New Jersey American Water Seeks Applications for Diverse Supplier Development Program

CAMDEN, N.J. – August 2, 2024 – New Jersey American Water is seeking applications for its newly created Diverse Supplier Development Program, which provides diverse suppliers with the knowledge and skills to compete for business from a wide variety of companies, including New Jersey American Water. Applications for the program close on August 9, 2024.

“Building strong relationships with a diverse range of suppliers drives innovation, reduces costs, promotes sustainability, and supports our mission to provide reliable water and wastewater services,” said Mark McDonough, President, New Jersey American Water. “We encourage minority businesses of all backgrounds to consider joining us in our mission. By doing so, you’ll not only be contributing to our shared goal of providing high-quality water and wastewater services but also becoming a vital part of our efforts to drive progress and inclusion in the industry.”

Applicants will receive training over six months across New Jersey American Water offices, beginning in October 2024. Training modules will be conducted once a month with both an in-person (preferred) and virtual option, including:

- Module 1: How To Do Business with New Jersey American Water, covering topics including an American Water overview, supply chain management, and cyber security.
- Module 2: Financial Acumen, covering topics including access to capital, project estimating, and succession planning.
- Module 3: American Water Operational Input-Output, covering topics including New Jersey American Water service territory and safety, engineering, water and wastewater, and a Delran Plant Tour.
- Module 4: Growth and Success, covering topics including growth strategies and sales, marketing your business, and a panel discussion of success stories with current American Water suppliers.
- Module 5: Prime Supplier Engagement, covering topics including subcontractor opportunities and a supplier site visit.
- Module 6: American Water Leaders Round Table, covering topics including leadership styles and business management strategies.

New Jersey American Water is actively recruiting minority-owned, woman-owned, LGBTQ+-owned, disability-owned, or veteran-owned business enterprises. The company will prioritize businesses with experience in water and wastewater including underground construction, pipeline replacement and additional areas of utility experience.

For more information about the supplier program and to apply, visit the Suppliers & Vendors page here.

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