



REI 2025 Project

Buy Flint Initiative: Connecting Local Businesses to Corporate Procurement Opportunities

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We've earned the trust of our clients



Laura Sigmon

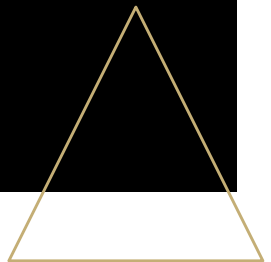
- CEO & Principal Consultant of Best Practices Consulting Services, founded in 2008
- Capacity Building Strategist and Technical Assistance Provider operating in 13 counties in Michigan, Warrenton, NC, Los Angeles, CA and Washington DC



Background

The Buy Flint Initiative sought to establish a sustainable pipeline between large corporations operating within Flint, Genesee County, and Michigan and local businesses. The initiative focuses on identifying and empowering a diverse range of businesses, including single-member entities, microscopic enterprises, active depressed microentrepreneurs, long-standing businesses, and seasonal operations.

By integrating targeted capacity-building, procurement support, and strategic mapping, the Buy Flint Initiative is to strengthen the local supply chain, foster economic stability, and drive regional resilience.



The background features a faded portrait of a man with long hair and a beard. Overlaid on the right side is a large black triangle pointing downwards, which contains the main text. A smaller, hollow triangle is positioned at the bottom left of the black triangle.

Objectives

- 
- **Identify and Map Local Businesses:** Develop a comprehensive map categorizing businesses into the following segments:
 - Single-member and microscopic enterprises.
 - Active but financially depressed microentrepreneurs.
 - Long-standing businesses with established track records.
 - Seasonal operations that align with corporate needs.
 - **Capacity Building and Technical Assistance:** Enhance business readiness to meet procurement requirements through workshops, mentorship, and resource development.
 - **Create and Launch BuyFlint Directory:** Design a centralized, interactive directory of local suppliers to facilitate connections with large corporations and public institutions.
 - **Promote Procurement Opportunities:** Establish mechanisms for corporations to source goods locally, incorporating incentive structures and feedback loops for continuous improvement.



Plan Components: Mapping Businesses

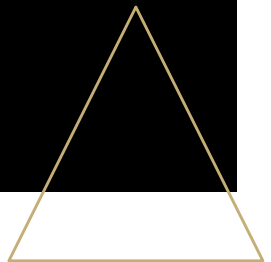
Data
collection



Business
Segmentation



Geographic
Visualization



Process: Capacity Building and Technical Assistance



- Workshops
- Training Sessions



- Tailored Support
- Capability Assessment



- Resource Development
- Sourcing Projections



Creation and Launch

Directory Development

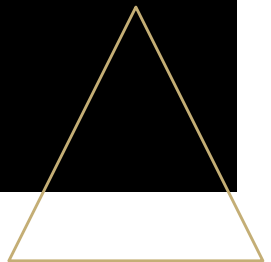
- Digital platform w/sellers
- Highlighting profiles

Integration w/Procurement Systems

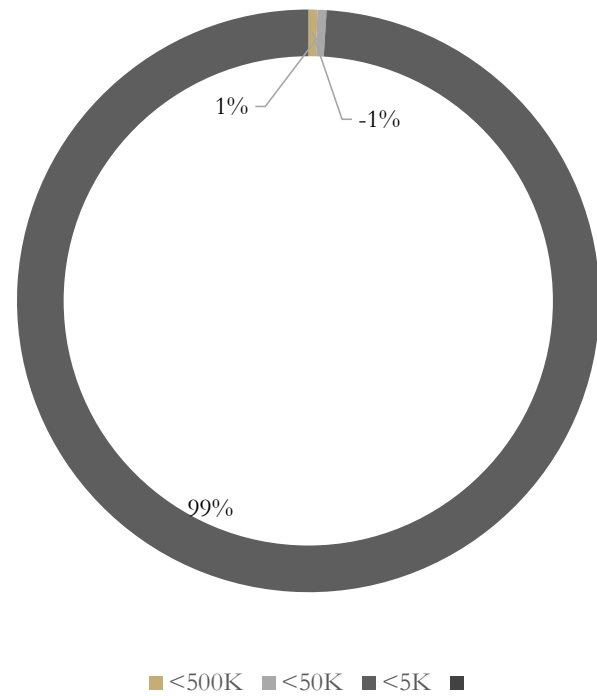
- B2B
- B2G

Marketing Campaigns

- Promote the directory to potential buyers



Refocus





Project Adjustments

Based on the surveillance and findings,
the sellers are not fit for corporate
buyers



Adjust to identify small service
contracts, retail outlets, and peer-
to-peer engagements



Seller Stages

- <5K
in sales

Red



- <50K
in sales

Yellow



- <500K
in sales

Green



Key Findings

This project focuses on the ALICE population (Asset-Limited, Income-Constrained, Employed) in Flint and Genesee County. These individuals are employed but struggle to meet basic living costs due to low wages and insufficient access to upward mobility opportunities.



Project Timeline





Seller Presentations

Each participant will record a pre-scripted capability review:

- Highlighting their supply chain access
- Funding position related to procurement opportunities
- Previous projects if applicable



Matchmaking Prospects

B2B

Nonprofits who currently indexed expenses as presented in their budgets

Small businesses who might consider small size service contracts: janitorial, lawn services, etc.

B2G

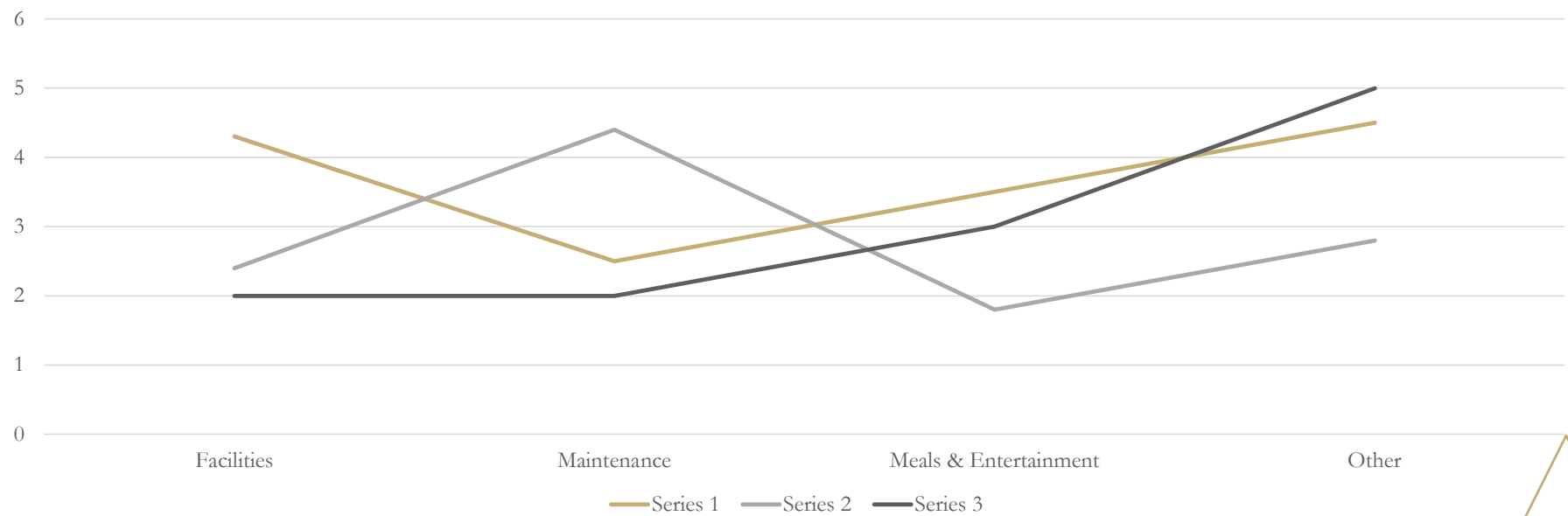
City of Flint- various

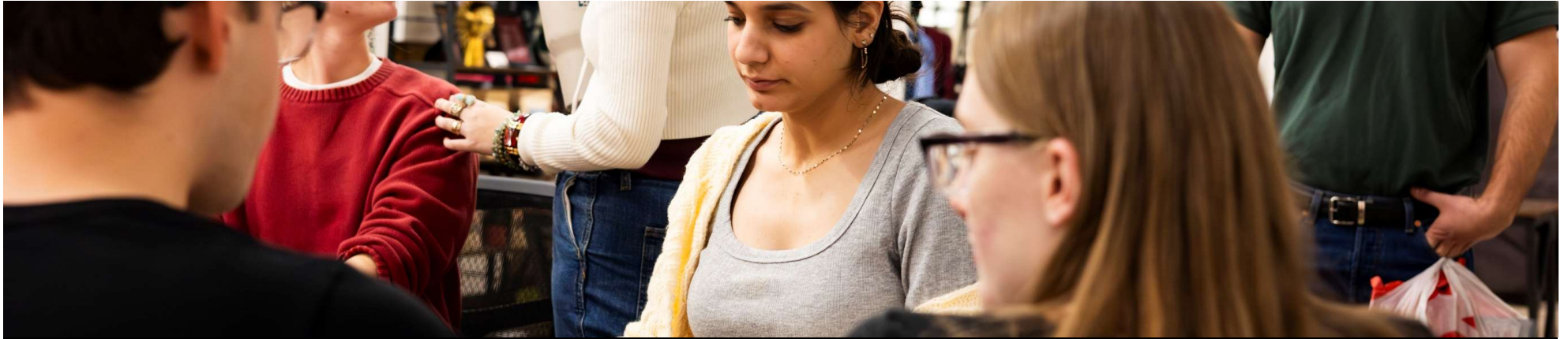
EDA

Flint DDA

Procurement

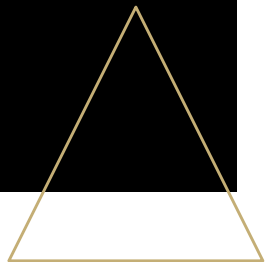
2024 Spending





Call to Action

- The ecosystem support agencies will rally to identify prospects in the selected spend areas
- The technical assistance providers will make referral when probable suppliers are identified



Thank You



REI Center



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Economic Development**



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