



MINORITY & WOMEN-OWNED SMALL BUSINESS ENTERPRISE

"Business Opportunities That Empower Our Community"

Photo by Terrance Raper on Unsplash



MMBC Recognized SCS as a Finalist for the Robert R. Church, Sr. Corporation of the Year Award

On November 17, 2021, Shelby County Schools (SCS) was recognized as a top finalist for the Mid-South Minority Business Continuum (MMBC) coveted 2021 Corporation of the Year Award at the annual Robert R. Church, Sr. Achievement Awards event. This recognition was the direct result of great leadership from Shelby County Schools Board Members and Superintendent Dr. Joris Ray, in addition to SCS Divisions working together with the Department of Minority, Women-Owned and Small Business Enterprise (MWSBE) and Procurement Services.

We are increasing our outreach efforts to include the MWSBE 101 workshop and the Doing Business Series. The purpose of the MWSBE 101 workshop is to provide vendors with relevant information and assistance related to MWSBE Program procedures including MWSBE documentation requirements.

The Doing Business Series will provide attendees with an overview of upcoming bid opportunities with specific SCS departments along with an overview of the MWSBE program. The purpose of this event is to increase MWSBE participation with SCS. The first event in the series featured Nutrition Services, Procurement Services, and the Department of Minority, Women-Owned, and Small Business Enterprises.

We are truly grateful to be recognized by MMBC for our efforts in promoting MWSBE participation and we encourage local businesses to call us at 901-416-4737 or email us at mwbe@scsk12.org for more information about our programs.



(T. Scales, A. Williams, J. Douglas & K. Massey)

MWSBE Team

INSIDER NEWS Business Spotlight

Grace Therapy, LLC

Owner: Michelle Grosmann

Page 2

Systems Technologies, LLC

Owner: Jeremy Simpson

Page 3



CATALYST FOR SUPPLIER DIVERSITY

CHIEF GENARD A. PHILLIPS



Chief Genard A. Phillips
Business Operations

Under the leadership of Chief Genard A. Phillips, the mission and purpose of the Business Operations team is to provide support services and deliverables to the District in the most efficient and cost-effective manner to enable the District to focus on its core competency of providing the best education possible for students.

Business Operations and its departments – Asset Management, Construction, Custodial/Grounds Operations, Facilities Maintenance, Facilities Planning, Nutrition Services, Procurement, Transportation, and Warehouse & Fulfillment – strive to provide world class business operations that support high student achievement. “The importance of driving business opportunities through our MWSBE program is to help empower the community, champion change, and strengthen business equity, all while creating opportunities for minority, women, and small businesses to naturally grow through SCS’s procurement needs.”

FEATURED WBE



Michelle Grossmann

“Doing a good job for your customer and investing in them is key to growing your business,” said Grossmann.

Contact Information
280 Richbriar Street
Memphis, TN 38120
(901) 351-8647

GRACE THERAPY

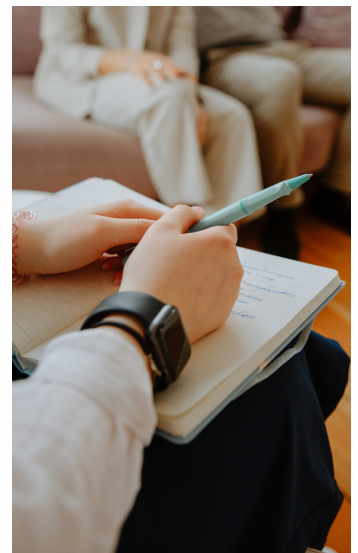
MICHELLE GROSSMANN, OWNER

Grace Therapy is a certified Woman-Owned Business Enterprise (WBE), owned by Michelle Grossmann. For approximately 26 years, Grace Therapy has been providing multiple services which includes occupational therapy, physical therapy, and speech language therapy for school aged children.

Grossmann has an undergraduate degree from Delta State University in Cleveland, Mississippi, and earned a master’s in occupational therapy from Texas Women’s University in Houston, Texas. After college, Grossmann began working for a major hospital for about seven years.

After working at the hospital, Grossmann found a new calling to start an occupational therapy practice. Once the practice was established, Grossmann began to grow her business by partnering with Shelby County Schools which had a huge impact on her company. “Doing a good job for your customer and investing in them is key to grow your business,” Grossmann describes.

Michelle Grossmann wants recent graduates to know it can take a while to build a business. One must work hard, be honest, dependable, strive for your best, and not give up. Grossmann says, “People have to work at their own pace, and love what they are doing to be successful.”





Jeremy Simpson

Contact Information

1779 Kirby Parkway, Bldg. 1
Memphis, TN 38138
Office: (901)-864-6501



SYSTEMS TECHNOLOGIES, LLC

JEREMY SIMPSON, SENIOR CONSULTANT

Systems Technologies, LLC. is a certified Minority Business Enterprise (MBE) IT consulting firm that specializes in IT and infrastructure solutions. This firm provides security services for multiple industries including retail, banking, transportation, healthcare, government, education as well as residential.

by Alexandria Baker-Williams, MWSBE Specialist

Alexandria Baker-Williams: Mr. Simpson, thank you for taking the time to share your knowledge and experiences with us. How did you start your IT business?

Jeremy Simpson: I majored in computer science with applied mathematics, and IT has always been a passion. Before starting in IT, I worked with the Memphis Airport Authority in contract compliance. Working in contract compliance at the airport provided me with the opportunity to see business owners that look like me. After working with the airport, I started working in IT full-time and my first job was to provide West Memphis School District with computers.

Williams: How long have you been working with Shelby County Schools (SCS)?

Simpson: I have been working with SCS for 10 years and it has been a great working relationship. In the last four years we have installed audio equipment in the schools, provided leadership conferences with AV equipment, and now we are working with First Student Transportation.

Williams: What is your role as a sub-contractor on the First Student Transportation contract with Shelby County Schools?

Simpson: We installed surveillance equipment on 300+ school buses on the First Student Transportation contract. On each bus six cameras were installed along with recorders which provides the customer with updates on the bus it was installed on.

Williams: How has this subcontractor opportunity impacted your business?

Simpson: This subcontractor opportunity has impacted my business tremendously. It has opened a new avenue of opportunities nationally. We now partner with First Student Transportation on installations around the country. We have completed installations on all vehicles that transport students in Illinois, Oregon, South Carolina, California, and South Dakota.

Williams: What advice would you like to share with businesses that might be hesitant in registering with supplier diversity programs?

Simpson: I will tell them that you are missing out on the ability to grow and create opportunities for your business. We have installed equipment on vehicles but not on this level. It is not because we could not but because the opportunity was not there. Being a certified MBE vendor with Shelby County Schools afforded us the opportunity to participate on projects like the First Student Transportation contract. Sometimes small businesses are unable to bid as the prime bidder but participating as a subcontractor can get you a seat at the table, increase your knowledge, and add to your business portfolio.

Williams: What services are you currently offering?

Simpson: Currently we are offering IT strategy and consulting, business intelligence and analytics, data networking, system configuration, security camera installation, phone system installation, audio visual, access control, and network cabling.

Williams: How would you define success?

Simpson: I would define success by asking, "What makes you happy?" If you are happy driving school buses or sweeping streets, be the best street sweeper you can be. Because if that is what you are good at and that is what you love to do, that is success. I do not think money can define success: it can create a sense of happiness, but it doesn't create success.

Williams: Mr. Simpson, again thank you for taking the time to share your knowledge and experiences with us. We wish you continued success in all your business endeavors.



SAVE THE DATES

MWSBE MISSION

"Business opportunities that empower our community"

The mission of the Minority, Women-Owned and Small Business Enterprise (MWSBE) Program is to promote equity, eliminate barriers to participation and increase access in procurement opportunities with Shelby County Schools.



MWSBE PROGRAM 101 WORKSHOP

DECEMBER 8, 2021
11:00 A.M. - 12:00 P.M.
LOCATION: VIRTUAL
COST: FREE

WHO SHOULD ATTEND:

- All Bidders
- Non-Certified MWSBEs
- Certified MWSBEs
- Entrepreneurs
- Business Owners
- Business Managers
- Sales Managers

This supplier diversity workshop is designed to provide vendors with relevant information and assistance related to MWBE Program procedures including MWBE documentation requirements.

[Click Here To Register](#)

MINORITY, WOMEN-OWNED AND SMALL BUSINESS ENTERPRISE PROGRAM

I'm Certified, What's Next?

This workshop will cover a range of topics to include an overview of Shelby County Schools-Minority, Women-owned and Small Business Enterprise Program.

Who should Attend? Certified MBE, WBE, and/or SBE
December 15th, 2021
11:00 a.m. - 12:00 p.m.
Location: This is a webinar
Cost: This workshop is Free

[Click Here To Register](#)

MWSBE OFFICE

Joyce Douglas

MWSBE Manager

Email: douglasja@scsk12.org

Tara Scales

MWSBE Assistant

Email: scalet@scsk12.org

Kanisha Massey

MWSBE Specialist

Email: masseykl@scsk12.org

Alexandria Baker-Williams

MWSBE Specialist

Email: bakeran@scsk12.org

Website:

www.scsk12.org/mwbe

Certification Agencies	MBE Certifications	WBE Certifications	SBE Certifications
City of Memphis	✓	✓	✓
Memphis and Shelby County Airport Authority	✓	✓	✓
Mid-South Minority Business Council Continuum- Uniform Certification Agency (UCA)	✓	✓	✓
Shelby County Government	✓	✓	
TriState Minority Supplier Development Council (TMSDC)	✓		