

• Leadership  
• Expectations  
• Transparency  
• Stability

CITY OF ATLANTIC CITY  
OFFICE OF THE MAYOR

• Accountability  
• Credibility  
• Excellence in Execution



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## NEWS RELEASE

FOR IMMEDIATE RELEASE

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### **City of Atlantic City Holds Successful, First-of-Its-Kind Business Education Seminar**

**Atlantic City, N.J. (September 27, 2023)** – The City of Atlantic City held a successful, informative seminar on Thursday, September 21<sup>st</sup> for individuals interested in learning the proper protocol for obtaining business with the city. The ‘How to Do Business with the Great City of Atlantic City’ seminar was organized by Mayor Marty Small, Sr., City Councilman-at-Large Bruce Weekes and the city’s Chief Financial Officer Toro Aboderin, along with members of the City of Atlantic City Revenue & Finance Department.

More than 100 individuals signed up for the free seminar that took place at City Hall Council Chambers. Attendees were educated on RFPs (Request for Proposals), RFQs (Request for Quotes), bids, binding, vendor opportunities, professional service contracts and more. The lesson agenda was as follows:

#### **Becoming A Vendor**

- A Rundown of the most important items vendors must have to do business with the city and other government agencies.

#### **Purchasing Fundamentals**

- A review of the statutory set amounts the city must abide by for all contracts and the procedures involved for each.

## Basic Procedures

- Internal processes followed from receipt of bid/proposal/quotation to awarding of contract/issuance of purchase order.

## Payment Procedures

- Rundown of the payment process

“One of my main focuses is to revitalize small businesses in the Great City of Atlantic City, especially minority-owned businesses, and I’ve put my money where my mouth is on this,” said Mayor Small. “We’re always hearing people asking why the city isn’t awarding contracts to local businesses, and the answer is because nobody local is applying. Hopefully free programs like this one will change that, as education is the perfect place to start.”

“We need a more diverse base of vendors available to us to do business with, including minorities, and Atlantic City people in general,” said Councilman Weekes. “We understand that when Atlantic City businesses thrive, we as a government thrive, we as a community thrive, and more money stays in the city. This is a great first step to educate the public on how to do business with us, and let our local businesses know we want to do business with you.”

Also on hand for the seminar were City of Atlantic City Solicitor Michael J. Perugini, Michael Chait with the Greater Atlantic City Chamber of Commerce, Ana Villagran with the New Jersey Department of Treasury, Kim Carter with the African American Chamber of Commerce - PA, NJ, DE, and city Revenue & Finance employees Kelly Astin, Paul Bodine and Nicole Kramer.

‘How to Do Business with the Great City of Atlantic City’ is part of Mayor Small’s continuing education series for Atlantic City residents, which also includes the Small Business Academy, scheduled to begin its next cohort later this Fall.

The entire presentation can be viewed under the ‘Meeting Recordings’ section of the City of Atlantic City website: <https://www.acnj.gov/pages/meeting-recordings>.

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