



WEST PALM BEACH

LET'S TALK PROCUREMENT

A QUARTERLY PUBLICATION FROM THE OFFICE
OF SMALL MINORITY BUSINESS PROGRAMS



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MAYORS IMPRESSED WITH CITY AFTER NATIONAL MEETING

Mayor Keith James hosted the African American Mayors Association's (AAMA) Fourth Quarter Board of Trustees Meeting, Dec. 6-7, 2024. Mayors from across the country visited West Palm Beach and were introduced to the City's departments, parks and iconic tourist spots. The agenda included fireside leadership chats, panel discussions, tours through Heart & Soul Park, and a session on "Hearing the History" in the Historic Northwest neighborhood.

One mayor shared the following with the Association Chairman:

Dear Chairman Reed and CEO Dickerson,

I wanted to take a moment to express my heartfelt gratitude for the opportunity to attend the Board of Trustees weekend in West Palm Beach, FL. It was an honor to be part of the meeting, which I found incredibly informative and insightful. The discussions and activities deepened my understanding of the organization's goals and mission, and I left feeling inspired by the impactful work being done.

The entire agenda was thoughtfully curated, and the sessions on redevelopment, leadership, and entrepreneurship were particularly enlightening. The fireside chats and panel discussions provided valuable perspectives I will carry forward in my efforts to make Mableton, Georgia, a better city. Mayor James is to be commended for the work he continues to do in West Palm Beach.

I look forward to becoming more actively involved and am eager to offer my skills and time to help advance the mission of AAMA. Please do not hesitate to reach out if there are any opportunities where I can be of service. Thank you for this remarkable experience.

Mayor Michael Owens
City of Mableton, Georgia



Mayor Keith A. James, City Administrator Faye Johnson with Frank Hayden, Office of SMWBE.



Tamara Minto, Lamont Humber, Paula Humber and Frank Hayden.

FREE WORKSHOP HARNESS "THE POWER OF PUBLIC SPEAKING"

Join master communicator Corey Saban of CS Media Works for a FREE four-part series workshop that will take your communication to the next level.

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Register now: bit.ly/PowerofSpeaking

Time: Feb. 5, 12, 20 and 26, 2025 from 5:30-6:30 p.m.
Place: Mandel Public Library Auditorium
411 Clematis St., West Palm Beach, FL 33401

LOCAL BUSINESS SPOTLIGHT ABUNDANT AIR HEATING AND COOLING, INC.

Recently certified with the City of West Palm Beach, Melvin Stinson Sr., the owner of Abundant Air Heating and Cooling, Inc., is excited about this new chapter and is looking forward to serving his community and contributing to the local economy in this new capacity.



“The certification offers a wide range of advantages; however, I think the biggest one is that it enhances our visibility within the community and provides opportunities to collaborate with the city,” Stinson said. “I would encourage businesses to certify themselves as a way to accomplish the same goals. Certification can open doors to new projects and help establish a portfolio of credibility.”

Abundant Air Heating & Cooling, Inc.’s mission is to provide its customers with expertise in selecting and installing efficient HVAC solutions. With more than 25 years of experience from the design phase to construction, its team is dedicated to delivering maximum interior comfort to a wide range of markets. They are skilled professionals who not only bring technical expertise to the field, but who also provide solutions that meet customers’ unique needs and improve energy efficiency. Established with a client-driven philosophy in 2007, Abundant Air Heating & Cooling, Inc. is a trusted partner for commercial, residential, and industrial clients.

Melvin Stinson Sr., MBA, CAC, CFM, PMP
CEO/President of Abundant Air Heating & Cooling Inc.
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<https://abundantairheatingcooling.com/>

GET READY TO BID! DISCOVER WHAT OPPORTUNITIES AWAIT

Ready to do business with the City of West Palm Beach?

Discover what projects are coming up in 2025 now. Upcoming solicitations, or a “heads up” list of projects being readied, is an opportunity to prepare beforehand for bids, in which your company may be eligible to compete.

To review upcoming solicitations, vendors have to be enrolled in DemandStar.

Partial List of Upcoming Solicitations

(as of December 19, 2024)

- o Professional Services for Fern Street Extension
- o Security Guard Services
- o Purchase, Configuration and Training on P25 Radio Equipment
- o Citywide Vending Machines
- o Term Contract Furnish & Deliver Liquid Carbon

HOW TO GET STARTED

1. Visit <https://www.wpb.org/Departments/Procurement/Solicitations>
2. Visit DemandStar at: <https://network.demandstar.com/for-business/>
3. Register for DemandStar, if you do not already have a login
4. Search for projects based on keyword filter(s), such as “City of West Palm Beach”

