

February 2023



Mountain Plains
Minority Supplier
Development Council

Your monthly news & updates

Four Pillars of the MPMSDC
Certify~~Connect~~Develop~~Advocate

[Visit our Website](#)

What does the Mountain Plains MSDC do?

The Mountain Plains Minority Supplier Development Council (**MPMSDC**) provides solutions for corporations that want to partner with the Council to leverage talent, capabilities, and markets that minority suppliers represent. The MPMSDC certifies minority suppliers.

We certify minority suppliers so that Corporate America can maximize and measure the impact of minority suppliers have on communities of color and ethnicity.

[Mountain Plains MSDC](#)

Vision of the Mountain Plains MSDC

The Vision of the MPMSDC is to be the bridge to help corporations create wealth within the minority business community by connecting them to capable and qualified MBEs for contracting opportunities.

News from the Council

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Happy Graduation Day!

Please join the Mountain Plains MSDC and the University of Nebraska as we recognize and celebrate our 2nd cohort graduating class of the MBE University.

This is your chance to hear from the faculty members at the University of Nebraska and some of our graduates:

Where: Virtually-Microsoft Teams Meet-link will be sent

When: Friday, January 27th from 10am-11:30am MST and 11am to 12:30 pm CST
REGISTER TODAY and show your support!

MBE Keynote Speakers



Molly Roe
SweetGrass Trading



Kevin Taylor
Knowada



If you have been thinking (Class 1 MBEs) of elevating your educational growth, then please register for the event to learn more about the 3rd cohort in 2023.

The MPMSDC and the University of Nebraska held their 2nd cohort graduation on January 27th.

If you are interested in elevating your educational growth in 2023 and are an MBE Class 1, then please contact the Council to advise of being submitting an interest of consideration for the MBE University. Let us know if you would like to attend the 3rd cohort.

Inquires or questions can be emailed to Nicie Smullen at:
Nicie@mpmsdc.org



RUNNING A SMALL COMPANY IS A FULL-TIME COMMITMENT, BUT PREPARING TO GROW IS ESSENTIAL. LEARN THE BASIC INFORMATION AND SKILLS YOU NEED TO TRANSFORM YOUR SMALL BUSINESS INTO A BIGGER BUSINESS WITHOUT LEAVING YOUR DESK. INTERACTIVE, ONLINE WEBINARS ARE TAUGHT BY WORLD-CLASS UNIVERSITY FACULTY AND SPECIFICALLY DEVELOPED FOR ENTREPRENEURS AND SMALL BUSINESS OWNERS.

The MPMSDC is hosting the MBE University. This **12-week program** is being provided at no cost to our **certified MBEs** but does require attendance for all classes. The completion of this class will not only provide new knowledge in the business world, but you will also receive a certificate of completion from the University of Nebraska and from the Mountain Plains MSDC!

Some of the classes that are being offered in MBE University are:

- *Planning for Growth
- *Professional Selling



ACCESS TO OPPORTUNITY VIRTUAL WEBINAR WITH SYSCO

TUESDAY, January 31, 2023
FROM 10 AM-11 AM MST & 11 PM -12 PM CST



- How to successfully engage category opportunities (direct & indirect)
- Understand different sales paths
- What a good "go to" market strategy looks like
- Key upcoming opportunities
- Mentorship program

Darnell K. Greene
Director of Supplier Diversity



Sysco is the global leader in selling, marketing and distributing food and non-food products to restaurants, healthcare and educational facilities, lodging establishments and other customers around the world. At Sysco, we aspire to create a global culture that is decidedly diverse, equitable, and inclusive – one where we foster belonging as we care for one another and connect the world through food and trusted partnerships. We are Better Together.

CERTIFIED MBEs- THIS ONE IS FOR YOU!
REGISTER TODAY AND LEARN HOW TO BECOME A DIVERSE SUPPLIER FOR SYSCO

The MPMSDC had their first Access Opportunity Event with National Corporate Member- Sysco Corporation.

On a monthly basis the Council will host Access Opportunities with both regional and national corporate members so please keep checking our website for future webinars.

2023 Calendar of Events

What an **AWESOME** way to celebrate the graduates of MBE University.

Throughout the Council region graduation celebrations has been or scheduled as follows:

Colorado: The View House Littleton on 1-27-23

Nebraska: Smokin Oak Pizza on 1-31-23

Kansas: Jack Stack BBQ coming up on 2-9-23

- *Managing your Money with Metrics
- *Keys to Building a Successful Business
- *Customer Relationship Management
- *Design Thinking

The 3rd cohort will begin soon so look for our registration flyer!

Congratulations to the MBE University Graduating Class 2nd Cohort



Johnnie Craig
Integrity Communications Services



Molly Roe
SweetGrass Trading Company



Isaac Opiyo
Direct Freight Logistics



Lindsay Salazar
Tigre Radio



Kelly West
MilesWest Group



Ravi Rajagopal
Venus Solutions, LLC



Seneca Harrison
Harrison Plumbing



Sean Baxter
Misfit Island, LLC



Dante West
Oppuus



Dr. Mary Gomez Chambers
Denver Medical Concierges



Kevin Taylor
Knovada



Ivan Drinks Jr.
Reality Technology



Ivan Drinks Sr.
Reality Technology

**Meet our world-renowned professors
that teach the
MBE University at the
University of Nebraska at Omaha**



Dr. Dale Eesley Ph.D.
Director of the Center for
Innovation, Entrepreneurship &
Franchising



Dr. Brian Clark Ph.D.
Associate Professor



Dr. Birud Sindhav Ph.D.
Professor Marketing &
Entrepreneurship



2023 MBEIC Members

What is the MBEIC?

Each affiliate regional council has a Minority Business Enterprise Input Committee (**MBEIC**) that consists of owners/executives of minority businesses elected by local NMSDC- certified MBEs. As a standing committee of the affiliate regional council's Board of Directors, the MBEIC provides constructive input, promotes council events and activities, develops programs and serves as the liaison between corporate members, staff and MBEs.

[Visit our 2023 MBE Input Committee Members](#)

MBDA

WHO IS THE MBDA?

The Denver Minority Business Development Agency (MBDA) Business Center is the only federally-funded agency in Colorado that was created to specifically foster the growth of minority-owned businesses.

Our professional team of consultants specialize in assisting minority-owned firms source, target and secure state and federal contracting opportunities.

[Visit our Denver MBDA](#)



Denver MBDA Business Center

6025 S. Quebec St., Suite 135
Centennial, CO 80111
303-623-3037
info@denvermbdacenter.com

January MBE Spotlight



Company Name:

Black Travel Box

Owner Name:

Orion Brown- Founder + CEO

Company Description:

Travel is growing in our community. More of us are exploring the world with a level of freedom that our ancestors could only dream of.

I started BlackTravelBox® to give women of color a brand they could

BLACK TRAVEL BOX

trust for their travel personal care needs. As Black travelers, we have few places we can find products that work for our hair and skincare needs.

Our brand is here to help you travel in confidence. We give you the products you need to put your best foot forward and rock those selfies. We're there, wherever your travels may take you.

Website:

www.blacktravelbox.com

WELCOME MPMSDC NEWLY CERTIFIED MBEs Click on each logo for website information!



Mountain Plains MSDC Board of Directors

Please **WELCOME** our newest Board members.

To meet our entire Board please check our website:



Brian Seger

**Director of Procurement
Kiewit Corporation**



Dan Cosio

**Vice President, BPNCA
Ball Corporation**



Ivan Burwell

**CEO-President
Street Source Marketing**



Tammy Martin

**Director, Business Diversity
Burns & McDonnell**



Sunil Nair

**Managing Partner-Co CEO
IDatalytics, LLC**



A huge THANK YOU to our outgoing Board Member & MBEIC Chairperson Mr. Dicran "D" Arnold with World Wide Technology.

Dicran was very involved in the mission of the Mountain Plains MSDC and attended many events throughout his tenure. Dicran, you will be missed!

Workforce TagTalks

Workforce Tag is excited to be supporting the 2023 newsletter, Council Connect. We are trusted advisors who provide resources and technical assistance for small business and nonprofits to implement financial grants, develop grant dashboards, and communicate successful outcomes. As partners with the MPMSDC we know their work and commitment to MBEs through their certification process, Corporate Member support, free networking

events, educational programs, and supplier diversity initiatives. MPMSDC strives to develop minority-owned businesses to their full potential and WFT is partnering to increase these resources to support the success of our MBEs.

During the next few newsletters, we will be sharing free resource websites to assist you with your financial growth through grants and foundations, state and local government resources, and websites that will help your small business in other ways as well as looking into the world of nonprofit start-ups. This month, our information includes multiple business and grant sites, including Federal government links. [Free Resources – Workforce TAG](#).

Reminder, when looking for grant resources with the best fit for your organization, it is important to consider these options:

- What tools are needed to research, implement, organize, and/or plan
- Consider ease of use for your level of access, technology platforms and technical skills
- Look for best practices, what has been successful for others
- What resources are needed vs what is available

WFT and the MPMSDC will continue to support you in all your business endeavors and welcome your input as you grow.

Liz Ojeda, Founder/CEO and Miguel Jara-Garcia, Admin Tech



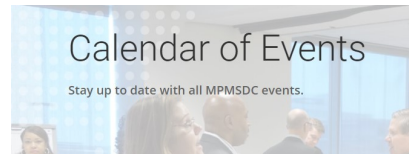
**Liz Ojeda- Founder/CEO
Workforce TAG**

Reminders to Check the following:



[Click Here for
Current Opportunities](#)

Our bid opportunity page updates daily! This is password protected and ONLY for certified MBEs. If you need the updated password, please contact us at communications@mpmsdc.org



Keep checking our calendar of events page to register for upcoming events!