Session held August 14, 2024, for business owners interested in learning about how to get certified with the state was attended by approximately 90 business owners and representatives from certifying organizations.
- The Department staff conducted a workshop hosted by the Greater Georgia Black Chamber of Commerce on August 26, 2024, to help business owners understand how to get certified with the state.
- On September 25, 2024, one of our certifying organizations, the Greater Women Business Council hosted the Power of Partnering (POP) Marketplace event. The Small Business and Supplier Diversity Manager participated in a panel discussion and responded to questions on the certification process.
- The Georgia Department of Transportation (GDOT) hosted its 7th Annual Disadvantaged Business Enterprise (DBE), Airport Concessions Disadvantaged Business Enterprise (ACDBE), and Small Business Workshop on October 24, 2024. The Department staff participated and met with business owners interested in being certified with the state.
- On October 29, 2024, MARTA's Office of Diversity hosted the Women Who Win Business Showcase. Crystal Langley, Senior Small Business and Supplier Diversity Specialist, attended alongside several newly DOAS-certified women-owned businesses to celebrate and engage with these businesses that are key contributors to Georgia's transportation and roadway construction industries.
- The Department reviewed and reissued certifications, as applicable, to legacy MBE certified businesses that elected to apply to the Department's new certification program. Any business that failed to apply by the deadline of November 1, 2024, is no longer certified as a minority business with the Department.

Expand Minority Business Enterprise Certification (Contd.)

Activities During Reporting Period:

- The Department's Georgia Business Certification Virtual Informational Session, held on November 13, 2024, for business owners interested in learning about how to get certified with the state, was attended by approximately 60 business owners and representatives from certifying organizations.
- Women in Transportation and Conference of Minority Transportation Officials hosted a virtual session on November 18, 2024, to assist business owners understand the benefits of being a certified DBE company. The Small Business and Supplier Diversity Manager was invited to discuss the Department's certification process and how businesses can get certified as women and minority-owned companies once they received the DBE certification.
- On December 4, 2024, Department staff connected with one of our certifying agencies, the Georgia Minority Supplier Development Council (GMSDC), at GMSDC's orientation workshop for new members. Crystal Langley, Senior Small Business and Supplier Diversity Specialist, presented and highlighted the advantages of obtaining the state of Georgia Business Certification.



“This process is highly efficient, and like any other, it requires time and effort to complete each phase. I commend the state of Georgia for adopting a practical approach with the Georgia Business Certification Program. Businesses already undergo a thorough vetting process at the federal level, and it's encouraging to see the state streamline its procedures. This process significantly eases the path for small businesses to obtain their designated certifications, making it more accessible for them to thrive.”

Chi Chi Okezie
Founder & Owner
Simple Networking LLC



Expand Minority Business Enterprise Certification (Contd.)

Activities During Reporting Period:

- Reports were created by the Department's IT analysts to allow certification staff to obtain data on different segments and criteria for Georgia Department of Revenue annual reporting.
- The Department prepared and submitted its first annual report to the Georgia Department of Revenue, identifying all small and women-owned, small and minority-owned and small and veteran-owned certified businesses on December 31, 2024.
- During the reporting period, more than 180 certifications were issued.

Estimated Duration: Complete as of December 2024 and ongoing.



#3 Pilot Informal Bidding Process

The Department recommends piloting a state procurement process in which state entities, colleges, and universities would have the option to conduct an informal bidding process within established parameters.

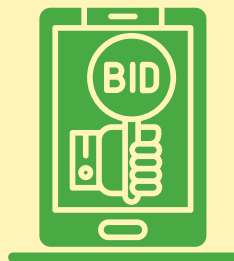
Status: In progress

Pilot Informal Bidding Process



Activities During Reporting Period:

- Through the NextGen project, which will replace the state's existing procurement system, the Department continued its work to prepare a new procurement system to support a simplified bidding process for small dollar purchases.
- The Department hosted a Purchasing Customer Advisory Panel (PCAP) meeting on April 17, 2024, introducing this recommendation and inviting procurement leads from state entities to join a working group to determine policies and procedures for the pilot initiative.
- Following the PCAP meeting hosted on April 17, 2024, the Department identified volunteers to form a working group to determine policies and procedures for the pilot initiative.



SIMPLIFIED BIDDING

Establishing simplified bidding process for purchases under \$100,000.

Pilot Informal Bidding Process(Contd.)

Activities During Reporting Period:

- Department staff facilitated a kick-off and second working session for the PCAP working group to establish policy and process for informal bids under \$100,000 November 18, 2024.
- To allow use of the informal bid process in the state of Georgia's new GA@WORK system, Department staff facilitated several design sessions for the "quick quote" feature in the Strategic Sourcing module for October 1, 2025, go live.

Estimated Duration: Q3 2023 through December 2026 and ongoing.



#4 Revise State Bidding and Contracting Requirements for Certain Projects

The Department recommends establishing a lower “tier” of insurance and bonding for certain projects and training state buyers on small business-friendly payment strategies.

Status: In progress

Revise State Bidding and Contracting Requirements for Certain Projects

Activities During Reporting Period:

- Through collaboration amongst the State Purchasing Division, Risk Management Division, and Office of Legal Services, the Department continued its work to revise existing insurance and bonding guidelines to expand the guidance available to state procurement officers to align requested insurance and bonding coverage with the identified risks of the contract.
- During the reporting period, the Department continued internal review of the revised provisions.

Estimated Duration: Q3 2023 through June 2026 and ongoing.

CONTRACTING



Identifying small business-friendly options.





#5 Improved Promotion of the Department's Procurement Systems Training

The Department recommends continuing its existing system training, which specifically assists businesses with searching for and receiving notifications for bid opportunities and initiating a marketing and promotion strategy.

Status: Complete and ongoing

Improved Promotion of the Department's Procurement Systems Training

Activities During Reporting Period:

Outreach and training remain an integral part of ensuring that business owners have easier access to the state's procurement process. The Department's monthly supplier system training and partnership with various community groups to conduct workshops and offer supplier training continues. Below are activities during the reporting period:

- Eighteen DOAS monthly supplier training sessions were completed during this reporting period, with approximately 400 suppliers trained.
- The Department staff conducted a "Get Procured Workshop" hosted by Our Village United in Atlanta on May 8, 2024. Attendees were able to register on site in the state's procurement system to do business with the state of Georgia government.
- The Department conducted virtual Georgia Business Certification Informational Sessions on August 14, 2024, and on November 13, 2024, for business owners interested in learning about how to get certified with the state. The training sessions were attended by approximately 150 business owners and representatives from certifying organizations.
- Updates training dates and schedules were published to the Department's website. In addition, regular announcements were posted on social media platforms, such as LinkedIn, promoting and sharing information on supplier training.

BID IDENTIFICATION



Supporting bid opportunity identification for small businesses.

SUPPLIER SYSTEM TRAINING



Monthly supplier system trainings held in partnership with various community groups.

Improved Promotion of the Department's Procurement Systems Training (Contd.)

Activities During Reporting Period:

- Redesigned and republished Small Business and Supplier Diversity Program Overview webpage to include left-hand menu for quick access to the Georgia Business Certification Program, Small Business Procurement Readiness Workshops, Small Business Symposium and Small Business Liaison webpages.
- More than 1,300 new Georgia small business bidder registrations within the Department's Team Georgia Marketplace™ Supplier Portal were completed during this reporting period.

Estimated Duration: Complete as of December 2023 and ongoing.



6 Expand Matchmaking Opportunities

The Department recommends statewide and regional training, networking, and matchmaking events that help state buyers connect with small and diverse businesses and that help prime contractors connect with subcontractors.

Status: In progress

Expand Matchmaking Opportunities

Activities During Reporting Period:

- None during this reporting period.

Estimated Duration: Q2 2023 through September 2025 and ongoing.

MATCHMAKING



Building relationships with small business development partners providing essential information to help grow small business capabilities and capacity.





#7 Increase Outreach, Training, and Support to Small Businesses

The Department commits to further grow and create new relationships with state agencies and non-profit organizations that are better equipped to provide such development resources, including increasing procurement assistance to small businesses and continuing the Department's work with small business development partners.

Status: In progress

Increase Outreach, Training, and Support to Small Businesses

Activities During Reporting Period:

- The Department staff participated in the APEX Accelerator/Georgia Tech Procurement Assistance Center's "Marketing to State and Local Government" training class on April 8, 2024.
- Deputy Director, Mary Chapman, and Small Business and Supplier Diversity Manager, Julian Bailey, presented on the Small Business and Supplier Diversity Program with a focus on the Georgia Business Certification hosted by the City of Savannah at their 2024 Mayor's Small Business Conference on April 30, 2024.
- The Department staff conducted a "Get Procured Workshop" hosted by Our Village United in Atlanta on May 8, 2024. Attendees were able to register on site in the state's procurement system to do business with the state of Georgia government.
- The small business and supplier diversity manager was the keynote speaker at the Small Business Week event hosted by the Greater South Fulton Chamber of Commerce on May 9, 2024, in Atlanta.
- The Department staff conducted a training on the Small Business and Supplier Diversity program with a focus on the Georgia Business Certification on May 16, 2024, hosted by the University of Georgia, Small Business Development Center at Kennesaw State University.



DEVELOPMENT SUPPORT

Building relationships with small business development partners providing essential information to help grow small business capabilities and capacity.



Increase Outreach, Training, and Support to Small Businesses (Cont.)

Activities During Reporting Period:

- The US Pan Asian-American Chamber of Commerce hosted their annual “CelebrAsian Conference” in Atlanta on May 29, 2024. The Department staff lead a roundtable discussion with business owners interested in doing business with the state of Georgia government.
- The City of Albany hosted a “Partnership Powerhouse Initiative” on June 27, 2024, where the Department staff participated in a panel discussion, as well as networked with attendees.
- The Department staff participated in a roundtable discussion on July 2, 2024, hosted by the Cherokee Economic Development where attendees were provided with information on how to get certified with the state.
- The Department staff participated in a “Doing Business with the State” in Albany on August 7, 2024, hosted by the City of Albany.
- One of our certifying organizations, The US Pan Asian American Chamber of Commerce, hosted its annual Business Summit on August 8, 2024, that was attended by the Department’s staff.
- The Small Business and Supplier Diversity Manager attended a Small Business Advisory Group meeting held on August 12, 2024, hosted by Georgia Department of Revenue (DOR). This meeting offered an opportunity for DOR to collaborate with small business advocates and organizations focused on helping small businesses and to discuss tax incentives also beneficial to business owners.
- Virtual Informational Session held August 14, 2024, for business owners interested in learning about how to get certified with the state was attended by approximately 90 business owners and representatives from certifying organizations.

Increase Outreach, Training, and Support to Small Businesses (Cont.)

Activities During Reporting Period:

- Hosted by the Gwinnett County Purchasing Division, the Annual Supplier Networking event was held on August 14, 2024, and attended by Department staff who networked and respond to question regarding registering to do business with the state.
- TechNet Augusta hosted its annual conference on August 21, 2024, in Augusta and the Small Business and Supplier Diversity Manager participated in a panel discussion and responded to questions on how business owners can do business with the state.
- The West Central Georgia Black Chamber of Commerce hosted its Black Business Event on August 24, 2024, and the Department's staff conducted a presentation, as well as networked and met with business owners interested in doing business with the state.
- The Department staff conducted a workshop hosted by the Greater Georgia Black Chamber of Commerce to help business owners understand how to get certified with the state on August 26, 2024.
- The U.S. Small Business Administration Georgia District Office hosted the South DeKalb Pop Up Business Incubator on August 29, 2024. The Department staff conducted a presentation on doing business with state.
- On September 25, 2024, one of our certifying organizations for the women-owned business certification, the Greater Women Business Council, hosted the Power of Partnering Marketplace event. The Small Business and Supplier Diversity Manager participated in a panel discussion and responded to questions on the certification process.
- Department staff conducted the "Navigating Contracting Opportunities" workshop hosted by Access to Capital for Entrepreneur (ACE) Business Center on October 18, 2024. This Center assists women business owners.

Increase Outreach, Training, and Support to Small Businesses (Cont.)

Activities During Reporting Period:

- The Georgia Department of Transportation hosted its 7th Annual DBE, ACDBE, and Small Business Workshop on October 24, 2024. The Department staff participated and met with business owners interested in doing business with the state and how to get certified with the state.
- On October 29, 2024, MARTA's Office of Diversity hosted the Women Who Win Business Showcase. Crystal Langley, Senior Small Business and Supplier Diversity Specialist, attended alongside several newly DOAS-certified Women Business Enterprises to celebrate and engage with these businesses that are key contributors to Georgia's transportation and roadway construction industries.
- Clayton County hosted its 8th Annual SPLOST Supplier Networking Event on November 7, 2024, and the Department staff had an opportunity to meet with business owners interested getting certified, getting registered and accessing state's bids.
- Small Business and Supplier Diversity Manager was invited to be keynote speaker at the WOW Retreat on November 8, 2024. This event was hosted by the author of Gurl Fix Your Crown and was focused on connecting, providing resources, and elevating women business leaders.
- DOAS conducted a virtual Georgia Business Certification Informational Session on November 13, 2024, for business owners interested in learning about how to get certified with the state. The training was attended by approximately 60 business owners and representatives from certifying organizations.

Increase Outreach, Training, and Support to Small Businesses (Cont.)

Activities During Reporting Period:

- The Women in Transportation and Conference of Minority Transportation Officials hosted a virtual session on November 19, 2024, to assist business owners understand the benefits of being a certified DBE company. The Small Business and Supplier Diversity Manager was invited to discuss the state's certification process and how businesses can get certified as a small and minority-owned or small and women-owned companies once they receive the federal DBE certification.
- Department staff conducted a presentation on Doing Business with the state of Georgia at a workshop hosted by Gwinnett Entrepreneurial Center on December 3, 2024.
- On December 4, 2024, Department staff connected with one of our certifying agencies, the Georgia Minority Supplier Development Council (GMSDC), at their orientation workshop for new members. Crystal Langley, Senior Small Business and Supplier Diversity Specialist, presented and highlighted the advantages of obtaining the state of Georgia Business Certification.
- The Queen City Women in Business Georgia Chapter hosted a Supplier Readiness Roundtable on December 9, 2024, to provide resources to help business owners. The Department staff attended and participated in a panel discussion, as well as networked with business owners.

Estimated Duration: Q2 2023 through September 2025 and ongoing.





8 Expand Business-to-Business Mentorship Opportunities

The Department commits to increased awareness of these mentorship programs among the small business community.

Status: In progress

Expand Business-to-Business Mentorship Opportunities

Activities During Reporting Period:

- None during this reporting period.

Estimated Duration: Q4 2022 through September 2025 and ongoing.

MENTORSHIP



Promoting mentorship
opportunities





9 Facilitate Information Sharing on Access to Capital Resources

The Department recommends sharing information regarding offerings from financial institutions, governmental entities, and nonprofits that will assist small and diverse businesses with locating the capital to expand or begin businesses.

Status: In progress

Facilitate Information Sharing on Access to Capital Resources

Activities During Reporting Period:

- Department staff conducted the “Navigating Contracting Opportunities” workshop hosted by Access to Capital for Entrepreneur (ACE) Business Center on October 18, 2024. This Center assists women business owners with business development and resources, including accessing funding sources.

Estimated Duration: Q4 2022 through December 2025 and ongoing.



ACCESS TO CAPITAL

Sharing information to assist small businesses connect with financial resources.





Ongoing Strategic Initiatives





The Department commits to improving data collection and integrity for analysis, decision-making and transparency.

Status: In progress

Activities During Reporting Period:

- During the reporting period, the Department continued NextGen project activities. The NextGen initiative is a transformation initiative intended to replace the state's legacy enterprise resource planning (ERP) system with a modern tool branded GA@WORK. Through the NextGen initiative, the Department seeks to improve data collection and tracking related to business size, ownership, and participation in the procurement process.
- As of June 2024, the Department finalized its contract with JAGGAER for a procurement suite to be integrated with the state's ERP and provide functionality for bidder registration, strategic sourcing, catalog shopping for statewide contracts and contract management. The Department executed a contract with JAGGAER for professional services to include system design and configuration, testing, data conversion and integrations, training development and other related services to support successful implementation of the procurement suite as part of the NextGen project.



DATA COLLECTION

The Department commits to improving data collection and tracking in the procurement process.



DATA CLEANSING

Coordinated cleanup activities of existing data to prepare for future data migration.

A. (Contd.)

The Department commits to improving data collection and integrity for analysis, decision-making and transparency.

Status: In progress

Activities During Reporting Period:

- During July to September 2024, the state completed unit testing to validate individual components of the system and ensure proper functionality. The state held Prototype 1 confirmation sessions to gather additional feedback and refine processes. Prototype 2 confirmation sessions were scheduled. A prototype build is a working model of the system designed to demonstrate its functionality and workflows, which allows stakeholders to review, test and provide feedback during the development phase.
- During October to December 2024, the state finalized Prototype 2 confirmation sessions after incorporating feedback and refining designs. The project team began work on Prototype 3 to address remaining system areas. System Integration (SIT) Testing preparations began for finance and procurement system areas. The Department supported the State Accounting Office's efforts to improve supplier data through a communication campaign, including a 1099 insert, to encourage businesses to update contact information.

Estimated Duration: Q3 2022 through September 2025 and then ongoing.

B. In addition, the Department will facilitate engagement of existing communication channels to enhance partnerships with key stakeholders.

Status: Complete and ongoing

Activities During Reporting Period:

The Department continues to utilize the communications and social media platforms available to garner attention and promote networking opportunities with key stakeholders and the small business community. Below are activities undertaken during the reporting period:

- The Department developed marketing and communications strategies centered on promoting the new Georgia Business Certification Program. Several campaigns were launched to include a “Did you Know” series, in addition to promotions created around national events such as Women History Month and Black Business Month.
- Promotion of the Small Business and Supplier Diversity program continues through frequent communications blasts and weekly social media posts. Short video clips, as well as electronic graphic designed pieces were shared in email campaigns and on social platforms highlighting testimonials from business owners and feedback on the Georgia Business Certification program.
- Updating the Small Business and Supplier Diversity and the Minority Business Certification webpages is a continuous process to ensure that information is current and relevant to better assist those interested in obtaining certification with the state. A Frequently Asked Questions (FAQs) list was developed and uploaded to the DOAS website.



Social Media

Utilize social media to promote training and outreach events.

B. **(Contd.)**

In addition, the Department will facilitate engagement of existing communication channels to enhance partnerships with key stakeholders.

Status: Complete and ongoing

Activities During Reporting Period:

- New marketing handouts were rolled out and are now in use during outreach at community and training events. In addition, new banners and other promotional items were designed and developed for use at outreach events.
- The Department developed a marketing and communications calendar as part of its marketing strategy to promote its supplier training events, as well as partner events.

Estimated Duration: Complete as of June 2024 and ongoing.



Appendix

Small Business and Supplier Diversity Program Report Appendix

- [Access the October 2022 – September 2023 Small Business and Supplier Diversity Program Report on the Department’s website.](#)
- [Access the October 2023 – December 2023 Small Business and Supplier Diversity Program Report on the Department’s website.](#)
- [Access the January 2024 – March 2024 Small Business and Supplier Diversity Program Report on the Department’s website.](#)



SBSD Snapshots



Small Business and Supplier Diversity Program Snapshots



(From left to right) Mary Chapman, Deputy Director, Terri Dennis, District Director SBA Georgia District Office and Julian Bailey, SBSD Manager at the City of Savannah 2024 Mayor's Small Business Conference on April 30, 2024.



Attendees at the "Get Procured Workshop" conducted by the Department staff and hosted by Our Village United in Atlanta on May 8, 2024. Attendees were able to register on site in the state's procurement system.



(From left to right) Lanique Bradley, Communications and Supplier outreach Specialist and Crystal Langley, Sr. SBSD Specialist meeting with business owners at the City of Albany "Partnership Powerhouse Initiative" on June 27, 2024.

Small Business and Supplier Diversity Program Snapshots



From left: Crystal Langley, Sr. SBSD Specialist and Lanique Bradley, Communications Outreach Specialist meeting with suppliers at the Greater Georgia Black Chamber of Commerce supplier event on August 26, 2024.



Julian Bailey, SBSD Manager (second from left on stage), responding to questions about the certification process in a panel discussion at the Greater Women Business Council's Power of Partnering Marketplace event on September 25, 2024.



From left to right: Julian Bailey, SBSD Manager, Viktor Opara-Amaechi, GDOT Assistant Administrator, Crystal Langley, Sr. SBSD Specialist and Kimberly King, GDOT EEO Director, at the GDOT 7th Annual Small Business Workshop on October 24, 2024.

Small Business and Supplier Diversity Program Snapshots



From left to right: Julian Bailey, SBSD Manager, Brigitte O'Michaels, author of Gurl Fix Your Crown and Lanique Bradley, Communications and Outreach Specialist, at the WOW Retreat for women business owners on November 8, 2024.



From left to right: Monique Hicks, Supplier Diversity Program Manager with the Federal Reserve Bank, Sonji Franklin, Director of MBE Services with GMSDC and Crystal Langley, Sr. SBSD Specialist, at the Georgia Minority Supplier Development Council (GMSDC) new member orientation on December 4, 2024.



Julian Bailey (far right), SBSD Manager, at the Queen City Women in Business Georgia Chapter Readiness Roundtable on December 9, 2024.



www.doas.ga.gov