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Community Forklift: Turning the Waste Stream into a Resource Stream

The Clean Water Partnership leadership team spends numerous hours working with local agencies and organizations that support the mission of improving water quality and environmental stewardship in the County.

Along the journey, the team came across Community Forklift, a non-profit reuse center for home improvement supplies – think, the Home Depot of thrift stores! Tucked away in the Hyattsville Arts District, the 40,000 square foot warehouse offers modern and vintage building materials, tools, hardware, lighting, plumbing fixtures, appliances, architectural salvage, vintage furniture, and antiques. The store accepts (and collects) materials donated by businesses and community members in the metro DC region. The items are then processed for pricing and made available to the public at a very low cost. There are often finds of brand new items at 40 – 50% off. Since 2005, Community Forklift has prided themselves on assisting homeowners with inexpensive repair materials, reducing disposal costs for builders, and supporting the local workforce by creating several green jobs. On any given day, you can walk into Community Forklift and receive a warm welcome from one of their 40 employees and receive assistance on finding your treasure of choice. From vintage doors to sparkly tiles and even that rare colored wood

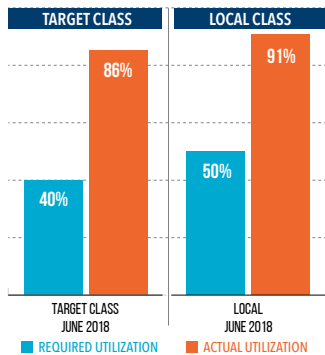


panel cabinet door that you can't seem to find anywhere, this place has it all! Customers rave at the selection of eco-friendly, Amazon Select latex paints that can be used on drywall, wood and is safe for interior or exterior applications. Community Forklift serves as the only store in the metro region authorized to sell this environmental favorite.

Community Forklift uplifts the community through its budding partnerships and service programs. The Home Essentials Program offers assistance

Story continues on page 5

By the Numbers



Program Costs Expended To Date

\$92.3M

Local/Minority Business Participation

\$78.5M

Phase 2 Estimate at Completion

Number of Sites Estimated Acres

170

4,000

Current Status Completed/In Progress

of Sites June '18 Credits Acres

94

2,130

Reporting period as of June 30, 2018.

CWP Supportive Services

The Clean Water Partnership (CWP) continues its efforts to build Prince George's County small business capacity supporting the mission of its community based public private partnership (CBP3). Entering the final year of Phase 1, the CWP made an investment in a customized supportive services approach funding specific service offerings to increase the capabilities for each Mentor Protégé firm. The CWP believes this can positively change the business trajectory of the Mentor Protégés. Supportive services needed include: tax preparation and advisory services, accounting outsourcing, employee onboarding, human resources procedures, information technology assessments, strategic planning, marketing and branding support.

The CWP then allocated funds earmarked for vendors capable of providing the aforementioned supportive services to each Mentor Protégé as needed. The one caveat for the fund's disbursement, was the requirement that supportive services providers be located in the local community. The CWP MPP Team established consulting agreements with approximately twelve supportive services firms in Prince George's County. The following firms have provided fee-based support to Mentor Protégés since May 2018.

1. Anavo Transformation Solution, LLC
2. Sutter Group
3. Global Strategies, LLC
4. HRPro4You, LLC
5. Empowering Ideas, LLC
6. HRinMotion, LLC
7. Dickey & Associates, LLC
8. NGEN, LLC
9. Gryphon Consulting, LLC
10. Copeland Financial Group, Inc.
11. BrewtonMos, LLC
12. Turning Point Coaching, LLC

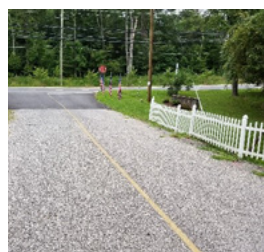
In this issue of The Drop, we highlight one of the supportive services firms, Anavo Transformation Solutions, LLC.



CWP Team Volunteer Day Junior Achievement Finance Park

On Monday October 15th, the Clean Water Partnership (CWP) volunteered at Junior Achievement (JA) Finance Park in Prince George's County. Dubbed as "JA Heroes", volunteers spent the day assisting 8th graders from Beltsville Academy with navigating a series of financial education exercises. Students were handed real life scenarios to include, an occupation and salary, family, credit score, debt and other personal stats. Volunteers guided students through a number of modules where they were tasked with creating a budget, shopping for necessities and paying monthly bills. As one could imagine, students were amazed and some, shocked, at the costs of everyday living expenses and the importance of planning ahead as it pertained to finances. Thanks to a well-designed curriculum by the JA organization, taxes, investments, philanthropic giving and loans were all weaved into the wealth of information. All 105 students proclaimed a new found appreciation for their parents and care takers, realizing that this is something that adults do on a consistent basis. Volunteers were delighted to see students sort through their "ah-ha" moments and shared interest of participating in other volunteer opportunities through JA. The CWP has supported JA since 2016 through volunteer service hours as well as the maintenance of 3 Best Management Practices (BMP) at the facility.

Clinton's Veterans of Foreign Wars (VFW) Post Receives BMP and Top State and National Ranks



Participation in the Clean Water Partnership (CWP) Alternative Compliance Program (ACP), didn't originate at the hands of Sergeant Major Mike Eason, but as the program was presented, he immediately recognized the benefits of having a Best Management Practice (BMP) installed at the VFW Post 9376 in Clinton, MD. An environmentalist at heart, Sgt. Maj. Eason strives to protect the Earth's natural environment through conservation and sustainable practices. This summer, at the 119th Veterans of Foreign Wars (VFW) National Convention, Sgt. Maj. Eason and thousands other VFW and Auxiliary members convened at the Bartle Hall Kansas City Convention Center, Kansas City, Missouri to conduct business, share ideas, cheer on their Department during awards and make preparations for the new year. It was here, where he was named All-American Commander and his post was ranked #1 Post in the state of Maryland and the 6th Worldwide. This past year, Senator Anthony Muse presented a Maryland State Proclamation to Sgt. Maj. Eason and other attending officers of VFW Post 9376 in recognition of their efforts in community service. Events such as the Comedy Toys for Tots and a Pajama Drive at the Children's Hospital in Washington, D.C. are amongst the many signature events. The CWP would like to extend a huge congratulations to Sgt. Maj. Eason and the VFW Post 9376. The team is looking forward to installing a micro-bioretenion device at the Clinton site in January 2019.



LEARN MORE

Awards:

- 2010 Top 100 MBE Award with the State of Maryland
- 2011 Enterprising Women Award with Enterprising Women Magazine
- 2012 SmartCPA with SmartCEO Magazine
- 2014 Merit Award for Service with Ryan Odele Mance Memorial Scholarship Foundation
- 2015 Brava! Award for Women CEOs
- 2018 Women of Leadership & Excellence Award with Women Leadership Magazine USA

Corporate Office:

Greenbelt, Maryland

Phone:

301-850-9611

Website:

www.AnavoTransformation.com

CONTRACTOR SPOTLIGHT

Anavo Transformation Services

How long has your company been in business?

I've been in business for a total of 21 years. In 1997, I formed my first business, DeAndar Associates, LLC, a financial management and government contracting compliance company. Since that time, I've owned and simultaneously operated four other businesses, to include Anavo Transformation Solutions, which is where we provide our dedicated focus in supporting the strategic and exponential growth of small businesses.

What specialty services does your company provide?

Anavo Transformation Solutions LLC is an organizational growth and development consulting firm. We offer strategic advisory, financial management and virtual CFO solutions, government contract compliance support and executive coaching. Our mission is to help a million small businesses achieve their first or next million dollars in profitable revenue.

What is a typical day like for you?

On a typical day you can find me strategically coaching and consulting CEOs of small businesses. I am either helping them develop their strategic plans for growth, performing financial analysis, or helping them develop winning proposal strategies. I am often a second set of eyes and ears for the CEOs I serve. After work, you will find me spending quality time with my husband, mother and two daughters or reading a really good book about business.

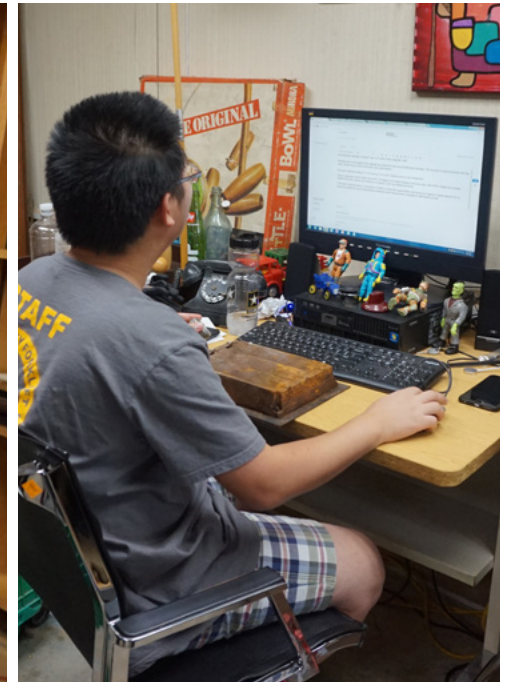
What do you like best about your job?

I am an educator at heart. Going far beyond the basic financial statement and developing tools to keep the pulse on business matters, I've always thoroughly explained the financial condition and impact of business. Over the years and still today I have the true pleasure of helping entrepreneurs bring their dreams into reality. Being able to advise and teach others how to grow successful businesses and to actually see their vision unfold is extremely rewarding for me. I absolutely love working with visionaries who are excited about igniting flames, creating opportunity for others, and building a legacy for their future.

What are you looking forward to gaining from working with the CWP?

We've been working with CWP over the past year serving as a strategic advisor to the small business protégés of CWP. This has been an enlightening and rewarding experience for Anavo Transformation Solutions, small business protégés, and for CWP. Our strategic process has helped all parties identify the gaps and risks that exist in their businesses and have further helped them build a strategic roadmap of successfully serving as a CWP partner and contractor in the market at-large.

End Time Harvest Ministries Summer Employment Program



For the fourth year, the Clean Water Partnership (CWP) supported the End Time Harvest Ministries (ETHM) Environmental Health Summer Employment Program. ETHM, a Prince Georges County (PGC) based non-profit, promotes youth involvement in the Port Towns (Bladensburg, Colmar Manor, Cottage City and Edmonston) and other county communities by equipping students with educational, social, and economic life skills to impact the health, wellness and wealth of communities. This past summer, over 70 students from Bladensburg and Parkdale High interned with 27 businesses and organizations across the County, exposing them to career sectors such as environmental science, health and human services, public policy and customer service. A few of the interns allowed us a peek into their workday, offering insight into the six week, paid program.

At the Low Impact Development Center in Beltsville we met Alondra Lopez-Carino, a rising IB junior attending Parkdale High School. Her main responsibilities included working on challenging projects to include flood control and major run-off. Alondra visited potential stormwater project sites, measured storm drains and documented the efforts through media database tracking. As a participant of the ETHM program since her freshman year, she enjoys educating others about things she has learned along her journey, such as gardening tips learned while working for Eco City Farms. Alondra has aspirations of pursuing a career in forensics and attending Harrisburg University in Pennsylvania.

Over at Community Forklift in Hyattsville, ETHM intern, Benjamin Zheng was heavily immersed in researching the price of a few vintage items for the organization's E-bay site. At a store where online revenue has helped to stabilize staffing during off-seasons, Benjamin's role was critical in moving tons of unique items through the system this past summer. Benjamin shared that the best part of his job was learning how anything could be donated and reused, ultimately contributing to a more eco-friendly and sustainable environment. As a rising senior, Benjamin is looking forward to finishing his year strong at Bladensburg High School and pursuing a Computer Science degree at the University of Maryland.

The PGC Department of Public Works & Transportation was thrilled to host 3 ETHM interns, Albert Denova (rising junior), Ezequiel Osorio (rising junior) and Blazion Gathogo (rising senior). The Bladensburg High School students spent their 6 weeks visiting construction sites, working on 3-D plans, inspecting failed light fixtures and a host of other projects attributing to the safety and efficiency of the County's roadways. Albert enjoyed working closely with engineers to improve the natural conditions of channels, better equipping them for a 100-year floodplain. Blazion shared that she plans to utilize what she learned this summer to teach others the importance of using rain barrels and why treating impervious surfaces is so important. Ezequiel added that the trio also contributed ideas to the PGC Traffic Response and Information Partnership (TRIP) App, which provides residents mobile traffic advisory information. The app is on track to include 3 additional languages (Spanish, French and Mandarin) as well as a more efficient processing system.

Aside from working at their perspective work sites, interns also participated in a Job Skills Workshop, hosted and facilitated by ETHM's founder, staff, board members, and volunteers. The interactive workshop covered an array of topics such as professionalism in the workplace (conduct and attire), resume preparation, job application completion and interviewing. Furthermore, competencies such as communication, decision making, planning/organization and problem solving were demonstrated through a series of role play exercises.

The 6 weeks concluded with a celebratory event that allowed employers, parents and students to provide testimonials of appreciation for this rewarding program. Yet, the biggest smiles were displayed when students were handed their hard earned and well deserved stipends! The CWP looks forward to future partnerships with ETHM and helping bright students to excel in academics and career readiness.

Community Forklift, COVER STORY CONT'D



to low-income families by providing home repair and other household essentials at no cost. In that same spirit, the Community Building Blocks Program works with local schools, non-profits, and volunteer groups in providing mini grants via store credits, allowing them to purchase building projects that serve the community. Voted DC's "Best Green Business" by the Washington City Paper for the past several years, the organization also conducts educational tours to teach the benefits of waste reduction and social entrepreneurship. The Annual Garden party, Forklift Fridays and the Funkyard Festival allows DIY enthusiasts to share ideas, learn new techniques, meet local artists, and participate in free workshops.

Community Forklift has also ventured into online sales where treasure seekers can find unique pieces such as a vintage 1964 Venetian pink toilet, a mid-century flush mount ceiling light or a 100 year old mortise and tenon pine panel door. The increased revenue due to online sales, has allowed them to keep workers employed throughout all months of the year. Community Forklift has received awards from Green America, EBay, the National Association of Rebuilder Industries (NARI), the Washington Post Express and a host of other organizations for their contributions in waste elimination and green job creation. Aside from growing its online database, Community Forklift has visions of becoming the anchor for the Prince George's County Eco District.

CWP Sidewalk Talks— Pull Up With Us!



The Clean Water Partnership (CWP) has conducted presentations at several Prince George's County Homeowner's Association (HOA) and City Council meetings, informing residents and stakeholders of forthcoming projects. When the CWP noticed the demand for meetings in communities with limited resources, the era of the Sidewalk Talk was born! The community outreach team, has hosted Sidewalk Talks in the Sherwood Forest and Cross Creek neighborhoods and have raved at the positive outcome. "Homeowners feel that they are in comfortable setting and are pleased at the convenience of it all" said Jam Kendrick, CWP Community Outreach Consultant. Watch closely as you may spot the team in your neighborhood next!

In the Community—Catch us if you can!



1 Oaklands Elementary School's Back 2 School Night



2 Chesapeake Water Environment Association Conference in Linthicum Heights, MD



3 Department of the Environment Student Alliance Summit

Congratulations Assedo Consulting LLC, 2018 Graduate of the Goldman Sachs 10,000 Small Business Program



Of the many accomplishments Odessa Phillip has achieved during her tenure as President and CEO of Assedo Consulting LLC, the completion of the Goldman Sachs 10,000 Small Businesses Program has been not only rewarding, but insightful in providing access to an array of resources and experts in the business industry. The prestigious program provides investment to help entrepreneurs create jobs and economic opportunity by providing greater access to education, capital and business support services. Launched by Goldman Sachs and the Goldman Sachs Foundation in November 2009, the program spans across all 50 states, includes over 100 local and national partners and has graduated over 7,300 small business owners seeking to increase revenues and create jobs.

This past August, Phillip and 68 other Baltimore area entrepreneurs graduated from the program, capturing lessons in strategic planning, hiring and retention, partner matching, competing for bids and increasing revenue. Phillip also had the pleasure of attending an intimate roundtable breakfast with the program's co-founder, Michael

Bloomberg, where he shared his visions for investing in this program and the City of Baltimore. Graduates were able to share their experiences from the program and network with their esteemed peers.

Aside from leading the community outreach efforts on the CWP's ponds, streams and outfalls projects, Assedo Consulting LLC has been quite busy. The firm signed a more than \$500,000 contract earlier this year, has hired a few new employees and has relocated to a brand new office in Laurel. Their work with the CWP has been nothing short of outstanding and the team couldn't be more proud of their accomplishments. Keep up the great work!

To learn more about Assedo Consulting LLC and the Goldman Sachs 10,000 Small Business program: <http://assedolc.com/2018/09/05/10ksb-baltimore-breakfast-with-michael-bloomberg/>

School is in Session and So Are We!

The Clean Water Partnership Schools program is currently underway with a total of 11 elementary, middle and high schools across Prince George's County in full construction. Principals, green team coordinators and maintenance supervisors for the selected schools have been engaged with the program since inception and have been critical to the project's design and implementation process. Construction will conclude during the late fall/winter months and students are looking forward to the spring planting events in which they will learn about native plants and their school's watershed.



Project Highlights



Muirkirk Pond



Foxwood Circle



John H. Bayne Elementary School

CWP Highlights



The National Association of Counties (NACo) granted Prince George's County a 2016 Achievement Award for the development of the Clean Water Partnership, in the category of Community/Economic Development.



MARYLAND LEAGUE OF CONSERVATION VOTERS

The Maryland League of Conservation Voters honored the Prince George's County Department of the Environment's Director, Adam Ortiz, with the 2016 Environmental Leadership Award for his work with Corvias and the Clean Water Partnership.



The Clinton Global Initiative (CGI) convenes leaders to turn ideas into action. CGI Commitments to Action represent bold new ways that CGI members address global challenges—implemented through new methods of partnership and designed to maximize impact. Commitments can be small or large, global or local. No matter the size or scope, commitments help CGI members translate practical goals into meaningful and measurable results.

CWP Partners



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ABOUT THE CLEAN WATER PARTNERSHIP: The Prince George's County and Corvias Public-Private Partnership (P3), also called the Clean Water Partnership, is an agreement between County government and the private sector to retrofit up to 4,000 acres of impervious surfaces using green infrastructure. This community-focused program works to address the water quality of the Chesapeake Bay, while simultaneously focusing on the needs of Prince George's County residents and local businesses.