



MICHIGAN DISTRICT OFFICE

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SBA & Great Lakes Water Authority Affirm Commitment to Getting Small Businesses Contracting Opportunities Nationally, \$18 Million Set to Promote Small Business Global Trade

DETROIT – The United States Small Business Administration (SBA) and the Great Lakes Water Authority (GLWA) are joined by a common mission; helping start, maintain, and expand small businesses. Therefore both the SBA and the GLWA have entered into a Strategic Alliance Memorandum on October 10, 2010 that will allow both parties to work together in the spirit of cooperation and open communications, consistent with law, with the primary goal of meeting the needs of the small business community.

The Great Lakes Water Authority (GLWA) is a regional water and sewer authority that services nearly 40 percent of the water customers in Michigan. GLWA provides wholesale water and waste water services to 127 municipalities in eight Southeastern Michigan counties, which is equivalent to approximately 3.9 million customers. In keeping with the spirit of collaboration from which GLWA was created, the authority is governed by a Board of Directors that includes one representative each from Oakland, Macomb and Wayne counties as well as two representatives from the City of Detroit, and one appointed by the Governor of the State of Michigan to represent customer communities outside the tri-county area. Through regional collaboration, GLWA strives to be the provider of choice dedicated to efficiently delivering the nation's best water and sewer services in partnership with our customers. The mission of GLWA is to exceed our customers' expectations by utilizing best practices in the treatment and transmission of water and wastewater, while promoting healthy communities and economic growth

The mission of the SBA is to aid, counsel, assist and protect the interests of small business by providing financial, contractual and business development assistance and advocating on their behalf within the government. SBA district offices deliver SBA programs and services to the public. Each Party has separate services and resources which, when delivered in coordination with each other, will provide maximum benefits to the small business communities served.

“This agreement allows the SBA and GLWA to work together to match small business owners with future procurement opportunities within GLWA,” says Constance Logan, SBA district director.

The purpose of this Strategic Alliance Memorandum (SAM) is to develop and foster mutual understanding and a working relationship between the SBA and GLWA in order to strengthen and expand small business development in the GLWA service area.

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About the U.S. Small Business Administration

The U.S. Small Business Administration makes the American dream of business ownership a reality. As the only go-to resource and voice for small businesses backed by the strength of the federal government, the SBA empowers entrepreneurs and small business owners with the resources and support they need to start, grow or expand their businesses, or recover from a declared disaster. It delivers services through an extensive network of SBA field offices and partnerships with public and private organizations. To learn more, visit www.sba.gov.