



## Legislation Text

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File #: 2018-950, Version: 1

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### U.S. Small Business Administration Partnership Agreement

Agenda of: October 10, 2018

Item No.: **2018-950**

Amount: N/A

**TO:** The Honorable  
Board of Directors  
Great Lakes Water Authority

**FROM:** Sue F. McCormick  
Chief Executive Officer  
Great Lakes Water Authority

**DATE:** October 10, 2018

**RE: Presentation: Strategic Alliance Memorandum between the United States Small Business Administration and the Great Lakes Water Authority**

#### MOTION

Upon recommendation of Nicolette Bateson, Chief Financial Officer & Treasurer, The Board of Directors (Board) of the Great Lakes Water Authority (GLWA), **receives and files the Presentation: Strategic Alliance Memorandum between the United States Small Business Administration and the Great Lakes Water Authority;** and authorizes the CEO to take such other action as may be necessary to accomplish the intent of this vote.

#### BACKGROUND

The GLWA Small Business Initiative (SBI) was launched in April 2018 to not only increase competition in GLWA solicitations, but to encourage the local small business community to bid on GLWA projects. The U.S. Small Business Administration's Strategic Alliance Memorandum (SAM) is a partnership between the GLWA and the SBA to join forces in meeting the needs of the small business community.

The SBA is a great resource to small businesses and will provide information about programs, services, various development centers, and speakers. In addition, small businesses will be afforded federal procurement opportunities. GLWA's role is to insure they are aware of all of these valuable resources.

Constance Logan, SBA's Michigan District Director, as well as Hodari Brown, SBA's Public Affairs Specialist will attend

the GLWA Board Meeting on October 10, 2018 for signature of the SAM.

**JUSTIFICATION**

The SBA provides essential resources to small businesses at no cost and expands GLWA's business recruitment network. GLWA will inform our small business partners of these opportunities to assist and grow their businesses including those in the GLWA service area. As part of the SAM, SBA will assign local liaisons to GLWA to assist us in supporting the needs of our regional small business community program.

This local SBA liaisons will encourage small businesses to register on Bonfire to afford them our solicitation opportunities. GLWA will benefit by not only receiving an increase in competitive responses, but from local businesses that have access to educational opportunities through the SBA.

**FINANCIAL PLAN IMPACT**

None

**SAVINGS, COST OPTIMIZATION, AND REVENUE ENHANCEMENT IMPACT**

While not readily quantifiable, this program advances the Effective Utility Management attribute for enterprise resilience by expanding the supplier base.

**COMMITTEE REVIEW**

This item is being presented to the Board as a whole.

**SHARED SERVICES IMPACT**

This item does not impact the shared services agreement between GLWA and DWSD.