

# Focus on Client Success



**B&B INDUSTRIES**  
BUILDING BETTER

## Constructing a Path to Federal Contracting Success

**B&B Industries LC**, located in Fraser, MI, was founded with a vision to excel in the construction industry while making a significant impact on the community. The company is recognized as a Service-Disabled Veteran-Owned Small Business (SDVOSB) by the SBA and is in the process of obtaining its Economically Disadvantaged Women-Owned Small Business (EDWOSB) and 8(a) certifications.

B&B Industries began out of collaboration between Renee Brennan and Ronda Bussa, two driven and passionate professionals with extensive experience in their respective fields.

Renee, President of B&B Industries, has over 20 years of experience in the construction industry and has been successfully managing federal contracts for more than a decade.

With a bachelor's degree in construction management, she has a proven track record of training personnel, managing projects, and overseeing business operations. Her expertise includes managing over \$100 million in contract capacity awards for Design/Build IDIQ and MATOC contracts.

Ronda, Controller of B&B Industries, with over 20 years of experience and more than 15 years in construction and project management, has been instrumental in providing consulting services to various small business owners. She holds a Master of Business Administration and a Bachelor of Science in Business Administration with a major in accounting. Ronda's strong analytical and problem-solving skills, along with her proven communication and leadership abilities, have been key to the company's success.

**B & B Industries was recently awarded a total of \$991,000.00 for two Federal Contracts:**

- Hiawatha National Forest Point Aux Chenes River Timber Bridge Replacement for the Forest Service.
- Electrical Construction for the Army Reserve Center.



Long timber clear span bridge over the Point Aux Chenes River.

B&B Industries prides itself as highly experienced general contracting and construction management team in Southeast Michigan. Each key member has at least ten years of experience in relevant construction fields. The company's management approach has been honed through years of successful performance on contracts with various governmental agencies.

B&B Industries has a diverse portfolio of successfully completed projects, showcasing their ability to manage projects of varying scale and complexity. They have provided

construction services for numerous federal agencies, including the US Army TACOM, US Army DEVCOM, Army National Guard, Veterans Affairs, GSA, Forest Service, National Park Service, US Coast Guard, National Forest Service, Fish and Wildlife, and Naval Facilities Command.

B&B Industries collaborates closely with clients to ensure projects meet or exceed specifications, exploring all options for improvement. The company is customer-focused, never marking a project complete until the customer, client, and end-user are satisfied. For design-build projects, B&B personnel have successfully navigated unique design requirements and challenges presented by customers such as the US Army Corps of Engineers, US Army TACOM, Ohio National Guard, Environmental Protection Agency, Veterans Administration, and Naval Facilities Command.

B&B Industries views its contractual relationships with clients as partnerships, fostering an atmosphere of cooperation that often uncovers design issues early in the process, saving time and costly design revisions. The company is committed to maintaining an open relationship with clients in order to meet and exceed expectations with delivery of the end product.

Renee and Ronda have been working with the Macomb Regional APEX Accelerator since March 2024. During this time, they received multiple counseling sessions and attended many training events

spanning a range of government contracting topics. Their goals were to apply for the Economic Disadvantaged Women Owned Small Business (EDWOSB) certification, 8(a) certification, and grow the company by obtaining federal contracts.

**"The no cost training events provided by Macomb Regional APEX Accelerator have been very beneficial to help learn about using SAM.gov, updating our SBA DSBS profile, FAR clause education, cyber security information and many other topics."**

Ronda Bussa

Renee and Ronda found understanding that the language used by the federal government and staying current with the changing federal construction landscape were barriers to achieving their goals. The Macomb Regional APEX Accelerator was able to help by explaining numerous federal contracting particulars, especially regarding the 8(a) application submission.

Maureen Miller, Procurement Specialist at Macomb Regional APEX Accelerator played a

crucial role in assisting Renee and Ronda with the EDWOSB and 8(a) certification reviewing resumes and social narratives and providing support with Bidmatch. Maureen's expertise of the 8(a) application process was instrumental in B&B Industries submitting their 8(a) application in March 2025. She was able to answer specific questions and guide them through the SBA website submission process. Maureen's proficiency in federal contracting rules and regulations helped navigate and clarify complex government requirements.

**"Maureen's knowledge of federal contracting and dedication to her clients enabled B&B Industries to successfully win awards with the federal government."**

Renee Brennan

Macomb Regional APEX Accelerator will continue to support B&B industries through future successes in government contracting.

To learn more about B&B Industries, visit their website at: [B&B INDUSTRIES LC](http://B&B%20INDUSTRIES%20LC).

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