

By Angela Soyemi

NewsLink is the vital source of relevant news and information about Corporate Supplier Diversity and minority business development within the State of Georgia.



GMSDC, The Resource for Linking Committed Corporations and Progressive Minority Suppliers

The mission of GMSDC is to foster and expand mutually beneficial economic opportunities between certified minority enterprises and corporations within the state of Georgia. Join us today and take your business to the next level.

GMSDC is a not-for-profit organization that links corporate America and minority-owned enterprises in long-term business partnerships. The Council trains, educates, and sensitizes corporations about the economic benefits of using certified minority businesses, and works to better equip certified minority businesses to compete for contracts. GMSDC is a regional affiliate of the National Minority Supplier Development Council.

Visit www.gmsdc.org or call 404.589.4929 for more information.

EVENTS

ONGOING
1st Tuesdays. Pre-Certification Briefing
 Learn more about membership benefits
 May 6, 2008
 June 3, 2008

www.gmsdc.org for monthly event dates and details

Do you have suggestions for news topics in GMSDC's NewsLink? Send your ideas to Angela Soyemi at angelas@gmsdc.org

Fortune 500 Corporations Look to GMSDC for Qualified Minority Businesses

Courseault Commercial Inc. Delivers on Time

As a commercial construction and service company, CCI delivers general contracting, moving and complete furniture installation solutions to corporations like AT&T, Bank of America, CVS Pharmacy, Grady Memorial Hospital and Macy's. LeRoy Courseault, president, sits on the GMSDC Board of Directors as the chairperson of the Real Estate and Facilities Services Industry Group. His primary objective is to engage industry group members in developing partnerships and alliances with each other, and to expand business relationships with corporate members.

Bank of America, the nation's leading bank retailer, was CCI's first customer more than 10 years ago. Today, CCI continues to provide interior build-out of office space and bank branches throughout the metropolitan Atlanta area.

ARS Mechanical LLC Firing on All Cylinders

Since opening its doors in 2002, ARS has enjoyed an average growth rate of 190 percent. This phenomenal growth can be directly attributed to the company's ability to deliver excellent service, quality workman-

ship and dedicated attention to its customers needs. A number of ARS's corporate clients include Macy's, UNICCO, Tenet Health Care, Sodexo and Johnson Controls Inc. The company has sub-contracted 65 percent of its work to MBEs and has worked with GMSDC MBEs including Courseault Commercial Inc., and Edmondson and Associates.

Many factors have contributed to ARS's success, including president Al Shepherd and vice president Sadat Nichols attending and participating in various business development programs. Johnson Controls Inc. awarded scholarships to ARS executives to attend the Tuck School of Business Executive Management Program at Dartmouth College and participation in GMSDC's Centers of Excellence program, which enhances successful business relationships between corporations and MBEs. Its successes have been recognized by the U.S. Department of Commerce's Minority Business Development Agency, which named the company "Regional Construction Firm of the Year."

ARS is currently working on several projects throughout the city, including a mechanical services contract with DeKalb County; a HVAC maintenance project for Atlanta Public Schools; various mechanical jobs for Fort Gillem; and HVAC installation for the City of Atlanta Parks and Recreation Department.

Why Should I Get Certified?

Are you interested in doing business with Georgia's *Fortune* 1000 companies? "MBEs can benefit from the many opportunities offered through GMSDC certification services, corporate networking, educational programs and other minority business development programs," says Lissa Owens, GMSDC Chair Board of Directors, Georgia-Pacific LLC. The mission of GMSDC is to foster and expand mutually beneficial economic opportunities between certified minority enterprises and corporations within the State of Georgia. Join us today and take your business to the next level.

For more information on minority certification or corporate membership, visit www.gmsdc.org or call 404.589.4929.

Billion Dollar Roundtable Corporation

Johnson Controls Inc. is a member of the Billion Dollar Roundtable. The Billion Dollar Roundtable was created in 2001 to recognize and celebrate corporations that achieved spending of at least \$1 billion with minority- and woman-owned suppliers. JCI spent nearly \$35 million with GMSDC-certified MBEs in 2007 alone. The company's diversity business initiative is a part of its overall corporate business strategy to focus on contracting with certified minority-, woman-owned and historically under-utilized businesses.

JCI offers innovative automotive interiors that help make driving more comfortable, safe and enjoyable; as well as products and services that optimize energy use and improve comfort and security in buildings. The company also provides batteries for automobiles and hybrid-electric vehicles, along with systems engineering and service expertise.

GMSDC CONGRATULATES AWARD WINNERS

We honor the winners of our "Spirit of Alliance" Awards dinner. Visit www.gmsdc.org to see a complete listing of the 2008 winners for outstanding work in minority business development and supplier diversity.