



**ALLIANCE GROUP PROPOSAL
TO
THE CITY OF JONESBORO, GEORGIA
FOR**

**Phase II: National League of Cities (NLC), Southern
Cities Economic Inclusion Initiative (SCEI) Grant Funded
Procurement Project**

Submitted: Wednesday, September 21, 2026_REV 2

Attention: Mayor Donya Sartor
dsartor@jonesboroga.gov

Mrs. Faith Akuta, Economic Development Director
fakuta@jonesboroga.gov

Attorney Latonya Wiley, City Attorney
latonyawiley@wileylawpc.com

Monday, September 21, 2026

City of Jonesboro Georgia
City Hall
1859 City Center Way
Jonesboro, GA 30236

ATTN: Mayor Donya Sartor, Mrs. Faith Akuta, Economic Development Director, Latonya Wiley, Esq., City Attorney

RE: GreenRush Compliance, Inc. dba **Alliance Group**, Proposal to the City of Jonesboro, GA for *Phase II: National League of Cities (NLC), Southern Cities Economic Inclusion Initiative (SCEI) Grant, Funded Procurement Project*

Dear Mayor Sartor, Mrs. Akuta, & Attorney Wiley,

GreenRush Compliance, Inc. dba **Alliance Group**, appreciates the opportunity to submit a formal proposal to provide consulting support to the City of Jonesboro, GA, for consulting support of the *Phase II: National League of Cities (NLC), Southern Cities Economic Inclusion Initiative (SCEI) Grant Funded Procurement Project*. Alliance Group will leverage our significant expertise and experience to deliver the desired services.

Alliance Group, established in 2010, is a management consulting and professional services firm with core capabilities that include organizational efficiency & change management, procurement, contracts negotiations and administration, and project management. We have provided value to clients in the public and private sectors and are committed to superior technical performance, professionalism, compliance, ethics, and financial diligence.

Alliance Group has provided similar management consulting services to the City of Jonesboro and to public and private sector clients including:

- ★ U.S. Health and Human Services
- ★ U.S. Centers for Disease Control and Prevention (CDC)
- ★ U.S. Transportation and Security Administration (TSA)
- ★ U.S. Veterans Affairs (VA)
- ★ Fulton Dekalb Hospital Authority (FDHA)
- ★ Cobb County Sheriff's Office
- ★ Cleveland Carter Enterprises, Inc.
- ★ The Saunders Law Firm, P.C.

Alliance Group developed the City of Jonesboro Procurement Policies & Procedures during Phase I of the NLC SCEI grant and are confident that we can deliver the level of service the City requires for Phase II.

For your convenience, the following is Alliance Group's corporate information:

Company Name:	GreenRush Compliance, Inc. dba Alliance Group
Company Address:	<u>Headquarters:</u> 195 14 th Street, NE, Suite 1703, Atlanta, GA 30309
Website:	https://www.allianceatl.com/
CEO/Authorized Negotiator/ Signature Authority Contact Info:	Lesa Adeboye', President & CEO Phone: [REDACTED] Email: lesa@allianceatl.com
EIN:	[REDACTED]
Banking Information:	PNC Bank Routing No. [REDACTED] Account No. [REDACTED] Attn: GreenRush Compliance, Inc. / Lesa Adeboye
Company Size/Status:	Small Business Administration (SBA) Certified 8(a) & Woman Owned Small Business (WOSB), Georgia DOAS Certified WOSB

If there are any questions regarding our proposal, please do not hesitate to contact me via cell phone at (404)436-1208 or email at lesa@allianceatl.com.

Respectfully,

Lesa Adeboye', President & CEO



GreenRush Compliance, Inc. dba **Alliance Group**

1. UNDERSTANDING OF SCOPE AND APPROACH

The City of Jonesboro seeks to reengage Alliance Group to provide *Procurement Consulting Services* in support of the National League of Cities (NLC) Southern Cities Economic Inclusion Initiative (SCEI) grant, awarded in 2025 entitled, *"Include Jonesboro: Supporting Businesses Through Inclusive Procurement Policies"*. The purpose of the SCEI grant is to support southern cities in efforts to ensure equitable opportunities for diverse businesses, foster economic growth, and promote community engagement through accessible procedures and transparent practices. Phase II of the grant cycle is January 1, 2026 – December 31, 2027)

Alliance Group will provide the following procurement consulting support for Phase II of the grant cycle:

PHASE II

Task 1. Training Development & Facilitation

- Develop and conduct training for the City of Jonesboro leadership on the recently adopted (February 2026) procurement policies and procedures.
 - Develop custom procurement training materials based on the *City of Jonesboro Procurement Policies and Procedures Manual*, and *Jonesboro, Georgia Code of Ordinance (Sec. 2-153 – 2-191)*
 - Submit for review by the Mayor and City Attorney
 - Plan and coordinate (date, time, location/platform) the in-person/online, 2-hour training sessions.
 - Conduct Three (3) Training Sessions
 - Conduct survey for feedback
 - Provide Project Report

Deliverables:

- Training sessions and materials
- Feedback Survey
- Project Report

Additional Tasks:

Task 2. Policy Review & Procedures Development (*Contract Modification required to add funding*)

- Review policies and procedures with City Attorney and revise as needed.

Task 3. Implementation Support and Follow-Up (*Contract Modification required to add funding*)

- Offer recommendations for ongoing monitoring, compliance review, and periodic updates.

Task 4. Small Business Open House & Cohort Series (*Contract Modification required to add funding*)

- Plan and support Open House in 2027 for Jonesboro's small business community to meet City Purchasing Leadership and learn how to do business with the City.
- Develop cohort program and facilitate 4 – 6 cohort sessions where small businesses will learn how to pursue business opportunities with the City, County, State, Federal governments, and with large businesses. Cohort participants will also learn about other resources (i.e. SBA training & loans, Community Development Financial Institutions, Banks, CPAs, Attorneys) to support their growth

3. PROPOSED BUDGET

The following is Alliance Group's proposed Firm Fixed Price (FFP):

LINE ITEM	FIRM FIXED PRICE (FFP)
Task 1. Training Development & Facilitation of Three (3) Training Sessions	\$7,000.00
Additional Tasks:	
Task 2. Policy Review & Procedures Development	TBD (budget to be executed in a modification to the Consulting Agreement)
Task 3. Implementation Support and Follow-up	TBD (budget to be executed in a modification to the Consulting Agreement)
Task 4. Small Business Open House & Cohort Series	TBD (budget to be executed in a modification to the Consulting Agreement)
TOTAL	\$7,000.00

Pricing Development

Senior Consultants discounted hourly rate: \$250/hr. (*Standard Rate, \$300/hr.*)

Estimated hours: 20 hours (includes training development, reviews, prep, 2-hour training, and survey)

Payment Schedule

- 50% due upon Consultant Agreement execution
 - 50% at completion of training

4. ABOUT US

Alliance Group, established in 2010, is a management consulting and professional services firm with core capabilities that include organizational efficiency & change management, procurement, contracts negotiations and administration, and project management. Alliance Group has provided value to clients in the public and private sectors and is committed to superior technical performance, professionalism, compliance, ethics, and financial diligence.

Lesa Adeboye, Founder/President/CEO

The founder and principal consultant, Lesa Adeboye, is a corporately trained contract negotiator, with 30 years of experience in the corporate and government contracting space. Before founding the Alliance Group roles held by Ms. Adeboye include Director of Contract & Procurement, Program Director, Compliance Officer, Small Business Advocate, Proposal Manager, and Director of Business Development. Lesa has served on boards including the advocacy and policy organizations Women Impacting Public Policy (WIPP) Board of Directors, a Washington, D.C. based non-partisan organization advocating for business opportunities and policy improvements for women owned small businesses and currently serves as Board Chair for Women Entrepreneurial Opportunity Project (WEOP) a non-profit organization committed to advancing economic progress for women. Lesa is an alumnus of Georgia State University, Andrew Young School of Public Policy, and is a native of Atlanta, GA,

5. CONCLUSION

Alliance Group appreciates the opportunity to submit a proposal to the City of Jonesboro and are confident that we can provide the level of support desired. We will work collaboratively with the City to deliver on time and within budget.