

SEED Quarterly

A newsletter from SMUD's Supplier Education and Economic Development program

Get help with bidding on governments contracts

SMUD's SEED team has partnered with the California Capital Procurement and Technical Assistance Center (PTAC) to offer FREE local resources to support your success in bidding for government contract opportunities.

We want our local small businesses to succeed, just as many did last year by working with PTAC to secure more than \$47 million in government contracts.

Led by California Capital Program Director Ivor Newman, PTAC's small business support for government contracting includes trainings, workshops and one-on-one counseling for business in many northern California counties.

- Government contracting
- Department of General Services (DGS) certifications
- Marketing
- Researching Procurement Histories
- Networking
- Identifying Bid Opportunities
- Proposal preparation

- Contract performance issues
- Cost and pricing guidance

If you or someone you know is a small business owner interested in contracting with government or public agencies, don't wait to take advantage of the FREE services offered by your local PTAC.

Learn more at cacapital.org/ptac/info/ •

"Becoming certified to bid on work for groups and agencies is extremely intimidating, but PTAC helped me simplify the process and pointed me toward agencies interested in our services."

— Katherine Adraklas, Capital Training

Upcoming projects

Environmental Regulatory Support Services	\$6,000,000
General Line Construction	\$8,000,000
R & D Grid Technical Services	\$500,000

Visit smud.bids.org for more information. •



Upcoming events with SMUD's SEED team

- 10/15/19** **Destination Sacramento Lab & Reception**
6 – 7:30 p.m.
Sheraton Grand Sacramento
1230 J Street, Sacramento, CA 95811
- 10/21/19** **How to do Business with SMUD - Part I**
10/30/19 **How to do Business with SMUD - Part II**
9:30 - 11:30 a.m.
California Capital
1792 Tribute Road, Ste. 270
Sacramento, CA 95815
- 12/9/19** **How to do Business with SMUD - Part I**
12/17/19 **How to do Business with SMUD - Part II**
9:30 - 11:30 a.m.
California Capital, 1792 Tribute Road,
Ste. 270, Sacramento, CA 95815

“Graduating” the SEED Program - LEHR Auto Electric

Founded in 1945, LEHR Auto Electric (LEHR) started as an auto repair shop specializing in electric and carburetor repairs in Sacramento. It wasn't long before LEHR became known locally as experts in the auto repair industry. As a certified small business, LEHR found success through participation in SMUD's SEED program, winning its first contract back in 1998. They soon became a preferred supplier of lights and sirens to local government agencies, not only here in SMUD territory, but throughout California.



in diagnostics and repair, combined with honesty and excellent customer service, that drives SMUD's allegiance to the LEHR brand.”

“When it can't be figured out, it gets sent to LEHR.” — Jimmy Hartt, SMUD

LEHR's supported nearly 100 contracts with SMUD throughout its history while building a stellar reputation in the field. It's currently contracted with SMUD for a variety of items--from automotive lighting supplies to Panasonic laptops and accessories.

“LEHR knows electrical like no other here in Sacramento,” says Jimmy Hartt, SMUD Fleet Operations. According to Hartt, “It's this expertise

We're happy to share that LEHR became so successful, it “outgrew” our SEED program in 2018 by exceeding the requirements for certification as a small business (100 employees or less and \$15M or less gross revenues averaged across a 3-year period).

LEHR's growth is exactly what the SEED program is all about – providing contracting opportunities to promote local business development and support the overall economic vitality of the SMUD service territory. •

SMUD awarded **\$109M** in contracts to **local small businesses** last year.

‘LIKE’ us on LinkedIn or Facebook to learn about upcoming events and solicitations.



Recently awarded SEED contracts

Western Contract Furnishers	Pinnacle Tables
Central Valley Carrier Service	UPS Mail Pick Up & Delivery
Kortick Manufacturing	Bolt Double-arming Galv STL 7/8 x 36
Elevator Industries, Inc.	Elevator Technologies
Power Systems Distributing	Insul Horz LP 115KV Polymer Trunnion
George Hills Company, Inc.	Claims Administration

Contact Us

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