

March 2023

Creating Connections-Building Bridges... Together



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.

Programming & Events from the Council

GROWTH EMPOWERMENT
LUNCH & LEARN SERIES
How to get Capital for Diverse Supply Chain Businesses

Mountain Plains Minority Supplier Development Council
CO - KANSAS - NE
8TH MARCH 2023 12:00 PM - 1:00 PM

Yvonne Durbin
DIRECTOR CAPITAL INNOVATION LAB

LSC STRATEGIC INVESTMENTS

Launched in 2022, the LSC 600 Strategic Capital Initiative is a no-cost, no-obligation financing program focused on diverse-owned businesses. The funds enable business owners to cover the costs of meeting the minimum requirements for being business with large corporations, empowering them to compete for and win more procurement opportunities.

DISCUSSIONS & AND INSIGHTS

- Address the longstanding gap in resources by offering growth capital and technical assistance to small business owners from diverse backgrounds.
- Support the growth of diverse companies into larger, more sustainable operations, which spurs job creation and entrepreneurial wealthbuilding in underinvested communities.

555 N Street NW | Suite 100
Washington, DC 20006
strategicinvestments@lsc.org

REGISTER TODAY

REGISTER HERE

Mountain Plains MSDC presents a monthly **Growth Empowerment Series** that is designed to meet the needs of our MBEs. This series will be on the 2nd Wednesday of each month for one hour. No charge for this event.

Please register for the March 8th webinar that will discuss "How to get capital for diverse supply chain businesses" led by Yvonne Durbin the Director of Capital Innovation Lab. [REGISTER HERE](#)

Mountain Plains Minority Supplier Development Council
Mountain Plains MSDC presents Blu Bambu's Professional Development Series

Thursday, March 16, 2023
4-5pm MST | 5-6pm CST

DEEP DIVE WEBINAR

4 STEP GROWTH CYCLE

We'll break down your growth cycle!

IDENTIFY BOTTLENECKS IN ORDER TO STREAMLINE YOUR BUSINESS

Learn how the 4 Step Growth Cycle impacts your business and how to utilize the 7 elements of the Growth Ecosystem in order to 2x to 5x your business in 12 months.

Hosted by:
Carlos Mireles
Founder of Blu Bambu

LIVE WEBINAR

powered by
blu bambu
www.biubambu.biz

On a monthly basis the Council will host a **Professional Development Series** is designed for small minority owned businesses. Presented by Blu Bambu who has been a certified MBE with the MPMSDC for many years. Time will always be from 4 pm-5pm MST and 5 pm to 6 pm CST. No charge for this event.

The dates are as follows:
March 16 [REGISTER HERE](#)
April 20
May 18
June 22

Please SAVE the DATE on your calendar and register once you are sent the new flyer.

[2023 Calendar of Events](#)

Virtual Corporate Roundtable designed specifically for MPMSDC Corporate, government and educational institutions.

Corporate Members don't forget to SAVE THE DATE our upcoming Roundtable discussions.

- April 19th
- June 21st

- October 18th



TWO IN ONE VIRTUAL EVENT

CORPORATE ROUND TABLE

FEATURING AN MBE SPOTLIGHT

SAVE THE DATES

April 19th, 2023
June 21st, 2023
October 18th, 2023

10:00am–11:30am (MST)
11:00am–12:30pm (CST)
www.mpmsdc.org

This virtual event is specifically designed for corporate, government and educational institutions. The Corporate Roundtable (CR) brings together corporate members and highlights successful MBEs.

CERTIFY. DEVELOP. ADVOCATE.CONNECT



Mountain Plains MSDC
is rolling out YAMMER.

Stay tuned for updates
with the group
platform to support
MBE to MBE
collaboration!

COMMUNITY NEWS & EVENTS
from our **STRATEGIC PARTNERS &**
CORPORATE MEMBERS

(click on the logo/flyer for more information)





SBA services including funding programs, counseling, federal contracting certifications, and disaster recovery. We can also connect you to our partner organizations, lenders, and other community groups that help small businesses succeed.

Turner

Upcoming Dates for KC Connects will be:

- May 18, 2023
- August 17, 2023
- November 9, 2023

The flyer and registration will be coming soon from Turner Construction Company so please **SAVE THE DATE** until further notice.

SAVE THE DATE

The Mountain Plains MSDC NEW DATE for the **Hybrid** Town Hall meeting is on Wednesday, March 29th.

Location: JE Dunn

Agenda:

2:00pm-3:00 pm Programming

3:00 pm-3:30 pm Breakout Sessions

3:30 pm-4:00 pm Recap

4:00 pm-5:30 pm Happy Hour &

Networking

Address: 2000 S. Colorado Blvd

Suite 12000

Denver, CO 80222

REGISTER HERE:



Join the DPS Office of Business Diversity for the upcoming Coffee Chat. This event provides a casual environment for district vendors, employees, and community members to gather and connect. Quarterly events are attended by DPS personnel representing the corresponding meeting focus.

You're Invited!

DHA 2023 Contracting Open House



Wednesday, March 15th

8:30 am – 4:00 pm

The Denver Housing Authority has transformed public housing in Denver, creating vibrant, revitalized, sustainable, transit-oriented, and mixed-income communities of choice across the city.

We continue seeking quality and dependable partners to support our aggressive goals. You're invited to join us at our annual Contracting Open House to explore how your company can be a part of our committed team.

Contracting Opportunities

Our 2023 Procurement Plan schedule for upcoming solicitations in construction, housing maintenance, supplies, and professional services will be provided for each participant.

Get the Basics

Several virtual workshops presented by Division leaders will provide you with the basics of DHA contracting, guidance for accessing large and small housing maintenance opportunities, and the current needs of prime contractors and architects dedicated to large DHA building and modernization projects.

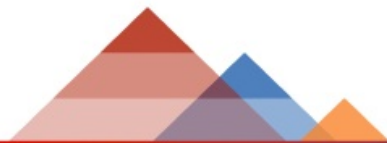
Quality In-Person Networking

We will also host a two-hour in-person networking session during the afternoon, providing vendors an opportunity to personally meet DHA senior leadership, buying staff, General Contractors, and Architects and get questions answered.

Pre-registration

You *must* pre-register to attend. By completing the registration/attending this event, you hereby acknowledge that all information provided during the registration process is subject to disclosure pursuant to the Colorado Open Records Act.

For event details and registration, please [click here](#).



DHA
DENVER HOUSING AUTHORITY

LADIES WHO LAUNCH

SMALL BUSINESS GRANT PROGRAM



Women and non-binary small business owners often lack the funding and resources they need to scale and grow their operations. That's why Ladies Who Launch created the **Launch Program**: to remove barriers to access that prevent them from succeeding.



◆ \$10,000 Cash Grant

A one-time cash grant of \$10,000 to help you scale your business

◆ Six-Month Program

Education from industry experts to answer your biggest questions and support your small business growth

◆ Mentorship

Opportunities for one-on-one coaching and mentorship to learn from experts who can help you overcome challenges and plan for growth

◆ Community

The opportunity to network with an authentic, inclusive community of small business owners who understand your journey

Application Deadline is 3/31 11:59pm ET



Eligible Businesses:

- Must be a majority women or non-binary-owned business
- Must be a Consumer Packaged Goods company
- Must have an annual gross revenue between \$100,000 - \$499,000
- Cannot seek venture capital or angel investment in the next 12 months

Scan for eligibility requirements & program details:



Learn more: ladieswholaunch.org/launch-program

Friends – please join JE Dunn to welcome the first Minority Contractor Development Program class in our **Omaha** office!

https://issuu.com/dunn/docs/mcd_issu_pages

We are so excited to be launching this initiative to help develop relationships with and to strengthen the capabilities of our minority and women trade partners. This luncheon is to commemorate the cohort and we are inviting you to participate.

Show your support for the success of this cohort by attending. Details are below:

Thursday, March 9
12-1:30pm
JE Dunn
14606 Branch Street, Ste 300
Omaha, NE 68154

RSVP with me
at nakisha.bausby@jedunn.com



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.

[MEET our MBEIC Members](#)

Our newest MBEIC member Lisa Y. Jones

Lisa Y Jones is the President & CEO of Financially Awakened, LLC, a faith-based financial coaching firm which raises financial awareness and provides financial literacy solutions to individuals, corporations and small businesses.

Lisa joins the MBEIC and hopes you will reach out to her and any of the committee members as they are here to serve our MBEs.

NEWS from the MBEIC

The Mountain Plains MSDC's MBE Input Committee (MBEIC) is excited to kick off its activities for the year 2023!

The MBEIC is the committee that serves as the voice of our MBEs. Its sole purpose is to help MBEs (who are registered with our council) to connect, develop, learn and obtain access to opportunities. The MBEIC does this by organizing workshops, setting up and sponsoring events, facilitating MBE-MBE networking, and providing guidance on opportunities. As we begin this year's activities, the MBEIC would like to thank Dicran Arnold, for his stewardship of this committee over the past two years. The MBEIC is currently chaired by Sunil Nair, Managing Partner and Co-CEO of iDataalytics LLC. The committee is also excited to add a new member, Lisa Y. Jones, CEO of Financially Awakened LLC. To see the complete list of 2023 MBEIC members, please visit the council



website at:

<https://www.mpmsdc.org/mbe-input-committee>.

As in previous years, the MBEIC has three primary objectives to achieve for the year. They include organizing the MBEIC all-hands meeting, conducting at least one MBE-focused training session, and sponsoring at least one council event. The committee has already finalized the date for the all-hands as Thursday, June 15, 2023, and is currently busy with finalizing the agenda and activities pertaining to the event. Over the coming weeks, we will be sharing further information about this event and the many things that the MBEIC is working on to help our MBEs. Stay tuned!

As always, please do not hesitate to contact the council or any of the MBEIC members if you have any questions or suggestions on how we can better serve our MBEs.

MBDA TEAM

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](#)



Andra Hargrave
Director MBDA



Rufus Jackson
Governmental Business
Services Manager



Riham Bakhat
Community
Liaison/Advocate

Small Business: -The Hard Truth Part 1
Understanding Small Business Certifications:
The misconception: By Andra Hargrave- Director MBDA

After being in the governmental business development world for over twenty-plus years, I often find that the miscommunications and outright misinformation concerning small business certifications (Social economic small business certifications) have done more harm than good. I know some members of the small business community who have become successful with a small business certification would disagree, but did you know that most certified small businesses under any certification never win any meaningful work if any work at all? It is estimated that even 60% of 8a-certified companies are not successful and the ones that will shrink once they graduate from the program.

Over the next few months, I am going to try to dispel some myths about certifications and correct the mindset of hundreds of small, certified businesses. We are going to examine the different silos of certifications including federal, municipal, corporate and specialty agency certifications (which are certifications that apply to a specific agency or group of agencies).

I promise that if you follow the steps that I am going to lay out for you, your sales team and your overall business will grow and not have to absolutely depend on small business certifications to do business with the government.



Melia Ingham
Technical Writer

Denver MBDA Business Center

6025 S. Quebec St., Suite 135
Centennial, CO 80111
720-458-1652
info@denvermbdacenter.com

March MBE Spotlight

Company Name:
Teach Financial Literacy

Owner Name:
Jon Alvarado- Founder



TEACH FINANCIAL LITERACY

Company Description:

Jon Alvarado implements his decade+ years of teaching experience to provide a financial literacy course to break barriers for students and families. A recipient of the University of Nebraska at Lincoln College Preparatory Academy Teacher of the year award, Jon has worked with over thousands of diverse students and their families to provide connected instruction in math and financial literacy.

Jon uses his powerful combination of grace, empathy, psychology, and financial literacy skills to teach you to increase your self-worth and net worth. A strong believer that you are a human being, not a spreadsheet. Jon is ready to show you how to tap into your earning potential.

A certified minority enterprise business owner, Jon understands the challenges and barriers poverty presents mentally, emotionally, and financially. His mission is to educate, empower, and elevate you and your financial literacy skills to increase your self-worth and net worth.

Website:

[About \(teachfinanciallit.com\)](http://teachfinanciallit.com)



Company Name:

Pendulum Studio

Owner Name:

Jonathan Cole- Founding Principal

Company Description:

Pendulum is a Kansas City, Missouri-based architectural practice that specializes in the design and documentation of sports facilities, mixed-used development, boutique and commercial projects. We have offices in Gastonia, NC and Greenbelt, MD as of 2021. Our track record as experts in facility assessment, fan experience enhancement, capital improvement planning, and phased facility maintenance support has promoted the economic sustainability of our clients' municipal assets. Instead of designing for the sake of design, Pendulum attacks projects from the



vantage point of the operator. Simply put – we are pro forma based designers, we design with the purpose of maximizing the use of every square-inch of the facility which fosters increased foot traffic, efficient repetitive use, enhanced patron comfort, and increased owner/operator revenue. Our design promotes a lifestyle rather than just a project.

Website:
Pendulum

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



Mountain Plains MSDC Board of Directors

Please WELCOME our newest Board member.

[To meet our entire Board please check our website:](#)

We're grateful to our Officers, Executive Committee and Board of Directors for their thought leadership, service and support in making a difference towards minority business enterprises economic inclusion and parity.



Lisa Helm

Workforce TagTalks

March 2023 Tag Talks

We are heading into the final month of the 1st quarter in 2023. If many of you have noticed, there is an abundance of grant and funding opportunities coming out from both government and private sector. This is great news but where does one start in looking at these fundings and finding what “fits” for your business.

We call this the “Go/No Go Process”.

1. Does this project fit your business mission and priorities?
 - a. If it does not align with your work, it may not be worth the effort. You may also go thru the application process and not be considered.
2. Does this project/program serve a specific community or business need?
 - a. The funds may be serving another state or location other than where your business is located.
3. Are there other partner organizations or businesses that might share this goal or contribute to the solution?
 - a. For some grants, especially larger government funds, the work required may be more that your small business has the capacity to do. BUT, if you partner with another similar business or one that aligns with the work you do, this could be a perfect match and warrant further discussions.
4. Is this project/program based on best practices in your field or industry?
 - a. This could be an opportunity to showcase the successes that your business has had, possibly training new staff or creating a new technology to leverage your work.
5. Does this project/program advance best practices in your field or industry?
 - a. In many areas, including technology or construction, for example, there continues to be work to improve processes, decrease labor, increase safety, etc. Are you doing work to advance your industry?
6. Is there sufficient time to write, compile, get authorization for, and submit a proposal?
 - a. Writing a grant application can be time consuming, especially when gathering all your information and partners. Be sure to check the timelines and use that in your decision process to GO or NO GO?
7. Does our organization have the appropriate training, experience, and time to administer the grant?
 - a. Another important aspect to consider. Some funding sources are flexible and will award funds with minimal criteria, possibly an annual report or periodic updates. Others, such as government funds, may require specific data analytics and dashboard reports during the entire award period. You want to be sure that your business will have the capacity to successfully accomplish these requirements.
8. Your success can be instrumental in obtaining future awards.

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**



For 13 years, Liz Ojeda was the Program Manager with the City and County of Denver Workforce Services and coordinated grant processes and research. She successfully led the \$6.2 million Ready To Work grant which provided 'upskilling' and 'reskilling' for job seekers in IT and Advanced Manufacturing. Liz has served in both government, corporate, and small business roles for over 30 years and has led several nonprofit organizations in her community.

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 303-623-3037 or communications@mpmsdc.org



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